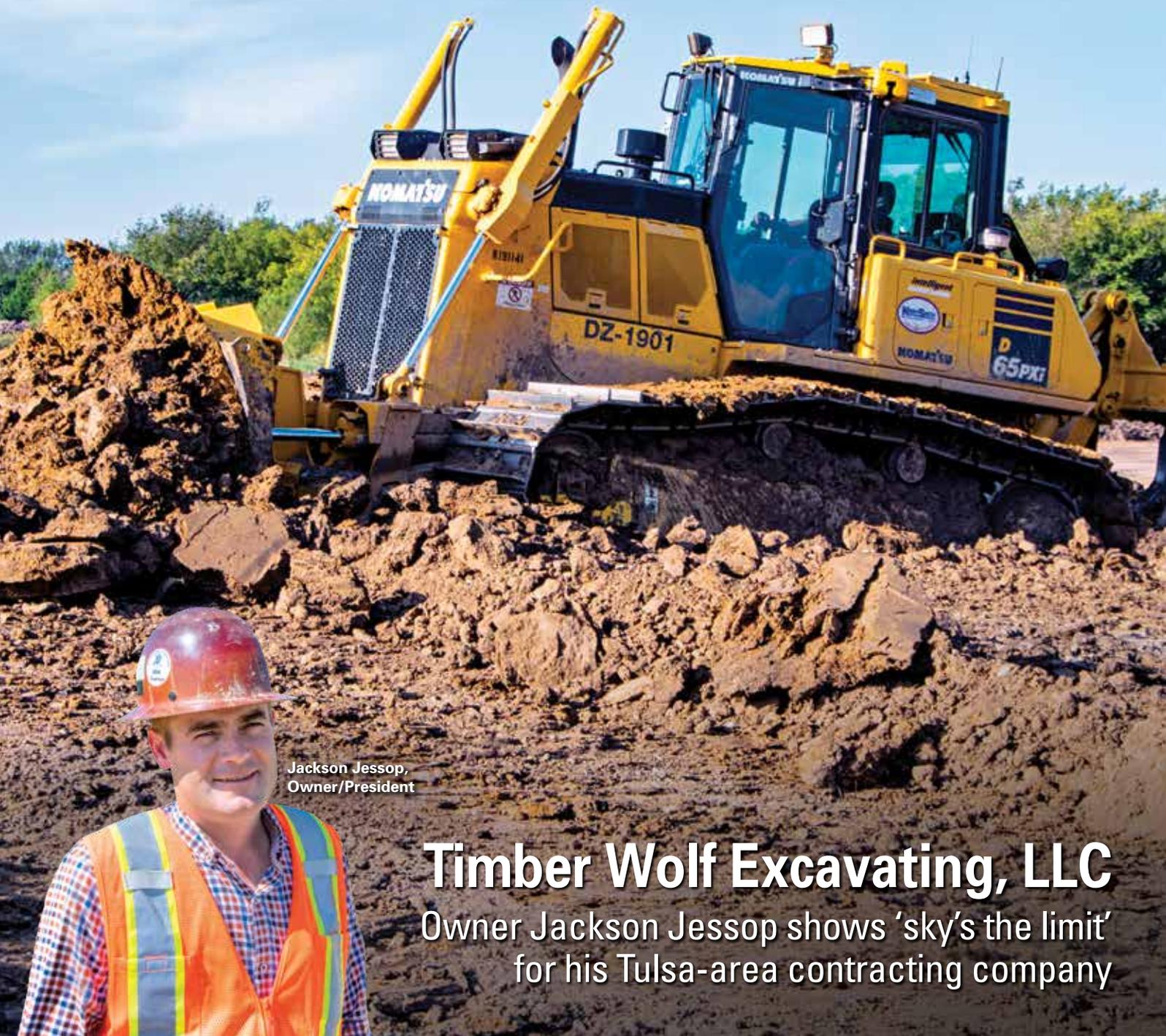




Connection

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



Jackson Jessop,
Owner/President

Timber Wolf Excavating, LLC

Owner Jackson Jessop shows 'sky's the limit'
for his Tulsa-area contracting company

MESSAGE FROM THE PRESIDENT



Ed Kirby

Dear Valued Customer:

It is safe to say these past weeks have been among some of the most tumultuous and emotional that any of us can remember in our lifetimes. The impact of COVID-19 has been felt by companies, communities, individuals and families across the United States and around the world. Our team at Kirby-Smith is committed to ensuring that we can offer you the same service and support you deserve and have come to expect as our customer.

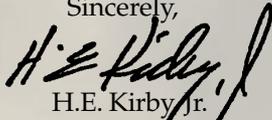
We commit to you that we will be as flexible, creative and innovative as possible while we all explore options for trying to maintain business as usual during these very unusual times.

- Each of our locations will maintain normal business hours, and our 24-hour emergency service continues to remain fully operational.
- Our supply chain has yet to be disrupted and parts orders are expected to be delivered in a standard time frame.
- We will make every effort to process all parts, sales, rentals and service orders within our standard time frame.
- We encourage our team to follow the business operational, health, safety and distancing guidance of federal, state and local authorities, including the CDC, as well as honor the requests some of you have already made of your vendors.
- You can contact our Parts Department at any of our 12 branches, and our team will load your parts directly onto your vehicle when you arrive at our location for pick up. You can order Komatsu Construction Parts online through the MyKomatsu website. Customers can register for MyKomatsu at <https://mykomatsu.komatsu/Home/CustomerRegister>.

While much remains uncertain right now, one thing is for sure: this crisis will pass. Our nation and communities will recover. It may not look the same as it did before March 2020, but we are committed to remaining open and transparent and continue to partner with you in the months and years to come.

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

Kirby-Smith is here to serve.

Sincerely,

H.E. Kirby Jr.
President, Kirby-Smith Machinery, Inc.



Connection

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Meet the owner of this successful Tulsa-area firm that specializes in comprehensive site-development work.

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Learn how *intelligent* Machine Control dozers are the right fit for reclamation projects in the oil and gas industry.

DATA DRIVEN pg. 31

Look back at the milestones in the 20-year history of Komatsu's remote monitoring KOMTRAX telematics system.

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TIMBER WOLF EXCAVATING, LLC

Owner Jackson Jessop shows 'sky's the limit' for his Tulsa-area contracting company

Have a conversation with Jackson Jessop about Timber Wolf Excavating, and he will likely tell you "the sky's the limit." He's been reaching for it since buying the business nearly four years ago when the previous owner retired.

"I believe in actively growing Timber Wolf," shared Jessop, who is President of the company based in Broken Arrow, Okla. "Expansion has taken us into new markets, so we have added services and significantly increased staff size."

When he acquired Timber Wolf Excavating, it employed eight people. That included Jessop himself, who joined the firm approximately



Jackson Jessop,
Owner/President

nine years ago as its lead superintendent. When he was an employee, the firm's focus was on small residential projects.

