



Connection

A publication for and about Kirby-Smith Machinery, Inc. customers

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Aquamatrix, Inc.

Texas construction and mining contractor builds two decades of success



President and CEO Ron Hamilton (center) and his sons, Reagan (left) and Riley.

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MESSAGE FROM THE PRESIDENT



Ed Kirby

Dear Valued Customer:

While industry groups are actively recruiting new employees to fill skilled-labor positions, a shortage of such workers remains. One aspect of today's construction industry that many potential crew members may find attractive is the growing use of technology, especially when it comes to equipment.

Komatsu revolutionized integrated GPS technology and is now taking its *intelligent* Machine Control dozers to the next level with Proactive Dozing Control logic to mimic the actions of seasoned operators during rough-cut application. Now, these dozers truly deliver first-to-last-pass auto blade control and continuous data collection. We believe this is another giant leap in helping novice operators become skilled dozer hands faster. You can read more about how Komatsu has continued to improve its innovative technology in this issue of your Kirby-Smith Connection.

Komatsu also led the way in bringing integrated technology to excavators and has added another to the lineup with its new PC290LCi-11. It is well-suited for applications that require good stability and working range, and its size helps to avoid most transportation limits associated with larger-size-class excavators. Find out more inside.

This issue features two case studies, one shares the success story of a customer who relies on the *intelligent* Machine Control technology, while the second focuses on a waste-industry application. I think you will find both interesting as each provides insight into how Komatsu machinery offers greater accuracy, efficiency and productivity. Also, in this issue, you can read about how Aquamatrix, Inc. utilizes Komatsu D375 and D475 dozers to rip and push raw materials as well as WA600-8 wheel loaders to feed a primary crusher in its quarries. These types of machines help the company move material productively, efficiently and quickly.

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. Kirby, Jr." with a stylized flourish at the end.

Ed Kirby,
President

KIRBY-SMITH MACHINERY, INC.



Connection

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AQUAMATRIX, INC.

Texas contractor overcomes challenging start, builds two decades of success in construction, mining

Nearly 20 percent of businesses fail within the first year, according to Bureau of Labor Statistics data. Aquamatrix was dangerously close to being counted in those stats shortly after Ron Hamilton and a couple of partners opened for business in 1999.

“The first year there was a bit of doom and gloom,” recounted Ron, who is President and CEO. “One partner dropped out right away, and the other wasn’t far behind. We discussed folding completely. I decided to take on all of the debt and become the sole owner. I was blessed, because within a week of doing that, I landed some large projects for a quarry operation in the Midlothian area. Aquamatrix has been going strong ever since.”

Twenty years later, the company still has a presence inside that quarry, which supplies limestone materials for the adjacent cement plant that owns it. Under contract, Aquamatrix provides services with two distinct operations. One handles surface mining at the quarry, and the other performs general construction duties for the cement plant.

Ron’s son, Reagan, joined the business nearly five years ago and oversees the mining side as Project Manager. His youngest son, Riley, came on board about a year ago and is responsible for general construction as Project Supervisor.

“The initial projects involved earthwork, capping landfills and cleaning out sediment basins for the cement plant,” said Ron. “Then, they asked us if we could pour concrete, put in foundations, drill piers and perform other tasks.



President and CEO Ron Hamilton (center) and his sons, Reagan (left) and Riley, oversee operations for Aquamatrix. The company provides mining and general contracting services in Texas.

Of course, I said yes. Now, we have two or three general contracting crews running at any one time that handle a wide range of tasks, including mechanical.”

As our relationship with the cement company grew, we began to assist with mining floor rock in the quarry,”

Ron continued. “Within a few months, we were asked to provide a quote to do everything, and that’s what we’ve done for quite a few years now.”

Aquamatrix provides similar services to additional customers in the state. The company maintains its original facility in Wharton, approximately one hour southwest of Houston, and it has a satellite location inside the quarry near Midlothian. Currently, Aquamatrix employs close to 50 people.

Change extends quarry life

At the quarry, Aquamatrix generally operates four days a week, 24 hours per day to meet production. When Aquamatrix assumed the mining tasks, Ron and his staff assessed operations and made some significant

changes that extended the quarry's life expectancy. One was anchoring the primary crusher to a fixed location.

"Instead of moving it around to the active section of the quarry, we stationed the crusher at the overlook belt that feeds into the cement plant," Ron explained. "That reduced service and maintenance issues. Then, we used 100-ton trucks for hauling. It opened the whole mine, including parts that had been abandoned because it was believed that the chemistry of the remaining rock in those areas made it low quality."

Aquamatrix analyzed those sectors and determined they could mix the rock with higher quality limestone and get a good, consistent blend of material. The procedure proved to be very successful.

"The cement plant loved it because it gave them a constant feed of consistent-quality rock," said Ron. "It was previously determined that mining floor rock would extend the life of the mine from 27 to 50 years. Our practices added an additional seven years to that."

Komatsu equipment keeps production high

Aquamatrix loads 100-ton trucks with a Komatsu PC490LC-11 excavator it recently purchased from Kirby-Smith Machinery

with the assistance of Territory Manager Ron Weaver, who has also helped Aquamatrix acquire several other pieces of Komatsu equipment. Operators use the machine to scoop rock from piles pushed up with D375-6 and D475-5 dozers.

"We are a rip-and-push operation; there is no blasting," Ron emphasized. "It's important to have equipment that can stand up to the challenge. Our dozers rip on about a four-foot centerline, then push the ripped rock. A study by Komatsu Mining determined that doing these tasks on a 23-degree slope would give us the optimal blend of the different layers of limestone."

Aquamatrix shared the production numbers it wanted to achieve and the mixture it needed with Komatsu Mining. "Their recommendation actually overproduces," said Reagan. "We're extremely pleased with that, as much as we are with the Komatsu

equipment. The dozers work on a steep slope, and they are pushing and ripping over a distance of 150 to 200 yards at a time. The Komatsu dozers handle it all with no issues."

Loaded trucks haul the materials to stockpiles, where Aquamatrix operators use a Komatsu WA600-8 wheel loader to feed the primary crusher, a Joy Global (a Komatsu Mining company) Stamler feeder-breaker.

"We want to move material productively, efficiently and quickly, and Komatsu equipment allows us to do that," said Riley. "It's fast, and it doesn't cost us significant downtime, either. Production is crucial to our clients, so reliability is essential. Komatsu's dependability is outstanding, and if we do have a service need, Kirby-Smith is on it right away. In fact, they take care of the routine maintenance under the Komatsu CARE program for the first 2,000 hours or three years, and we

Continued . . .



Discover more at KirbySmithConnection.com

▶ VIDEO

Aquamatrix uses Komatsu D375 (left page) and D475 dozers to rip and push raw materials. "It's important to have equipment that can stand up to the challenge," said President and CEO Ron Hamilton. "Our dozers rip on about a four-foot centerline, then push the ripped rock. A study by Komatsu Mining determined that doing these tasks on a 23-degree slope would give us the optimal blend of the different layers of limestone."



'Komatsu dozers handle it all'

... continued

extended that service beyond the initial coverage because we know it's on-time and done right."

Aquamatrix began using Komatsu equipment several years ago, but Ron's history with it, Weaver and Kirby-Smith is even longer.

"My relationship with Kirby goes back to 1989. Prior to that, I worked with Ron (Weaver) when he was with the Komatsu dealer in the DFW area," said Ron. "Both have always taken good care of me, and so has Komatsu. The mining study they

did is an excellent example. That and services such as Komatsu CARE and KOMTRAX are great added value."

Future prospects are bright

Throughout the past 20 years, the firm's duties at the quarry kept expanding. Today, it is responsible for managing operations, including overseeing vendors that bring outside materials, which are often added to the limestone harvested at the quarry. During its tenure, the company has logged nearly 3 million man-hours without a loss-time incident.

