



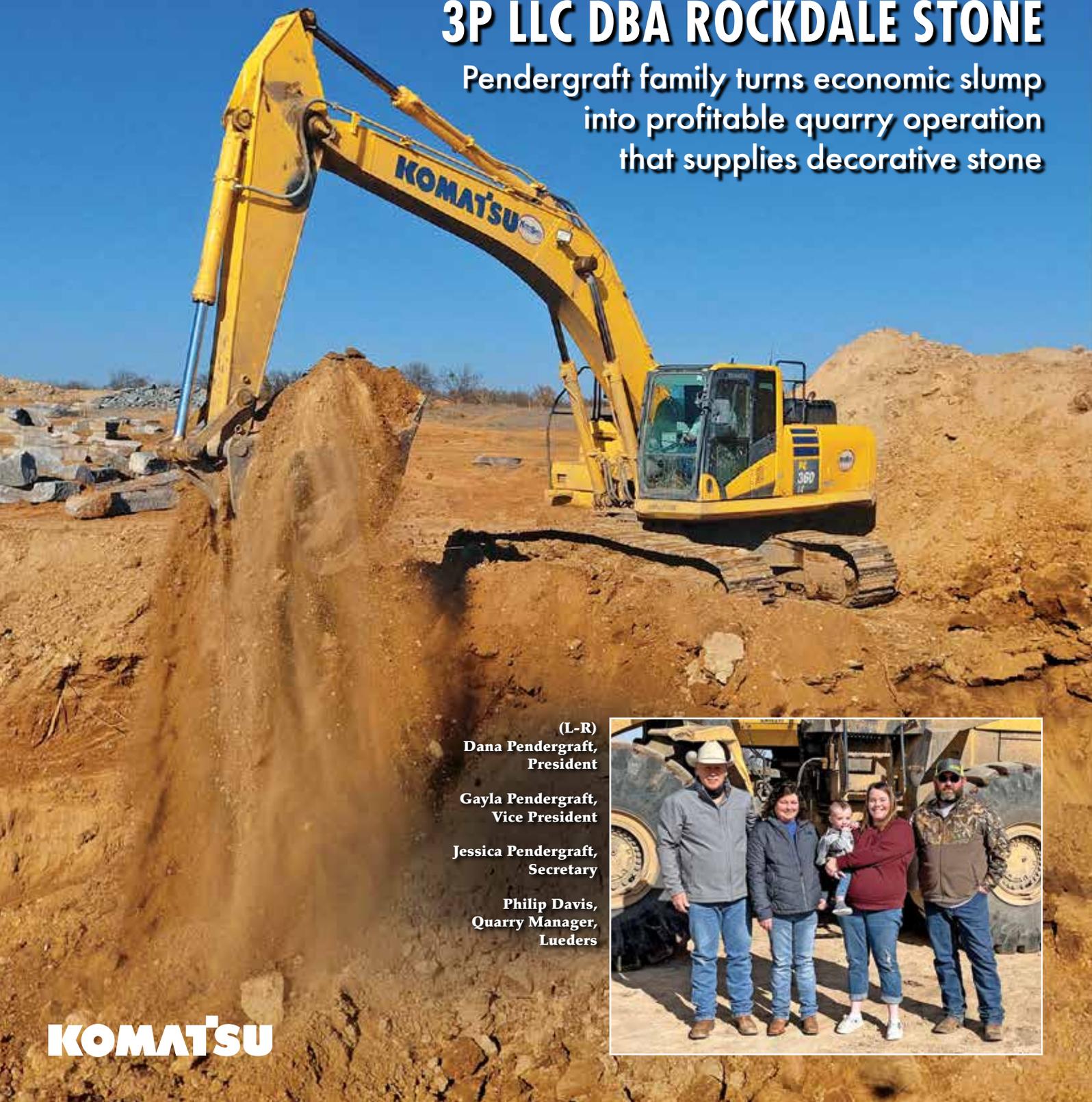
Connection

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

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3P LLC DBA ROCKDALE STONE

Pendergraft family turns economic slump into profitable quarry operation that supplies decorative stone



(L-R)

Dana Pendergraft,
President

Gayla Pendergraft,
Vice President

Jessica Pendergraft,
Secretary

Philip Davis,
Quarry Manager,
Lueders



KOMATSU



MESSAGE FROM THE PRESIDENT



Dear Valued Customer:

We applaud Congress for passing the \$1.2 trillion Infrastructure Investment and Jobs Act. The multiyear bill will provide much-needed funding for fixing aging roads and bridges, expanding public transit and internet access, modernizing the electric grid, and improving water and wastewater systems. It's a historic investment in our nation's infrastructure.

John Arapidis

This edition of your Kirby-Smith Connection magazine features several informative articles designed to help you and your business.

For instance, there is a quick how-to on installing and maintaining a breaker, a valuable tool that can increase your versatility. We also highlight some new Komatsu products, including the WA480-8 yard loader arrangement and the D475A-8 dozer.

In this issue, we cover how our customer 3P LLC DBA Rockdale Stone improves their quarry operations with various Komatsu equipment. The PC360LC-10 helps remove overburden materials, and the WA500-7 moves slabs and loads trucks at the company's quarries. You can read more about their success on page 4.

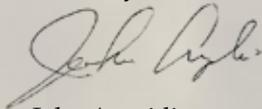
Plus, now is a good time to consider doing the maintenance and repairs that you may have put off during the busy season. Our skilled service personnel can perform the work in a timely, cost-effective manner to help limit your downtime. Contact us for details.

Finally, I would like to thank Mr. Kirby for the opportunity he has given me and for entrusting me with the very company that he built from the ground up. As I move forward into my new role, I would like to thank all of our employees for their contributions to Kirby-Smith Machinery as I fully understand it takes the entire team to create a great culture like the one we have here.

Again, I thank Mr. Kirby for this incredible opportunity that he has granted me, and the good news for all is that he is still only a phone call away in his new role as Chairman!

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

Sincerely,



John Arapidis
President & CEO, Kirby-Smith Machinery Inc.



Connection

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3P LLC DBA ROCKDALE STONE

Pendergraft family turns economic slump into profitable quarry operation that supplies decorative stone to a wide range of customers

About 30 years ago, Dana Pendergraft worked for a company pulling stone from a quarry in Haskell County, Texas. After an economic decline, the owner decided to shut it down. Dana, however, believed it was still a viable business proposition and took over the company.

"I had one loader and figured I would just do what I could by myself," Dana said. "I didn't want employees. Things started to take off a little, and my wife and daughter ended up running equipment and helping out. It turned into a family business."

Dana and his wife, Gayla, now own and operate what became 3P LLC DBA Rockdale Stone. They recently took the titles of president and vice president respectively. Their daughter, Jessica

Pendergraft, is the secretary and does bookkeeping for the Lueders-based company that now has two locations.

"I love the fact that we all work together," said Gayla. "I think that's been a real key to our success. Along the way, extended family came on board and helped us expand. We have a common goal, and that's for the business to thrive. Each of us has been willing to do whatever it takes to make it work."