"Residential remains a part of our overall work load, but now it's centered on comprehensive site packages for developers," Jessop said. "We provide

clearing, mass earthwork, utility installation and final grading. We've also added concrete services that include foundations, street and driveway paving as well as sidewalk construction."

Timber Wolf Excavating now offers the same services to general contractors and developers in the commercial and governmental

markets throughout the state of Oklahoma. The company has as many as 20 jobs going at one time. While his preference is full site packages, Jessop said he will do straight earthwork, utility or concrete jobs.

"We really like street work because it frequently combines all aspects of the business, and we often do those projects as a prime contractor," explained Jessop. "The services we don't perform, such as asphalt paving or electrical hookups, we sub out. We also serve as a subcontractor quite a bit, so we have developed a good mix."

Wide-ranging projects

Jessop said that Timber Wolf's undertakings currently vary in size from about \$100,000 to \$3 million. Recent endeavors include a new baseball complex near Broken Arrow, where crew members moved close to 100,000 yards of dirt, installed storm drain, put down aggregate base for asphalt paving and handled some concrete work.

In Bartlesville, they installed about 1,000 feet of storm line that included 9- by 4-foot box culverts. A crew also moved roughly 70,000 yards of dirt for Owasso's new fire training facility and another poured 3,000 yards of concrete for a casino hotel in Osage.

"The staff is up to around 50 and includes Office Manager Tyler Barlow and my brothers, Thomas and Sampson, who oversee field production," Jessop noted. "Our experience means we can now handle nearly anything that comes our way. During the past four years the business has more than tripled in revenue and that's thanks to the staff and its ability to handle larger projects."



A Timber Wolf Excavating crew member uses a Komatsu *intelligent* Machine Control D61EXi-23 dozer with integrated GPS to grade. "With the automatic grading, even our less-experienced operators can get to grade faster without having to stop and check grade," said Owner/President Jackson Jessop. "We build the models in-house, plug them into machines and let the machines do the work."



▶ VIDEO

Komatsu *intelligent* Machine Control dozers, including this D65PXi-24, are part of Timber Wolf Excavating's fleet. "The integrated GPS system of the intelligent dozers makes us more productive and efficient," said Owner/President Jackson Jessop. "Because the system doesn't require cables or masts to hook up and take down, the operators spend more time moving dirt."

Inherited machines, upgraded dozers

Jessop gained three pieces of Komatsu equipment when he purchased Timber Wolf Excavating: a PC200LC excavator, a GD655 motor grader and a D51 dozer. His operators continue to use the PC200 and GD655.

"I look for maximum value, and Komatsu provides it with quality machinery that lasts," stated Jessop. "The PC200 has close to 8,000 hours on it, has never given us trouble and is dependable. The grader provides the same reliability."

Jessop traded the older, standard D51 and upgraded to an *intelligent* Machine Control D61EXi-23 approximately five years ago. More recently, he added a D65EXi-24 with Kirby-Smith Machinery Territory Manager Dan Rutz assisting Jessop on the trade and purchase.

"The integrated GPS system of the intelligent dozers makes us more productive and efficient," said Jessop. "Because the system doesn't require cables or masts to hook up and take down, the operators spend more time moving dirt. With the automatic grading, even our less-experienced operators can get to grade faster without having to stop and check grade. We build the models in-house, plug them in and let the machines do the work."

"Dan did a great job of detailing the benefits of the dozers and helping us determine the right sizes for our needs," he continued. "He's very knowledgeable about matching machines to applications, and, in general, we couldn't be happier with him and Kirby-Smith."

Timber Wolf Excavating uses the KOMTRAX telematics system to track the dozers' hours and location

for maintenance purposes. Jessop likes that Kirby-Smith also keeps tabs on the D65EXi-24 and performs complimentary routine scheduled services on it through the Komatsu CARE program.

"When it gets close (to a service interval), someone from Kirby's Tulsa service department contacts us to set it up," said Jessop. "Komatsu CARE is a great program that ensures everything is done right and on time. It fits with the exceptional service Kirby-Smith has provided through the years. Anytime we have a need, they respond quickly."

Optimistic outlook

Jessop grew up around the industry as his dad owned a ready mix company in their home state of Arizona.

"After years of traveling, when I took the job with Timber Wolf, I

Continued . . .

Solid relationships result in repeat business

... continued



Timber Wolf Excavating Owner/President Jackson Jessop (left) traveled to Komatsu Demo Days in Cartersville, Ga., with Kirby-Smith Machinery Territory Manager Dan Rutz. "Dan did a great job of detailing the benefits of the dozers and helping us determine the right sizes for our needs," said Jessop of the *intelligent* Machine Control dozers he acquired with Rutz's assistance.

determined that the Tulsa area was going to be my landing spot," Jessop recalled. "The company has always been solid, and through the years we have developed a good rapport with our customers so a lot of our work comes from repeat business.

"I expect the expansion to go slower than it has lately," he added. "I do believe, however, that we have room to grow and there are plans in place for that. The markets in this area still look good for the foreseeable future. I'm optimistic about our short- and long-term prospects." ■



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A Timber Wolf Excavating operator loads a truck with a Komatsu PC200LC excavator. "I look for maximum value, and Komatsu provides it with quality machinery that lasts," stated Owner/President Jackson Jessop.





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DDM MATERIALS, INC.

DFW contractor seizes opportunity, grows with need for flex base made from recycled materials

Demand for recycled flex-base aggregate in the Dallas-Fort Worth Metroplex has been strong for several years. In fact, companies producing it could not keep up with the burgeoning market.

“A lot of competitors were running out, and we believed there was a great opportunity,” stated DDM Materials Vice President Jacob Markwardt. “We’re crushing right at our permitted limit of 2,000 tons per day. As long as we can maintain that, keep customers happy and make sure our products stay on spec, we’ll continue to thrive.”

DDM Materials has met specifications on flex base and its other products since it began crushing construction rubble approximately two years ago. In addition to flex base, it produces an oversized material and makes asphalt millings at its yard just north of Fort Worth, along Interstate 35 near the Texas Motor Speedway.

“DDM Materials was founded through its sister company, DDM Construction’s, needs for reliable on-site ready mix concrete,” explained Jacob. “Through various project demands, trucking and material recycling became a large part of our business.”

In addition to Jacob, the Justin, Texas-based company is owned and operated by his brother Luke, who is Operations Manager, and their father, David, who serves as President. Another brother, Zach, is Vice President of DDM Construction, which brings old concrete and asphalt to DDM Materials for recycling.