"Our track record is excellent. That, and providing good service, has kept us here," said Riley. "The prospects are good for us to stay a lot longer, too. Recently, we were awarded a contract for turnkey construction of a new facility, as well as another contract for operating it."

Aerial surveys are loaded into AutoCAD and provide Aquamatrix with information on the quarry. A recent life-of-mine plan showed another 30 years-plus of reserves in one area and a study is underway to assess others.

"We can make 3D models based on the quality and chemistry of the rock," said Reagan. "It helps determine how we proceed. That's something we can offer to the other quarries we work with, too."

Ron said he, Reagan and Riley are actively looking at other avenues to grow Aquamatrix. "We want to branch out some, possibly do more general contracting. I have a background in mechanical work and material handling, so I believe those are areas where we could find success. Reagan and Riley have taken firm hold of their roles, so I see a very good future for the company." ■



(L-R) Aquamatrix Project Manager Reagan Hamilton, Project Supervisor Riley Hamilton and President and CEO Ron Hamilton meet with Kirby-Smith Machinery Territory Manager Ron Weaver at a quarry site near Midlothian, Texas. "My relationship with Kirby goes back to 1989. Prior to that I worked with Ron (Weaver) when he was with the Komatsu dealer in the DFW area," said Ron Hamilton. "Both have always taken good care of me, and so has Komatsu."



A crew member for Aquamatrix feeds a primary crusher, a Joy Global (a Komatsu Mining company) Stamler feeder-breaker, using a WA600-8 wheel loader.



An Aquamatrix operator prepares to load a truck with a Komatsu PC490LC-11 excavator. "We want to move material productively, efficiently and quickly, and Komatsu equipment allows us to do that," said Project Supervisor Riley Hamilton.



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J&B ASPHALT & PAVING, LLC

Kansas City-area contractor marks 40 years of providing smooth surfaces for customers

In his early 20s, Bill Lamore spent much of his day behind a desk doing paperwork. Occasionally, he was able to get away and lend a hand to a friend who owned a paving company.

“I wanted a change that would have an element of both – something that would work my mind and my body – physical and paper,” recalled Bill. “After helping my friend a number of times, I decided that owning an asphalt business would give me that balance. I’ve had a couple of partners through the years, both of whom had a first name that started with J, including my brother Jeff. That’s where the name J&B Asphalt & Paving came from.”

Today, Bill is the sole owner of the Kansas City, Mo., firm, which began

Continued . . .



Owner Bill Lamore (left) and his son, Will, oversee field operations for J&B Asphalt & Paving. Bill, along with a partner, founded the firm in 1979. Today, it provides resurfacing, hot and cold crack filling, sealcoating and new construction, as well as tear out and replacement of existing pavement for residential and commercial clients.

▶ VIDEO



Discover more at
KirbySmithConnection.com



Supervisor Farin Deck operates a LeeBoy 8510D paver as J&B Asphalt & Paving lays down a new parking lot in Independence, Mo. “It’s smooth and easy to operate,” said Deck. “The push-button electric screed is great and gives us more even heating.”

Attention to detail, focus on quality set J&B apart

... continued

in 1979. He's joined by wife, Rosanne, who manages the office and their son, Will, who handles estimating and field operations. The company serves roughly a 50-mile radius from its headquarters.

"The old adage that 'you have to crawl before you walk' is something I definitely believed in," Bill said. "J&B started small with patching and residential driveway jobs. We shoveled and raked up to 20 tons of asphalt a day with five or six guys. Our only equipment was an old single-axle dump truck and a roller."

J&B Asphalt continued in that manner for several years until Bill added commercial paving to the service list and started buying machinery to complete larger projects, mainly parking lots. The company offers resurfacing, hot and cold crack filling, sealcoating and new construction, as well as removal and replacement of existing pavement.

"We believe there are a few things that really set us apart," noted Will. "One, is that we are hands-on, meaning that Dad or I oversee every job. Customers appreciate that tremendously. Another, is a keen attention to detail to make sure each job is done right and provides the best surface possible. We stress that quality

is more important than how fast you lay asphalt. Finally, we go the extra mile. For example, on resurfacing jobs we take the time to pre-fill cracks and dips before laying the cap to ensure a more even-level finished product."

Three decades of LeeBoys

J&B Asphalt & Paving purchased its first paver nearly 30 years ago, a LeeBoy 1000B. After several years of solid production, it upgraded to a newer model, a practice that became routine for the company.

"I've used LeeBoy ever since," Bill emphasized. "I live by the rule that if it isn't broken, don't fix it. LeeBoy pavers have always delivered excellent results. They are easy to operate, very dependable and put down a consistently smooth mat."

A few months ago, J&B Asphalt & Paving sold the 8500E it was using and replaced it with a new 74-horsepower 8510E that paves up to 15-foot wide and can be operated from either side. The Lamores opted for a high-deck configuration and an electric screed.

"It's personal preference; we believe the visibility is better with the high deck," said Will. "The electric screed has saved us considerable time and money because we are not buying propane or having to stop periodically

to refill the tank. The controls and gauges are laid out so that they are easy to see and use. We really like the automatic auger too, because a screed operator can stop it and keep asphalt from continuing to pile up."

Like its previous LeeBoy paver, J&B Asphalt & Paving purchased the 8510E from Kirby-Smith Machinery's Kansas City, Kan., branch, this time working with Sales & Operations Manager Tim Yauilla.

"It's been rare that we had an issue with a LeeBoy paver, but if we do, or we need some other service, Kirby-Smith has been right there to help," said Bill. "They take great care of us."

Passing along experience

While he has no imminent plans to retire, Bill does have his eye on that milestone. He continues to pass along his skill in balancing all aspects of running a business to Will, who will eventually take over J&B Asphalt & Paving. He stresses the importance of "making hay" while you can and taking enough time off to decompress and prepare for the next paving season.

"We only have a few months each year to pave, and it gets hectic and stressful at times," Bill shared. "In my 40 years of business, I've only worked one winter. I know that others do snow removal, but I was always conservative and made sure I put enough aside to get from one season to the next without a need to do that. Instead, I like to rest, reassess and plan."

That strategy has helped Bill create a solid foundation for Will, who has at least considered a future with a second crew so the company could handle multiple assignments at once.

"Expansion would only happen as long as it doesn't jeopardize our ability to provide quality, on-time projects," he said. "Like Dad, I take great pride in that. It's enjoyable to drive away from a job knowing you are leaving a satisfied customer with a smooth surface that will last a long time. In the end, that's what it's all about." ■



(L-R) Kirby-Smith Machinery's Kansas City Sales & Operations Manager Tim Yauilla catches up with J&B Asphalt & Paving Owner Bill Lamore and his son, Will. "It's been rare that we had an issue with a LeeBoy paver, but if we do, or we need some other service, Kirby-Smith has been right there to help," said Bill. "They take great care of us."



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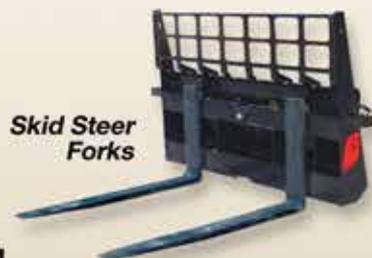
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PAVING CORNER

Full-depth reclamation with foamed bit gaining traction as cost-effective projects prove successful

Nearly 20 years ago, the Texas Department of Transportation (TxDOT) tested the full-depth reclamation (FDR) with foamed bitumen (foamed bit) process on an asphalt roadway to less-than-ideal results. Additional testing was put on hold; however, TxDOT decided to take another look at FDR recently, and the outcomes have been very positive, according to Kirby-Smith Machinery Key Account Product Specialist Gary Corley.