The Pendergrafts no longer run equipment, but they continue to operate the original quarry near Avoca, Texas, which is a 300-acre site with numerous rock ledges of various colors. Dana and Gayla's nephew, Matt Huggins, is a quarry manager. He has helped expand the product offerings and customer base during the past few years. 3P LLC DBA Rockdale Stone recently added a

third saw at the quarry and now has a staff of about 20.

"Our products are limestone slabs generally used for building and landscaping, such as the outside of houses and buildings, fireplaces and mantles, countertops, walkways, and more," explained Matt. "We custom cut, but customers also come and pick up raw material and do their own things with it. It's used all over the country, and some has even been shipped overseas and to Mexico."

Harder building material

3P LLC DBA Rockdale Stone has four basic product categories: sawn top and bottom, rough chop, landscaping and special cuts. In total, it offers over 40 options.

"The material here is harder than in some other places where there is a lot of sandstone," Matt pointed out. "That makes a really good building material for all areas. A good example is in places where the temperatures change a lot during the year. Our limestone is not as affected by cold weather, so it doesn't crack in those conditions."

A few years ago, the company leased a second pit that has a similar footprint to the original location. Adding a second site allowed the company to expand its offerings and is currently managed by Jessica's husband, Philip Davis. "This pit has what's known as the charcoal color, which is actually more blue than black," noted Philip. "It has become very popular. Right now, we're pulling four different layers."

Komatsu meets the challenge

Extracting the raw stone can be a tough task. Getting to the ledges first requires overburden removal that's typically done with excavators. 3P LLC DBA Rockdale Stone uses



(L-R) 3P LLC DBA Rockdale Stone is a true family business that includes President Dana Pendergraft; his wife, Vice President Gayla Pendergraft; their daughter, Secretary Jessica Pendergraft; and her husband, Lueders Quarry Manager Philip Davis. Also pictured is Jessica and Philip's son, Griffin, who the family hopes one day will also be involved in the company.



▶ VIDEO

A 3P LLC DBA Rockdale Stone operator removes overburden with a Komatsu PC360LC-10 excavator at the Lueders, Texas, quarry. "Overburden removal is not that big of a challenge itself, other than it can be hot and dusty in this area, which is hard on machines," said Quarry Manager Philip Davis. "The PC360LCs handle whatever we throw at them without breaking down."

Komatsu PC360LC-10s during this step.

"Overburden removal is not that big of a challenge itself, other than it can be hot and dusty in this area, which is hard on machines," said Philip. "The real challenge for the excavators is in taking out the stone because you have to get underneath the seam and pop the slab out. They are heavy, so it takes power to get the job done. The PC360LCs handle whatever we throw at them without breaking down."

Most of the time the excavators work in tandem with Komatsu wheel loaders. 3P LLC DBA Rockdale Stone uses a WA430-6 and a WA470-7 at the Avoca, Texas, quarry and a WA500-7 at the Lueders site. Operators move the slabs and load trucks using forks.

"They have to be able to lift and haul a sizable load," said Dana. "We have never had an issue with one not being able to handle the weight. I used to load trucks with the loaders and buckets. (Territory Manager) Todd Coffey at Kirby-Smith talked to me about putting forks on, and it really changed things because it significantly sped the process up."

3P LLC DBA Rockdale Stone bought its first Komatsu machine about 15 years ago, when Dana rented a loader then turned it into a purchase. Coffey helped with that acquisition and each one since. Kirby-Smith Machinery Inc. (KSM) Product Support



Matt Huggins,
Quarry Manager,
Avoca, Texas

Sales Representative Cody Christopher assists with service.

"We have a great relationship, and they have always steered me in the right direction," said Dana. "Todd and Cody work with the quarries around us too, so they see what works and doesn't and offer good advice on ways to improve our operations and efficiency. We generally handle service on the machines ourselves, with help as needed from Kirby-Smith," he added. "If we call, they are right on it, and their service techs do an excellent job of



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Continued . . .

Desire for growth

... continued



(L-R) KSM Product Support Sales Representative Cody Christopher; 3P LLC DBA Rockdale Stone President Dana Pendergraft; Quarry Manager Matt Huggins; and KSM Territory Manager Todd Coffey discuss equipment and quarry management at 3P LLC DBA Rockdale Stone's Avoca, Texas, location. "We have a great relationship, and they have always steered me in the right direction," said Dana. "Todd and Cody offer good advice on ways to improve our operations and efficiency."

3P LLC DBA Rockdale Stone uses Komatsu wheel loaders to move slabs and load trucks at both of its quarries. "They have to be able to lift and haul a sizable load," said President Dana Pendergraft. "We have never had an issue with one not being able to handle the weight. I used to load trucks with the loaders and buckets. (Territory Manager) Todd Coffey at Kirby-Smith talked to me about putting forks on, and it really changed things because it significantly sped the process up."

identifying whatever the issue may be and get it taken care of quickly."

A next generation?

Everyone in the family now has a desire for growth. They want to add more product options and expand the customer base even further. Dana said there has been thoughts about adding a fourth saw at the Avoca location.

Jessica boils down 3P LLC DBA Rockdale Stone's success to two things. "Dedication and perseverance. We put a lot of time and effort into it, and it's nice to see it paying off. Everyone deserves credit for our success, including our non-family-member employees. They are a hard-working group."

Dana said that someday Jessica will take the helm and steer the company forward, along with help from Philip, Matt and others. Jessica and Philip recently had their first child, so a third generation may someday be involved.

"We have high hopes that it will happen," said Dana. "I believe we have built a pretty solid foundation to work from, so the opportunity will be there. That's the dream." ■



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WASTE CONTROL SPECIALISTS LLC

West Texas company approaches a decade of success in dealing with low-level radioactive waste disposal

Several decades ago, the state of Texas began searching for a long-term solution to storing low-level radioactive waste (LLRW) from a variety of sources, including medical facilities and the decommissioning of nuclear power plants. After a long, complex process to license and construct a site to deal with the hazardous materials, Waste Control Specialists LLC (WCS) began accepting its initial shipments in 2012.

WCS was the first facility engineered, constructed and licensed to dispose of LLRW in the United States after the Low-Level Radioactive Waste Policy Act was passed by Congress in 1980. Nearly 10 years after loads began coming in, WCS is accepting more volume than ever at its approximately 1,400-acre permitted site in Andrews County, Texas.



Jay Britten,
Vice President
and Site
General Manager

“We handle nuclear and radiological waste, as well as NORM (naturally occurring radioactive material) waste,” said Jay Britten, vice president and site general manager. “Waste Control Specialists considers itself a one-stop shop that can treat and dispose of hazardous materials.

We are able to take in anything from nuclear reactor vessels to bulk debris to contaminated soil.”

An ideal location

The location originally centered around two cells known as the Texas Compact Waste Facility and the Federal Waste Facility, both of which are still in use. The former opened first and has remained dedicated to Class A, B and C LLRW. It is 9 million cubic feet in size with nearly 4 million curies (units of radioactivity) of waste disposal space. The cell is dedicated to materials taken in from



Jeremy Proffitt,
Operations
Supervisor

commercial, institutional, non-governmental sources under an agreement with Texas and other states.

The Federal Waste Facility is larger and focused on Class A, B and C low-level and mixed low-level waste. It has up to 26 million cubic feet of space and nearly 6 million curies of disposal area.

