



# Connection

A publication for and about Kirby-Smith Machinery, Inc. customers  
[www.KirbySmithConnection.com](http://www.KirbySmithConnection.com)

## DORADO CONSTRUCTION GROUP

See how customer service, strategic acquisitions  
build success for San Angelo contractor



(L-R) Account Managers Rocky Robles and Blake Leggett, Finance Manager Bryce Leggett, Director of Business Development Shawn Poyner, Fleet Manager/Equipment Manager Clay Butler and General Manager Casey Poyner



## MESSAGE FROM THE PRESIDENT



Ed Kirby

Dear Valued Customer:

In the midst of the busy construction season, it's easy to get caught up in the action and overlook some of the basics. First, and foremost, always take time for safety. The few minutes you spend ensuring that your workers are protected will pay important dividends, especially when you consider the potential consequences of an avoidable accident.

Statistics show that trench-related incidents have been above the norm in the past two years. Inside this edition of your Kirby-Smith Connection magazine is an article that highlights an OSHA initiative to bring greater awareness to trench safety. It has valuable information and reminders regarding the standards and practices that you must use.

In this issue, you can read about how Dorado Construction Group continues its growth in oilfield services utilizing various Komatsu 354-horsepower D155AX-8s for moving large masses of heavy material. These dozers are efficient and productive for building drilling pads – moving more than 6,000 to 8,000 yards of heavy material. The company deploys Komatsu D85EX-18 dozers for pushing, shaping and grading as well.

There is also news about the products and services we, and Komatsu, offer. For instance, there is a Q&A with Matt Beinlich, the new leader of Komatsu's Business Solutions Group (BSG) that works with customers to maximize their production, become more efficient and improve their bottom lines. One new service the BSG offers is helping customers accurately determine average fuel consumption using idle ratio.

Of course, we believe that maintaining and repairing your machines are best done with OEM parts. Read the article related to Komatsu's General Construction Undercarriage replacement to see how its offerings are the right choices.

As always, if there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,

A handwritten signature in black ink that reads "H. E. Kirby, Jr." with a stylized flourish at the end.

Ed Kirby,  
President

KIRBY-SMITH MACHINERY, INC.



# Connection

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Published by Construction Publications, Inc. for



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# DORADO CONSTRUCTION GROUP

## Customer service, strategic acquisitions build success for San Angelo, Texas, contractor focused on oilfield services

In their younger years, Casey Poynor and Clay Butler started several of what they describe as “tiny” businesses. In its earliest form, that

was the idea for Dorado Construction Group as well, but through the past eight years, the landscape has changed dramatically.

“In November 2011, Clay and I were visiting with my uncle, who told us we should look into building secondary containment solutions around tank batteries and saltwater disposal units for oilfield companies,” Casey recalled. “After some research, we decided it could be a very favorable venture and began writing a business plan.”

They recruited their stepbrother, Shawn Poynor, to join them as Director of Business Development. Casey and Clay have since become General Manager and Fleet Manager/Equipment Manager, respectively. Today, the ownership group of the San Angelo, Texas, enterprise also includes Account Managers Rocky Robles and Blake Leggett as well as Finance Manager Bryce Leggett.

This group oversees a firm that is vastly different than its humble beginnings. Dorado Construction Group – originally BP Surface Solutions – now has five divisions, which primarily serve oilfield customers in Texas, Oklahoma and New Mexico. One of those divisions is dedicated to building secondary containments. The others include civil construction, rock crushing, roustabout and mechanical resources; plus general contracting, which offers design-build services for oilfield and commercial entities.

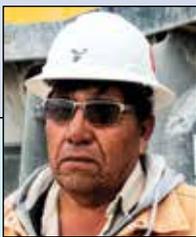
“We want to reach a point where we are a one-stop shop for oilfield companies,” said Clay. “Other than instrumentation and electrical work, we pretty well have it covered. Our growth has really been fueled by taking care of customers. They saw that we did a good job and met their deadlines. Now, repeat business is a significant portion of our overall project list.”

### Chance meeting leads to first job

At the end of 2011, Casey, Clay and Shawn met



(L-R) Dorado Construction Group’s ownership team includes Account Managers Rocky Robles and Blake Leggett, Finance Manager Bryce Leggett, Director of Business Development Shawn Poynor, Fleet Manager/Equipment Manager Clay Butler and General Manager Casey Poynor. The company provides oilfield services throughout Texas, Oklahoma and New Mexico.



Operator Alfonso Mendoza charges a crusher with a 353-horsepower Komatsu WA500-8 at a quarry site near San Angelo, Texas. “It’s big, stout and strong,” said Mendoza of the wheel loader. “I definitely get better production compared to the competitive machine we had before.”

▶ VIDEO



with a potential investor, who advised them to take their business plan to a financial institution.

“He was interested and confident that a bank would finance us,” recalled Casey. “On the way home, we stopped at a gas station where Clay bumped into an acquaintance who asked if we could do a job for him at a certain price. It was a no-brainer. Within a month, we had a master service agreement, insurance and a spray rig, and we never looked back.”

That project started in February 2012. Approximately two years down the road, they’d added three more rigs and were building multiple secondary containment systems simultaneously. Little did they know at the time, another big opportunity was just around the corner.

### Diving into dirt work

In late 2014, a civil contractor, who had employed Casey and Clay, approached them about buying out his business. He was ready to retire and had a small staff, who handled earthwork for oilfield firms.

“That put our toe in the water in terms of dirt work,” Clay said. “Roughly three years later, we fully dove in with the acquisition of a second civil contractor, who had about 40 people on the payroll. This move really expanded our capabilities into building lease roads, oilfield locations and facility sites. The contractor also did rock crushing, and we kept that aspect of the business as well.”

Dorado Construction currently runs four crushing sites. With mobile equipment it can crush at an oilfield or, as in most cases, at a quarry location of the customer’s choosing.

“We have our own drills, so we make blast holes. Once a shoot is done, we turn the rubble into usable product,” said Casey. “Customers either pick it up, or we will deliver with our trucks.”

### Kirby-Smith, Komatsu fit the bill

Nearly a year ago, Dorado Construction Group called on

Kirby-Smith Machinery and Territory Manager Ron Weaver to inquire about Komatsu equipment.

“We heard a lot of good things about Komatsu, so we contacted Ron to set up a demo on a D155,” said Casey. “It definitely outperformed a competitive dozer we had recently purchased and were having issues with. From our standpoint, the D155 is the most efficient machine for building drilling pads, where we are moving 6,000 to 8,000 yards of heavy materials. That often involves pushing them uphill as we construct ponds. We also encounter rock quite often, and the dozers are great for ripping. The

*Continued . . .*



Discover more at [KirbySmithConnection.com](http://KirbySmithConnection.com)

Dorado Construction Group uses 354-horsepower D155AX-8 dozers for moving mass amounts of material. “From our standpoint, it’s the most efficient machine for building drilling pads, where we are moving 6,000 to 8,000 yards of heavy materials,” said General Manager Casey Poyner. “The D155s power through every situation without issue.”

► VIDEO



# '(Using Komatsu Financial) adds up to better cash flow'

... continued

D155s power through every situation without issue."

Impressed with the performance of the machines, Kirby-Smith's backing and Komatsu Financial, Dorado purchased the D155AX-8 and added a D85EX-18 dozer, PC138USLC-11 and PC290LC-11 excavators, in addition to WA380-8 and WA500-8 wheel loaders.

The wheel loaders are part of crushing operations for digging into blasted soils and material banks and then loading into crushers, as well as moving finished products onto trucks. Dorado Construction Group uses the D85s for

general pushing, shaping and grading. Crews put the Komatsu excavators to work digging in lighter materials.

"The increases in productivity and efficiency we get across the board with Komatsu are fantastic," stated Clay. "I see them every day when I look up the machines through KOMTRAX on my desktop computer or tablet. If a code pops up, it alerts us so that we can address it quickly. I contact Kirby-Smith, and we walk through the issue to decide whether the operator can fix it, if it's something we can take care of with one of our mechanics or if we need a Kirby tech to come out."

Because all the Tier 4 Final units are covered by Komatsu CARE, Kirby-Smith technicians perform scheduled services for the first 2,000 hours or three years. That has freed up Dorado's mechanics to take care of other tasks and reduces overall owning and operating costs.

"Any savings is significant," Casey pointed out. "A benefit of going through Komatsu Financial for purchases was getting zero percent interest or a much lower rate compared to a bank, depending on the machine. It adds up to much less interest and better cash flow."

The closest Kirby-Smith Machinery branch to a Dorado Construction Group project takes care of service and needed parts, including ground-engaging tools. "We can call any of them and know they will respond quickly," said Clay. "Ron has been great about ensuring that we have the right equipment to meet our needs, and our Product Support Representative Cody Christopher makes sure we have the proper cutting edges and teeth. We view those guys and Kirby-Smith as partners in our success."

## Employees are 'best in the business'

Dorado Construction Group has the means to branch out beyond the oilfields. It is licensed for Texas Department of Transportation projects and has already completed a few small jobs.

"Further governmental work is a consideration, and we think commercial sites are more likely going forward," said Casey. "We can do anything from an earthwork standpoint, and we have staff members experienced in asphalt-related paving."

That may mean reassigning some of the nearly 100 employees who are currently divided among approximately 20 Dorado Construction Group crews.

"Our staff is the best in the business," stated Casey. "We sincerely believe that. Their hard work and dedication are responsible for where Dorado Construction Group is today. We appreciate everything they do on a daily basis and know that they will be key to our future success." ■



For general pushing, shaping and grading, Dorado Construction Group deploys Komatsu D85EX-18 dozers. The firm also uses Komatsu excavators and wheel loaders for various tasks. "The increases in productivity and efficiency we get across the board with Komatsu are fantastic," stated Fleet Manager/Equipment Manager Clay Butler.

(L-R) Dorado Construction Group team members Julian Roberts, Florencio Pruneda, Drew Martinez, Gilbert Juarez, Clay Butler, Casey Poynor, Garrett Haney and Jesus Rivas take time out for a photo with Kirby-Smith Machinery Territory Manager Ron Weaver and Product Support Sales Representative Cody Christopher on a jobsite near Big Lake, Texas. "We can call any of them (Kirby-Smith Machinery branch) and know they will respond quickly," said Butler.



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**Marv Selge (with Noah & Justin) / Selge Construction, Inc. / Niles, MI**

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# TARRANT REGIONAL WATER DISTRICT

Delivering quality water to residents has been the hallmark of this North Texas water supplier for 95 years

**N**orth-central Texas is one of the fastest-growing areas in the country. The Dallas-Fort Worth Metroplex alone now boasts a population of nearly 7 million people, and seemingly every suburb and other city within an hour's drive is expanding as well.

Each day the Tarrant Regional Water District (TRWD) delivers quality water to a large swath of this area. Based in Fort Worth, TRWD serves approximately 2 million residents in 11 counties across 5,800 square miles. Its coverage area stretches southeast from Fort Worth and encompasses Arlington, Mansfield, Corsicana and other cities.

Created in 1924, TRWD immediately began water-supply projects and has continued to seek ways to ensure that its service area has enough capacity to meet current and growing demands. Today, it has seven reservoirs and more than 150 miles of pipeline that run from lakes



Mike Weaver,  
Pipeline &  
Right-of-Way  
Supervisor

to water-treatment plants. It monitors the pipeline systems around-the-clock, year-round from a command center, and checks on its reservoirs, construction projects and other sites from the air with its own helicopter. Additionally, TRWD is responsible for watersheds, wetlands and flood protection.

"We move raw water from the source to the taps," stated Mike Weaver, Pipeline & Right-of-Way Supervisor. "One of the main ways we do that is by installing new and maintaining and replacing pipe as necessary."

In the 1990s, the water district began installing prestressed concrete pipe with cathodic protection, and since that time, maintenance has been a major component of the Pipeline Division. Each year, it inspects five to 10 miles of line and replaces a similar amount.

"It's more cost-effective than abandoning pipe in place and replacing it with new," Weaver pointed out.

"Because we have built enough capacity through the years, we can shut down a line for maintenance and repair it without disruption of service."

## Getting the job done with Terramac crawlers

One recent project took a Pipeline Division crew to Navarro County to replace more than a dozen, 20-foot joints of 90-inch concrete pipe near the Richland Chambers Reservoir. Approximately 40 people worked on the nearly month-long job, which involved removing old sections and installing new segments to correct a thrust and pressure issue.