“One major reason for improved results is Wirtgen’s design using proven, proprietary technology that perfects the methodology,” Corley emphasized. “Each asphalt roadway is unique. Using a WLM 30 laboratory mixer, Wirtgen can duplicate specific road



Gary Corley,
Key Account
Product Specialist,
Kirby-Smith



Jim Powell,
Director of
Paving & Minerals,
Kirby-Smith

conditions, enabling an exact mix design for the material being reclaimed. That gives contractors the valuable information they need well in advance and sets up success.”

The FDR with foamed bit process utilizes in-place materials, replacing more traditional reconstruction that involves completely removing existing asphalt and reconditioning the subgrade or milling the old and laying new. Contractors performing foamed bit on TxDOT jobs have used multiple types of Wirtgen Group equipment, starting with a Streumaster SW 16 TC binding-agent spreader that lets operators distribute a precise amount of cement ahead of the “foamed-bit train.”

The primary machine in the train is a Wirtgen WR 250i cold recycler/soil stabilizer that creates the lab-design mix generated by

the WLM 30. The WR 250i pushes a tanker truck with bitumen (hot, liquid asphalt – that, in the case, is heated to between 320 and 370 degrees) and pulls a water truck, both of which have hoses hooked to the recycler to supply liquids to the mixing chamber. As the WR 250i digs into the existing road and subbase – up to 12-inches deep – it combines the components to make a new base.

“As the elements are mixed, it creates what looks like shaving gel,” described Wirtgen Field Service Engineer John Riley. “During the foaming process, that expands and grabs fines from the cement. When it contracts again, it hardens into a firm, yet flexible base. The advantage is that it’s not rigid, so even with heavier traffic it’s likely to last longer than a traditional rip-out-and-replace or mill-and-fill operation.”

Shorter construction schedule

Next, operators compact the new subsurface with Hamm padfoot and smooth-drum rollers. A course of asphalt is put on top to complete the roadway.

Wirtgen Recycling Product Manager Mark Stahl emphasized that FDR with foamed bit saves both time and money. “Because we are recycling existing roadway materials that have already been paid for, there is no need to bring in virgin aggregates or haul away asphalt, dirt or rock. We are seeing cost savings of 30 to 40 percent and a shorter construction schedule.”

The first of four recent foamed bit projects that TxDOT put out for contract was completed in 2018 on a two-lane, farm-to-market (FM) road when Big Creek Construction reclaimed eight miles followed by a two-inch overlay of hot mix asphalt. It was finished in 13 days and remained open to traffic throughout that time. Corley said the results were



Before starting the full-depth reclamation with foamed bitumen process, a precise amount of cement is put down on the roadway with a Streumaster SW 16 TC binding-agent spreader.



▶ VIDEO

The primary machine in the “foamed-bit train” is a Wirtgen WR 250i cold recycler/stabilizer that mixes cement, existing road surface materials, bitumen and water for full-depth reclamation. “Because we are recycling existing roadway materials that have already been paid for, there is no need to bring in virgin aggregates or haul away asphalt, dirt or rock,” said Wirtgen Group Recycling Product Manager Mark Stahl. “We are seeing cost savings of 30 to 40 percent and a decreased construction schedule.”

outstanding, with gradations and densities exceeding expectations.

Three more projects followed, including one completed by Gilvin-Terrell in the Texas Panhandle and two in eastern Texas near Texarkana. To prepare for the latter assignments, Kirby-Smith and Wirtgen held a conference with TxDOT personnel and contractors R.K. Hall Construction and Madden Contracting Co., which rented the Wirtgen Group equipment for their respective undertakings.

“We wanted to make sure everyone fully understood the technology and the FDR with foamed bit process. It was also to assure TxDOT and the contractors that both Kirby-Smith and Wirtgen were on-board to fully support them,” said Jim Powell,

Kirby-Smith Machinery Director of Paving & Minerals. “It was a great way for all of us to build a relationship and ensure success from good pre-planning through the entirety of the projects.”

R.K. Hall Construction completed approximately eight lane miles on FM 3129 in Cass County. With the Wirtgen WR 250i, a crew chewed up approximately 12 inches of pavement and subgrade and then injected it with the proper mix of bitumen, cement and water to create a new base course. It followed with seal coat and layer of asphalt.

“The biggest takeaway for me was the time savings. For instance, one section that would normally take six days was reduced to two,” said R.K. Hall Construction Project Superintendent Brad Haugh. “That’s huge, and we didn’t have to shut down the entire roadway for

an extended period. Traffic was able to move in the opposite lane as we worked.”

Stretching the budget

Madden Contracting Co. saw similar results when it rehabilitated four miles of FM9 at a depth of 11 inches.

“Normally, this project would have taken about three months; however, with the foamed bit technology,



John Riley,
Field Service
Engineer,
Wirtgen Group

Continued . . .



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'It's a great alternative to traditional methods'

... continued

we were able to do it in less than 20 days," noted Owner David Madden. "It's truly a game-changer for TxDOT's FM roads and even some primary roads. This is an efficient way to restabilize them and give taxpayers in rural areas good roadways that could last decades."

Stahl said that while the recent TxDOT projects were successful as



Brad Haugh,
Project Superintendent,
R.K. Hall Construction



David Madden,
Owner, Madden
Contracting Co.

were several others around the country, he cautions that not every roadway is a good candidate for FDR with foamed bit.

"Investigation is important. We need to know exactly what the pavement structure is like," said Stahl. "FDR with foamed bit works best when the pavement design is consistent. When that's the case, it's a great alternative to traditional methods and can help DOTs rehabilitate more miles of road with a limited budget."

Powell also noted the long-term benefits. "This offers a way to prolong an existing roadway at a fraction of the cost, up to 10 years by some estimates. We are fully committed to being a part of the

process. I believe we are the only equipment dealer in Texas with a Wirtgen WR 250i in its rental fleet."

Stahl added that Wirtgen is dedicated to being the leader in FDR with foamed bit.

"Wirtgen has more recyclers in the market doing this than any other manufacturer," said Stahl. "We have the technology and research as well as written design specifications. In addition, Wirtgen supports customers, as well as DOTs or other agencies that specify these types of projects to ensure they understand how to do it and get a quality job. We have the machines and the people, and with partners like Kirby-Smith, we are confident that FDR with foamed bit will continue to grow." ■

Operators compact new road base material with Hamm rollers, including H 16i and H 20i P padfoot models.



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RAISING AWARENESS, FUNDS

Event benefiting Susan G. Komen Foundation features 'Pink-Belt' excavator, racing champ

Customers and Kirby-Smith Machinery personnel had an opportunity to see the "Pink-Belt" excavator and have their pictures taken with 2018 POWRi (Performance Open Wheel Racing, inc.) National Midget Champion Racer Tucker Klaasmeyer during a breast cancer awareness and fundraising event at the company's Kansas City, Kan., location in July. During the gathering, Kirby-Smith presented a check for \$2,000 and nearly 100 handwritten notes of encouragement to Susan G. Komen Kansas & Western Missouri.

"The costs of healthcare and ongoing research are tremendous, and we're happy to assist in any way we can to bring

awareness and raise funds to help," said Del Keffer, Vice President Sales. "Kirby-Smith stands for family and the community, and we strongly believe in giving back. LBX shares those same values, so this was a great way to bring us together for a very worthy cause."

The Pink-Belt is a 145 X4 Spin Ace painted pink to show support for breast cancer awareness. Manufacturer LBX Company, makers of Link-Belt excavators, is taking the 16-ton hydraulic excavator across the United States on



Del Keffer,
Vice President
Sales



Tim Yauilla,
Kansas City
Sales & Operations
Manager



Adam Craft,
Regional Manager,
LBX Company

its Diggin' for a Cure Tour, stopping at Link-Belt dealers. In March 2020, it will be showcased at CONEXPO-CON/AGG in Las Vegas.