It houses radioactive waste and equipment used in federal facilities such as Cold War lab remediation cleanups, including materials from decommissioning and demolition like debris, contaminated soils and heat exchangers.

Much of the waste that goes into the Federal Waste Facility needs to be treated before it can be disposed. WCS does that on-site by putting it into a mixing pan with materials such as Portland cement, fly ash and ferrous sulfate to immobilize the radioactive and chemical properties before they go into the landfill. A shredder reduces the size of larger items.

Workers place incoming materials in cylindrical and rectangular concrete canisters, depending on their properties. Voids in the canisters are filled with flowable grout, and concrete lids are placed on top. Backfilling between the canisters is done as needed to ensure long-term landfill stability.

WCS emphasizes that its facilities are housed on an ideal site for several reasons. Among them is an abundance of quality red-bed clay that is less permeable than concrete. Staff uses the clay as cover material as it fills cells. Additional advantages include low annual rain fall and the absence of aquifers, so the chance of groundwater contamination is low.

A Waste Control Specialists operator pushes material with a Komatsu D155AX dozer.





▶ VIDEO

An operator for Waste Control Specialists loads a Komatsu HM400 truck with the company's new customized PC360LC-11 straddle carrier.

Both cells are more than 100 feet deep and were excavated to that depth before a 3-foot layer of compacted clay was put down. On top of that is a layer of granular cover and 1 foot of reinforced concrete with 2 feet of protective cover. In total, the liner at the bottom of the cells has a thickness of 7 feet.

The location now also houses a Byproduct Facility, which is a 16-acre landfill with an engineered liner, support structures and a buffer zone. It has about 1 million cubic yards of capacity.

"What we take in is obviously extremely hazardous, and we are dedicated to handling it with the most safe and secure measures," said Britten. "Our location is a much better alternative to leaving those materials at their source. We have the expertise and experience to do that, and as the volume has grown, so have we to accommodate it — both in terms of

capacity and personnel. About 110 of the approximately 140 Waste Control Specialists staff members work here."

Custom machine brings greater efficiency

At the beginning, materials were brought in by trucks. That's still the case, but during the past decade, an increasingly large percentage started coming in by railcar. To handle materials more efficiently and productively, WCS added specialty machines such as its new customized Komatsu PC360LC-11 straddle carrier. The machine is mounted on tracks and "stilts" that put it at a height of approximately 35 feet.

"We bought it in order to expand the business with bulk offloads," stated Operations Supervisor Jeremy Proffitt. "Each railcar is the equivalent of six truckloads of waste. The PC360 straddle carrier gives us the ability to unload a railcar in about 12 minutes, which is generally the equivalent of

260,000 pounds of material. It's faster than dealing with six separate trucks, and it's more efficient than using equipment such as a rail tipper, which has a higher purchase cost."

WCS worked closely with Kirby-Smith Machinery Inc. (KSM) and Territory Manager Kevin Demel, who contacted another vendor to design and install the "stilts" and tracks for the base PC360LC-11. The tracks sit on either side of the rails, and cars are pushed underneath of it for unloading. A thumb was put on the bucket to better handle debris.

"The height gives operators excellent visibility during unloading, which increases their efficiency," said Proffitt. "Because we knew it was going to be



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Continued . . .

'We are proud of what we have accomplished'

... continued

effective, we designed a building with a concrete floor and rails to house it. The machine and rails are on one side of the building, and our trucks come in on the other side to be loaded, then they move the material out to the cells. It's a very productive process."



Carl Coggin,
Maintenance
Manager

WCS uses HM400 articulated trucks, which are among a fleet of Komatsu equipment the company owns. Some of the original machines used to excavate and construct the cells remain, including PC200LC and PC450LC excavators and D51 dozers. WCS has since added a D155AX dozer for pushing large quantities of debris. KSM and Demel helped with those acquisitions.

"This facility is not standard in any way, even in the nuclear waste disposal industry. That means we need some unique solutions, and Kevin and Kirby-Smith have delivered from the very beginning," stated Maintenance Manager Carl Coggin. "For instance, in addition to the straddle carrier itself, we needed a fire suppression system for it. They

helped with that. Their expertise and support are unmatched. In addition to quality equipment, that's another major reason we use Komatsu."

Close to expansion

WCS expanded one landfill last year, and Britten said it's close to the point where further expansion is needed.

"We have plenty of room for it, as we're only using a small percentage of the 14,000 total acres that we are located on," Britten pointed out. "We're licensed to expand, so we are planning for it and have everything we need in place when the time comes."

For now, Waste Control Specialists will continue to improve practices with an eye toward even greater efficiency, according to Britten.

"We have become better at utilizing our resources," he added. "That's something that we want to continue, so that we seek ways to serve the industry as well as our community. Our facility remains a great alternative to leaving hazardous waste on-site. We are proud of what we have accomplished and look to build on that." ■

Kirby-Smith Machinery Inc. (KSM) and Waste Control Specialists (WCS) personnel stop for a picture after a group lunch at the WCS site in Andrews County, Texas. "This facility is not standard in any way, even in the nuclear waste disposal industry. That means we need some unique solutions, and Kevin and Kirby-Smith have delivered from the very beginning," stated Maintenance Manager Carl Coggin. "Their expertise and support are unmatched."





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BIG O'S EQUIPMENT RENTAL AND SALES

Timing proves to be perfect for couple's business geared toward small contractors in the Kansas City area

About two years ago, Jeff and Jenny Oehlschlaeger realized a dream when they founded Big O's Equipment Rental and Sales LLC. Jeff had been selling and renting equipment, and Jenny worked in the corporate world in client management.

"Jeff really wanted to be on his own, and I felt like I needed a change too," explained Jenny, owner and president. "The timing seemed right, so in January of 2020, we opened with five pieces of equipment. A couple months later, COVID hit, and of course our first thought was, 'This was a really great time to start a business.'"

As it turned out, the timing was perfect for a new rental company

in the Kansas City, Mo., area. The Blue Springs natives located their business in Grain Valley.

"As people stayed home, they realized that their houses needed improvements," explained Jeff, vice president. "That led to a lot of work for small contractors who do residential concrete and landscaping. Those are the types of businesses we geared Big O's toward, so it was busy right from the start. About six months in, it was apparent we didn't have enough equipment, so we added more."

The Oehlschlaegers continued to add machines and now have about 25, ranging from 3,000-pound compact

utility vehicles to 17,000-pound excavators. Additionally, Big O's Equipment Rental and Sales carries a wide range of attachments that can be rented with a piece of equipment or separately.

"It also helped that I had a lot of contacts from my previous work, and a lot of them have come along and are renting from Big O's," said Jeff. "We rent for varying lengths, but short term is our primary focus. Our walk-in business has increased too, and we are adding new customers almost on a daily basis."

As demand increased, so did the need for more employees. Jeff and Jenny's children, Kelsey and Carter, help with various tasks. Jenny's stepfather, Dan Yutzy, maintains equipment, and driver Brian Williams delivers it to customers around the Kansas City metropolitan area.

Takeuchi leads the equipment list

Big O's Equipment Rental and Sales carries several brands of equipment, but its mainline offering is Takeuchi compact track loaders (TL6, TL8, TL10 and TL12) it has purchased from Kirby-Smith Machinery Inc. (KSM). It also has some Link-Belt Cranes and Hitachi products on-site.