"With pipe that large, you need a fairly sizeable trench in both depth and width and have the sides sloped back properly to ensure safety," said Weaver. "That was a challenge because the site was tight. We dug the trench with excavators, placed the dirt to the side and used dozers to push it away and into stockpiles for backfilling later."

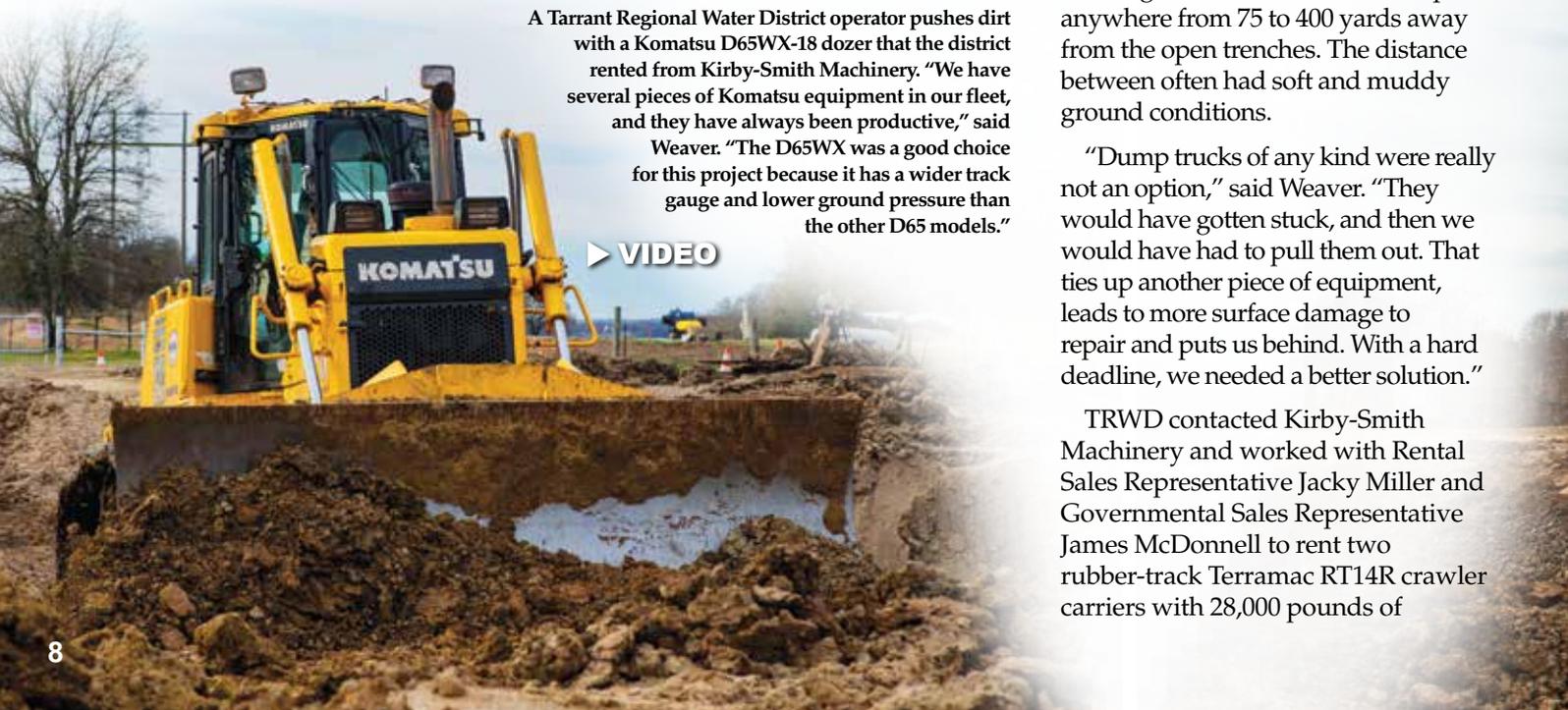
A wet winter with several inches of rain brought soggy conditions. For much of the project, aggregate bedding materials had to be stockpiled anywhere from 75 to 400 yards away from the open trenches. The distance between often had soft and muddy ground conditions.

"Dump trucks of any kind were really not an option," said Weaver. "They would have gotten stuck, and then we would have had to pull them out. That ties up another piece of equipment, leads to more surface damage to repair and puts us behind. With a hard deadline, we needed a better solution."

TRWD contacted Kirby-Smith Machinery and worked with Rental Sales Representative Jacky Miller and Governmental Sales Representative James McDonnell to rent two rubber-track Terramac RT14R crawler carriers with 28,000 pounds of

A Tarrant Regional Water District operator pushes dirt with a Komatsu D65WX-18 dozer that the district rented from Kirby-Smith Machinery. "We have several pieces of Komatsu equipment in our fleet, and they have always been productive," said Weaver. "The D65WX was a good choice for this project because it has a wider track gauge and lower ground pressure than the other D65 models."

▶ VIDEO



carrying capacity and ground pressure of only 8.3 PSI.

“We ran them on some really sloppy, nasty ground, and they floated right over it,” said Weaver. “With the low-ground-pressure rubber tracks, the weight is evenly distributed, so you avoid making ruts and sinking into the soil. That helped us complete the project on time.”

Operator Joe McCune noted that another advantage of the 42,220-pound Terramac crawler carriers is the 360-degree rotating frame.

“Instead of pulling in, turning and backing up to dump with a truck, the Terramacs allow you to pull up, spin the cab and bed and then dump at any angle,”

Tarrant Regional Water District operators dig trenches with a rented PC290LC-11 excavator along with an older PC490LC it owns.

said McCune. “That’s very handy, especially in situations where there isn’t much space to work.”

Jordan Foote, a member of a cathodic protection crew, was impressed as well.

“I have some experience running equipment, so within a few minutes of getting in the cab, I was able to work,” Foote said. “The joystick controls are great. Movement is controlled with the left joystick, while the spin and dump is handled with the right. Everything is laid out well, so even if you have never run a machine before, it would be easy to learn.”

## Augmenting Komatsu fleet

TRWD also rented a Komatsu PC290LC-11 excavator and a D65WX-18 dozer from Kirby-Smith Machinery to pair with the PC490LC and a D65PX it owns.

“We have several pieces of Komatsu equipment in our fleet, and they have

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Discover more at [KirbySmithConnection.com](http://KirbySmithConnection.com)



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# TRWD takes a proactive approach to planning

... continued

always been productive,” said Weaver. “The D65WX was a good choice for this project because it has a wider track gauge and lower ground pressure than the other D65 models. The PC290 is a great all-around excavator.”

Weaver noted that TRWD often rents equipment, and, in addition to

Komatsu and Terramac, he has called on Miller, McDonnell and Kirby-Smith for Wirtgen Group products such as Hamm sheepsfoot and smooth-drum rollers.

“Kirby-Smith has always accommodated us and delivered equipment in a timely manner,” shared Weaver. “If we have an issue, they

respond very quickly. James, Jacky and Kirby-Smith are excellent to work with.”

## Looking ahead

Currently, TRWD is teamed up with Dallas Water Utilities on an integrated pipeline project that’s designed to carry 350 million gallons of water per day when complete. Sections are expected to be operational by 2020.

TRWD has always taken a proactive approach to planning for future needs. In the 1990s, it constructed the 1,700-acre George W. Shannon Wetlands Water Reuse Project that is used as a natural treatment for water. It’s also taken on public, conservation-education programs that have led to billions of gallons of savings each year.

Additionally, TRWD has integrated trails and other recreational amenities with the levees it has built as part of its flood-protection efforts.

“We always have multiple things going on,” Weaver noted. “Everything we do is designed for better ways to serve residents as well as conserve water and ensure its delivery with quality and in the most efficient and cost-effective ways possible.” ■



(L-R) Kirby-Smith Governmental Sales Representative James McDonnell and Rental Sales Representative Jacky Miller meet with Tarrant Regional Water District Pipeline & Right-of-Way Supervisor Mike Weaver on a jobsite in Navarro County, Texas. “Kirby-Smith has always accommodated us and delivered equipment in a timely manner,” said Weaver. “If we have an issue, they respond very quickly. James, Jacky and Kirby-Smith are excellent to work with.”



Joe McCune,  
Operator



Jordan Foote,  
Cathodic Protection  
Crew

Tarrant Regional Water District operators move stockpile materials with two Terramac RT14Rs on a job in Navarro County, Texas. “We ran them on some really sloppy, nasty ground, and they floated right over it,” said Mike Weaver, Pipeline & Right-of-Way Supervisor. “With the low-ground-pressure rubber tracks, the weight is evenly distributed, so you avoid making ruts and sinking into the soil. That helped us complete the project on time.”



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**Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS**

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# MORE BANG FOR THE BUCK

## Komatsu machines increase efficiency, productivity for two Texas entities – Parker County and the City of Gainesville Cemetery Division

Each year, the City of Gainesville’s (Texas) Cemetery Division digs approximately 150 graves. A little more than a decade ago it switched from using a backhoe to a compact excavator.

“A backhoe has tires and downriggers, so it’s potentially tearing up a large area,” pointed out Dusty Luton, who leads the division, which includes three other full-time staff members. “We also had to move three headstones to dig a grave. Switching to a compact excavator was an easy choice.”

In late 2018, the Cemetery Division replaced the original machine with a tight-tail-swing Komatsu PC35MR-5 with rubber tracks. The 24.4-horsepower model has an overall width of 5 feet, 9 inches.

“We demoed several brands, and Komatsu clearly stood out,” said Luton. “Our aisles are eight feet wide, so it easily fits within that width and creates minimal ground disturbance. With the PC35, we occasionally have to slide a headstone to the side, but 90 percent of the time we can get right to where we need to be and start excavating. Without the large counterweight, the operator doesn’t have to worry about swinging around and hitting something. It’s the perfect size for the cemetery.”

Along with the excavator, the division purchased an excavator bucket and a “cemetery bucket.” The latter is three feet wide and is shaped with a shallow pan for grave digging.

“That bucket allows the operator to get the back wall straight,” said Luton. “We use the excavator bucket as needed for jobs such as digging water lines, and we also plumbed it for attachments. Sometimes we need to hammer rock, and the PC35 can do that, too.”

The city worked with Kirby-Smith Machinery Governmental Sales Representative James McDonnell to put the package together. “They were great throughout the entire process,” said Luton. “We love the ease of maintenance on the Komatsu with the flip-up cab, and any parts we need going forward will be through Kirby-Smith.”

### Hydrostatic loader fits the bill

Like much of Texas, the population of Parker County is growing. The last census showed that nearly 117,000 people resided in the 910-square-mile area just west of Fort Worth.

The county has four precincts, each responsible for taking care of its own constituency. That includes road maintenance, ditch cleaning and other vital services. Precinct 1 is

located in the northeast corner of the county, and with a staff of 16 people it covers roughly 300 miles of gravel, asphalt and concrete roadways.

“Our population is swelling, and we have an abundance of new housing going in,” said Precinct 1 Foreman Joe Brinkley. “Our road maintenance has increased as a result.”

Last year, Precinct 1 replaced an older wheel loader with a new Komatsu WA270-8 equipped with a quick coupler to easily switch from the 3.5-yard bucket to forks and vice versa. It uses the 149-horsepower

*Continued . . .*



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▶ VIDEO

The City of Gainesville Cemetery Division recently added a Komatsu PC35MR-5 tight-tail-swing excavator for digging graves and other tasks. “We demoed several brands, and Komatsu clearly stood out,” said Dusty Luton, who leads the division.

# 'All around, it's a great loader'

... continued

machine to knock down rock piles during road maintenance, move materials and load trucks at its yard.

"Cost efficiency, meaning getting the most for your money, was a big factor, and the WA270 fits the bill," said Brinkley. "I worked for a city in this county for many years, and we had one there, so I knew its capabilities."

Brinkley pointed out that the newer WA270-8 has more power than the loader Precinct 1 replaced, so productivity is better. He and his operators also like the hydrostatic transmission that provides quick travel response and aggressive drive into piles. He appreciates that it delivers dynamic braking that slows the loader when the operator takes his foot off the gas pedal.

"Since we are not constantly riding the brakes, they last longer, which goes back to cost-efficiency," Brinkley emphasized. "It's great for inching up to trucks during loading. All around, it's a great loader."