"The reaction to the Pink-Belt is great, and we seem to always learn a story or two about customers or dealer personnel who have been affected by cancer," said Adam Craft, LBX Regional Manager, South Central Region. "To bring the machine out for Diggin' for a Cure and use it to raise awareness means a lot to us. We appreciate that our dealers, such as Kirby-Smith, tie it to an event like this as a way to support breast cancer patients and research."

Both Kirby-Smith and Link-Belt sponsor Klaasmeyer, who also races a sprint car.

"It's sometimes hard to find time in the racing schedule to get to events such as this, but I absolutely love doing them, especially when it's a worthwhile cause such as raising awareness for breast cancer," said Klaasmeyer. "It's a great way to give back, while also having the opportunity to meet fans and others interested in racing."

Kirby-Smith Machinery raised more than \$1,000 as an additional donation to Susan G. Komen Kansas & Western Missouri during the event. Attendees

Continued . . .



Kirby-Smith Chief Operating Officer and Executive Vice President Jeff Weller presents a \$2,000 check and more than 100 handwritten notes of encouragement to Melanie Bowman, Ambassador for Susan G. Komen Kansas & Western Missouri. Kirby-Smith raised an additional \$1,000-plus in donations by selling t-shirts and chances to dunk company personnel.

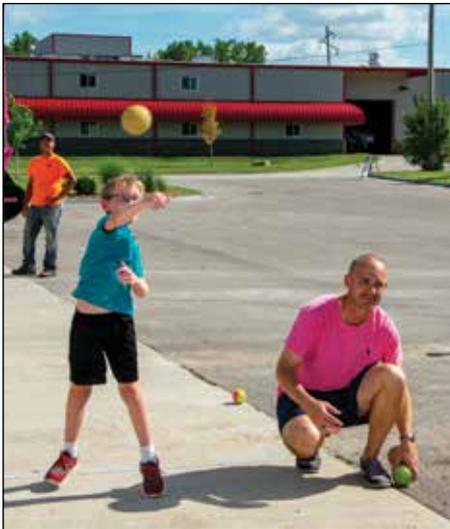
Editor's Note: For more information about the Pink-Belt excavator, visit <https://en.lbxco.com/pinkbelt> or look it up on social media with #LBXPinkBelt.



Discover more at
KirbySmithConnection.com



Kirby-Smith Machinery hosted a breast cancer awareness and fundraising event at its Kansas City, Kan., branch featuring LBX's Pink-Belt excavator on its Diggin' for a Cure Tour.



(Above) Attendees try to dunk Kirby-Smith personnel during the festivities. (Below, L-R) Kansas City Sales & Operations Manager Tim Yauilla, Vice President of Human Resources Seth McColley and General Rentals Manager Bryce Puckett take turns in the tank.



Kirby-Smith team members take time for pictures with the Pink-Belt excavator and POWRi National Midget Champion Racer Tucker Klaasmeyer (in car).

Kirby-Smith believes in giving back to the community

... continued

could donate to dunk Kirby-Smith personnel and throw toy axes. They could also purchase Pink-Belt T-shirts and make cash contributions while enjoying cake, cookies, cupcakes, cotton candy, popcorn and drinks courtesy of Kirby-Smith.

“Our goal was for everyone to have fun while raising awareness and funds,” said Kansas City Sales & Operations Manager Tim Yauilla. “We achieved that. It was awesome to have the Pink-Belt and Tucker here as part of the festivities.”

Prior to the fundraiser, Kirby-Smith Machinery hosted a meeting of the Kansas City Region chapter of the National Utility Contractors Association. Attendees could see the Pink-Belt, meet Klaasmeyer and were treated to a catered barbecue lunch. ■



POWRi National Midget Champion Racer Tucker Klaasmeyer was on-hand with his car to sign autographs and take pictures.

(L-R) Kirby-Smith Rental Sales Representative Phil Brown poses with Andrew Day, Joe Schaefer and Regan Nachbar of Ferguson Waterworks.



(L-R) Forterra’s Tara Dinslage, Kansas City Region NUCA Executive Director Mac Andrew and Jeff Stacy with Advanced Drainage Systems get a closer look at the Pink-Belt excavator before the NUCA meeting hosted by Kirby-Smith Machinery. Stacy later stopped by with his daughter Piper for the fundraising event.

(L-R) Dan, Taylor and Zach Henry and Kim Coons meet POWRi National Midget Champion Racer Tucker Klaasmeyer.

Members of the WCI, Inc., team look over the Pink-Belt excavator.



Kirby-Smith Director of ReMarketing and Used Equipment David Mehrstens (center) talks with Clint Jennings (left) and Chad Anderson.



Mark One Vice President Anthony Privitera and President Rosana Privitera Biondo check out the Pink-Belt excavator. He is also the President of the Kansas City Region chapter of NUCA.



SPECIAL RECOGNITION

LBX Company honors Kirby-Smith with Triple Crown Award

Kirby-Smith Machinery received a Triple Crown Award from LBX Company, makers of Link-Belt excavators, for its “customers-first” approach to sales and service. The company was named the authorized dealer for LBX products in Kansas and western Missouri in late 2017 and opened a new location in Kansas City, Kan., around the same time.

“As a proud member of the LBX family, we are honored to be a recipient of this award,” said Tim Yauilla, Kansas City Sales & Operations Manager. “To be named a top-five dealer, just one year after opening our doors, says a lot about the quality of our team here, as well as LBX’s support and commitment to ensure we launched successfully.”

The Triple Crown Award is presented to the top-five dealers within two industry size classes, below 899 units and above 900 units. Kirby-Smith is in the first category. The three primary performance measures



LBX Company Regional Manager Adam Craft (blue shirt) presents a Triple Crown Award to Kirby-Smith team members, including Vice President of Sales Del Keffer (left), Kansas City Sales & Operations Manager Tim Yauilla (holding award) and Chief Operating Officer and Executive Vice President Jeff Weller.

for the honor are: sales performance, parts performance and customer support excellence.

“This is our most prestigious award,” said LBX Regional Manager Adam Craft, who presented the award to Kirby-Smith representatives in July.

“Kirby-Smith ended 2018 with over 10 percent market share, certified technicians to ensure LBX standards for warranty campaigns, and had the best parts sales in the territory that we have seen in some time. We are excited to present them with the Triple Crown Award as it is very well-deserved.” ■



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EMBRACING TECHNOLOGY

Construction companies adopting innovations; expert advises using a measured approach

During the past two decades, the development and acceptance of construction technology has made huge strides. GPS-based grade control is a perfect example. It has evolved from masts and cables on the outside of machines to integrated systems that can automatically raise and lower dozer blades. Today, companies are increasingly accessing information about their machinery via mobile platforms such as smartphones and tablets, using Wi-Fi or cellular networks.

Construction companies that fail to embrace these new strategies may fall behind those that do and could eventually be forced to close. It's essential to adopt innovations in today's world, although firms

should take a measured and realistic approach to implementation, says Damon Haber, Co-founder and Chief Revenue Officer at Record360, which helps businesses add the latest products to their operations.

"I was an operator before I became a tech guy, so I understand how it is affecting companies and individuals," Haber said. "Like equipment, devices and apps don't create outcomes; however, they can be valuable tools that help achieve them. Failures often happen when companies try to do too much or have no clear objectives as to why they want to implement certain solutions."

Other obstacles to successful adoption include leaving key

personnel out of the process and underestimating the impact of change. "Definitely take those factors into consideration prior to any final decisions," advised Haber.

Mobile on the rise

Mobile solutions continue to grow in the construction industry, and this is one sector where caution is especially necessary, according to Haber. Technology can be used to track equipment for maintenance, order parts, locate machines and much more.

Continued . . .