“One of DDM Construction’s specialties for the past 20 years has been building large auto auction lots,”



Jacob Markwardt,
Vice President

said Luke. “We clear the area, put it to grade and provide stabilization, if necessary. In addition, we place recycled concrete flex base and cap it with recycled asphalt. That’s the aspect that introduced us to the crushing industry. Originally, this was a way to feed our needs because we

were having trouble getting the flex base. With demand in the area, we saw there was potential to grow into supplying others.

“We take in all forms of concrete and road pavement from DDM Construction and other contractors,” he added. “The cleaner the better, but we will take and process all materials. We try to do our part to reduce the amount of material that is sent to a landfill.”



Luke Markwardt,
Operations Manager

Crusher exceeds expectations

DDM Materials operators remove steel, such as rebar, and process the raw materials into 12- to 24-inch pieces. Those are fed into a Kleemann Mobirex MR 130 Zi mobile impact crusher, which the firm purchased from Kirby-Smith Machinery last year.

“Quality is a big factor in our machinery buying decisions,” Jacob emphasized. “Additionally, we wanted a diesel-electric crusher and one we could easily get parts and service for locally. We looked at 15 different machines, and the Kleemann backed by Kirby-Smith’s support was the only one that checked all of the boxes.

Continued . . .



Operator Ethan Gentry moves flex base with a Komatsu WA470-8 wheel loader. “The loader has a lot of power,” said Gentry. “You can fill the bucket and just plow through loads. The cab and seat are comfortable, so I’m more productive.”



“The benefit is less wear and tear and downtime”

...continued

“We’re overproducing compared to our original expectations,” he continued. “So much so, that we’ve cut our hours of operation. The benefit is less wear and tear and downtime, which reduces operating costs.”

Luke added that the MR 130 Zi is user-friendly and easy to operate. “It walks you through the startup process, and the maintenance is simple. It’s one of the best designed machines we’ve ever seen.”

The right fit reduces downtime

DDM Materials feeds the Kleemann crusher with a Komatsu WA470-8 wheel loader. Finished products run from the crusher to a stockpile on a Masaba Magnum telescoping conveyor that stacks up to 52 feet. Kirby-Smith Territory Manager Bill Hitchcock assisted DDM Materials with the setup and purchase of the equipment.

“Bill ensured that everything was the right fit for our operations,” said Jacob. “We appreciate everything that he, (Product Support Sales Representative) Phil Hearrean and the Kirby-Smith team do for us. They have a wide variety of equipment as well as the support to back it. We rarely have an issue or downtime, although if we do, they address it quickly. Usually it’s taken care of the same day or the next; where in the past, other dealers said they would get to us in two to three weeks.

“Downtime is why we turned to Komatsu and Kirby-Smith,” Jacob added. “We had a competitive machine that just didn’t perform.

Continued . . .



Discover more at
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DDM Materials recycles materials with its Kleemann Mobirex MR 130 Zi mobile impact crusher (below), and finished product is stockpiled with a Masaba Magnum telescoping conveyor (left). “Quality is a big factor in our machinery buying decisions,” said Jacob Markwardt, Vice President. “We’re overproducing compared to our original expectations. So much so, that we’ve cut our hours of operation. The benefit is less wear and tear and downtime, which reduces operating costs.”

▶ VIDEO



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Expansion on the horizon

... continued



(L-R) DDM Materials Vice President Jacob Markwardt and Operations Manager Luke Markwardt meet with Kirby-Smith Machinery Territory Manager Bill Hitchcock and Product Support Sales Representative Phil Hearrean. "Bill ensured that everything was the right fit for our operations," said Jacob. "We appreciate everything that he, Phil and the Kirby-Smith team do for us."

It would constantly go down; the repairs by the dealer were made slowly and were followed by a large 'voided-warranty' bill. We decided to give Komatsu a chance, and we are certainly glad we did."

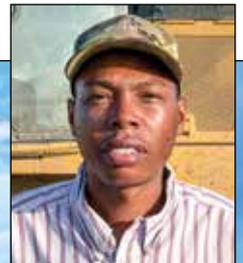
Looking at future locations

The first Komatsu equipment DDM Materials purchased was a D65EX dozer, which is used at its second location in Eules, where the company takes in clean fill dirt for a mining reclamation bond. The Markwardts are currently working on permitting that facility as another recycling operation.

"Our intention is to take the Kleemann crusher mobile and set up a permanent plant at our Fort Worth location someday," shared Luke. "We would also like to open a couple of other facilities around the DFW area. The plans are dependent on current and future material inflow, so there is no particular time frame for growth; however, we certainly want to expand." ■

Operator Michael Thorne pushes fill dirt with a Komatsu D65EX dozer at DDM Materials in Eules, Texas. "It has massive power to push down heavy material like mud, and the speed is faster than the competitive brands I have run," said Thorne.

▶ VIDEO





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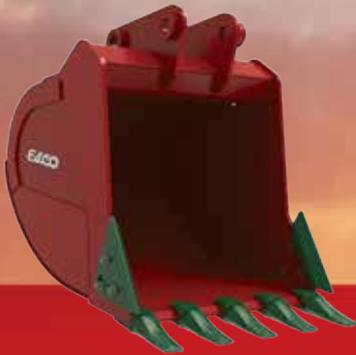
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INTERACTIVE LEARNING

Construction, mining and aggregate customers demo latest equipment and technology

Komatsu welcomed customers to recent hands-on events where they had the chance to operate a variety of heavy equipment. Demo Days took place at Komatsu's Cartersville Customer Center in Georgia, where guests met with product experts and learned about the latest advancements in construction technology. Quarry Days sessions were held at the company's Arizona Proving Grounds in Sahuartia, Ariz.

Demo Days

"It's fun to see and run all of the new equipment to get a great feel for



Isaac Rollor,
Komatsu District
Manager

what the technology is truly doing," said Rachel Contracting Operations Manager Robbie Koopmeiners. "To be front and center with the newest and greatest technology is something that can't be replaced."

Headlining the new machinery and technology on display was Komatsu's Proactive Dozing Control logic, available on the D51i-24 and D61i-24.

"We featured our *intelligent* Machine Control dozers with Proactive Dozing Control," said Komatsu District Manager Isaac Rollor. "We debuted this technology last spring, and a lot of customers were ready to get into the dozers

Continued . . .



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(L-R) Buck Lawson, Komatsu; Brent Snapp, Kirby-Smith Machinery; and Adrian Perez and Jonathan Rodriguez, JD King Corporation



Brian Hinojosa (left), Silver Creek Materials and Jason Wolfe, Kirby-Smith Machinery



Brad Lands (left) and Lance Anglin, Larrett Energy Services



Demo Days attendees had the opportunity to operate a wide array of equipment as well as gather information and other tips from Komatsu product experts at the Cartersville Customer Center in Georgia.

Twenty-five machines available to demo

... continued

and get first-hand experience with how it really works.”