Financial incentives from the Texas Emissions Reduction Plan (TERP) factored into the precinct's purchase

of the WA270-8. TERP's objective is to help eligible businesses, individuals and local governments replace older machinery with newer units that pollute less and improve air quality, according to the Texas Commission of Environmental Quality's website.

"James and Kirby-Smith were outstanding throughout the process

and have continued to be of great service," said Brinkley. "The loader is covered by Komatsu CARE, so their technicians take care of scheduled services for the first 2,000 hours or three years, which frees up our mechanics to work on other equipment during that time. As busy as we are, that's a great benefit." ■



Kirby-Smith Machinery Governmental Sales Representative James McDonnell (left) meets with Parker County Precinct 1 Foreman Joe Brinkley at the county's yard. "James and Kirby-Smith were outstanding throughout the process and have continued to be of great service," said Brinkley.

Parker County Precinct 1's WA270-8 has more power than the loader it replaced, and Foreman Joe Brinkley says operators like the hydrostatic transmission that provides quick travel response and aggressive drive into piles.

► VIDEO



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# SERVING SE OKLAHOMA BETTER

## Kirby-Smith christens new McAlester facility with open house for customers, community

**K**irby-Smith Machinery celebrated its newest location with an open house for the McAlester, Okla., branch in mid-April. More than 250 customers, community leaders, manufacturer representatives and Kirby-Smith personnel attended the event, which also featured a technician career fair.



**Bruce Taylor,**  
Branch Manager

said her husband was very excited about us coming to McAlester. I think that says a lot about who we are and how we are perceived."

The branch serves southeastern Oklahoma and is located on the outskirts of McAlester, near Oklahoma Highway 270, and within a mile of the Indian Nation Turnpike. It features a building with a parts inventory and a full-service shop. The equipment yard has ample room for Manitowoc

Branch Manager Bruce Taylor said anticipation for the facility was building for some time. "I stopped at a local restaurant a couple of months before we opened. When the server noticed the Kirby-Smith logo on my jacket, she asked if I worked for the company. She

a full-service shop. The equipment yard has ample room for Manitowoc

*Continued . . .*



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Joe Little (right) of Joe's Backhoe Services meets with Kirby-Smith Machinery Product Trainer Jay Van Duzer.



Territory Manager Ron Allen (left) and Gordon Smith with the City of Coalgate discuss the new Kirby-Smith branch.



(L-R) Technician William Walker, Branch Manager Bruce Taylor, Vice President of Sales Del Keffer, Product Support Sales Representative Brian DeVore, Product Support Manager Ryan Sanders, Territory Manager Ron Allen, Rental Manager Brian Burris, Parts Manager Gregg Ash, Service Manager George Cross, COO and Executive Vice President Jeff Weller and Oklahoma Senior Director of Sales Bill Gustafson.



Roger Cosper (left) and Richard Hart with the City of Coalgate check out the Terramac crawler carrier.



Territory Manager Ron Allen cuts the ribbon to officially christen the facility that features a full-service shop and a large parts inventory.



(L-R) Ryan Adams, Ricky Turpin and Richard Elza with Mike Krebbs Construction pause for a photo after looking over a Komatsu D65WX dozer.



▶ VIDEO

Kirby-Smith Machinery's new McAlester, Okla., branch, located at 4617 Powell Street, is near Oklahoma Highway 270 and within a mile of the Indian Nation Turnpike.



Attendees enjoy a catered barbecue lunch.



Cari and Chris Shelton with L&N Bridge take in the festivities.



Guests look at machinery and talk with representatives of Kirby-Smith and its manufacturing partners.

# Convenient location for machine pick up or drop off

... continued



(L-R) Director, Sales & Marketing Central Region for Komatsu America Corp. Mike Gidaspow talks with members of the Advantage Energy Services team, including Mike McWilliams, Eddie Sanders and Rex Holeman.



Members of the Pushmataha County team check out the McAlester branch, which carries Komatsu, Terramac, Wirtgen, Manitowoc and Takeuchi products, among others.

A large contingent from Pittsburg County District 3 gather for a picture.



Crane products, Komatsu construction equipment, Takeuchi skid steers, Wirtgen Group paving machinery and Terramac crawler carriers.

"It offers easy access, so it's more convenient for dropping off or picking up machines. This eliminates the need for customers to haul them to Tulsa, Oklahoma City or Dallas, which saves time and expense," said Territory Manager Ron Allen, who is based in McAlester and was instrumental in finding the location. "We have also built a sizeable parts inventory to allow for walk-in pick up, which is a time-saver."

In addition to Taylor and Allen, the staff includes Product Support Representative Brian DeVore, Service Manager George Cross, Product Support Manager Ryan Sanders, Rental Manager Brian Burris, Parts Manager Gregg Ash and Service Technician William Walker.

Open-house festivities included facility tours, gifts, a catered lunch and door prizes.

"We believe that this has been an underserved area," noted Del Keffer, Vice President of Sales for Kirby-Smith Machinery. "We're honored to bring this branch to southeastern Oklahoma. It's an extension of Kirby-Smith's drive to be an indispensable resource." ■

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# REDUCING FATALITIES, INJURIES

## OSHA initiative aims to increase awareness of safety hazards during operations

Anyone who works in the excavation business agrees that one injury or death from trench-related incidents is too many. However, each year there are still multiple fatalities. Data from the Bureau of Labor Statistics showed that there were 37 trench-related fatalities in 2016. That was nearly double the average number throughout the previous five years. The most recent information available showed fatalities in 2017 at 23, a significant reduction from the previous year, but still above the norm.

Those numbers prompted the Occupational Safety & Health Administration (OSHA) to initiate a new National Emphasis Program (NEP) to increase awareness and compliance with trenching and excavation safety requirements. The program consists

of two components: OSHA inspectors will conduct and record trenching and excavation inspections in a national reporting system, and each OSHA area office will develop outreach programs supporting compliance assistance within their jurisdictions.

“We are promoting stronger industry awareness about the seriousness of trenching hazards and the means available to address them,” an OSHA spokesperson reported. “In collaboration with industry stakeholders, the agency has developed new compliance assistance resources.”

OSHA’s updated Trenching and Excavation website ([www.osha.gov/SLTC/trenchingexcavation](http://www.osha.gov/SLTC/trenchingexcavation)) provides the following:

- U.S. Secretary of Labor Alexander Acosta’s recorded audio public service announcements, in English

and Spanish, that highlight effective ways to stay safe when working around trenches and excavations.

- A 45-second video, “5 Things You Should Know to Stay Safe,” covering safety measures that can eliminate hazards and prevent worker injuries.
- An updated Trenching Quick Card about protecting workers.
- OSHA’s revised “Protect Workers in Trenches” poster, which offers a quick reminder of the three ways to prevent dangerous trench collapses. The poster is printed in English and Spanish.
- A new “Slope It. Shore It. Shield It.” sticker, available in English and Spanish.

*Continued . . .*

*Editor’s note: Information for this article was supplied by the Occupational Safety & Health Administration.*

**OSHA says compliance with existing trenching standards would prevent most, if not all, fatal incidents. Included among those standards is having a protective system for trenches 5 feet or deeper, unless it is made entirely in stable rock.**



# Free, educational resources available

... continued

## Know your protective systems



Here are OSHA's definitions of the protective systems. When designing one, you must consider factors such as soil classification, depth of cut, water content of soil, changes caused by weather or climate, surcharge loads and other operations in the vicinity.

**Benching:** A method of protecting workers from cave-ins by excavating the sides of an excavation to form one or a series of horizontal levels or steps, usually with vertical or near-vertical surfaces between levels. Benching cannot be done in Type C soil.

**Sloping:** Involves cutting back the trench wall at an angle inclined away from the excavation.

**Shoring:** Installing aluminum hydraulic or other types of supports to prevent soil movement and cave-ins.

**Shielding:** Protecting workers by using trench boxes or other types of supports to prevent soil cave-ins.

Trench safety involves several factors, including proper excavations and having a means of access and egress from the trench, such as ladders.

## Following trenching standards is best prevention

OSHA says compliance with existing trenching standards would prevent most, if not all, fatal incidents. Included among those standards is having a protective system for trenches 5 feet or deeper, unless it is made entirely in stable rock, and a competent person has examined the ground and found no indication of a potential cave-in.

A competent person is any individual, selected by the employer, who is capable of identifying existing and predictable hazards or working conditions that are hazardous, unsanitary or dangerous to workers; can determine soil types and required protective systems; and is authorized to take prompt

corrective measures. OSHA requires that a competent person conduct daily inspection of a trench before workers enter.

Safe access and egress, including ladders, steps, ramps or other safe means, are required for employees working in trench excavations 4 feet or deeper. They must be located within 25 feet of all workers.

Other general rules include keeping heavy equipment away from trench edges; keeping soil and other materials at least 2 feet from the edges; knowing where underground utilities are located before digging; testing for atmospheric hazards; and ensuring that workers wear high-visibility or other suitable clothing.

"The goal of this NEP is to reduce or eliminate workplace hazards," OSHA stated. "As part of it, Compliance Safety and Health Officers will initiate inspections whenever they observe an open trench or excavation, regardless of whether or not a violation is readily observed. These observations may occur during the course of their normal workday travel or while engaged in programmed or unprogrammed inspections. Operations will also be assigned for inspection as a result of incidents, referrals and complaints. We want to prevent all trench collapses and save lives." ■





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# ALTERNATIVE FUNDING STUDIES

## Seven states earn grants to explore innovative ways to pay for infrastructure investment

The Federal Highway Administration (FHWA) recently committed \$10.2 million for testing new ways to finance highway and bridge construction projects. It announced that seven states will receive “Surface Transportation System Funding Alternative” grants.

The primary goal is to allow states to test user-based alternatives to support the federal Highway Trust Fund. It currently relies primarily on the federal gas tax, which has remained at 18.4 cents per gallon since 1993. Inflation and more fuel-efficient cars have had negative impacts on the tax’s ability to sufficiently fund road construction and repairs.

“These grants provide states with the opportunity to explore innovative ways to help pay for infrastructure improvements and maintenance,” said FHWA Deputy Administrator Brandye L. Hendrickson.

### Searching for new solutions

According to the FHWA, the seven projects will investigate and evaluate various mileage-based and road-user charges, including those for trucks and automated vehicles, and the implementation and operation of the technologies at a regional level. FHWA officials selected proposals from California, Delaware, Minnesota, Missouri, New Hampshire, Oregon and Utah.

The grants were announced soon after President Trump urged Congress to act on infrastructure in his annual State of the Union speech. He has called for as much as \$1.5 trillion in federal spending on new roads, bridges and other critical needs in the past.

“Both parties should be able to unite for a great rebuilding of America’s crumbling infrastructure,” said Trump during his speech. “I know that Congress

is eager to pass an infrastructure bill – and I am eager to work with you on legislation to deliver new and important infrastructure investment, including investments in the cutting-edge industries of the future. This is not an option, this is a necessity.”

Construction industry groups praised Trump’s push for infrastructure improvement. “The President encouraged Congress to set aside their politics and unite to repair bridges, roads and all of the America’s outdated, overburdened and crumbling infrastructure,” said National Stone, Sand and Gravel Association President Michael W. Johnson, IOM. “A collective commitment and bipartisan compromise are essential to finally making the much overdue and badly needed investment required if the U.S. is going to continue to be the strongest economy and most secure nation in the world.” ■

The Federal Highway Administration (FHWA) announced grants for seven states to study alternative funding to support the Highway Trust Fund. The primary goal is to explore innovative ways to help pay for infrastructure improvements and maintenance, according to FHWA Deputy Administrator Brandye L. Hendrickson.



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# FULL-DEPTH RECLAMATION

## Newly innovated foamed-bitumen process is changing how counties rehabilitate roads

**R**oad maintenance and construction can present numerous challenges to local government entities, but none more significant than the reality of rising construction costs and the demand for timely project delivery. The population boom in Texas has administrators and road superintendents facing drastic growth regarding road maintenance needs. Correspondingly, when a project is undertaken, efficient completion time is paramount to lessen the negative effects on traffic and most importantly, on safety.

Increasingly, counties, cities and DOTs are meeting these challenges with full-depth reclamation, specifically, the foamed-bitumen (foamed-bit) process.



Gary Corley,  
Kirby-Smith  
Paving & Compaction  
Specialist

With new technologies and best practices developed by Wirtgen Group, foamed bit is quickly becoming a favored reclamation process in the industry.