"We have built a very solid relationship with Tim Yauilla, Mark Tadlock, Shawn Stevens and others at Kirby-Smith," said Jenny. "In addition to the equipment, we keep parts on hand that Kirby-Smith customers can pick up here without having to drive across



Jeff and Jenny Oehlschlaeger operate Big O's Equipment Rental and Sales in Grain Valley, Mo. The business primarily focuses on short-term rentals for small contractors in the Kansas City, Mo., area.



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Continued . . .

Kirby-Smith Machinery, Big O's team up for customer appreciation open house



Jenny Oehlschlaeger, owner and president of Big O's Equipment Rental and Sales, speaks with Dan Via before the catered lunch starts.



Tyler Bainbridge of Bainbridge Contracting and Development (left) and KSM Rental Sales Representative Phil Brown talk about equipment.

Kirby-Smith Machinery Inc. (KSM) and Big O's Equipment Rental and Sales LLC teamed up for an open house at Big O's location in Grain Valley, Mo. The event showcased the strong partnership the companies have built.

"This is a way for us to show our appreciation for Jeff and Jenny (Oehlschlaeger) at Big O's, as well as our and their customers," said KSM Product Support Representative Mark Tadlock. "We have a great arrangement. They have purchased some Takeuchi equipment from us and keep a few of Kirby-Smith's rental units on-site for our customers to pick up. It's really helping both companies."

Big O's Equipment Rental and Sales has purchased four Takeuchi

compact track loaders from KSM and has small Link-Belt Cranes and Hitachi products available. Big O's also keeps parts for those products on hand that KSM customers can pick up.

"Our customer base in the Kansas City area has grown tremendously in the last four to five years, including on the east side of the metropolitan area," stated KSM Territory Manager Shawn Stevens. "Our branch is located in Kansas, so for those contractors on this side of town, it's quite a drive to pick up parts or rental units. Big O's keeping those products on hand makes it more convenient. It's a great arrangement."

At the open house, KSM and Big O's Equipment Rental and Sales



Kirby-Smith Machinery Inc. (KSM) General Parts Manager Tim Peterson (left) talks with Dan Curran of All American Contracting.



Mark Tadlock (right), a product support sales representative for KSM, catches up with Ron Campbell.



KSM Territory Manager Shawn Stevens (left) and John Crawford of J&N Utilities Inc. have a chat at the open house.

personnel talked to customers and served a catered lunch.

"This is a great way for us to showcase the offerings we and Kirby-Smith have, as well as our capabilities to service their needs," said Jeff Oehlschlaeger. "We appreciate the trust that they place in us, and we are very pleased that Kirby-Smith teamed up with us to put this on." ■

'It's a great arrangement that really helps both companies'

... continued

Kansas City to their store. We have had quite a few do that, and while they are here, talk to us about renting. It's a great arrangement that really helps both companies, as well as our customers."

Jeff added that he knew working with KSM and the Takeuchi product line would

be beneficial. "I sold Takeuchi for a few years, so I became very familiar with it, and I knew Kirby-Smith's reputation as a great company. That proved true as we got to know each other. It's productive and very durable, and a lot of our existing customers already run Takeuchi machines.

"In my experience, there are a lot of brands out there that when you get a few thousand on them, you better be looking for a new machine," Jeff continued. "That's not the case with Takeuchi. It lasts. That, and this great partnership we have with Kirby-Smith, makes it a long-term proposition for us to carry that line and the parts."

Considering what's next

With Big O's Equipment Rental and Sales' foundation well established, the Oehlschlaegers are considering their next moves.

"We have thought about possibly adding bulk sales of materials such as rock, sand and mulch," said Jeff. "Our current location has enough room to do that, but we are not ready to dive into that yet. For now, we want to continue focusing on providing good equipment and service. We believe the future is bright if we do that." ■



Big O's Equipment Rental and Sales carries a wide variety of machines and attachments, including several Takeuchi compact track loaders it has acquired from Kirby-Smith Machinery Inc. (KSM).

▶ VIDEO



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PLAN, EXECUTE, LEARN

Starting a new project? Ask these questions first

All construction projects have unique considerations, but there are several common questions you can ask yourself that will help you plan, execute and learn with each one. Here are five important questions to think about when working on a new project.

Do I have all the data I need to put together an estimate and bid the job?

Having a set of plans doesn't always tell the whole story. To set

yourself up for success, it's critical to have a thorough understanding of what the job site looks like before you ever think about submitting a final bid. Site owners, developers and general contractors will often have a walk-through prior to the bid date. Attend the walk-through meeting so you can see the actual conditions and elevations and determine if there are items on-site that are not on the blueprints or documents. Those will need to be addressed and considered as part of your bid.

A site visit gives you a chance to ask questions as well. If there is something at the site that is not listed on the plans — such as a small pile of concrete — you can determine who is responsible for its removal or if it should somehow

Continued . . .



Editor's Note: This information is excerpted from a longer article. To see it in full, scan the QR code or visit <https://www.komatsu.com/en/blog/2021/starting-a-new-project-ask-these-questions-first/>

There are various ways to determine if you are on schedule and profitable. In addition to traditional site visits, you can use technology from telematics and remote applications to track progress in near real time from almost anywhere.



Important to keep learning

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be incorporated into the sitework. There will be a cost, whether you are hauling it off-site or repurposing it, but the difference in your final estimate could be significant.

Are the machines I have really the best ones for this job?

Think about this question before you put the blade or bucket into the ground. Using the proper machinery for a job is important. It doesn't make sense to bring a tight tail swing excavator to a wide-open job site where mass amounts of material need to be moved quickly. Conversely, a standard excavator is not practical for confined spaces, such as digging against a building or in a lane of traffic.

Improperly equipping the project leads to frustration, lack of productivity and probably decreased profits. If you don't have what's needed for a particular aspect, consider renting. This allows you to get the job done without a long-term commitment to machinery you only need for a short amount of time.

Am I leveraging and maximizing technology?

From initial GPS grading systems to software that replaces traditional pen-and-paper estimating, construction

technology has grown considerably. That technology is allowing companies to track every phase of a project digitally and share that information with all relevant parties — owners, contractors, etc. Job site management software and apps are abundant and save time and paper costs.

In addition to using the information to adjust practices on current jobs, it can be used for more competitive and accurate bidding and project management on future projects. You can also use data from the machines themselves. Nearly all new Komatsu machines have telematics that deliver production-related information, such as hours moving earth versus idle time, modes used and more. This data can be used to track job site practices and ensure operators are using the machines and matching them to the materials and applications necessary to help maximize efficiency and productivity.

Telematics let project and fleet managers see the information remotely in near real time, so they can make faster decisions if changes are needed. There are also applications available through desktop and laptop computers, as well as by smartphones and tablets, that let you make plan changes and see what operators see

remotely, saving you time and the expense of driving to the job site.

Today's machines are more technologically advanced, too. Remember those early days of GPS grading when you needed bolt-on components that got damaged and had to be taken down and put up every day? They are still around, but might not be for long. New equipment now has that technology built in.

What am I learning from the project?