The three-day event featured 25 machines ranging from utility equipment to mining and aggregate

pieces, including the full lineup of *intelligent* Machine Control dozers and excavators.

“We design Demo Days as a highly interactive experience,” said Rollor.

“With machine demos and Komatsu experts, plus games, booths and other information, we want customers to get all of their questions answered before they leave. It’s our goal to provide the best experience possible.”

Customers agreed that Komatsu accomplished its mission.

“I’m blown away at the hospitality Komatsu provided,” said War Paint Enterprises Owner Brock Parker. “You have the opportunity to see and run everything. Plus, you get to talk to the people who designed these machines and learn a lot about the equipment. I would definitely recommend coming to Demo Days.”

Quarry Days

More than 140 customer and dealer attendees representing 25 different companies across mining and aggregate industries attended a session during the two-week Quarry Days event.

“This is a unique opportunity to bring our customers into an actual mining site where they can operate equipment, and we can demonstrate it in an application that

Continued . . .



(L-R) Rusty Norman, Davenport Roustabout Service; Ryan Bebee, Kirby-Smith Machinery; and Jeff Deaton, Silver Star

A Komatsu WA900-8 wheel loader drops dirt into the bed of a Komatsu HD785-8 haul truck at Komatsu’s Arizona Proving Grounds during Quarry Days. “The HD785-8 includes a wide range of technological upgrades and is a perfect match with the WA900-8 wheel loader,” noted Komatsu Senior Product Manager Joe Sollitt.

> VIDEO



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Events offer time for meaningful conversation

... continued



Chris Collins, Rogers Group (left) and Chuck Thompson, Kirby-Smith Machinery



(L-R) JP Cotton, Kirby-Smith Machinery with Cliff Price and T.C. Stipe, Blackjack Energy Services



(L-R) Sean Foley, Jason Reed and Oliver Brooks of Martin Marietta

is representative of their working environment,” explained Komatsu Senior Product Manager Joe Sollitt.

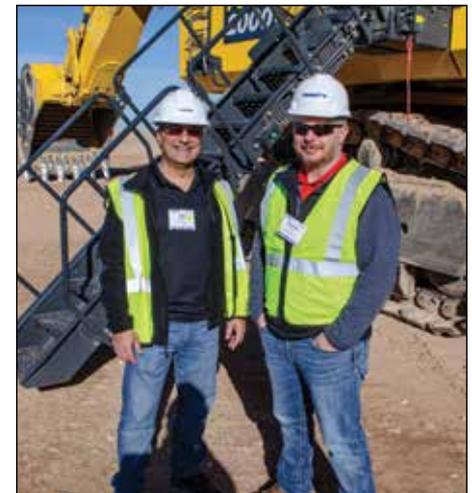
“We bring in a lot of larger gear and encourage customers to engage with our product experts, equipment trainers and staff to learn about the machines,” he added. “The group sizes are limited each day so that guests and employees have more time to engage in meaningful conversation.”

Quarry Days highlighted the recently introduced Komatsu HD785-8 haul truck and previewed the WA475-10 wheel loader. The HD785-8 has a rated payload of 101.6 tons and offers operators a bird’s-eye view with KomVision (see related article on page 27). The WA475-10 wheel loader has an all new hydromechanical transmission to increase efficiency.

“We’re really excited to preview the WA475-10 because it’s a major technological step that increases productivity and reduces fuel consumption,” noted Sollitt. “The HD785-8 also includes a wide range of technological upgrades and is a perfect match with the WA900-8 wheel loader.” ■



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John Arapidis, Kirby-Smith Machinery (left) and Donovan Stowe, Martin Marietta

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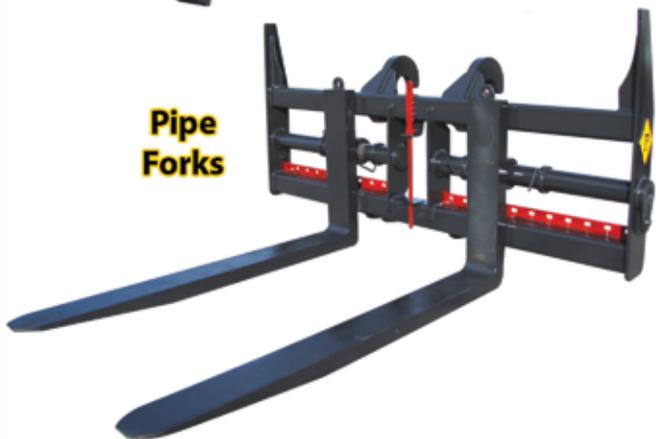
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MORE THAN HEAVY METAL

Crowd pours into Las Vegas for CONEXPO-CON/AGG, IFPE triennial gathering

“The crowd was much better than expected under the circumstances,” said David Price, Chairperson of International Fluid Power Exhibition (IFPE), which had a co-located event with CONEXPO-CON/AGG’s show at the Las Vegas Convention Center and Festival Grounds. “We were very pleased with the strong showing from the 300-plus exhibitors at IFPE 2020, and we are looking forward to the 2023 gathering.”

Even amid concerns about COVID-19, CONEXPO-CON/AGG and IFPE drew large daily attendance. The showcase featured the latest machinery and technology for the construction, mining, scrap handling, waste, forestry and other industries. Registrations for the show totaled more than 130,000.

“CONEXPO is a great way to see what’s new,” said Seth Wisney with McGuirk Sand-Gravel of Mt. Pleasant, Mich. “It’s very impressive.”

Despite the last day being cancelled, the event reached some key metrics according to organizers, including overall contractor and producer attendance growth of 14 percent. Attendees purchased a record-breaking 75,622 tickets for educational sessions, a 46 percent increase from three years ago.

“We refer to this as the ‘heavy metal’ show, but it’s much more than that,” stated Mary Erholtz, CONEXPO-CON/AGG Show Chairperson. “It has giant machines, incredible exhibits, fantastic education and huge expectations. Organizers have a legacy of building and innovating on previous shows, and the 2020 gathering extended that record of success.”

Technology at the forefront

CONEXPO-CON/AGG highlighted technology in today’s and tomorrow’s construction industry with the Tech Experience. This exhibit emphasized the effects of artificial intelligence,

autonomous equipment, big data, sustainability, smart cities and modern mobility.

“I’m amazed at what some of the minds at the Tech Experience think up,” said Helen Horner, Director of Education Programs at the Association of Equipment Manufacturers (AEM), the organization that co-owns and operates CONEXPO-CON/AGG. “What we’re seeing in bringing all of these ideas to one place is how some connect to form new ideas. Hopefully,

those germinate after the show to give us even more amazing technology to explore at the next CONEXPO-CON/AGG.”

Tech talk topics included Driving Decisions with Artificial Intelligence; Smart Cities; 3D Printing Buildings – Current Possibilities and Future Implications; Wireless

Continued . . .