Kirby-Smith Machinery has repeatedly demonstrated the significant benefits of full-depth reclamation with foamed bit and witnessed the process rapidly gain traction throughout Texas. Although this has been a viable method for more than 20 years, its prevalence is rather recent. What is the driving force behind this shift? Primarily, it is an enhanced ability to precisely plan, measure and place a designed roadbed while keeping the existing materials in place.

### Quality product in less time

Wirtgen Group has added its proprietary technologies to a proven

equipment line, helping the company refine the foamed-bit process into a reliable, easily duplicated, jobsite task. The process involves simultaneously removing a prescribed depth of existing asphalt and mixing current roadbed material with an injected heated asphalt/water foam in the mixing drum of the recycler. A dry cement is metered out in front of the recycler and is mixed with the recycled foam blend as the recycler moves forward. The finely graded mixture is then compacted with a heavy-pad drum roller, graded and compacted again with a smooth double-drum compactor.

The roadbed attains densities in the high-90s range and is then ready for a riding course of hot-mix asphalt or

*Continued . . .*

*Editor's note: This article was written by Gary Corley of Kirby-Smith Machinery.*

The Wirtgen WR 250i recycler is a workhorse in the full-depth reclamation process, which is gaining favor in the state of Texas.



# Process is well-suited for county road work

... continued

seal coat. The finished product is a durable, high-quality reclaimed road, delivered in a fraction of the time compared to conventional methods and without road closure.

The key pieces of Wirtgen equipment used in this process are the WR 250i recycler (with foamed-bit delivery system), the Streumaster SW 16 cement spreader and a WLB 10S foamed-bit lab machine. The secret to any successful project begins in the lab, and the WLB 10S can duplicate the exact process that will occur in the mixing

drum on the road. It also discerns the proper mix design, down to the precise amounts of oil, water and cement to add to the recycled road product. The workhorse WR 250i both pushes the oil tanker and pulls the water truck while recycling the roadbed. The Streumaster spreader works in the front and meters the exact cement measurement, which is added to the drum as the recycler passes over it. The compaction is achieved by a Hamm padfoot drum roller such as the H 16i P and finished with a Hamm HD + 120i double-drum roller.

## Early results show great promise

With a tacit understanding of how the process works and the corresponding benefits, one can begin to comprehend the potential savings in both time and money. In-place rehabilitation eliminates the costly removal and trucking of the existing roadbed and a prolonged traffic disruption. Why pay for the material in that road twice? The foamed-bit process is a low-cost, high-quality alternative. Various state agencies that have performed these projects report cost savings compared to conventional construction range from 30 to 40 percent. This process is well-suited for county road work where there are often many lane miles to maintain, usually with extremely limited workspace. In fact, 60 percent of all foamed-bit projects in the United States are currently completed at the county level.

Some Texas counties have already seen the benefits of foamed bit, as TxDOT has embraced the process and recently let four foamed-bit jobs on secondary roads – all with excellent results. The work was completed in Franklin, Limestone, Cass and Harrison counties. As an example of performance, the Limestone County job was an eight-mile, two-lane stretch (16 lane miles) and the foamed-bit section was finished in 13 days, without closing the road to traffic. Kirby-Smith and Wirtgen trained, organized and provided the equipment for all of these projects and will assist with additional TxDOT foamed-bit work in the near future.

As in other endeavors, experience and expertise matter. Kirby-Smith Machinery can point with pride to a successful resumé of foamed-bit projects in Texas and perhaps can be of service in the future for your road rehabilitation needs.

To learn more about this process, contact your local Kirby-Smith Machinery branch or email [Sales@Kirby-Smith.com](mailto:Sales@Kirby-Smith.com). ■



Compaction is done with Hamm rollers such as the H 16i P padfoot shown here, as well as smooth drum HD + 120i models.



A Streumaster SW 16 cement spreader meters out dry cement during a road rehabilitation project.

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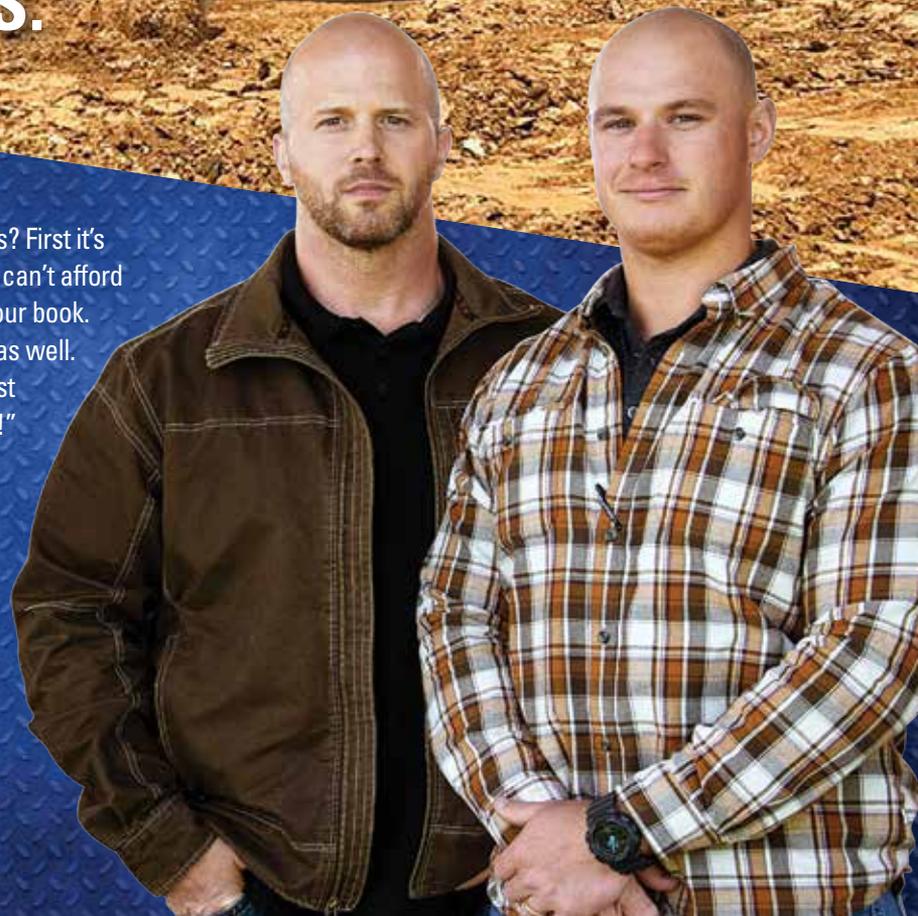
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# 'THE TOTAL PACKAGE'

## Better warranty, lower price prompt landfill to add Komatsu D155AX-7 dozer to fleet

The Midway Division of Waste Connections, Inc. serves the Chicago area through its Winnebago Landfill in Rockford, Ill. The 500-acre facility accepts 16 million pounds of solid waste daily, so having reliable equipment is paramount to the success of the operation.

When his dozer fleet began experiencing earlier-than-anticipated component failures, Midway Division District Manager Lacy Ballard decided it was time to make a change. In 2017, he turned to Komatsu and his local distributor to add a D155AX-7 dozer with a waste package, which offers enhanced features, such as striker bars and additional gap sealing, to protect the machine's vital components.

"We were able to purchase a brand new D155 with amazing warranties for less than what we were quoted



Lacy Ballard,  
Waste Connections  
Midway Division  
District Manager

for a used, competitive dozer with 3,000 hours," said Ballard. "Even before putting it to work, the D155 provided significant value."

That worth continued to increase once the dozer got into action clearing tippers, which are tractor-trailer loads of garbage.

"The D155 doesn't work nearly as hard to push the garbage; we haven't experienced any overheating issues with the torque converters," said Ballard. "The regeneration process is the best of any Tier 4 machine we've owned, the tracks are easy to clean and the visibility from inside the cab is amazing. It's the total package."

### Stamp of approval

To top off the acquisition, Ballard says that the service and attention he receives from Komatsu is above-and-beyond.

"The experience is second-to-none," shared Ballard. "Komatsu has been

extremely beneficial in helping us address concerns, provide training and be proactive. For example, we had an issue with debris getting into the radiator, so Komatsu came to retrofit a fix and will incorporate it into the design of future D155 models. The attention we receive with just one machine speaks a lot about how Komatsu treats its customers."

While this was the first Waste Connections facility to utilize a Komatsu dozer, it's possible that additional D155AX dozers will be put to work at the organization's other landfills across North America.

"I gave a presentation on the dozer at our annual corporate meeting, and I recommended it to our district managers," stated Ballard. "I'm very happy with the decision to go with the D155 and Komatsu." ■



Discover more at  
[KirbySmithConnection.com](http://KirbySmithConnection.com)

### ▶ VIDEO

At the Winnebago Landfill in Rockford, Ill., a Waste Connections operator uses a Komatsu D155AX-7 dozer to move a pile of garbage. "It's the total package," said Waste Connections Midway Division District Manager Lacy Ballard. "I'm very happy with the decision to go with the D155 and Komatsu."



# SUPER-SIZED DEMO

## Komatsu opens Arizona Proving Grounds to mining and quarry customers

**K**omatsu welcomed customers for the first time to its 660-acre Arizona Proving Grounds in Sahuarita, Ariz., for Quarry Days this spring. Attendees had the opportunity to run some of the largest machines in Komatsu's fleet, like the new 450,000-pound PC2000-11 excavator and 899-horsepower WA900-8 wheel loader.

"It was a unique opportunity to host Quarry Days at our Arizona

Proving Grounds, and it generated a lot of anticipation and excitement," said Komatsu Senior Product Manager for Mining Support Equipment Joe Sollitt. "We specifically tailored the event to quarry and mining customers by displaying and demonstrating larger, mechanical-drive products in an application that is representative of our customers' jobsites. We also aligned Quarry Days with the launch of two of our newest Komatsu products, the

WA900-8 wheel loader and PC2000-11 mining excavator.

"The facility was also a major draw for the event," he added. "We were able to showcase the ongoing research and development activity that occurs right here in Arizona."

Through the course of six days that featured eight sections, more than 200 customers and distributor representatives attended information sessions, toured the facility and operated several machines including the D375A-8 dozer, WA600-8 wheel loader, HD605-8 mechanical truck in addition to the PC2000 and WA900.

### Up close and personal

"We purposely designed the demo with smaller groups and fewer machines," explained Sollitt. "It was a far more personalized event. This gave customers more time to check out machines specific to their application needs and have additional one-on-one opportunities with our product experts."

The event was a hit with those who attended.

"It was very impressive to see all of these huge machines," said William Paul of Tilcon New York. "The event was well-organized, all of my questions were answered and I got to run some awesome equipment."

"This was a great opportunity to get out and play on the equipment," commented Dallas Archibald of J.R. Simplot. "Usually at other manufacturer events, that isn't the case. Getting a chance to get in the machine and see how it responds makes a huge difference, compared to just walking around it." ■

A group of attendees at Komatsu's first Quarry Days at the Arizona Proving Grounds in Sahuarita, Ariz., check out the latest Komatsu machines that are specific to their operations.

▶ VIDEO



Discover more at  
[KirbySmithConnection.com](http://KirbySmithConnection.com)

# REDESIGNED QUARRY LOADER

## Added features improve productivity, fuel consumption of new WA900-8

Can a productive large wheel loader also be highly efficient? The answer is yes, according to Komatsu Product Marketing Manager Robert Hussey, who points to the new Tier 4 Final WA900-8 as a perfect example.



Robert Hussey,  
Komatsu Product  
Marketing Manager

“We added several new elements that contribute to improved productivity, while lowering fuel consumption by up to 10 percent,” said Hussey. “Among them is the introduction of a modulation clutch system, which allows for smooth approaches when loading trucks in v-cycle applications. Also, a throttle lock allows the operator to set engine speed, and auto-deceleration helps save fuel.”

Additional productivity and efficiency features include:

- The introduction of Komatsu SmartLoader Logic, an engine-control system that optimizes engine output for all applications to minimize fuel consumption. It works automatically and does not interfere with production.

- A closed-center load-sensing hydraulic system that delivers the right hydraulic flow required for the job. This allows for fast work equipment speeds, keeps hydraulic oil cool and reduces fuel consumption.
- An automatic digging system that actuates the bucket tilt and lifting operations by sensing the pressure applied to the work equipment, thereby optimizing bucket load.

### Operator-friendly design

“The automatic-dig, semi-automatic-approach and automatic-dump systems allow operators to focus on the travel path of the machine, rather than its operation,” said Hussey. “They can fill the bucket without touching the equipment levers, which reduces fatigue. Operators will also like the redesigned cab with improved visibility and rearview camera.”