Editor's note: Some information for this article was supplied by Damon Haber, Co-founder and Chief Revenue Officer at Record360.

Mobile technology continues to grow in the construction industry, and this is one area where caution is especially necessary, according to Damon Haber, Co-founder and Chief Revenue Officer at Record360. "Every major manufacturer has an app, and all are proven," said Haber. "So, it's not an issue of whether a construction company can use them; however, it must look at the technical considerations."



Goal setting and buy-in are keys for tech success

... continued

“Every major manufacturer has an app, and all are proven,” said Haber. “So, it’s not an issue of whether a construction company can use them; however, it must look at the technical considerations.”

Haber points to the devices themselves as a critical item for examination. “It’s important to consider the costs, as well as the features and benefits of each device. For instance, Apple and Android each have advantages and disadvantages.”

Additional factors to weigh include using Wi-Fi or cellular networks, data costs, native versus web platforms, security encryption, level of support from your provider and provider integration capabilities.

“All are important to analyze, although they should not deter companies from using mobile options,” said Haber. “Embracing them could be a key aspect in attracting new talent. Today’s

younger workforce is already very familiar with how to use mobile devices. Studies show that millennials use their smartphones up to 223 minutes per day.”

Best practices include starting small

There are some best practices for introducing technology, mobile or otherwise. Among them are starting small, setting measurable goals and outcomes in addition to securing commitments from end users.

“You can always get bigger,” Haber emphasized. “Before full implementation, it’s wise to do a pilot study and do it well. You should also look at today’s modern solutions and see how they can flex to match desired business goals.”

Best practices also include managing expectations, according to Haber. “Not everything needs to integrate or be perfect. There must be a clear vision for what success looks like.”

A more competitive future

Staying flexible and open to the latest advancements will remain vital to construction companies’ competitiveness and, ultimately, their survival. The future will continue to bring innovations that make jobsites more productive and efficient, if implemented with sound practices.

“We are on the cusp of major changes right now,” Haber stated. “5G for mobile is right around the corner, and it will be 100 times faster than 4G. Everything cellular will be affected, and we will be able to do things that were not possible before.”

“I also believe artificial intelligence, including machine learning, will gain more prominence, as will augmented reality,” he added. “Companies should not be afraid of or intimidated by technology. They should view it as a means to enhance and improve their practices and increase competitiveness.” ■

Best practices for adopting technology include starting small, setting measurable goals and outcomes as well as securing commitments from end users. “You can always get bigger,” said Damon Haber, Co-founder and Chief Revenue Officer at Record360. “You should also look at today’s modern solutions and see how they can flex to match desired business goals.”



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TAKE A DIFFERENT ROUTE

Construction careers often pay as much or more than those requiring traditional four-year degree

As our children grow up, we continually ingrain in them that there is one route to success – a four-year degree. However, higher education is not solely defined by a bachelor's degree. There are other paths that will guide them in the right direction before entering the workforce.

While there are misconceptions about the construction and skilled-labor industry, numbers prove that there are millions of jobs available in this field and compared to college graduates, they're well-paid. The average starting salary for



Deanna Quintana

college graduates stands at \$50,004; however, student debt is on the rise and the class of 2018 graduated with an average of \$29,800 in loans. One of the most important reasons students choose to pursue a four-year degree is to land a high-paying job. The truth is, multiple careers

in construction make an average of \$65,000 per year and do not require a degree from a large institution.

This poses the question: How does one get higher education without going to a traditional college or university? The answer is simple: apprenticeships; technical or

community colleges; and career and technical education (CTE).

Earning while learning

Apprenticeships provide valuable on-the-job training and are structured programs relating to the technical and academic competencies that apply to the job. In fact, the construction industry in the United States represents approximately 30 percent of all active, registered apprentices. Construction is one of the few industries where individuals are given the opportunity to develop skills and knowledge about a career, while earning a paycheck.

Technical or community colleges offer shorter time spent in school and can be just as beneficial and rewarding as a four-year degree. In these programs, minimal debt is incurred, and the skills and education obtained apply directly to careers upon graduation.

CTE prepares secondary, postsecondary and adult students with the hard and soft skills needed to build a successful career and life. Classes prepare students for a variety of high-skill, high-wage and high-demand careers.

While a four-year degree may be the path for some, it is not the only form of post-secondary education. Higher education is about acquiring skills and knowledge that will help you succeed in your desired career path. ■



Deanna Quintana emphasizes that careers in construction and the skilled trades can be as, or more, lucrative and rewarding than those requiring the traditional route of higher education that leads to a four-year degree.

Deanna Quintana is a marketing intern at the National Center for Construction Education and Research (NCCER). She is learning about the industry and how to recruit and educate new craft professionals. This article is excerpted from a blog post, and reprinted with permission from "Breaking Ground: The NCCER Blog" at blog.nccer.org.

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NEW INTELLIGENT EXCAVATOR

PC290LCi-11 uses 3D design data to deliver first-to-last-pass accuracy

Komatsu augmented its *intelligent* Machine Control lineup with the addition of the new PC290LCi-11 that provides first-to-last-pass accuracy. Like its predecessors, the excavator features Komatsu's unique sensor package – stroke-sensing hydraulic cylinders, an inertial measurement unit sensor and global navigation satellite system antennas – that utilizes 3D design data to accurately check its position against the target elevation and semi-automatically limit overexcavation.



Andrew Earing,
Senior Product
Manager, Tracked
Equipment

“The PC290LCi-11 is perfect for applications where customers are looking for good stability and working range. It has a 30-ton-class undercarriage and an upper structure similar to our standard PC240LC model. This excavator also includes a 3.2-meter (10.49-foot) arm,” said Andrew Earing, Senior Product Manager, Tracked

Equipment, noting that a 3.5-meter arm option will be available soon. “Its size helps to avoid most transportation limits associated with larger size-class excavators, making it a good fit for residential and utility work, as well as smaller nonresidential jobs.”

Users can load design data into the *intelligent* Machine Control box. It is displayed on a 12.1-inch monitor in a

Continued . . .

Brief Specs on Komatsu's PC290LCi-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC290LCi-11	196 hp	70,702-72,091 lb.	76-2.13 cu yd

Komatsu's new PC290LCi-11 offers good stability and working range with a 30-ton-class undercarriage and the upper structure of the standard PC240LC model as well as an arm that reaches past 10 feet.



Display shows realistic design surface

... continued

simple screen layout. A touch screen icon interface, instead of a multistep menu, simplifies operation.

The machine and design surface are shown in a realistic 3D format. The angle and magnification of the views can be changed, allowing the operator to select the best option, depending on working conditions.

Easily switch modes, offset functions

Operators can choose between manual and semi-automatic modes, as well as design offset functions using switches on the joysticks. The semi-automatic mode features Auto Grade Assist. As the operator moves the arm, the boom adjusts the bucket height to trace the target surface

and minimize the chance of digging too deep.

Additionally, the PC290LCi has Auto Stop Control that halts the working equipment when the bucket edge reaches the design surface, which reduces design surface damage. Minimum Distance Control regulates the bucket by automatically selecting the point on the bucket closest to the target surface. Finally, the Facing Angle Compass shows the operator the facing angle relative to the target surface, allowing the bucket edge to be accurately positioned square to the target surface.

“Komatsu introduced *intelligent* Machine Control excavators four years ago with the PC210LCi, which is now in its second generation with the dash-11 model,” said Earing. “As we continued to expand our

intelligent product line, we heard customers asking for a PC290LCi. With the introduction of this model, we are pleased to demonstrate our commitment to our customers.”

Covered by Komatsu CARE

The PC290LCi-11 has Komatsu’s KOMTRAX Level 5 technology that provides machine data such as fuel and diesel exhaust fluid (DEF) levels, Komatsu Diesel Particulate Filter (KDPF) regeneration status, machine location, cautions and maintenance alert information.