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Leland Meiser (left) and Tommy Bacon of Dolese Bros. Co. take a break in the exhibit hall.



Thomas Sexton (left) and Chuck Holler of LASAL Services meet at CONEXPO.



A large contingent of people checked out the Komatsu booth during the co-located CONEXPO-CON/AGG and IFPE show in Las Vegas.

Looking to the future of the industry

... continued

Energy Transfer; and Prevention and Protection of Traumatic Brain Injuries.

“New ideas and connections are the core of what we want people to experience at CONEXPO-CON/AGG,” said Show Director Dana Wuesthoff. “The big iron and big deals are definitely fun, but the technology, information and education are what

secure the future of the industry and the continuing viability of the businesses that attend and exhibit here.”

“Creating Connections”

Komatsu, with its exhibit theme of “Creating Connections” was among those making a strong showing with both equipment and technology.

The company debuted machines for multiple industries, including the D71PXi-24, its newest and largest hydrostatic transmission dozer. It features Komatsu’s *intelligent* Machine Control (iMC) 2.0, which also was introduced in Las Vegas.

Komatsu showcased its upcoming suite of 11 Smart Construction solutions that will roll out over the next year. By tapping into the Internet of Things, customers will soon be able to control construction planning, management, scheduling and costs, and optimize processes remotely and in near real time.

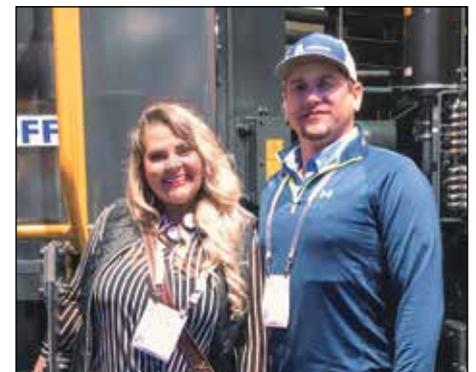
The D155CX-8 pipelayer, designed in conjunction with pipeline companies, made its global premiere in Komatsu’s 40,000-square-foot exhibit space. Previously previewed machines that were formally introduced at the event included the PC130-11 excavator and the WA475-10 and WA800-8 wheel loaders.

“CONEXPO provides a unique opportunity for contractors to see not only where the equipment industry is today, but also where it’s headed; and we believe Komatsu is leading the way,” said Rich Smith, Vice President, Product and Services Division. “We wanted attendees to see Komatsu’s commitment to advanced products backed by innovative solutions that can potentially reduce overall ownership and operating costs significantly. The feedback we received shows we achieved our objective.” ■



(L-R) David Norrid, Chris Shelton and Andrew Shelton of L&N Bridge, LLC gather at the Komatsu booth.

Attendees gathered information about equipment and technology from Komatsu personnel who answered questions and provided details about new machines, *intelligent* Machine Control 2.0, Smart Construction, MyKomatsu and much more.

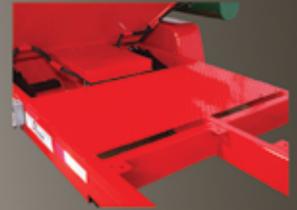


Kali Mowdy and Chad Mikulec of PB Materials pose in front of a Komatsu WA800-8 wheel loader.

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PAVING CORNER

Concrete paving seminar gets contractors up close and personal with Wirtgen machines

Kirby-Smith Machinery hosted contractors from the Dallas-Fort Worth Metroplex at a slipform paving seminar in Arlington. The event provided more than 25 attendees with an opportunity to learn about the Wirtgen paving equipment lineup.

“This seminar was a chance for Kirby-Smith and Wirtgen to work together and offer contractors an up-close look at the equipment,” said Kirby-Smith Director of Paving and Minerals Jim Powell. “Wirtgen has world-renowned products, and a day like this is a perfect opportunity to showcase them.”

Wirtgen Director of Concrete Products Tim Nash led the information sessions and Wirtgen Concrete Paving Products Rep Steve Casselman guided



Jim Powell,
Director of Paving
and Minerals,
Kirby-Smith
Machinery



Tim Nash,
Director of Concrete
Products,
Wirtgen Group

customers on walk-arounds of a Wirtgen SP 64i slipform paver and a Wirtgen TCM 180i texture curing machine. Casselman also conducted a live demonstration of the equipment’s steering capabilities, which enable the machines to do a complete 180-degree turn and continue paving in minutes.

“To host a hands-on event with a small group is such a benefit for customers,” said Nash. “We were able to provide information to our guests, answer questions and get them on the machines. It makes an event like this very effective.”

Seeing is believing

Customers appreciated the personal attention.

“We had talked with Wirtgen engineers and Kirby-Smith sales reps for years to hear what the equipment could do,” explained Mike Manley from Mario Sinacola & Sons Excavating. “I wanted to see the

equipment for myself, and it’s pretty clear they were right.”

“This was a great day,” added APAC-Central’s Josh Davis. “I wasn’t too familiar with Wirtgen; however, listening to the presentations and seeing the equipment in person was very educational. I was impressed with Wirtgen and its pavers.”

The goal with an event of this nature is to give Kirby-Smith customers an in-depth look at innovative products, according to Powell.

“We are working to get this equipment in front of as many customers as we can, because once they see it, they’ll immediately recognize the value it could add to an operation,” noted Powell. “Wirtgen is light years ahead of the competition in regard to technological advancements, and we want to help bring that technology to our end-users.” ■



Discover more at
KirbySmithConnection.com

Wirtgen Concrete Paving Products Rep Steve Casselman speaks to customers during a walk-around of a Wirtgen SP 64i slipform paver at Kirby-Smith Machinery’s paving seminar hosted with Wirtgen in Arlington this winter.

▶ VIDEO





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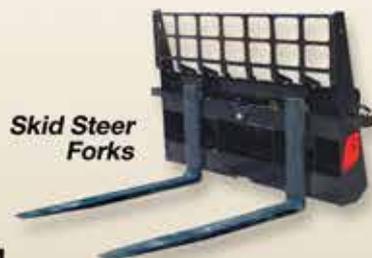
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Mining, quarry and aggregate operations want to move large quantities of material as quickly as possible. Trucks with a tight turning radius, that are highly maneuverable when spotting to be loaded and positioning to dump, can provide an advantage in achieving those goals.

With a turning radius of 33 feet, 2 inches, Komatsu's new 1,140 net horsepower HD785-8 rigid-frame, off-highway truck helps users reach their objectives while delivering a payload capacity of 101.6 tons. The truck has a 7-speed, fully automatic transmission with two selectable reverse speeds. The Komatsu Advanced Transmission with Optimum Modulation Control System ensures smooth clutch



Robert Hussey,
Komatsu Product
Marketing Manager

engagement for a more comfortable ride and reduced material spillage.