Hussey noted that optional add-ons include KomVision with radar, a six-camera system that provides a bird’s-eye view of the machine and its surroundings on a dedicated, in-cab monitor for greater situational awareness. The radar alerts operators when objects enter the machine’s working area.

“This quarry loader is purpose-built to match with 70- to 100-ton trucks,” Hussey said. “We also offer a high-lift configuration to pair with 150-ton trucks. Our customers said they were looking for a loader with these features and benefits, and we designed the new WA900-8 to meet those needs.” ■



Discover more at  
[KirbySmithConnection.com](http://KirbySmithConnection.com)

▶ **VIDEO** The new WA900-8 offers a modulation clutch system, Komatsu SmartLoader Logic and a closed-center load-sensing hydraulic system, all of which contribute to improved productivity and reduced fuel consumption.





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# NEW MINING EXCAVATOR

## Powerful model increases performance in quarry and mining applications

Typically, large machinery is used for high-volume digging when the top priority is moving mass amounts of material quickly. Another reason is completing the job in the most efficient and cost-effective manner. Komatsu Senior Product Manager, Mining Support Equipment Joe Sollitt said companies can better achieve both objectives with the new 200-ton-class PC2000-11 excavator that delivers increased horsepower, compared to the Dash-8 model it replaces.

“Customers told us they want better multifunction performance and productivity than the previous model and the competition,” Sollitt said. “With more available engine horsepower, we were able to increase pump



Joe Sollitt,  
Komatsu Senior  
Product Manager,  
Mining Support  
Equipment

absorption and re-engineer the engine-pump-control logic. In combination with a more efficient hydraulic system, the PC2000-11 can load out more material per shift.”

The upgraded excavator has four working modes to tailor machine performance to operating conditions and maximize production and/or efficiency. Among them is an all-new Power Plus (P+) mode that increases productivity up to 12 percent while moving more material per gallon of fuel burned.

### Greater reliability, durability

Sollitt emphasized that Komatsu designed the PC2000-11 for greater reliability and durability. It has thicker, stronger boom plates and castings that are highly resistant

to bending and torsional stress. The center and track frame were strengthened, and the excavator has larger diameter carrier rollers for extended service life.

“No stone was left unturned when designing this new model. The work equipment and superstructure were engineered to withstand the most demanding applications, and service life of the undercarriage components has been extended. A ground-level service center is standard,” said Sollitt. “The PC2000-11 maintains the power module design that service technicians have grown to love. It provides low noise levels in the cabin, excellent accessibility to major components and reduced labor hours when it comes time for planned overhaul.” ■

### Brief Specs on Komatsu’s PC2000-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC2000-11	1,046 hp	445,179-456,926 lb	15.7-17.9 cu yd

Komatsu’s new PC2000-11 excavator delivers increased horsepower compared to its predecessor and four selectable working modes for better performance in multiple applications and site conditions. Thicker, stronger boom plates and castings are among several new features that improve reliability and dependability.

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# LONGER REACH

## Manitowoc's National Crane NBT50L Series features a 151-foot boom, first offsettable lattice jib

Longer boom length that increases jobsite versatility is the hallmark of Manitowoc's National Crane NBT50L Series of boom trucks. It features four models (NBT50L, NBT55L, NTC50L and NTC55L) that are available with a 50-ton or 55-ton rating and can be configured to operate as a model NTC truck crane/boom-truck hybrid. The new series also has a 36-foot offsettable lattice jib, a first for National Crane.



Rickey Bailey,  
Vice President,  
Crane Division

The NBT50L Series offers a longer reach than the original NBT50 Series. The new models have a 151-foot boom and maximum tip height of 158 feet. With the added reach, there's less need to swing a jib on the jobsite. This saves time for operators, enabling them to get more work done in a single day by increasing their efficiency.

### Delivering flexibility

"With the NBT50L Series, we've delivered the boom length that our customers have been asking for," said Bob Ritter, Product Engineering Manager for Boom Trucks at Manitowoc. "The added reach is only the beginning. These cranes offer three lifting configurations, improved stability, higher capacity-at-reach and easier serviceability, all with the goal of enabling companies to win and complete more projects with a single crane than ever before."

All offer a working capacity of 10,000 pounds when the boom is fully extended at a 35-foot radius. When configured as an NTC, the crane has four distinct outrigger setups, including an exclusive 20-ton "truck crane" footprint for tighter jobsite requirements.

The NBT50L Series has a new superstructure design optimized to reduce deflection, offering higher lift capacities as well as greater operator confidence while lifting. Other new features include a 20-degree hydraulic tilting cab, removable counterweight system and internal anti-two-block wiring. A two-camera system for operator visibility and a wireless wind-speed sensor for lift planning are available as options.

"With 151 feet of reach and additional jobsite options, this new National Crane model is out in front of the competition," noted Vice President, Crane Division Rickey Bailey. "The impressive full-power reach, offsettable jib, multiple outrigger positions, removable counterweight system, tilting cab and ease of maintenance all make the new NBT50L Series very attractive." ■

Manitowoc's new National Crane NBT50L Series boom trucks feature longer reach with 151 feet of boom and multiple configurations for maximum versatility. Four models are available with a 50-ton or 55-ton rating.





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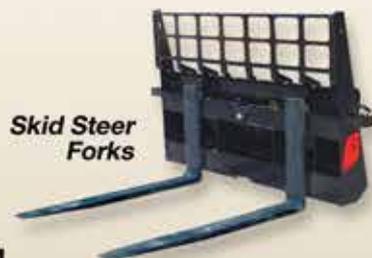
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# LARGEST HYDRAULIC CRAWLER

## Grove's new GHC140 provides improved load capacities to handle heavier lifts

**G**rove's new GHC140 hydraulic crawler crane is the manufacturer's biggest yet and delivers improved load capacities that enable users to complete heavier lifts. At the same time, it provides the maneuverability of the smaller models in Grove's hydraulic carrier line. The new model has a 171-foot, six-section, pinned boom with a maximum capacity of 140 tons.

Companies with applications in utility work, alternative energy sources, tunnel construction, barge work and storage-tank construction will find the crane especially useful, as it fits easily onto a variety of jobsites, according to Manitowoc. The GHC140 has a pin telescoping boom, so operators can accomplish a variety of lifts at various radii, enabling them to reach greater heights than they previously could with other GHC models.

"The Grove GHC line has grown in popularity through the years due to its reliability on the jobsite and best-in-class features," said JJ Grace, Manitowoc Product Manager for GHC cranes. "This latest model stems from discussions with customers who like using our telescopic crawler cranes but need improved load charts."

When configured with the 49.3-foot offsettable bi-fold swingaway, it has a maximum tip height of 229.7 feet. Introducing new 1.5-degree load charts, the GHC140 offers the ability to pick and carry at 100 percent of its load chart on inclinations up to 4 degrees, and it can swing loads a full 360 degrees.

### Ready for any environment

The GHC140's crawler tracks allow for navigation in tough conditions such as swampy or mountainous terrain.

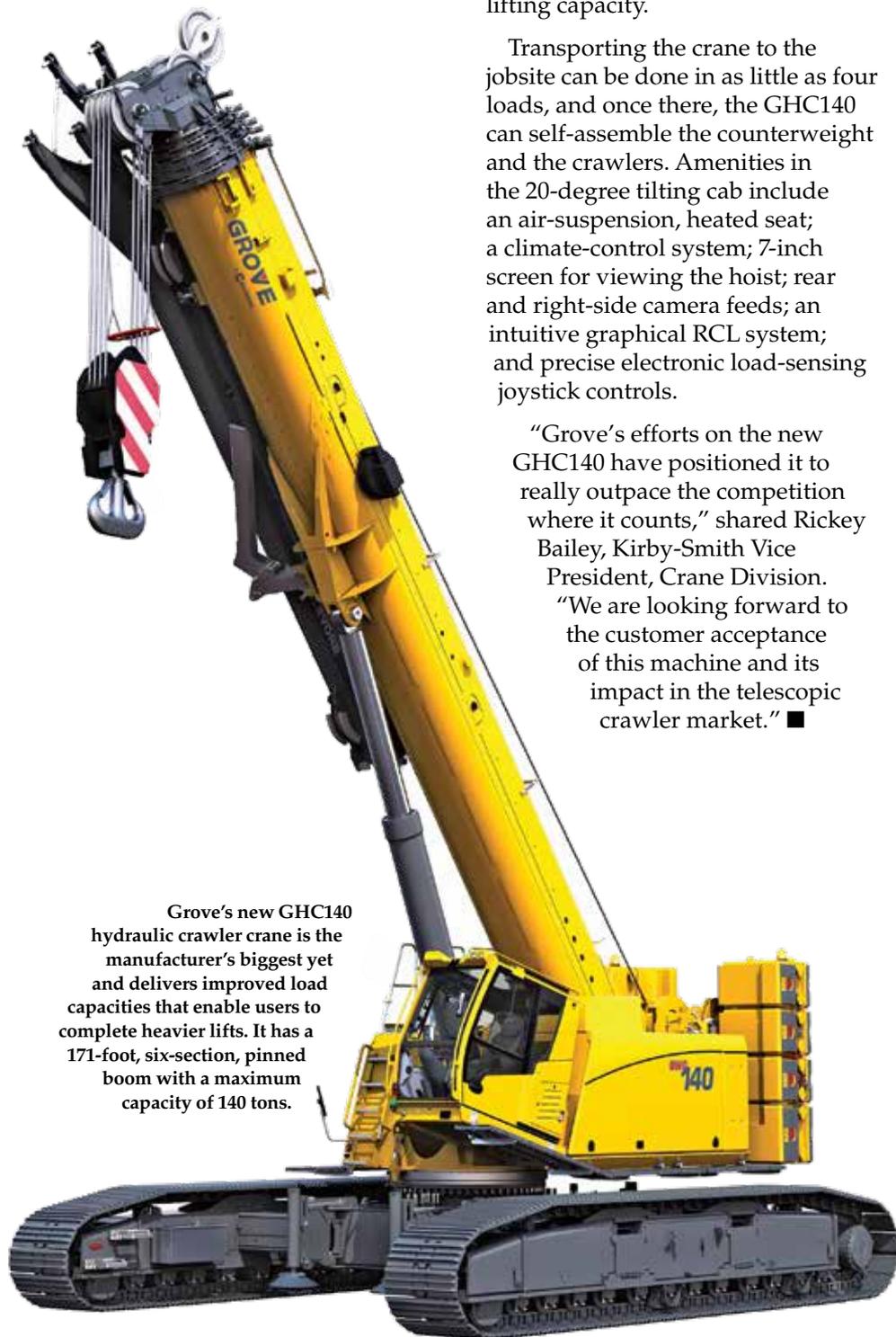
The undercarriage is powered by two-speed hydrostatic drive motors. The track side frames can be hydraulically extended and

retracted, providing three track spans with lifting capabilities at each span, adding versatility to find the best combination of crane width and lifting capacity.

Transporting the crane to the jobsite can be done in as little as four loads, and once there, the GHC140 can self-assemble the counterweight and the crawlers. Amenities in the 20-degree tilting cab include an air-suspension, heated seat; a climate-control system; 7-inch screen for viewing the hoist; rear and right-side camera feeds; an intuitive graphical RCL system; and precise electronic load-sensing joystick controls.

"Grove's efforts on the new GHC140 have positioned it to really outpace the competition where it counts," shared Rickey Bailey, Kirby-Smith Vice President, Crane Division. "We are looking forward to the customer acceptance of this machine and its impact in the telescopic crawler market." ■

Grove's new GHC140 hydraulic crawler crane is the manufacturer's biggest yet and delivers improved load capacities that enable users to complete heavier lifts. It has a 171-foot, six-section, pinned boom with a maximum capacity of 140 tons.



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# NEW COMPACT EXCAVATOR

## Versatile 5-ton Takeuchi features integrated thumb mount, more than 12 feet of digging depth

Contractors want the versatility that gives them the ability to use one machine for multiple applications. Takeuchi's new compact 5-ton TB250-2 excavator fits the bill with a long arm, integrated thumb mount and a digging depth of more than 12 feet, making it a solid choice for landscaping, general contracting, utility digs and more.