There is an adage, "If you are not growing, you're dying." In business, that does not have to mean adding employees or equipment, or taking on larger jobs. Growth can come from learning more productive and efficient ways to complete jobs.

With technology, you don't have to physically be on the job site to track production or rely on timecards and anecdotal information to see if your schedule and budget line up. Learning to use technology and apply data to job site practices more quickly is a great way to "grow."

What do I do with my profits?

There are many ways to use the money you make from projects. Some suggestions include using the profits to grow your business, paying down or refinancing debt, investing in your staff, or saving for a rainy day. It's always a great idea to talk to your financial adviser to determine what's best for you and your business.

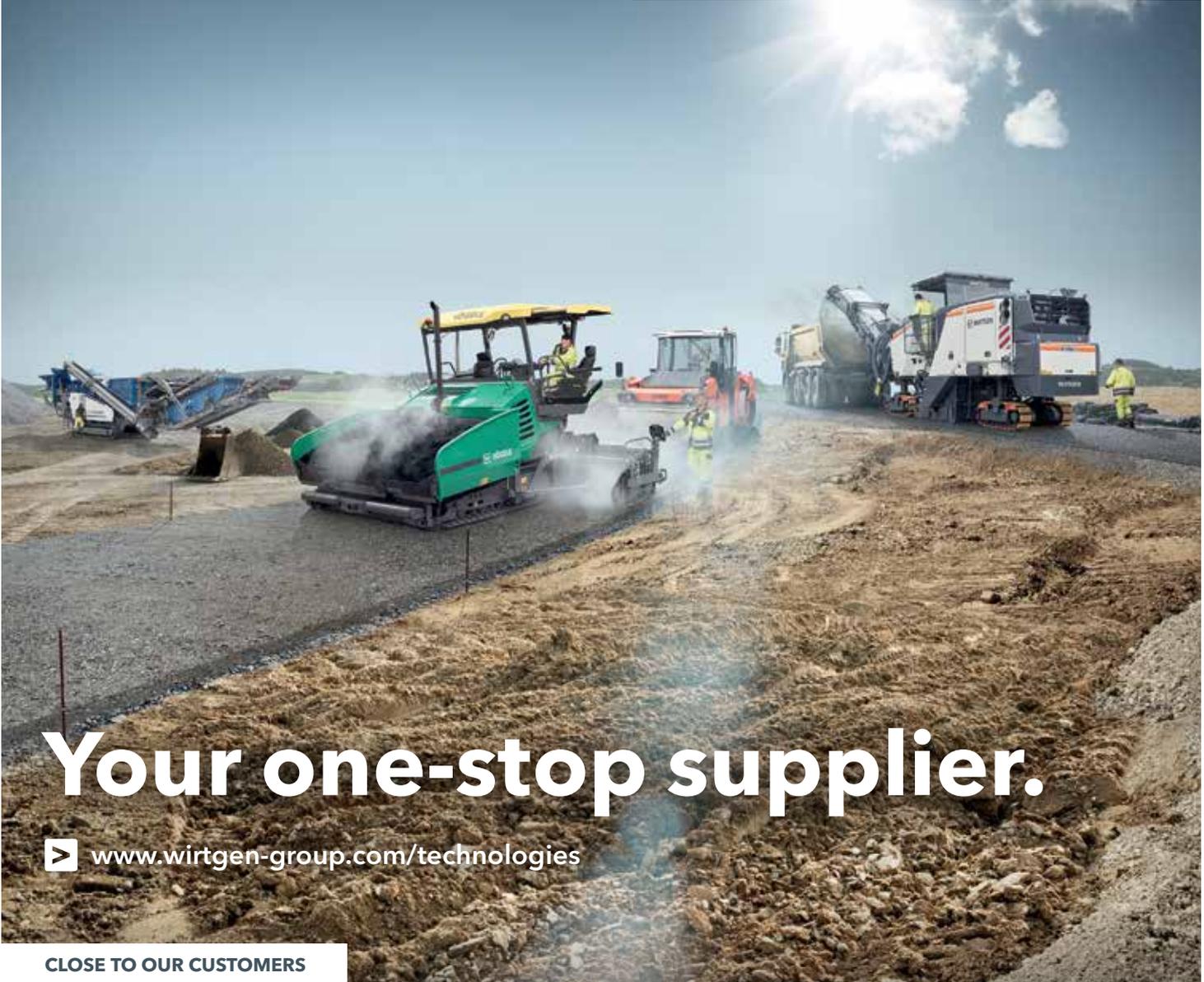
"... you don't have to make all-or-nothing decisions about what to do with your cash once your company reaches the black," according to the article "5 Things to Do With Your Small Business Profits." "You may choose to leave some cash in the company to increase its value, pay a dividend or give your employees raises. You could buy a new piece of equipment and increase your own salary. It's up to you and your goals for running your business. Being in the black just means you have a lot more choices and opportunities." ■

Asking questions to ensure you have enough information to estimate and bid a project is critical, and so is learning from your practices and people.



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Tight conditions meant Tarrant Regional Water District had to stockpile materials far away from their trench during pipeline installation. After heavy rains, only rubber tracked machines could finish the job. Tarrant rented several Terramac crawler carriers.

“Dump trucks of any kind were really not an option. We ran the Terramac machines on some really sloppy, nasty ground and they floated right over it. They helped us complete the project on time.”

Mike Weaver

Pipeline and Right-of-Way Supervisor

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PROTECT YOUR EQUIPMENT

Are you prepared for low temperatures? Here's how to winterize your excavators

No matter where you operate, cold weather could potentially affect your job sites. Preparation ensures your excavators are protected, so they can continue to give you good production or are properly stored against the elements.

Fluids are the lifeblood

As temperatures drop, switching to a winter-blended diesel fuel helps protect your engine and its components. Traditional diesel tends to gel and develop condensation in colder temperatures and can freeze if there is too much water in it. High water content can also cause filters to freeze, expand and burst. Also, be sure to drain off fuel tank water and sediment.

Newer machines that use diesel exhaust fluid (DEF) need special attention, whether you're using them or storing them long term because DEF freezes below 32 degrees Fahrenheit. Before shutting down for the day — or for months — it's essential the automatic DEF line is purged to ensure that the lines are empty. This helps prevent expansion that could damage system components.

All fluid levels should be checked consistently to ensure they are at proper levels. It's recommended that you use a low-viscosity oil and coolant with a freeze level protection rating that won't freeze and cause major damage to the engine or other systems.

A block heater may be another consideration during overnight parking.

Keep batteries charged

Cold weather stresses batteries, and they should be inspected for damage prior to winter usage and replaced, if necessary. If you plan to use your excavator, make sure the battery is fully charged. If it's not sealed, check that the water and acid levels are properly filled.

If you're parking the excavator long term, be sure to check the water/acid levels. Maintenance-free batteries should be fine. It's very important that the battery disconnect switch is

Continued . . .

Preparation plays an important role in your excavator's production during the cold winter months. Always use the proper fluids, keep the battery charged and the tracks clean, and ensure cab features that control operator comfort are working.



Clean tracks are vital

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turned off when storing the machine for a long period of time. Consider removing the battery and putting it in a temperature-controlled climate to prolong its overall life.