Get more done in less time

"Thanks to its Tier 4 engine, the HD785-8 has the highest in-class horsepower in North America for the best travel performance on grade," said Robert Hussey, Komatsu Product Marketing Manager. "Additionally, it delivers

fast acceleration out of the pit when loaded and short return times to the loading area for more hauling cycles and increased production per hour."

The Komatsu Traction Control System is standard and automatically applies pressure to independent brake assemblies for optimum traction in various ground conditions, without the need for differential lock-up, so steering performance is not compromised.

"The wet multiple disc brakes on all four wheels provide excellent downhill brake retarding performance," said Hussey. "The Automatic Retard Speed Control maintains a selected downhill travel speed, rather than engine RPM, so operators can keep their focus on the haul road." ■

Quick Specs on Komatsu's HD785-8 Off-Highway Truck

Model	Net Horsepower	Payload Capacity	Industries
HD785-8	1,140 hp	101.6 ton	Aggregate, Quarry, Mining

Komatsu's new HD785-8 rigid-frame, off-highway truck has a turning radius of 33 feet, 2 inches, making it highly maneuverable. "It delivers fast acceleration out of the pit when loaded and short return times to the loading area for more hauling cycles and increased production per hour," said Robert Hussey, Komatsu Product Marketing Manager.



TECH ADVANTAGE

intelligent Machine Control dozers help reduce pad construction time, 'perfect for reclamation'

Ranch owner Art Gutteresen turned a blizzard into a business. "Nobody could get to work, and there were oilfield companies installing wells on the property. I leased a motor grader to move the snow and open the roads for them. I think I moved the same snow every day for three months," he recalled.

Gutteresen saw an opportunity to provide additional resources to the oil and gas companies working the 32,000 acres that comprise Gutteresen Ranch, and that was the catalyst for Gusher Oilfield Services. It now offers drill pad, road and tank battery construction; grading; heavy hauling; and reclamation services, among others.

A Gusher Oilfield Services operator builds a well pad with a Komatsu *intelligent* Machine Control D65PXi-24 dozer. "Our operators let the machines do the work; they're simple and have led to greater efficiency," said Gusher Oilfield Services GPS Technician Luke Leonard. "We love the integrated system, which eliminates wasted time or additional expenses that come with the masts and cables of traditional aftermarket GPS."



Art Gutteresen,
Owner



Luke Leonard,
GPS Technician



Joey Timco,
Construction
Superintendent

Proven results

To streamline operations, Gusher Oilfield Services GPS Technician Luke Leonard builds topographic maps using a data collector and rover. Then, he makes a design file that can be plugged into the company's Komatsu *intelligent* Machine Control D65PXi-24 and D39PXi-24 dozers and

used for pad construction and reclamation.

"Our operators let the machines do the work; they're simple and have led to greater efficiency," shared Leonard. "We love the integrated system, which eliminates wasted time or additional expenses

that come with the masts and cables of traditional aftermarket GPS."

"The D65PXi pushes and carries a sizeable load; and with the six-way blade, operators can do all the mass dirt moving, slope cutting and finish work for pads with one machine," added Construction Superintendent Joey Timco. "Previously, depending on pad size and the amount of material to move, construction could take five to 10 days. Now, with the D65i, we've cut that time in half. The smaller D39PXi is perfect for reclamation, because it involves working in some tight areas that are close to well heads."

Gusher Oilfield Services mounted a permanent solar-powered GPS base station with Virtual Reference Station control in the middle of the ranch at a height of 27 feet. A Technical Solutions Expert with the local Komatsu distributorship assisted with setup and calibration.

"He was instrumental in ensuring everything functioned properly," said Leonard. "Additionally, he trained our operators on the ins and outs of the system. His expertise ensured that we were up and running quickly to maximize production and efficiency." ■

▶ VIDEO



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DATA DRIVEN

After 20 years, telematics system continues to help owners implement more cost-effective practices

Knowing where your machines are located and the number of hours on them are critical pieces of information when maintaining a fleet. Those capabilities were the original features of Komatsu's remote monitoring KOMTRAX telematics system, which celebrates its 20th birthday in 2020.

"After all of these years, those are still two important functions, although KOMTRAX has considerably more capabilities now," said Steve Day, who served as Komatsu's Director of Service in 2000, and was instrumental in the adoption and implementation of KOMTRAX. He recently retired from



Steve Day,
former Komatsu
Director of Service,
now retired

Tractor & Equipment Company where he was Executive Vice President/General Manager-Product Support. "It evolved into a tool for monitoring equipment health, idle time, fuel consumption and much more. The information can be

used to address changes that lead to better practices, which reduce owning and operating costs."

Depending on the machine, today's KOMTRAX can deliver information on cautions, abnormality codes, actual working hours versus idle time, hydraulic relief hours, load



Chris Wasik,
Komatsu Director of
Parts Marketing

frequency and digging hours, among other critical data. The latest version, KOMTRAX 5.0, is standard on Tier 4 construction machinery and includes Komatsu Diesel Particulate Filter soot count, active regeneration time, operator identification and diesel exhaust fluid level.

"Early on, we recognized how valuable the data could be to customers, our distributors

Continued . . .



Discover more at
KirbySmithConnection.com

KOMTRAX, Komatsu's remote monitoring telematics system, turns 20 this year and has evolved from a box that offered basic information on location and hours to an integrated system that provides comprehensive data on machine health, usage and more.



'The customer benefit is better support'

... continued

and to Komatsu as a manufacturer, and each has played a significant role in its evolution," emphasized Komatsu Director of Parts Marketing Chris Wasik, who also worked on the initiative that eventually led to KOMTRAX. "There was some discussion in the initial stages about what to charge for the service. However, we quickly saw such great potential benefit that we decided to provide it complimentary, and we still do."

Beneficial to all

Wasik said that Komatsu now monitors hundreds of thousands of machines equipped with the technology to analyze trends and assess data, which may determine manufacturing levels and inventory. Distributors keep track of equipment in their territories to determine when to perform service intervals, what parts to stock and to remotely diagnose error codes and more.

"The customer benefit is better support," said Wasik. "For instance, when a machine has a fault code, KOMTRAX sends an alert. Before driving to a customer's site to check



Rizwan Mirza,
Komatsu Manager,
KOMTRAX - Technical
Support & Product
Quality, Products &
Services Division

the machine, the technician can pull the parts that may be needed and take them along. In the past, the technician may have needed to assess the machine, determine the required parts, then go back to the shop and get them. KOMTRAX reduces downtime, and because it shows where a machine is located, the tech can drive right to it, which saves time and travel expense."

Customers can keep an eye on their machines through a secure website via desktop and laptop computers, tablets or with a smartphone using the KOMTRAX app. McManus Construction, LLC Fleet Manager James Bedgood utilizes the service to research error codes as well as to track idle time and hours.