The TB250-2 features a four-pump hydraulic system for multi-function capability and pilot joysticks that provide smooth, metered control. The primary auxiliary circuit delivers 24.2 gallons per minute and is controlled with a proportional slide switch located on the left-hand joystick. The multi-function monitor makes it possible to adjust hydraulic flow rates from the cab, and multiple presets allow attachments to be exchanged quickly and easily. Continuous oil flow for various types

of hydraulically driven attachments is possible through detent mode, which improves efficiency and reduces fatigue.

### In-cab amenities

Takeuchi equipped the automotive-style cab with a high-capacity HVAC system to keep operators comfortable throughout the year, and rocker switches provide a wide range of functions. A high-back seat has multiple adjustments for height, weight, fore and aft positions as well as tilt for greater comfort.

The in-cab monitor is easy to see in varying light conditions and keeps the operator informed of machine health and performance. The Takeuchi Fleet Management telematics system comes standard and allows the owner to view vital information such as location, utilization, performance and

maintenance data remotely. This can be instrumental in ensuring uptime and availability.

Large hoods open overhead for convenient serviceability and access for daily inspection points. All grease points are clearly marked and easy to find on one side of the machine. The fuel fill is located behind a lockable access panel and provides a site gauge to simplify refueling.

"Takeuchi is excited about the addition of the TB250-2 to the excavator line, and we look forward to providing today's contractors with a machine that will not only meet, but also exceed their expectations on the most demanding jobsites," said Mike Ross, Director of Product at Takeuchi Manufacturing. "Listening to our customers is key to success, and we incorporate their feedback into every Takeuchi product to ensure the quality, performance and value are unmatched." ■



Takeuchi's TB250-2 compact excavator features 12 feet, 4.8 inches of digging depth and an integrated thumb mount. It fits a wide range of applications, including general construction, landscaping and utility installations.

# A CLEARER PICTURE

## New tool helps equipment owners calculate fuel consumption more accurately

In order to operate profitably, equipment owners need to make well-informed estimates when setting a budget, placing a bid or purchasing a new machine. Correctly anticipating the amount of fuel a machine will consume during a given time can provide significant value to an owner's bottom line – and Komatsu makes that process a lot easier.

"Typically, equipment owners forecast annual fuel consumption by categorizing the type of work the machine will do into three categories: light, average or heavy," explained Matt Beinlich, Komatsu Director, Business Solutions Group. "Those are pretty subjective terms, and guessing wrong could be costly. We want to give owners a more precise prediction."

To accomplish this, Beinlich and Komatsu's Business Solutions Group developed a chart based on the relationship between fuel burn and

idle time. Using KOMTRAX, the team can compare like-model machines to more accurately determine the average fuel consumption.

"We use idle ratio because it's the biggest driver of fuel consumption; and it is measurable data that we can get from KOMTRAX. It gives us the clearest idea of how a machine is really being used," noted Beinlich. "A heavy-use machine will idle less than a light-use machine. This allows us to better define light, average and heavy work for the equipment owner."

### Better definition of average

Using a chart with idle time on the horizontal axis and fuel burn on the vertical, the Business Solutions Group uses KOMTRAX to display information from like-model machines onto a scattergram or scatter plot (see chart).

"This helps us determine a best-fit line that covers all possible scenarios. If the

average idle rate for a specific model is 40 percent, and a company knows its idle time will be closer to 30 percent, it can classify its machine usage as heavy," said Beinlich. "The company can then use the chart to determine how many gallons per hour they should expect to burn in a heavy-use environment for that machine."

The information can help customers make clearer, more informed choices when purchasing equipment as well as assist in setting operating budgets and calculating bids.

"With this approach, it's realistic that a customer's annual fuel budget for a single machine might swing \$2,000 per year in either direction when compared to simply using the national averages. Think about how that adds up across an entire fleet," said Beinlich. ■

*For more information about this tool, contact your local Komatsu distributor.*

To give customers a more precise estimate on the amount of fuel a machine will use annually, the Business Solutions Group uses KOMTRAX to show the relationship of idle time to fuel consumption. By sampling as many as 2,000 like-model machines, owners can use their idle rates and follow the black trend line to calculate their expected fuel burn.



# BUSINESS SOLUTIONS GROUP 2.0

## New leader continues the focus on finding money-saving efficiencies in customers' operations

**QUESTION:** Is it fair to say that Komatsu's Business Solutions Group (BSG) is entering its second generation?

**ANSWER:** Yes, it is. The group started from scratch in 2015, based on a conversation with Vice President, Products and Services Rich Smith, who had some ideas he wanted to bring from Mining into the Construction Division. That first discussion wasn't much more than Rich talking through three slides describing his vision, but they turned out to be quite prescient.

Ken Calvert was the team's leader, with me as his deputy. We hired the initial team members and built from the ground up. We spent the first 18 months trying to make a name for the group and telling customers what we could offer. Eventually, we found our groove and reached the point where people were asking us to do things for them.

This year we've experienced a lot of changes, beginning with Ken's retirement. Additionally, we "graduated" that first team and welcomed several new faces, as was always the plan. The idea isn't to make a career in the BSG; we think

*Continued . . .*

*This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries – and their visions for the future.*



**Matt Beinlich,**  
Director,  
Komatsu Business  
Solutions Group

Matt Beinlich started at Komatsu as an intern while working toward an engineering degree at the University of Illinois Urbana-Champaign. When he graduated in 2002, he returned to Komatsu as a full-time employee.

"I began as a Service Development Associate, and I had the opportunity to work in both the Mining and Construction Divisions," said Beinlich. "It was a good introduction to the differences and similarities between these two worlds."

From there, Beinlich was involved with the North American introduction of VMHS, a remote machine-monitoring system for large mining equipment – today known as KOMTRAX Plus.

Beinlich then moved into technical support and worked to centralize the process of communication between engineers and distributors regarding machines in need of repair. After a successful stint there, he was tabbed as Deputy Director, Business Solutions Group and helped create the team.

"Being a part of the Business Solutions Group has been an amazing experience," said Beinlich. "I love that we are problem-solvers and forward-thinking."

In early 2019, Beinlich was named Director, Business Solutions Group, taking over for his mentor, Ken Calvert, who retired earlier this year. "Ken was a great teacher, and I am very excited to take the baton from him."

Away from the office, Beinlich enjoys spending time with his wife Melanie and their twin boys, enjoying nature and traveling.

The Business Solutions Group is focusing on creating synergy with other Komatsu teams to help deliver better results for customers. "By working together, we can blend services and continue to streamline the process and increase efficiency," said Matt Beinlich.



# 'We're known as problem solvers'

... continued

that rotating in new people creates fresh ideas and perspectives. This is like a second version; however, now we have the benefit of a clear direction and established reputation. It's a very exciting time.

**QUESTION: What are some of the group's successful initiatives to date?**

**ANSWER:** Two things that we've had a significant part in are right-sizing customers' fleets and developing the Total Cost Assurance program. With right-sizing, we look at a customer's operation and recommend a fleet that will help them operate in the most



Matt Beinlich says that the defining trait of the Business Solutions Group is the resolve to find the data and information needed to solve customers' problems.

efficient way possible by matching equipment to the application. This idea has really caught on with equipment owners.

The Total Cost Assurance idea adapts what the mining industry refers to as RAMPs or repair and maintenance plans. However, there are some key differences between the economics of mining and construction machines. For example, construction machines run fewer hours per year and are rarely overhauled. We worked with one of our distributors, Power Motive Corporation, to understand how they made this concept successful in their territory. We have shared these best practices across the rest of North America. Sometimes, BSG acts more like a proliferator of good ideas, rather than the originator, and we're just fine with that.

**QUESTION: What new areas will the BSG focus on in the future?**

**ANSWER:** As we've grown, we've noticed some overlap with other groups inside Komatsu. Building upon that synergy is a key goal this year.

For example, when one of Komatsu's operator trainers meets with an end-user,

the trainer coaches the customer on how to use a machine most efficiently. When we visit, we advise them on how to best use that machine within the entire jobsite's operation. We are doing similar things, although on different levels. By working together, we can blend services and continue to streamline the process and increase efficiency.

**QUESTION: What legacy do you hope to establish for the group?**

**ANSWER:** Ken was the perfect person to start this effort and a tremendous mentor, so I hope his fingerprints remain on the BSG for a very long time. He always said that we should strive to be executors. What he meant was that we should finish what we started. It's really easy to encounter a challenge and give up because there isn't enough information. When we come to that point, we do the research to find the answer.

That's been our defining trait so far, and I think that's why we're successful. We're known as problem solvers. Now that our first round of employees is moving into other divisions, I am excited to see how our reputation grows and in what other areas we can help. ■

Helping customers build an efficient fleet through right-sizing is a common task for the Business Solutions Group. "We evaluate the customer's operation and applications and then make fleet recommendations, which typically saves money while boosting production," said Director, Business Solutions Group Matt Beinlich.



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# NEW PRODUCT FOR DOZERS

## First General Construction Undercarriage installed on dozers; end-users laud new Komatsu Genuine option

In January 2019, Komatsu introduced an expansion to the General Construction (GC) product offering with the addition of conventional track link assemblies for all D51, D61 and D65 dozers. Jim Funk, Senior Product Manager – Undercarriage, said the first customers to install the GC link assemblies have shared positive feedback.

“We are very excited about the initial success of this product and are happy to hear it’s fitting in exactly where we hoped it would,” said Funk. “To have the very first dozers in the world with this product here in North America, makes us very proud. The quality of the GC product proved itself with the excavator offering through the past four years, so we are thrilled about adding dozer products to this category. In line with our goal from the start, the GC



**Jim Funk,**  
Komatsu Senior  
Product Manager –  
Undercarriage

products are filling a void in our offerings.”

Funk said Komatsu’s intention was to design a product for those customers who prefer Komatsu Genuine Undercarriage products and the support of its distribution network, and are looking at their replacement options due to the status of their machines.

He emphasized that Komatsu is always working to provide effective and reliable undercarriage products that meet customer needs.

### First-hand reviews

The first D51 to have General Construction link assemblies installed belongs to Gleason Clay Company in Gleason, Tenn. Its D51PX-22 works in a clay mining application and is used to clear paths for its excavators, as well as to remove overburden to reach clay seams. Gleason Clay Company Mine

Supervisor Kurt Lehmkuhl said that in the past the company considered using will-fit undercarriage replacements for their less used dozers; however, the Komatsu GC proved to be a much better choice this time. Additionally, the Komatsu Genuine Assurance coverage that the GC product carries helped Gleason Clay make the decision over other options.

“It really hit right in the price point I was looking for. With Komatsu’s history, and the relationship that we have (with our local distributor), I felt like it was the way for us to go,” said Lehmkuhl. “The warranty (assurance) is there, so everything looks good.”

J.S. Paris Excavating in North Jackson, Ohio, was the first business to have the new GC link assemblies installed on a D61. The company performs a wide variety of earthwork services across several market sectors, including residential, commercial and energy.

*Continued . . .*

(L-R) Komatsu Senior Product Manager – Undercarriage Jim Funk and Komatsu District Parts Sales Manager Ken Torian meet with staff members from Houston Products Processing (HPP) in Baytown, Texas.

HPP was the first company to have a new Komatsu General Construction track link assembly installed on a D65.



# Price, performance cited as reasons for OEM parts

... continued

“We have chosen original equipment manufacturer (OEM) Komatsu parts over aftermarket suppliers because of their performance,” said J.S. Paris Operations Manager John Haifley.

“The price difference is minimal, and that makes it an obvious choice.”

Komatsu distributor Product Support Sales Rep Rob Rivera, who supports J.S. Paris, is excited to have a new option with Komatsu Genuine Undercarriage.

“This new product line gives customers another OEM option to consider when replacing their factory installed undercarriage. With the longest assurance in the industry, I can easily share my confidence in the product,” said Rivera.

One of the very first D65 machines to have the new GC link assemblies installed was at Houston Products Processing (HPP) located in Baytown, Texas. “With the price of this link assembly, and the assurance we can offer, there was no reason to look at other options,” said Komatsu distributor Product Support Sales Rep Tres Forester, who supports HPP.

Funk suggested that anyone looking to learn more about the General Construction offering can contact their local Komatsu distributor.

“Our distributors carry a wide range of options, serving as a complete source for undercarriage needs. Our GC offerings have added to that and will continue to do so as they expand in the coming years,” he said. ■



Komatsu Senior Product Manager – Undercarriage Jim Funk (left) along with Komatsu District Parts Sales Manager Josue Tuche (right) check in with a team member from Gleason Clay Company in Gleason, Tenn., and a local distributor representative. Gleason Clay was the first to install a Komatsu GC Undercarriage replacement on a D51.