Whether rented, leased or purchased, the PC290LCi-11 is covered by Komatsu CARE, complimentary for the first three years or 2,000 hours. It includes scheduled factory maintenance, a 50-point inspection at each service interval and up to two complimentary KDPF exchanges and two DEF tank flushes in the first five years. ■

Operators can choose between manual and semi-automatic modes, as well as design offset functions using switches on the joysticks. Features of the semi-automatic mode include Auto Grade Assist. As the operator moves the arm, the boom adjusts the bucket height to trace the target surface and minimize digging too deep.





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Hunter and Clint Shackelford
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COMPLETING MORE JOBS FASTER

R.A. Alexander & Sons saves time, money with *intelligent* Machine Control equipment

Three years ago, Bill Jagoe, Owner of Jagoe Excavating, approached Mark Ballard, President of R.A. Alexander & Sons, about expanding the existing relationship between the two companies. The new collaboration helped both firms immediately by filling gaps for each. Together, the two businesses can now handle nearly any earthwork-related project.

Benefits for R.A. Alexander & Sons included the ability to offer utility-installation services and the opportunity to upgrade its equipment fleet. For the latter, Ballard contacted his local Komatsu distributor to discuss adding additional *intelligent* Machine Control equipment to complement the D51PXi dozer he



Mark Ballard,
President,
R.A. Alexander & Sons

purchased in 2015. Ultimately, Ballard acquired a second D51PXi in addition to a D61PXi dozer and a PC210LCi excavator. All feature factory-integrated grade control technology that makes operators even more effective from start to finish.

Advantages immediately apparent

“Augmenting our fleet with *intelligent* Machine Control pieces made us 40 to 50 percent faster, and we’re achieving accuracy within two-tenths of an inch,” stated Ballard. “Having a model that we can plug in and follow, speeds us up significantly. We save the most time on minor details associated with parking lots and



Bill Jagoe,
Owner,
Jagoe Excavating

streets. It’s also phenomenal on earthmoving projects with major grade changes. There’s no lost time with operators stopping to read plans or ask questions. Everything is on the in-cab monitor.”

Jagoe said the results were noticeable right away. “I was surprised there weren’t any stakes at the jobsite.

However, I noticed that the machines never stopped moving, and they were finishing jobs sooner. The *intelligent* Machine Control products save us money on things like surveying and material costs. Plus, we are able to do more projects because we can work so much faster.” ■



Discover more at
KirbySmithConnection.com



▶ VIDEO

An *intelligent* Machine Control D61PXi dozer and a PC210LCi excavator enable R.A. Alexander & Sons to finish jobs sooner, allowing it to take on more projects. “Augmenting our fleet with *intelligent* Machine Control pieces made us 40 to 50 percent faster, and we’re achieving accuracy within two-tenths of an inch,” stated President Mark Ballard.



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

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EQUIPPED FOR SUCCESS

Excavator fleet outfitted with waste packages helps recycling firm meet production goals

Lakeshore Recycling Systems (LRS) is one of the largest waste and recycling companies in the Chicago area. In order to process the massive amount of waste material that comes through its seven locations, LRS requires equipment that is dependable, versatile and durable. It found a solution with a fleet of 15 Komatsu PC210LC excavators outfitted with Komatsu waste packages.

“Our PC210s run up to 20 hours a day – sometimes as many as 11 hours straight – which is vital to keeping us on schedule,” explained LRS Managing Partner Rich Golf. “We know that they are going to run every day.”

The company uses its PC210LC fleet to sort through piles of waste material, removing pieces that can hinder the performance of its production line.

“It is an instrumental tool,” shared Golf. “Operators can identify items



Rich Golf,
Managing Partner,
Lakeshore Recycling
Systems

that might be harmful to machines downstream like hoses, electrical cords, plastics or bulky items.”

Golf touts the versatility of the PC210LC for its ability to feed the operation, a task typically reserved for a large wheel loader.

“It takes up less space, uses less fuel and eliminates tire costs,” said Golf. “It does the job of a WA500 wheel loader, just more efficiently.”

Enhanced performance

To help the PC210s perform 20-hour work days in unforgiving conditions, LRS equips its excavators with Komatsu waste packages.

“Overheating can be a serious problem,” stated Golf. “However, the Komatsu package includes an enhanced cooling feature with wider fins and radiators that swing out. It improves access to the area and

allows us to blow them out quicker to keep everything cool.”

The waste package also includes an enhanced boom arm and stick as well as extra safety guarding around the cab. Golf credits the Komatsu waste package as one reason why LRS excavators work past the 15,000-hour mark – with some already at 25,000 hours. They also play a role in ensuring that those hours are completed safely.

“Komatsu has done a great job of creating waste packages that meet our needs,” noted Golf. “This helps make the machines more durable as well as safer for the operator. Safety has been our top priority from day one, and that has been important in our relationship with Komatsu.” ■



Discover more at
KirbySmithConnection.com

▶ VIDEO

A Lakeshore Recycling Systems operator uses a Komatsu PC210LC excavator equipped with a Komatsu waste package to manage a pile of material. “Komatsu has done a great job of creating waste packages that meet our needs,” noted Managing Partner Rich Golf. “This helps make the machines more durable as well as safer for the operator.”



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“At Selge Construction, we’re a family business. My son-in-law and even grandson are involved and interested in this great occupation. I’ve built a good name in our marketplace with a reputation for quality work and integrity in the way we do business. And I choose Komatsu because they match my values. Their excavators help my crews and family carry on our goals: to provide the best job for an honest price. It’s these and many other reasons why Komatsu works for us!”

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

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GOING BEYOND THE SALE

VP – Marketing Communications says Komatsu helps customers gain knowledge to maximize production

QUESTION: Komatsu is known as a “total solutions provider.” What does that entail?

ANSWER: It means we can take care of customers throughout their machinery’s life cycle. For instance, if a customer is looking for a machine with GPS-grading capabilities, Komatsu has several options including our integrated *intelligent* Machine Control dozers.

In addition, we, and our distributors, have expert personnel who can provide mapping services, jobsite setup, training, consultation and more. Most of our latest models come with Komatsu CARE, so scheduled maintenance is covered for the first three years or 2,000 hours. Programs are available to extend that, and we have other solutions to take care of maintenance and repairs.

QUESTION: What are the roots of Komatsu’s customer-focused approach?

ANSWER: Our approach stems from our origins and from listening to customers. Komatsu was started nearly 100 years ago by Meitaro Takeuchi. He

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.



**Evelyn Maki,
Vice President –
Marketing
Communications**

Originally from Brazil, Evelyn Maki went to college with a focus on building a career in tourism. While in school, she interned at a heavy equipment manufacturer, took a position there upon graduation and has been supporting the industry ever since.

“I have been involved with sales, data analysis, forecasting and dealer development,” said Maki. “I enjoyed those, but marketing is what I love. I really enjoy today’s modern practices and am always thinking about ways we can shape our industry from a marketing perspective.”

Maki moved to the United States when she was transferred to Wisconsin by her previous employer in the early 2000s. About eight years ago, she began working for P&H, then part of the Joy Global organization, now owned by Komatsu. Today, she is the Vice President – Marketing Communications for Komatsu. Maki oversees global marketing for Komatsu Mining, as well as for construction, forestry, forklift and industrial presses for North America.

“Komatsu is about more than manufacturing quality, dependable equipment; it’s focused on building relationships by taking care of customers from every standpoint: sales, service and support,” said Maki. “From a marketing perspective, that’s what we want to highlight because, at the end of the day, this is what creates customers for life.”



During Demo Days at the Cartersville Customer Center, Komatsu experts provide valuable insights about maximizing machine production and more.