"If I'm out of the shop, I check it through the app on my phone," said Bedgood. "It's a great tool that allows us to be even more proactive regarding service."

Dorado Construction Group Fleet Manager/Equipment Manager Clay Butler consistently uses KOMTRAX to track how his company's Komatsu equipment is running.

"The increases in productivity and efficiency we get across the board

with Komatsu are fantastic," said Butler. "I see it 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."

Rizwan Mirza, Komatsu Manager, KOMTRAX - Technical Support & Production Quality, Products & Services Division said that this kind of end-user adoption has always been one of Komatsu's goals.

"We want customers to utilize it to its fullest and reap the benefits of what's available," added Mirza. "Whether it's basic hours and location or more advanced data, such as idle versus production time, economy mode versus power mode functionalities, unnecessary travel or something else, it's beneficial to their operations. Komatsu and our distributors can consult with customers to use the information in a way that maximizes production and efficiency."

Total solutions tool

KOMTRAX has exceeded the initial development team's expectations. "Telematics were being used in the trucking industry, and someone had the foresight to see its applications for construction equipment," Day recalled. "We started with a box and put it on one excavator to do some field testing and see what we could do with the information."

"It was introduced on four machines, and the benefits were so great that we expanded it," added Wasik. "KOMTRAX was so well-received, that we manufactured retrofit packages for older models. Some customers put it on their competitive brands and other types of equipment to track them as well."

Mirza said predictive analysis could be the next step in the evolution of KOMTRAX. "A machine may tell the customer that it's nearly time to replace a component, for instance. We are working to marry it with our MyKomatsu website and other business aspects as part of our total solutions package." ■

Equipment users can track a machine's hours, idle time, usage, operation modes and much more with KOMTRAX. "The increases in productivity and efficiency we get across the board with Komatsu are fantastic," said Dorado Construction Group Fleet Manager/Equipment Manager Clay Butler. "I see it every day when I look up the machines through KOMTRAX on my desktop computer or tablet."





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

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CUSTOMIZING SOLUTIONS

President Rich Fikis says Komatsu Financial aims to serve needs of individual businesses

QUESTION: More than 80 percent of Komatsu construction equipment is acquired using Komatsu Financial. What makes it such an attractive lending source?

ANSWER: During the past several years, we have made a concerted effort to be closer to customers and better understand their specific needs. It helps us know what they are looking for in a monthly payment; whether they do maintenance in-house or need long-term maintenance plans built into their payment or lease structure; what their machine applications are; and more. Those items are important in making sure we focus on their success, rather than simply providing blanket financing at a certain rate during a given time frame.

As an example, in some parts of the country winter can be especially rough for contractors. They may not work for an extended time. We can build payment skips into their financing that allow them to finalize purchasing or leasing decisions, maintain good cash flow and start making payments again in the spring when projects are up and running and their receivables are better.

I believe another reason is our strong relationship to Komatsu's distributor network. Komatsu Financial provides training and works closely with sales personnel at the distributorships to ensure they are every bit as qualified to talk about Komatsu Financial products as we are. We are in lockstep with one another.

QUESTION: How long does it take to receive a financing decision?

ANSWER: The average time is about four business hours after the distributor submits the application to us. That's our goal; however, the vast majority are quicker. That's

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.



Rich Fikis,
President,
Komatsu Financial

Rich Fikis started with Komatsu Financial in 1997. At the time, he and his colleagues worked in a building that was separate from Komatsu America. "That's no longer the case; today we are a much bigger part of the picture," said Fikis. "We are closer than ever to our distributors and customers, which allows us to better understand their perspectives on financing and how we can build plans and programs tailored to their needs."

Fikis began his career in the operations area and spent four years in collections before moving into credit and then to a regional manager position. He also worked in financial planning and analysis for Komatsu America before becoming President of Komatsu Financial.

"I really enjoy going out to our distributors and sitting down with customers, listening to what their needs are and finding solutions to help," said Fikis.

He and his wife, Tami, have three sons who are active in sports, and the couple enjoys attending their athletic events.



Repeat customers account for more than 70 percent of Komatsu Financial's business. "That's an excellent number for our industry," stated President Rich Fikis. "A lot of that is a result of our willingness to work with customers and being flexible; they really appreciate it."

Working to better utilize technology

... continued

due, in part, to having numerous repeat customers and automatic approval capabilities.

QUESTION: How much of your business comes from repeat customers?

ANSWER: More than 70 percent, which is an excellent number for our industry. A lot of that is a result of our willingness to work with customers and being flexible; they really appreciate it.

QUESTION: Do you finance more than equipment?

ANSWER: Yes, we also finance Komatsu Genuine Parts and service handled by our distributor network. We pre-approve a specific amount to help make the decision to have maintenance

and repairs done. Our standard term is 15 months of equal payments, which allows for a major repair without hampering monthly cash flow; however, we can develop customized payment plans as well.

QUESTION: What does the future hold for Komatsu Financial?

ANSWER: We are looking at some enhancements to tailor lease programs specifically to Komatsu Care Certified used machinery. We can look at KOMTRAX and check distributor records to verify that all of the services were done as scheduled, so when those machines go out, we and the customer are confident in their condition and value.

We continue to better utilize technology, and right now we are

getting ready to launch a more dealer-friendly portal that will allow them to quickly submit an application and receive lease quote information. The enhancement of our KomatsuFinancial.com website continues as well and will offer customers the option to make payments, view their information, pull up invoices and more.

QUESTION: What is your outlook for 2020?

ANSWER: Everything we see shows that the general fundamentals of the economy are strong. Low unemployment is a positive, as are the manufacturing indexes of late. We still think there's some opportunity in the housing market. All indicators point to another strong market in 2020. ■

President Rich Fikis says Komatsu Financial does more than provide blanket rates for certain periods of time. "During the past several years, we have made a concerted effort to be closer to the customers and better understand their specific needs," said Fikis. "That's why more than 80 percent of Komatsu construction equipment acquisitions are financed through Komatsu Financial."



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BUILDING THE FUTURE

Recruitment event for high school and college students emphasizes careers and technology

High school and college students learned about technician careers when Komatsu hosted its annual Komatsu Recruitment Day at the Cartersville Customer Center in Georgia last fall. The day is part of a larger initiative to generate interest in heavy-equipment careers.

“Finding qualified technicians is an issue facing the industry,” explained Komatsu Training Manager Craig Yager. “We worked with some local distributors to develop this event to help attract more people to our industry and provide information on what career opportunities are available.”

This year’s Recruitment Day brought in more than 100 attendees and four Komatsu distributors. General diesel program students from nearby Chattahoochee Technical



Craig Yager,
Komatsu Training
Manager

College met and interviewed with distributor recruiting representatives and also had the opportunity to operate equipment. The high school students could talk with distributors, take part in machine walk-arounds and participate in an equipment-themed game show.