J.S. Paris Excavating in North Jackson, Ohio, boasts the first D61 dozer to have a General Construction track link assembly installed. “We have chosen original equipment manufacturer (OEM) Komatsu parts over aftermarket suppliers because of (their) performance,” said Operations Manager John Haifley (third from left) during a visit from Komatsu representatives and his local distributor.





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# BREAKING THE GLASS CEILING

Today's society needs to encourage, promote engineering careers to women

Modern society – and its ability to manage technological changes, while also combining classic thought with modernity and coexistence with advancement – leaves no alternative but to build on a foundation of gender, social and culture diversity. In a globalized world, every profession or occupation is interconnected with technology; it is clear that we need more engineers, scientists and technologists. In



Lucia Pía Torres

*Lucia Pía Torres is Program Manager for engineering at SINERGEIA-ESCO, specializing in energy efficiency and renewable energies. She has experience in project management, production, operation and maintenance in various industries and international companies.*

order to achieve our goals and develop these professions, we need to be more inclusive and strongly involve women. That is our challenge.

While society has progressed from the days when a woman like Marie Curie, an innovator in her field, was considered exceptional, there is still a long way to go in the engineering profession. I believe that we still need more female role models to inspire new generations to follow a technical professional path; it remains difficult to publicly identify successful female engineers or scientists.

Society should encourage women to pursue engineering, says author Lucia Pía Torres. "If we train, accompany and encourage women, who want to continue to increase their knowledge and enhance their skills, promoting and recognizing their development, we will be able to fulfill our main objective: a diverse, balanced and equitable world, sustainable for the next generation."

## Merit, rather than gender

For modern women, technical and complementary training, including leadership skills, management and teamwork, are becoming more attractive areas. The possibility of growing and developing within the profession is a very valuable asset. Often it is perceived that there is an unbreakable glass ceiling, and that the positions of middle and upper management are almost inaccessible for women. These jobs must be based on merit, technical abilities and leadership skills, not dependent on gender.

The word engineer has its origin in the Latin word ingenium, which refers to machines or artifacts as well as an innate and natural disposition to invent, create and design. So, any person with the vocation to innovate, create, design or shape a vision to solve common and everyday problems, can be an engineer.

Women are able to perform any task regardless of the traditional stereotypes and stigmas; it is up to us, as a current society, to eliminate them. If we train, accompany and encourage women, who want to continue to increase their knowledge and enhance their skills, promoting and recognizing their development, we will be able to fulfill our main objective: a diverse, balanced and equitable world, sustainable for the next generation. ■

*Editor's note: This article is an excerpted version of an original that first appeared on [worldcement.com](http://worldcement.com). You can read the full version there.*



# NEWS & NOTES

## Court rules general contractors can be cited for subcontractors' safety violations

The U.S. Court of Appeals for the Fifth Circuit in New Orleans ruled that the Occupational Health and Safety Administration (OSHA) may cite general contractors for subcontractors' safety violations. The ruling receded from a 1981 precedent by an administrative law judge that said OSHA could only cite controlling employers – a legal term

indicating the general contractor – for the safety of its own employees.

The opinion stems from a 2015 case in Texas where a general contractor directed a subcontractor to work in unsafe conditions. Both were cited for willful violation of an OSHA regulation regarding exposure to a cave-in hazard.

An administrative judge for the Denver Occupational Safety and Health Commission previously ruled the general contractor could not be cited for the safety hazards created by a subcontractor. The Fifth Circuit said recent rulings in similar cases render the 1981 decision obsolete. ■

## Lawyer warns of hacking risks to firms preparing bids

Construction companies preparing bids for high-profile projects should be on the lookout for cyberattacks, advised Ian Birdsey, a Partner at Pinsent Masons LLP, in a recent Construction Week article. Hackers may want to steal intellectual property, commit invoice fraud or obtain valuable information and pass it on to a rival, he said.

Beardsley told Construction Week that if a hack is identified, compliance with the law is critical. "You need to understand and comply with all regulatory notification obligations. For example, (the company) might be regulated by a state regulator, and so it may have a statutory or regulatory notification

obligation. It might have contractual notification obligations.

"What we see is that the legal issues are at the core of the breach responses; so, it's really important to have legal at the heart of the response to deal with all the kinds of issues that arise out of a data breach or security incident," he added. ■

## EIA report: Wind energy to surpass hydropower in 2019

Wind energy will exceed hydropower in 2019 for the first time, according to a report from the U.S. Energy Information Administration (EIA). The agency expects wind's energy capacity to increase to

107 gigawatts by the end of this year, compared to 96 gigawatts in 2018. It did not list totals for hydro.

Overall, the EIA sees renewable sources generating 18 percent of the United States' energy mix, up from

17 percent in 2018. It predicts total electricity generation from natural gas will increase to nearly 37 percent of the total by 2020, nuclear generation at 19 percent will hold steady and coal with 24 percent will fall. ■

## Komatsu purchases TimberPro forestry equipment

Komatsu America Corp. announced that it has entered into a definitive agreement to acquire Wisconsin-based forestry machine manufacturer TimberPro, Inc.

TimberPro was established in 2002 and is a manufacturer of

purpose-built forest machines and attachments. Its product offerings include tracked feller bunchers and harvesters, forwarders, wheeled harvesters and felling heads.

"Acquiring TimberPro will strengthen the company's position in

the full-tree-length market and enable us to offer a highly competitive range of products for professional logging," said Rod Schrader, CEO, Komatsu America Corp.

The acquisition is expected to be complete in 2019. ■

# THE PEOPLE INSIDE

## Rebecca McNatt promoted to Director of Construction Technology

**R**ebecca McNatt has earned a promotion to Director of Construction Technology for Kirby-Smith Machinery, Inc. In this role, she will be responsible for the growth and development of Komatsu SMARTCONSTRUCTION and other equipment manufacturer technology programs.



Rebecca McNatt,  
Director, Construction  
Technology

strategies that maximize the potential of this technology for Kirby-Smith and its customers.

“We look forward to Rebecca assuming this important role,” said Vice President of Sales Del Keffer. “During her tenure, she has changed the way we look at unit operation and service from an ‘hours-used’ perspective to a data-generated model, focusing on many factors of operator utilization, environmental specifics and total workload. In her new position, Rebecca will be tasked to lead the organization and our customers into the exciting and high-production world of ‘intelligent’ construction.”

Prior to her promotion, McNatt served as KOMTRAX Manager for

Kirby-Smith, analyzing and managing telematics data for customers as well as the organization’s rental fleet. She has more than 21 years of experience in the heavy equipment and automotive industry, including time as a service manager and shop production manager.

“SMARTCONSTRUCTION is the future of this industry,” said McNatt. “Our manufacturing partners are leaders in construction technology, allowing Kirby-Smith the opportunity to offer customers the best equipment available along with providing total jobsite solutions.”

McNatt and her husband Bret enjoy thoroughbred horse racing and spending time on the lake. ■



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## David Kellerstrass named General Manager, Product Support Sales

**D**avid Kellerstrass recently joined Kirby-Smith Machinery as General Manager, Product Support Sales. In this role, he will manage product support sales operations, which includes oversight of 16 product support sales representatives for the company.

Kellerstrass will focus on growing parts and service opportunities for the organization, partnering with leading industry suppliers and engaging Kirby-Smith Machinery customers to ensure their satisfaction. Kellerstrass will work out of the Dallas office.



**David Kellerstrass,**  
General Manager,  
Product Support  
Sales

He has more than a decade of experience in Komatsu dealership operations, joining Kirby-Smith Machinery after a diverse 11-year career in sales and management at Power Motive Corporation, the Komatsu distributor in Colorado. There he served as a Territory Salesmen, Rental Operations and Fleet General Manager, and most recently as a Corporate Product Support Sales Manager.

“David is well-known for his leadership, work ethic and ability to build strong relationships with customers, suppliers and teammates. We are very fortunate to have him join Kirby-Smith,” said

Brad Campbell, Vice President of Product Support.

Kellerstrass is enthusiastic about his new team and will focus his managerial efforts on putting them in the best position to succeed.

“I’m a firm believer in cultivating the skills of the people around you so they can grow, problem solve, succeed and build relationships,” said Kellerstrass. “Kirby-Smith is a great organization because of its people, and I’m excited to be a part of what we are building.”

Kellerstrass and his wife, Karissa, are both native Coloradans and have never lived outside the state until now. They have three children – MaKinley, 10; Jace, 8; and Emery, 6. ■

## Kirby-Smith Machinery tabs Kevin Chastain as General Service Manager

**K**irby-Smith Machinery expanded its leadership team of industry professionals with the addition of Kevin Chastain as General Services Manager. Chastain brings nearly 20 years of management experience related to equipment service and sales, both at the distributor and manufacturer levels. He will work to implement strategies that further the growth and development of all service operations across Kirby-Smith’s 11 branches.

“I’m thankful to join the Kirby-Smith team and help expand our service offerings as we successfully build the brand through



**Kevin Chastain,**  
General Services  
Manager

customer experience,” said Chastain. “Our goal is to be an indispensable resource to our customers as we navigate the ever-changing landscape of their needs. Henry Ford said, ‘You can’t build a reputation on what you are going to do.’ That means we must be deliberate and purposeful in our actions, finding ways to say ‘yes’ to our customers and solving their problems with mutually beneficial resolutions.”

Chastain began his career as a Service Technician in Texas. He was promoted to leadership positions, such as Service Manager and Product Support Representative, through the years, and he held several

management assignments related to mining sales, customer support and international service with Komatsu America. His last six years were spent in various executive-level roles with another Komatsu distributor.

“We are very excited that Kevin joined our team,” said Brad Campbell, Vice President of Product Support. “His long history with the Komatsu family of products and his broad depth of knowledge of the service industry will serve him well as we continue to provide our customers with world-class service.”

Chastain and his wife, Aimee, have two daughters. He enjoys spending time with his family as well as aviation, golf and watching movies. ■

# The people of Kirby-Smith Machinery who are always proud to serve you



## CORPORATE CONTACTS

Ed Kirby, President  
Jeff Weller, Chief Operating Officer & EVP  
Del Keffer, VP Sales  
JD Young, VP & Chief Financial Officer  
Chris Kirby, VP Property Management  
Rickey Bailey, VP Crane Division  
John Arapidis, VP Paving, Materials & Key Accts.  
Bradley Campbell, VP Product Support  
Seth McColley, VP of Human Resources  
Phil Belcher, Controller  
Randy Short, Corporate Inventory Mgr.  
James Powell, Director of Paving and Minerals  
David Mehrtens, Director of ReMarketing & Used Equipment  
Rebecca McNatt, Director of Construction Technology  
Bryce Puckett, General Rentals Mgr.  
Nicholas Crossley, Telematics Mgr.  
Christopher Carroll, Rental Fleet Maintenance Mgr.  
Tim Peterson, General Parts Mgr.  
James Lincoln, Safety & Environmental Director  
JP Cotton, Finance Mgr.  
Lonnie Kilgore, Finance Mgr.  
Susan Rader, Finance Mgr.  
Cynthia Jessen, Purchasing Mgr.  
Jennifer Gordon, Marketing Mgr.  
Kathy Dunn, Director of Human Resources  
Chad Shepard, Technical Trainer/Recruiter  
Ben Sitton, Director of Recruiting, Training & Technical Support  
Jay Van Duzer, Product Trainer  
Kevin Chastain, General Service Mgr.  
Kelly Shuffield, General Service Mgr., Crane Division  
David Kellerstrass, General Mgr., Product Support Sales

## PIPELINE SERVICES DIVISION

Joe Trapani, VP & General Mgr., Pipeline Services  
Derek Birdwell, Account Mgr., Pipeline Services  
Jason Rogers, Service Mgr., Pipeline Services  
Tom Richards, Parts & Service Sales Rep.

## OKLAHOMA CITY, OK

Bill Gustafson, OK Senior Director Sales  
Ryan Bebee, Territory Mgr.  
Brad Howard, Territory Mgr.  
Don Jacobson, Territory Mgr.  
Chad Murphy, Territory Mgr.  
Dean Traylor, Territory Mgr.  
Pud Wood, Governmental Sales  
Mike Wolf, Governmental Sales  
Jeff Cavaness, Crane Div. Account Mgr.  
Dewayne McDaris, Rental Mgr.  
Josh Layman, Rental Sales Rep.  
Larry Hollen, Parts & Service Sales Rep.  
Bud Sears, Parts & Service Sales Rep.  
Wayne Walker, Parts & Service Sales Rep.  
James Scalf, Parts Mgr.  
John Martin, Service Mgr.  
Darrin Gourley, Product Service Mgr.  
Earl "Gene" Priddy, Product Service Mgr.  
Austine Redwine, Product Service Mgr.