Visual inspections are important before startup

Before operating, make sure to do a thorough visual inspection of the machine to check for any irregularities, and address them before starting the machine to prevent potential damage. Let the machine warm up to proper operating temperature and cycle through functions to allow fluids to move before digging or other applications.

Keep track of the undercarriage

Pay special attention to your excavator's undercarriage during

cold conditions. Brush off any snow that may have accumulated overnight or during breaks before entering the machine to reduce the chance of slipping. It's especially vital to keep tracks cleaned, as frozen mud and debris causes problems with the undercarriage and the seals and housings of the final drives. It prevents the rollers from turning during travel, which causes flat spots on the carrier and bottom rollers.

Extremely cold temperatures can cause tracks to freeze to the ground. To prevent this, if possible, park your excavator on timbers, small pieces of wood in forest areas, or another barrier when not operating.

Don't overlook the cab

Cabs are often an afterthought when it comes to cold temperatures, but they shouldn't be. To keep operators comfortable, ensure that the heater is in proper working order, as well as the heated seat if the excavator is equipped with one.

When storing the machine, give the cab a thorough cleaning and remove any debris, especially food-related items. Inspect it to make sure there are no holes or missing filters and that the doors seal properly. Doing so helps keep pests such as rodents from nesting and potentially destroying the operator's cab. ■

To discover more helpful information, visit www.komatsu.com

Inspecting your machine before operating should be done in all weather conditions. In especially cold weather, pay close attention to hoses and belts, fluids, the battery, and the tracks.





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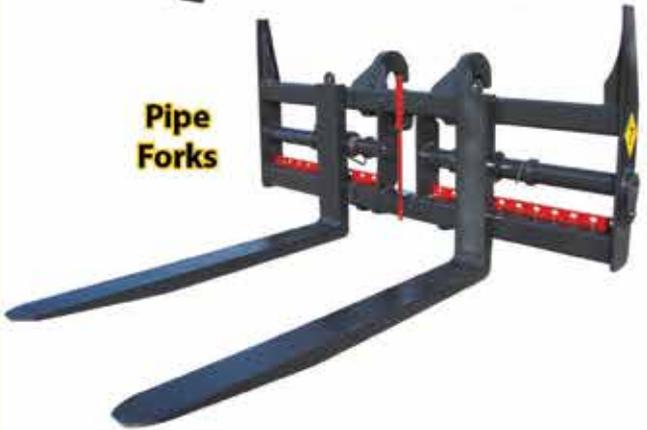
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AUTOMATION INCREASES EFFICIENCY

The top reasons robots are suited for construction work, and what's holding them back

Could robots, smart systems and automated processes someday soon control the full operation of a construction site? Would it make the job of a project manager easier or harder in the short term? Long term?

Numerically, there are some clear wins for productivity when you leverage the repeatability of a robotic element to get work done, versus the variability of human work. For example, using a conveyor belt, robotic arm and concrete pump, Construction Robotics' SAM100 (Semi-Automated Mason) can lay 3,000 bricks per day as it works alongside a mason. A human bricklayer typically averages around 500. So, does that mean a crew of SAMs can or even should replace a human crew? Not anytime soon, according to one expert.

"We don't see construction sites being fully automated for decades, if not centuries," Zachary Podkaminer of Construction Robotics, the New York-based company that developed SAM, told *Digital Trends* in 2017.

"This is about collaboration between human workers and machines. What SAM does is pick up the bricks, put mortar on them, and puts it on the wall. It still requires a mason to work alongside it. SAM's just there to do the heavy lifting."

Robotics use in construction continues to make headway, though, as technology rapidly advances, and the need for new solutions to worker shortages remains strong. In limited instances, automated or semi-automated devices are already working alongside humans.

Nils Napp, an assistant professor at Cornell University's School of Electrical and Computer Engineering, and his students are studying robotics for building and other applications. He said these examples of "cobots" — robots that are built to work alongside humans — are good at what they do, but they have limitations.

"Right now, SAM and others like that are useful at one thing," Napp pointed out. "Programming them to move on to a completely

Continued . . .



Editor's Note: This article is excerpted from a longer piece. For the full article, scan the QR code or visit <https://www.komatsu.com/en/blog/2021/top-reasons-why-robots-are-suited-for-construction-work/>

Automation between humans and machinery is increasing job site efficiency. Drones and GPS technology are among the technologies making it happen.



Autonomous machines, GPS earthmoving 'proven to work'

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different function is a challenge that will have to be overcome. There is a lot of really cool theory on robot construction, such as using a large swarm of termite-inspired bots that work together to build a structure. In practice, application is difficult because the assumptions you need to make in order to develop the theories end up being really hard to map on physical robots."

That may change as technology advances, according to Will Knight in *Wired*. The article talks about a robot drywaller built by Canvas that scans unfinished walls using lidar (light detection and ranging) or what's sometimes referred to as "laser scanning" and applies joint compound.

"It has long been impractical to deploy robots at construction sites because the environment is so varied, complex and changing," wrote Knight. "In the past few years, however, advances including low-cost laser sensors, cheaper robotic arms and grippers, and open-source software for navigation and computer vision have made it possible to automate and analyze more construction."

Increasing automation, analysis

Drones are also gaining prominence. Construction businesses are using them for tasks such as surveying, building models, tracking progress, recording data, billing, measuring stockpiles and more. Drone usage

in the construction industry has grown about 239%, according to a recent estimate.

Increased safety is another benefit of drone technology. Inspections in hazardous and/or remote areas can be done without putting personnel in harm's way.

"Simply put, drones enable us to provide needed views that are inaccessible, or otherwise too risky and expensive to capture by any other means," said Ryan Holmes, program manager of unmanned aircraft systems (UAS) for Multivista, in the ForConstructionPros.com article "Six Factors to Consider When Adding Drones to Your Construction Business." "We are using drones to help anywhere, from assessing land clearing and earthwork, insurance coverage, inspections, through to project completion and maintenance thereafter."

Proven and emerging technology

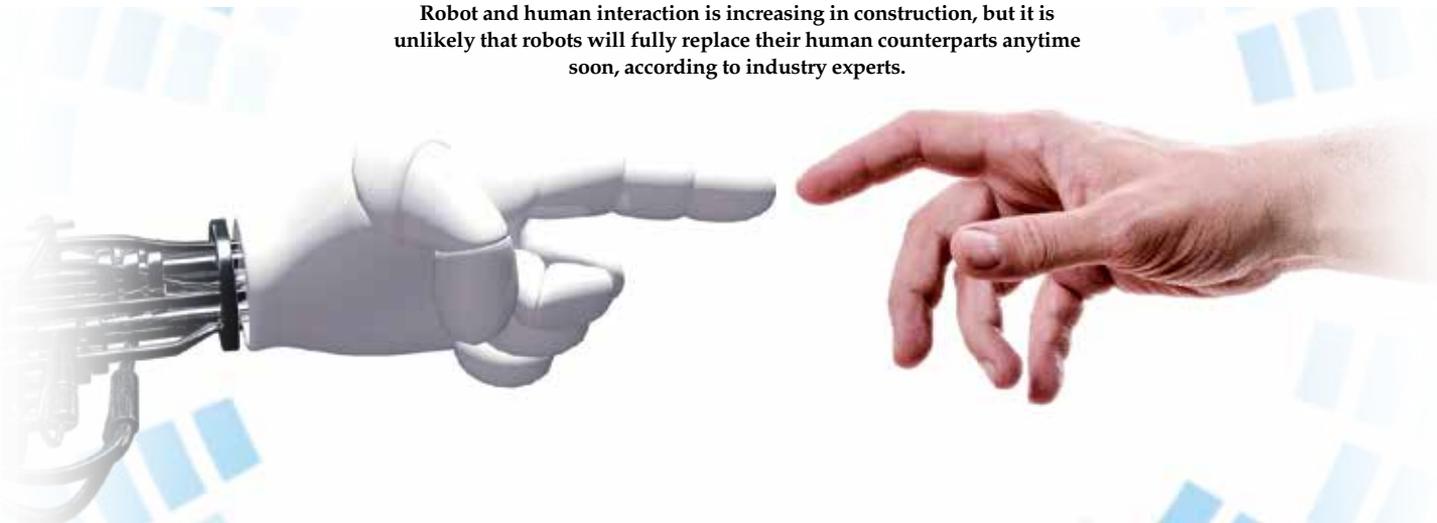
After site work has been done to prepare building pads and parking lots, robotics can come into play in building construction itself with 3D printing that allows machinery to be programmed to create practically any shape. A 3D-printed, two-story house recently won the German Design Council's German Innovation Award for its social, ecological and economical sustainability.