“Both groups had a unique experience here,” said Yager. “For the college students, it was geared more toward a career path and getting them in front of potential employers because they are further along in their education. An instructor shared that students start talking about attending this experience months in advance.

“The goal for high schoolers was to raise their interest in this field and build excitement for it,” he added. “They aren’t old enough to operate the equipment, so we focus on making it

both fun and informational with some interactive activities.”

‘Eye-opening’ experience

Yager says that events like this have taken on a greater role in an effort to ensure a qualified workforce for the heavy-equipment industry in the future.

“Being able to educate both the students and guidance counselors about the opportunities in our industry is very important,” noted Yager. “There are so many more options available than a four-year degree. Plus, for some of these programs, the distributors or Komatsu will pay for the schooling. That’s another big selling point we try to emphasize.

“These events also help us change the perception of this kind of work – we are a high-tech industry,” he continued. “It’s more than grease and dirt; it’s very technology-driven. When students see what is really going on, it opens their eyes to all of the possibilities.” ■



More than 100 college and high school students participated in Komatsu Recruitment Day at the Cartersville Customer Center in Georgia. “When students see what is really going on, it opens their eyes to all of the possibilities,” said Komatsu Training Manager Craig Yager.



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PICTURE IT

Keep visual records of your jobsites for progress, legal purposes

The first thing most contractors think about when it comes to records is retrieving copies of important documents such as contracts, invoices and pay applications. They don't often consider photographing their work. They should do so, and no less than once weekly, not only of the sites where they are working but also of those areas that may impact their work or schedule.

Case in point – a stucco contractor received a delay claim from the general contractor asserting that he hadn't completed his work on time. Fortunately, the contractor had his construction records in the form of pictures, which showed post-tension cables sticking out of the building. With those in hand, he explained to the general contractor that he was prevented from putting swing stages down the building, something essential for him to apply the stucco. A handful of photos saved him from contending with a legal headache and an expensive delay claim.

Extra steps worth the effort

Photos weigh heavily in a court of law as well. Judges and juries don't necessarily understand construction. Having photographs that depict the situation make it much easier to prove a position. Simply taking photos for construction records is not enough; contractors also need to:

- **Include a description** noting when and where each picture was taken. Having thousands of pictures from a job, which are downloaded from Dropbox with no way to tell when or where they were taken, is no help. Photos need to show a visual history of the job to be useful. Identify all pictures with a date and time stamp



Alex Barthe,
Attorney

as well as a note indicating where they were taken.

- **Save and back up all photos.** Anyone assigned to take photos on the job can easily use a cell phone to take the pictures. However, those visuals are useless if the person's phone is lost or damaged. Save all pictures in a central location and back up everything, regularly.

Contractors should also videotape their work – especially on large jobs, although still applicable to smaller projects – by walking the site and narrating where they are and what they are looking at and then adding the video to their construction

records. If needed, they should go back and take screenshots of the video and indicate the time, date and location based on the narration.

It's said that "seeing is believing." When it comes to defending or prosecuting a construction case, nothing could be more true. ■

Attorney Alex Barthe (alex@barthe.com) serves as litigation counsel to many contractors and material suppliers. Board certified in construction law by the Florida Bar Association, he has been selected by his peers for inclusion in the Best Lawyers in America and the Florida Super Lawyers within the specialty of construction law.

Editor's note: This article originally appeared at TheLienZone.com.



Documenting jobsites with photographs and videos is a great way to track progress and keep visual records for potential claims, says attorney Alex Barthe.

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NEWS & NOTES

Kirby-Smith tabs Angie Brewer as Human Resources Manager

Kirby-Smith Machinery promoted Angie Brewer to Human Resources Manager. She is looking forward to the challenges and rewards of her new role.

"I am grateful for this opportunity to serve Kirby-Smith and our employees," said Brewer. "I love being able to make a difference, and we are going to accomplish some great things as a team. Stay tuned!"

Brewer joined Kirby-Smith Machinery in 2016 and most recently served as Human Resources Generalist. Her skill set and leadership have made her an invaluable asset to a company with more than 500 employees throughout its 12 store locations and other properties. She will report to



Angie Brewer,
Human Resources
Manager

Vice President of Human Resources Seth McColley.

"Angie has a passion for people and our culture," said McColley. "She is an exceptional HR professional and will be instrumental in taking our HR operations to the next level. We are very excited about the future." ■

Study shows impact of improving inland waterways

Increasing investment in America's inland waterways would boost the nation's gross domestic product (GDP), as well as create more than 470,000 jobs, according to a recent U.S. Department of Agriculture

(USDA) study. In its report, the USDA said additional funding of \$6.3 billion until 2029 and \$400 million per year thereafter through 2045 would raise waterways' contribution to the GDP by 20 percent.

The findings show that current waterway infrastructure has exceeded projected capacity and delays have a negative impact on operators, shippers and end users of the transported commodities. ■



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2000 GROVE TMS540	AL10002	3,686	\$105,000
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2010 KOMATSU PC220LC-8	KM10399X	8,589	\$49,500
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2010 JOHN DEERE 35D	JD10103X	3,275	\$19,750
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2005 CAT 320CU	CT05003X	11,085	\$46,250
2007 CAT 314C LCR	CT07003X	8,365	\$47,500
2009 CAT 336DL	CT09005X	7,800	\$79,500
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2017 KOMATSU WA470-8	KM17052X	6,500	\$165,000
2016 KOMATSU WA470-8	KM16150X	5,446	\$159,500
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2015 JOHN DEERE 544K	JD15012X	5,639	\$92,500
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2006 KOMATSU D41E-6	KM06518X	4,004	\$49,500
2013 KOMATSU D51PX-22	KM13207P	4,550	\$104,750
2011 KOMATSU D61EX-15E0	KM11394X	5,600	\$84,250
2018 KOMATSU D61PXi-24	KM18450X	2,115	\$279,750
2007 KOMATSU D65EX-15	KM07927X	6,456	\$84,500
2011 KOMATSU D65EX-16	KM11634X	9,636	\$84,500
2013 KOMATSU D65EX-17	KM13113X	5,568	\$129,150
2016 KOMATSU D65EX-18	KM16317X	3,260	\$169,500
2017 KOMATSU D85EX-18	KM16519M	2,100	\$399,500
2012 JOHN DEERE 450J	JD12038X	4,458	\$37,500
2014 JOHN DEERE 750K-XLT	JD14014X	3,976	\$116,350
1994 JOHN DEERE 850C	JD94001X	4,363	\$34,500
1982 CAT D8K	CT82011X	11,426	\$39,500

SKIDSTEERS

2007 CAT 287C	CT07014X	2,745	\$27,500
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