## TULSA, OK

Bruce Taylor, Branch Mgr.  
Bill Gustafson, OK Senior Director Sales  
Peyton Chatham, Territory Mgr.  
Mike Green, Territory Mgr.  
Dan Rutz, Territory Mgr.  
Chuck Riddle, Governmental Sales Mgr., OK  
Ted Terwort, Governmental Sales  
Brian Burris, Rental Mgr.  
Chad Lair, Rental Sales Rep.  
Jeff Statum, Parts & Service Sales Rep.  
Brian DeVore, Parts & Service Sales Rep.  
Gregg Ash, Parts Mgr.  
George Cross, Service Mgr.  
Aaron Cox, Crane Product Service Mgr.  
Kurt Maxwell, Product Service Mgr.  
John Martin Jr., Product Service Mgr.  
Travis Bolden, Product Service Mgr.

## MCALESTER, OK

Bruce Taylor, Branch Mgr.  
Bill Gustafson, OK Senior Director Sales  
Ryan Sanders, Product Support Supervisor  
Ronald Allen, Territory Mgr.

## DALLAS, TX

Chad Cox, Sales & Operations Mgr.  
Craig Doran, Territory Mgr.  
Pat Farquharson, Territory Mgr.  
Bill Hitchcock, Territory Mgr.  
Justin Kahle, Territory Mgr.  
Braxton Britting, Territory Mgr.  
Sol Gieser, Governmental Sales Mgr., Texas  
Dan Thompson, Governmental Sales  
Pam Duncan, International Sales/  
Equip. Appraisals  
Alan Soab, Rental Mgr.  
Chase McKinney, Rental Sales Rep.  
Ryan Swanson, Rental Sales Rep.  
Roddy Conner, Parts & Service Sales Rep.  
Stephen Moore, Parts & Service Sales Rep.  
Mike DeLaTorres, Parts Mgr.  
Gary Boyd, Service Mgr.  
Robert Deaton, Product Service Mgr.  
Jason Edens, Product Service Mgr.  
Jim Faunce, Product Service Mgr.  
Brandon Hacker, Product Service Mgr.  
Harrold Clemons, Industry Mgr., Crushing & Screening Equipment  
Gary Corley, Paving & Compaction Specialist

## ODESSA, TX

Randy Bailey, Sales and Operations Mgr.  
Kevin Demel, Territory Mgr.  
Mike Fuentes, Rental Mgr.  
Mark Millage, Service Mgr.  
Marcos Montellano, Product Service Mgr.  
Victor Membreno, Product Service Mgr.  
Angelica Aguilar, Service Supervisor  
Casey Smith, Parts & Service Sales Rep.  
Stephen Anderson, Parts Mgr.

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## FT. WORTH, TX

Paul Bell, Sales and Operations Mgr.  
Keelan Crosby, Territory Mgr.  
Terry Lyness, Territory Mgr.  
Trey McNeel, Territory Mgr.  
Ron Weaver, Territory Mgr.  
Jason Wolfe, Territory Mgr.  
Kevin Taylor, Territory Mgr.  
James McDonnell, Governmental Sales  
John Arterberry, National Crane Account Executive  
Kraig Gilliam, Rental Mgr.  
Jacky Miller, Rental Sales Rep.  
Chad White, Parts & Service Sales Rep.  
Philip Hearrean, Parts & Service Sales Rep.  
Chip Leatherwood, Crane Parts & Service Sales Rep.  
Christopher Raymond, Parts Mgr.  
Buddy Lrance, Service Mgr.  
Kenneth Cox, Product Service Mgr.  
Kent Flanagan, Product Service Mgr.  
Travis Pierce, Product Service Mgr.  
Michael Jarriel, Crane Product Service Mgr.  
Nathan Woodward, Sales Support Mgr.

## ABILENE, TX

Paul Bell, Sales and Operations Mgr.  
Todd Coffey, Territory Mgr.  
Kraig Gilliam, Rental Mgr.  
Christopher Raymond, Parts Mgr.  
Cody Christopher, Parts & Service Sales Rep.  
Garrett Lindley, Product Service Mgr.

## AMARILLO, TX

Chuck Thompson, West TX Area Mgr.  
Brady McAlister, Territory Mgr.  
Britt Stubblefield, Territory Mgr.  
Shane Westbrook, Rental Sales Rep.  
Thomas Mayfield, Parts & Service Sales Rep.  
Joe Phillips, Parts Mgr.  
Randy Akins, Service Mgr.  
Joe Jenkins, Product Service Mgr.  
Juan Carlos Vega, Product Service Mgr., Crushers

## LUBBOCK, TX

Chuck Thompson, West TX Area Mgr.  
Brent Snapp, Territory Mgr.  
Obed Hernandez, Territory Mgr.  
Joe Phillips, Parts Mgr.

## KANSAS CITY, KS

Tim Yauilla, Branch Mgr.  
Galen Harvey, Parts & Service Supervisor  
Shawn Stevens, Territory Mgr.  
Philip Brown, Rental Sales Rep.  
Mark Tadlock, Parts & Service Sales Rep.  
Shane Schartau, Crane Div. Account Mgr.

## ST. LOUIS, MO

Ray Jost, Branch Mgr.  
Bruce Bayless, Crane Div. Account Mgr.  
Christopher Ware, Crane Div. Account Mgr.  
Tim Carothers, Service Mgr.



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KM12390D, 2,200 hrs., \$139,000



2017 Wirtgen WR240i,  
WR17007, 2,300 hrs., \$459,750



2015 Komatsu HM400-5,  
KM15268M, 6,500 hrs., \$459,500

## Year/Make/Model Stock # Hrs. Price

### CRANES

2010 Grove RT9130E	GR10814	10,250	\$600,000
2008 Grove TMS9100E	GR08726X	12,915	\$525,000
1999 Grove TMS540	AL10001	2,384	\$110,000
2000 Grove TMS540	AL10002	3,686	\$125,000
2001 Grove GMK5120B	AL10005	5,851	\$295,000
2000 Grove GMK5210	AL10006	6,456	\$590,000
1997 Grove RT635	AL10007	9,974	\$75,000
1998 Link-Belt HTC8650	AL10003	19,097	\$125,000
2010 Tadano TM1052	TD10036	7,300	\$99,750

### EXCAVATORS

2007 Komatsu PC1250LC-8	KM07001X	10,000	\$399,500
2011 Komatsu PC138USLC-8	KM11737X	5,800	\$69,500
2016 Komatsu PC55MR-5	KM16283X	936	\$59,500
2013 Komatsu PC360LC-10	KM13251X	4,510	\$178,900
2013 Komatsu PC160LC-8	KM13283X	3,936	\$84,500
2013 Komatsu PC240LC-10	KM13318X	6,335	\$89,500
2012 Komatsu PC200LC-8	KM11831X	8,661	\$64,750
2011 Komatsu PC138USLC-8	KM11660D	6,500	\$59,750
2016 Komatsu PC210LC-11	KM16202M	5,200	\$99,500
2012 Komatsu PC290LC-3D	KM12433D	6,200	\$99,500
2013 Komatsu PC360LC-10	KM13353	6,800	\$129,850
2012 Komatsu PC360LC-10	KM12438D	6,950	\$124,250
2012 Komatsu PC360LC-10	KMU12245	8,150	\$109,750
2008 Komatsu PC400LC-8	KM08948X	9,360	\$99,500
2014 Komatsu PC138USLC-10	KM14175X	3,500	\$112,500
2015 Komatsu PC210LC-10	KM115071X	2,435	\$134,500
2004 Cat 5110B	CT04008X	10,500	\$349,000
2013 Cat 320E	CT13008X	6,288	\$114,500
2009 Cat 336DL	CT09005X	7,785	\$97,350
2006 Cat 938G	CT06008X	13,525	\$47,500
2008 Cat 938G	CT08009X	12,400	\$43,500
2009 Cat 329D	CT09003X	11,543	\$79,500
2012 Cat 329E	CT12007X	8,271	\$99,500
1997 Cat 777D	CT97001X	36,442	\$199,500
2005 John Deere 200C-LC	JD05011X	9,734	\$39,500
1988 John Deere 650G	JD88010X	10,834	\$27,500
2012 Hitachi ZX160LC3	HI12000X	4,400	\$84,500
2012 Volvo EC300DL	ZZ12008X	7,262	\$82,500

### TRUCKS

2015 Komatsu HM400-5	KM15271M	6,600	\$429,500
2015 Komatsu HM400-5	KM15269M	6,600	\$429,400
2016 Komatsu D61PX-24	K16518X	667	\$239,500

### CRUSHING & SCREENING

2012 Kleemann MR110Z3	KL12012X	3,550	\$399,500
2013 Spyder Screen 516T	ZZ13029X	1,400	\$189,500



2013 Komatsu PC160LC-8,  
KM13283X, 4,036 hrs., \$84,500



2006 Grove RT890E,  
GR06562X, 8,800 hrs., \$310,000



2015 Komatsu D65PX-18,  
KM15323M, 6,800 hrs., \$139,500

## Year/Make/Model Stock # Hrs. Price

### WHEEL LOADERS

2014 Komatsu WA470-7	KM14100X	8,900	\$143,800
2011 Komatsu PC270LC-8	KM11732X	6,691	\$92,500
2013 Komatsu WA270-7	KM13301X	7,878	\$79,500
2013 Komatsu WA470-7	KM13085M	6,600	\$183,500
2013 Komatsu WA200-6	KM13108X	7,481	\$59,500
2014 Komatsu WA320-7	KM14086X	10,448	\$69,500
2012 Komatsu WA380-7	KM12390D	2,200	\$139,000
2001 Cat IT28G	CT01002X	18,800	\$36,500
2006 Cat 938G	CT06001X	11,500	\$39,750
2008 Cat 938H	CT08008X	13,100	\$59,500
2007 Cat 950H	CT07002X	15,870	\$62,500
2011 Volvo L250G	ZZ11009X	14,193	\$129,500
2011 Volvo L250G	ZZ11012X	10,298	\$144,750
2011 Volvo L250G	ZZ11010X	9,958	\$149,500

### PAVING & COMPACTION

2011 Hamm HD120VHF	HA11092	1,900	\$89,400
2010 Hamm HD+140VO	HA10042	4,200	\$57,500
2013 Hamm 3410	HA13002	2,300	\$99,500
2013 Hamm GRW280i-30	HA13046	2,600	\$114,500
2014 LeeBoy 8510C	LB11015X	2,510	\$79,500
2015 Vögele Vision 5200-2i	VO15002X	5,400	\$119,500

### CRAWLER DOZERS

2012 Komatsu D375A-6	KM12476M	11,500	\$449,500
2016 Komatsu D61PX-24	K16518X	667	\$239,500
2014 Komatsu D39PX-23-Hitch	KM14199X	2,300	\$104,500
2011 Komatsu D61EX-15E0	KM11394X	5,600	\$89,500
2011 Komatsu D61EX-15E0	KM11762D	5,709	\$114,500
2007 Komatsu D65EX-15	KM07927X	6,356	\$84,500
2015 Komatsu D65PX-18	KM15323M	6,477	\$139,500
2015 Komatsu D65PX-18	KM15322M	5,734	\$139,500
2014 Komatsu D65WX-17	KM14133X	7,130	\$129,500
2013 Komatsu D65EX-17	KM13113X	5,568	\$134,500
2017 Komatsu D85EX-18	km16519M	2,200	\$399,500
2017 Komatsu D85EX-18	KM16523M	2,200	\$399,500
2017 Komatsu D85EX-18	KM16521M	1,550	\$427,500
2016 Komatsu D65PX-18	KM16294X	3,509	\$269,250
2017 Komatsu D37EX-24	KM17287X	343	\$114,500
1994 John Deere 850C	JD94001X		\$43,500

### BACKHOE

2012 John Deere 310KEP	JD12129J	3,200	\$43,750
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### SKIDSTEERS

2013 Cat 259B3	CT13010X	2,394	\$28,500
2005 Takeuchi TL150	TC99035X		\$31,500

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