The house was printed with a mortar specifically designed for 3D printing by HeidelbergCement. "The printing of the residential house in Beckum is a milestone for 3D concrete-printing technology," said Dr. Jennifer Sheydt, head of engineering and innovation for HeidelbergCement. "We are convinced that this new type of construction will become an established standard in the years to come."

How many years down the road will depend on several factors, according to Napp. Among them are trust, acceptance and an open mindset to different building materials, such as double-insulated stacking blocks that he believes would optimize automation.

"Autonomous machines and GPS earthmoving are proven to work," Napp said. "A 3D-printed structure is also proven. An entire structure built by robots is different because you have to trust that the robots are correctly joining plumbing pipe and connectors so that they don't leak, for instance. We have that with humans. For now, the questions are there, such as would they meet code, can you even get a permit, are they fire and earthquake tested? If those, and others, can be overcome, then I believe there will be faster movement toward acceptance and someday having fully or near-fully robotic construction sites." ■

Robot and human interaction is increasing in construction, but it is unlikely that robots will fully replace their human counterparts anytime soon, according to industry experts.



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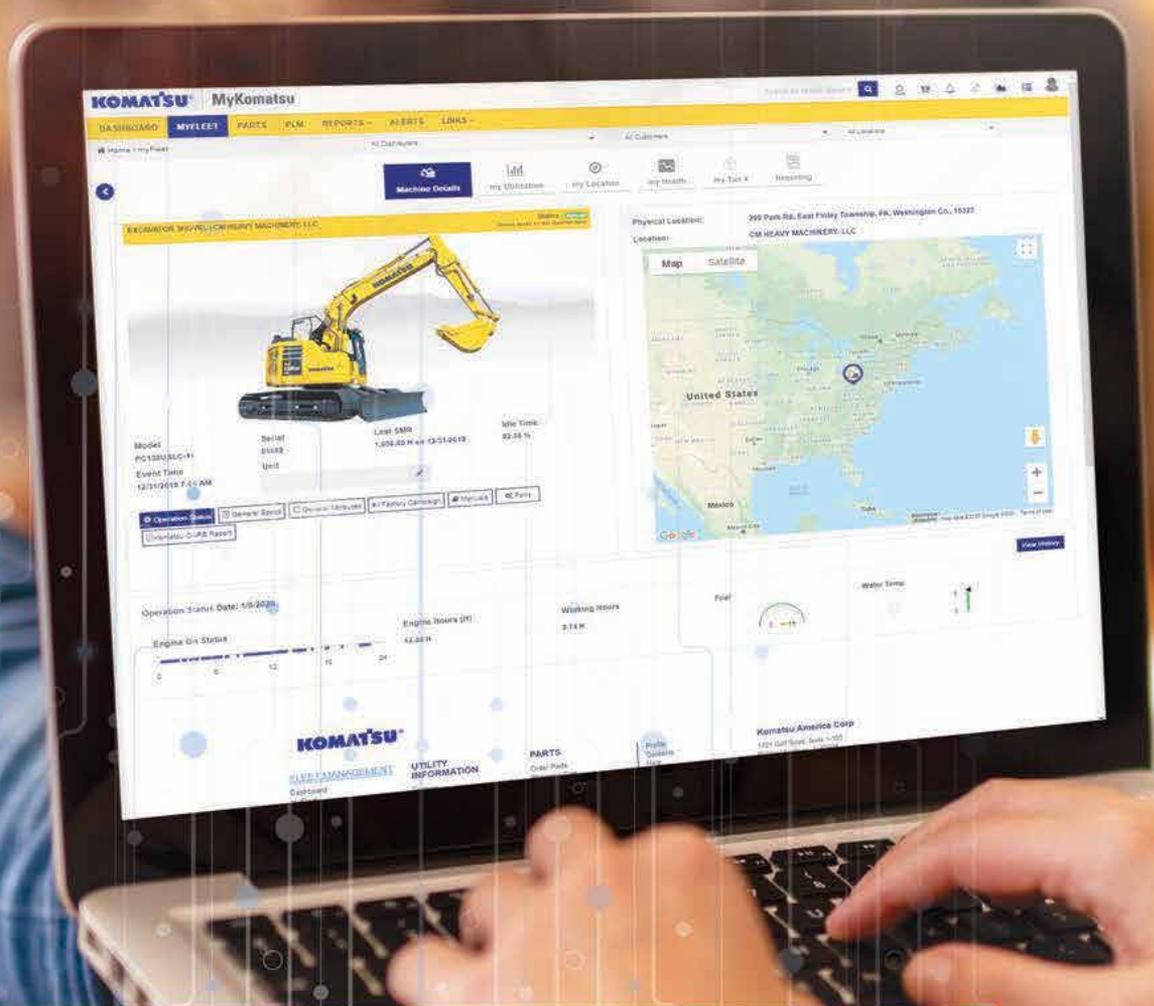
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MAKING THE GRADE

Customer Q&A with Silver Star Construction Co. Inc.

Since 1981, Silver Star Construction Co. Inc. has focused on competitively priced, safe and high-quality construction throughout central and southern Oklahoma. Silver Star Construction services include earthwork, stabilization, sidewalks, concrete paving and asphalt paving.

Working with Territory Manager Ryan Bebee, Silver Star Construction has rented multiple pieces of Komatsu intelligent Machine Control (iMC) equipment from Kirby-Smith Machinery Inc. (KSM), including a PC490LCi-11 excavator, D65PXi-18 dozer, and more recently, a D51EXi-24 dozer.

Jeff Deaton, dirt superintendent for Silver Star Construction, visited with KSM's Ryan to discuss the impact they are seeing from Komatsu iMC technology in their operations.

Bebee: Thank you for taking the time to do this interview, Jeff. We sincerely appreciate Silver Star Construction as a customer and are excited to learn how Komatsu iMC and Smart Construction technology are impacting your business.