Customer conversations are vital

... continued

saw that the copper mine in Komatsu City, Japan, was about to exhaust its resources and close. The city's economy centered around that mine, so he started an equipment manufacturing company to provide new jobs and help people in his community develop new skills. That's how Komatsu was created.

For nearly a century, we have expanded globally because we visit jobsites and mines around the world to talk with customers in order to better understand their needs and challenges. Knowledge gained from those conversations helps develop equipment and solutions to meet those needs and alleviates challenges so customers can concentrate on getting their jobs done more effectively and efficiently, backed by Komatsu.

QUESTION: How is Komatsu reaching customers to provide

information about its equipment and support?

ANSWER: There are several avenues. From a global perspective, information is available on our websites, and that's a good starting point for research. Customers can also gain information from our social media pages and video library on YouTube.

QUESTION: In addition to online resources, how can customers learn more about Komatsu equipment?

ANSWER: We encourage them to contact their distributor personnel. From a manufacturer marketing standpoint, we develop content that helps distributors and their representatives provide the most accurate, detailed information possible so that customers can make

highly informed decisions. We serve as a support tool.

One way we do that is with events, such as Demo Days, where distributors can bring customers to our Cartersville Customer Center to operate machinery, and our experts provide insight into maximizing machine usage as well as other valuable content.

Our distributors are excellent resources and can directly help customers with details about equipment and the programs to maintain it, such as Komatsu CARE for Tier 4 construction equipment. We encourage anyone seeking information to contact their distributor and/or sales representatives who have the knowledge to put them in the right machine for maximum production and efficiency. ■

Komatsu has a long history of dedication to developing solutions for people and their businesses, according to Evelyn Maki, Vice President – Marketing Communications. “Komatsu was started nearly 100 years ago by Meitaro Takeuchi,” said Maki. “He saw that the copper mine in Komatsu City, Japan, was about to exhaust its resources and close. The city's economy centered around that mine, so he started an equipment manufacturing company to provide new jobs and help people in his community develop new skills.”





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INTUITIVE TECHNOLOGY

Proactive Dozing Control logic interprets data, makes decisions to mirror seasoned operators

When Komatsu unveiled its revolutionary *intelligent* Machine Control system in 2013, the integrated, mast- and cable-free, semi-automated GPS program promised increased production and precision grading. It delivered, and now Komatsu is taking the technology to another level with Proactive Dozing Control logic.

“The first iteration of *intelligent* Machine Control was a starting point,” explained Komatsu Product Marketing Manager Derek Morris. “Once that was accepted in the market and became a viable part of a construction site, we focused on how to make it better.”

To do that, Komatsu designed its Proactive Dozing Control system to more closely resemble an experienced operator during initial rough-cut applications – a point when operators



Derek Morris,
Komatsu Product
Marketing Manager

were not utilizing *intelligent* Machine Control.

“Traditionally, end users were only using automation to perform final grade,” noted Morris. “That happened because the system would work to get the blade to grade as soon as possible, creating aggressive cuts that could stall a machine. During that phase, experienced operators

would typically cut and carry large but manageable loads, so they could move the material to other parts of a jobsite. We added this logic and practice.”

The result is an intuitive technology that delivers productivity gains of within 6 percent of an experienced operator.

“Proactive Dozing Control logic tracks, collects and interprets terrain data and then makes decisions based on that information,” said Morris. “It can now calculate when to cut and

when to carry material, while also allowing the operator to provide input on where the blade should be based on existing ground. The new system enables the operator to use automatics in applications such as stripping topsoil or spreading fill.”

‘Grass to grade’

With Proactive Dozing Control logic, operators are able to use the technology at all times, boosting efficiency and productivity.

“Using machine control exclusively for fine grading meant it was utilized only 10 to 20 percent of the time,” said Morris. “Proactive Dozing Control logic gives Komatsu *intelligent* Machine Control dozers grass-to-grade automatics, which delivers greater return on investment.” ■



Discover more at
KirbySmithConnection.com

▶ VIDEO

Available on new Komatsu D51i-24 and D61i-24 dozers, the latest version of *intelligent* Machine Control improves automation during rough-cut applications by more closely operating like an end user. “Proactive Dozing Control logic tracks, collects and interprets terrain data and then makes decisions based on that information,” said Komatsu Product Marketing Manager Derek Morris.



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Specially formulated HO56-HE hydraulic oil helps solve oil degradation in hot environments

Using the proper fluids delivers bottom-line benefits, potentially increasing productivity and lowering operating costs. “Fluids designed to match the conditions you face offer the best protection, resulting in less downtime and extended equipment life,” said Bruce Gosen, Senior Product Manager, Komatsu Parts Marketing.



Bruce Gosen,
Senior Product
Manager, Komatsu
Parts Marketing

solve oil degradation issues in hot environments,” explained Gosen. “It’s an ideal choice for equipment operating in desert regions or in high-temperature industrial facilities.”

Specific benefits of HO56-HE:

- It has outstanding cold-start performance and excellent resistance to oxidation at high temperatures.
- It prevents valves from sticking, resulting in less “reactive maintenance” downtime.
- It is specially formulated to maintain viscosity range throughout the full life of the fluid.
- The fluid performs with greater efficiency to reduce fuel consumption and extend oil drain intervals.

“HO56-HE is more energy-efficient, so it can reduce overall fuel costs compared to conventional anti-wear hydraulic fluids,” said Gosen.

“HO56-HE has the potential to last longer too, reducing downtime for routine oil drains.

“It’s compatible with most machines, so many companies can consolidate multiple hydraulic oils across their fleets, simplifying ongoing maintenance, which can lead to greater savings,” Gosen added. “We encourage anyone needing a high-performance hydraulic oil to contact their distributor for HO56-HE.” ■

Komatsu’s HO56-HE hydraulic oil is specially formulated to help solve issues of oil degradation in hot environments, making it an ideal choice for equipment operating in desert regions or in high-temperature industrial facilities.



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OVERWHELMINGLY POSITIVE

Drone use report: Most companies say benefits of the technology far outweigh the cost

Ninety-two percent of companies that use drones say the benefits of this innovation exceed the costs, according to the “State of Commercial Drone Use” report recently released by Blue Research, which contacted more than 1,700 medium and large businesses for its study. The findings noted that 10 percent of surveyed companies with revenues of more than \$50 million currently use drones.

For 88 percent of respondents that utilize the technology, return on investment was achieved in a year or less. About half said that taking drones away would negatively affect their bottom lines.

Construction is one of the prominent industries using drones, with a 35-percent adoption rate. Nine out of ten firms with drones reported that the devices allow them to capture more information, save time

and increase efficiency. Seventy-five percent said drones increase worker safety, and 71 percent cited a competitive advantage as a benefit.

“One of the things we really struggled with was figuring out how companies are using drones. Much of the research focused on hobbyists, the military, etc.,” explained Mariah Scott, President of Skyward, which commissioned the study and prepared a subsequent webinar titled, “Drones in Big Business: The State of Drones at \$50M+.”

Majority handle it in-house

The report also found that less than 40 percent of companies hire outside help for their drone programs,

including flights, data processing and data analysis. “Sixty-three percent are not outsourcing any of these activities,” shared Scott. “This number was much higher than expected. It’s very encouraging news about the ability of large companies to incorporate new technology.”

Challenges to adopting a drone program included staying up to date on laws and regulations. Access to controlled airspace was another obstacle.

Two percent of respondents plan to start a drone program within a few months. Another 7 percent said they will begin using drones at some time in the future. ■

Large companies that use drones are overwhelmingly positive about the technology, citing the ability to capture more information, save time and increase efficiency among the primary benefits, according to a recent study. Almost 90 percent of companies that use drones said they saw a return on investment within a year.





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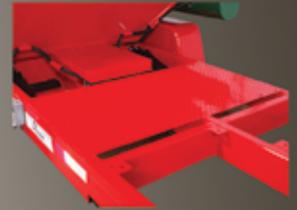


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Covering Pipelines Across the United States

All machines are not available at all locations.

Kirby-Smith promotes JP Cotton to West Texas Finance Manager

Kirby-Smith Machinery promoted JP Cotton to West Texas Finance Manager after two years of service as a Territory Manager in Odessa. Utilizing the company's extensive network of lending partners, he will help regional customers secure financing for their equipment.



JP Cotton,
West Texas
Finance Manager

"I'm excited for the opportunity to grow our presence in the West Texas market," said Cotton, whose office will be in Kirby-Smith's new Lubbock

facility. "I look forward to working with our finance and sales teams to ensure that we provide our customers with the right financial options to make it easy and affordable to purchase the equipment they need."

Cotton joined Kirby-Smith Machinery in 2017 after working with the company as an area manager for Werk-Brau, where he focused on building relationships with dealers throughout the South to supply them with the

right heavy equipment attachments for their market and sales goals.

"Many factors have fueled our growth in West Texas, resulting in the need for a more prominent finance position locally," said Del Keffer, Vice President of Sales. "In JP's time here, it became clear that his knowledge of the region and its customers, combined with his financial acumen and the ability to interact with our sales team, made him an ideal candidate for this position. I am excited to see how he will leverage his abilities to help us continue our expansion in this important market." ■

Chuck Riddle assumes Kirby-Smith Governmental Sales Manager post

Chuck Riddle has earned a promotion to Governmental Sales Manager for Kirby-Smith Machinery after serving as Governmental Sales Manager for Oklahoma. With this expanded role, he will oversee all governmental sales activities for the company's 11 locations throughout Oklahoma, Texas, Kansas and Missouri.



Chuck Riddle,
Governmental
Sales Manager

"In the time since Chuck joined Kirby-Smith Machinery, I have been impressed by his expertise, integrity and leadership," said Vice President

of Sales Del Keffer. "His exemplary performance leading our governmental sales team in Oklahoma, along with his efforts to ensure we are a connected and active participant with all associations that support leadership and events related to statewide municipalities, has resulted in a substantial increase in governmental market activity for Kirby-Smith. The impact he and his team have made in Oklahoma warrants our trust as a company to expand Chuck's role to all governmental sales activity for Kirby-Smith."

Riddle has worked in the heavy construction machinery sales industry for 20 years, covering most of Oklahoma. He joined the company as a Governmental Sales Representative in 2017.

"Having been in this industry awhile, I know how fortunate I am to already have such a strong governmental sales team in place here at Kirby-Smith," said Riddle. "I look forward to the challenge of leading this talented group as we continue to provide industry-leading machines and exceptional service to governmental entities throughout our territory." ■

OSHA rule revises safety and health standards requirements

The Occupational Safety and Health Administration (OSHA) has issued a final rule that revises 14 provisions in the recordkeeping, general industry, maritime and construction standards that it says may be confusing, outdated or unnecessary. OSHA predicts that the revisions will increase understanding

and compliance with provisions, improve safety and health and save employers an estimated \$6.1 million per year.

Among the updates is the requirement that temporary traffic barriers and lane channelization

devices be crashworthy. Others include removing the requirement for periodic chest X-rays for individuals working in various industries, with the exception of screening for asbestosis, as well as reducing the minimum breaking-strength requirement for safety belts, lifelines and lanyards from 5,400 to 5,000 pounds. ■

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



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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.
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Seth McColley, VP of Human Resources
Phil Belcher, Contoller
Randy Short, Corporate Inventory Mgr.
James Powell, Director of Paving and Minerals
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Tim Peterson, General Parts Mgr.
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Kathy Dunn, Director of Human Resources
Chad Shepard, Technical Trainer/Recruiter
Ben Sitton, Director of Recruiting, Training & Technical Support
Jay Van Duzer, Product Trainer
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Kelly Shuffield, General Service Mgr., Crane Division
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Scotty Cameron, Account Mgr., Pipeline Services
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Ryan Bebee, Territory Mgr.
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Dan Thompson, Governmental Sales
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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	GR01294X	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
2012 Grove TMS9000E	GR12100X	5,013	\$525,000

Year/Make/Model	Stock #	Hrs.	Price
WHEEL LOADERS			
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
2016 Komatsu WA380-8	KM16278	2,283	\$169,500
2012 Komatsu WA380-7	KM12390D	2,200	\$139,000
2001 Cat IT28G	CT01002X	18,800	\$36,500
2011 Volvo L250G	ZZ11009X	14,193	\$129,500
2011 Volvo L250G	ZZ11012X	10,298	\$144,750
2011 Volvo L250G	ZZ11010X	9,958	\$149,500

Year/Make/Model	Stock #	Hrs.	Price
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
2012 Komatsu PC130-8	KM12396X	4,202	\$69,500
2013 Komatsu PC360LC-10	KM13251X	4,510	\$178,900
2013 Komatsu PC240LC-10	KM13318X	6,335	\$89,500
2011 Komatsu PC138USLC-8	KM11660D	6,500	\$59,750
2016 Komatsu PC210LC-11	KM16202M	5,200	\$99,500
2011 Komatsu PC270LC-8	KM11732X	6,691	\$92,500
2012 Komatsu PC290LC-10	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	KM114175X	3,500	\$112,500
2015 Komatsu PC210LC-10	KM15071X	2,435	\$134,500
2017 Komatsu PC360LC	KM17584M	2,400	\$199,750
2004 Cat 5110B	CT04008X	10,500	\$349,000
2013 Cat 320E	CT13008X	6,288	\$114,500
2009 Cat 336DL	CT09005X	7,785	\$97,350
2009 Cat 329D	CT09003X	11,543	\$79,500
2005 John Deere 200C-LC	JD05011X	9,734	\$39,500
2012 Volvo EC300DL	ZZ12008X	7,262	\$82,500

Year/Make/Model	Stock #	Hrs.	Price
PAVING & COMPACTION			
2011 Hamm HD120VWHF	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	LB14015X	2,510	\$79,500
2015 Vögele Vision 5200-2i	VO15002X	5,400	\$119,500
2015 Wirtgen WR200XLi	WR15003M	1,700	\$329,500

Year/Make/Model	Stock #	Hrs.	Price
TRUCKS			
2015 Komatsu HM400-5	KM15271M	6,600	\$429,500
2015 Komatsu HM400-5	KM15269M	6,600	\$429,400
2013 Ledwell 4,000 GAL Water Tank	WT13005	4,100	\$79,500
1997 Cat 777D	CT97001X	36,442	\$199,500

Year/Make/Model	Stock #	Hrs.	Price
CRUSHING & SCREENING			
2012 Kleemann MR110ZS	KL12012X	3,550	\$399,500
2013 Spyder Screen 516T	ZZ13029X	1,400	\$189,500

Year/Make/Model	Stock #	Hrs.	Price
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
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
2013 Komatsu D65WX-17	KM13035	5,000	\$139,500
1994 John Deere 850C	JD94001X	4,363	\$43,500

Year/Make/Model	Stock #	Hrs.	Price
BACKHOE			
2012 John Deere 310KEP	JD12129J	3,200	\$43,750

Year/Make/Model	Stock #	Hrs.	Price
SKIDSTEERS			
2005 Takeuchi TL150	TC99035X	N/A	\$31,500



2013 Komatsu D65WX-17,
KM13035, 5,000 hrs., \$139,500



2013 Ledwell 4,000 GAL Water Tank,
WT13005, 4,100 hrs., \$79,500



2012 Grove TMS9000E,
GR12100X, 5,013 hrs., \$525,000



2015 Wirtgen WR200XLi,
WR15003M, 1,700 hrs., \$329,500

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