First question — have you seen any noticeable impact in your operations by utilizing Komatsu iMC machines? Efficiency, productivity, reduced project times, etc.?

Deaton: One of the biggest impacts is not constantly having to stop and check grade. With the information in the machine, you have your game plan right in front of you. You know where you need to be and what moves you need to make.

In addition to increased productivity, another big impact is the ability to shorten the learning curve for less experienced operators and minimizing their potential for mistakes.

Bebee: I understand you and your team have a lot of experience with machine control equipment, including integrated and aftermarket solutions, but the PC490LCi excavator is actually the first excavator with integrated machine control technology you have utilized. Regarding productivity and efficiency, what's been the feedback on how it is different from a conventional excavator?

Deaton: We don't run stakes on any of our jobs. So, without another machine running with it... say you have an integrated bulldozer or motor grader running with the track hoe, you have a general idea of, "Hey, there's 4 feet of cut here," but you don't actually know where the top of the slope is. With the PC490LCi — you always have all the information, which shortens job times and allows us to be more precise.

Bebee: What is your impression of the D65PXi?

Deaton: The D65PXi can move a lot of material in a short amount of time with someone who knows what they are doing. You still need to have the general concept of running a dozer, for example knowing where you need material and what way to push it. But, with the integration of the GPS, not stopping every 30 minutes to check stakes or worrying about running them over, while knowing exactly where grade is at all times — the production goes significantly up.

Bebee: How does Komatsu intelligent Machine Control technology compare to the aftermarket systems you are also using?

Deaton: In my opinion, the integrated machines work ten-fold better than the aftermarket systems. The sensors and hydraulics are designed and built to all work together. While the aftermarket systems perform well, with integration there are no poles, no cables and just a smoother overall operation. ■

Silver Star Construction Co. Inc. has rented multiple pieces of Komatsu intelligent Machine Control (iMC) equipment from Kirby-Smith Machinery Inc. (KSM), including a PC490LCi-11 excavator. "In addition to increased productivity, another big impact (of iMC equipment) is the ability to shorten the learning curve for less experienced operators and minimizing their potential for mistakes," said Jeff Deaton, dirt superintendent.



PAVING CORNER

TXAPA MAPS Conference and Trade Show 2022 will be held in March at the Waco Convention Center

As 2021 draws to a close, the Texas Asphalt Pavement Association (TXAPA) Associate Member Advisory Committee has been hard at work preparing for events in the coming year, most notably the Managing Asphalt Pavements (MAPS) Conference and Trade Show, which will be held on March 8-9, 2022, in Waco, Texas, at the Waco Convention Center. This excellent venue will provide a central location for the conference and consists of a 30,000-square-foot hall for general sessions, dining areas and — for the first time — equipment displays. In addition, there are three large meeting areas where various breakout sessions will be held; attendees can choose one based on their interests.

The target audience is all consumers of asphalt pavements such as cities, counties and design engineers. It is worth noting that the mission of the 2022 conference is to broaden this prospective audience to also include management, maintenance and construction personnel.

In order to appeal to all these disciplines of asphalt paving, a great deal of research and planning has gone into the content and presentations at the two-day conference. The committee has reached out to industry leaders, attendees of previous MAPS Conferences, and members of the engineering and academic communities. Several topics will be addressed using group and panel discussions, so the attendees can be more directly involved in the

learning process. Every moderator or presenter will be deemed an expert in their given field. There will also be a room dedicated to presentations by vendors that are displaying equipment and services.

For those making the trip, there are two hotels within walking distance of the Waco Convention Center:

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101 Washington Ave,
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Hilton Waco
113 S University Parks Dr,
Waco, TX 76701

More information on this exciting event can be found on the TXAPA website (<https://www.texasasphalt.org/>). We look forward to seeing you there! ■

The Managing Asphalt Pavements (MAPS) Conference will be held on March 8-9, 2022, at the Waco Convention Center in Waco, Texas. For the first time, the event will include a trade show with equipment on display.





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MAXIMIZE EFFICIENCY

Capital infrastructure program management and delivery require a roadmap to digitalization

American infrastructure has needed our attention for decades. We're reaping the consequences of years of neglect, and the roads, bridges, utilities and government buildings in our country are failing. In 2007, a Minnesota bridge collapsed during rush hour. Thirteen people were killed, and 145 were injured. Recently, in 2021, a winter storm led to power outages across Texas leaving people stranded and freezing — and more than 200 dead.

Thankfully, Congress just passed a \$1.2 trillion infrastructure bill that will help us rebuild the failing parts of our infrastructure. However, with an exceptional amount of taxpayer funds

About the author: Balaji Sreenivasan has played a critical role in shaping Aurigo to be a modern enterprise cloud software business that is helping infrastructure owners plan and build over \$300 billion of capital projects more efficiently. Balaji spends his time on product strategy, customer delight, and enabling the amazing set of people at Aurigo to be their best.



Balaji Sreenivasan,
Founder and Chief
Executive Officer,
Aurigo Software
Technologies

designated for these projects, they must move according to schedule and stay on budget. Most capital construction projects are 20 months behind schedule and 80% over budget. This problem exists because current infrastructure departments and processes are obsolete and far behind in digitalization advancements.

To solve these critical issues, a digital transformation is needed. Most capital projects have been managed using paper documentation or out-of-date technology, but these methods cause essential information to be siloed across collaborating departments. Cloud-based, enterprise-level digital tools are available for the management and delivery of capital programs across the planning, building and operating life cycle. These novel solutions make it possible for every project stakeholder to collaborate in one system, providing a single source of truth for the years-long, billion-dollar projects that exist in the infrastructure market.

Digitalization will increase transparency and ensure that government entities direct the correct amount of funding to the most important projects. With an enterprise-level, cloud-based platform, every step of the project is simplified and streamlined. Manual spreadsheets and paper documents cannot support the complex projects that will come as part of this new infrastructure initiative. In-house project management software is too time-consuming to develop and will likely become less functional, or even obsolete, by the time a project nears completion. The shift to digitalization will allow capital project owners to easily identify critical problems or delays along the capital program life cycle. This will reduce time wasted on reworking and maximize the project's overall efficiency and performance.

The entire project process will be expedited when digital tools are in use. Electronic approvals enable greater safety, security and adherence to industry standards. Managers can ensure that each element of the project goes according to plan, and each stage can be approved in a timely manner to keep projects moving forward.

Digital-first solutions are highly configurable, which allows administrators control to customize applications to each project's unique specifications. They can also keep projects on track, reduce time for approvals, and are easier to audit when the project is completed. Mobile-optimized capabilities are additionally an essential advantage for stakeholders who spend the majority of their work hours on-site and out of the office, so decisions and approvals can take place out in the field in real time.

With digital tools at the ready, and efficient processes in place, capital project owners and managers can build a better future to support the American dream for generations to come. ■

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2005	GROVE	GMK5120B	GR05488X	16,373 hrs. / 20,146 KM Aux Hoist, 120 Ton, Ball Block	\$349,000	
2011	NATIONAL CRANE	NBT50102	NC11545	8,025 hrs. / 97,106 KM 55-Ton Capacity, 102' Boom, Auxiliary Hoist, Peterbilt 367	\$269,000	
2007	GROVE	GMK512B	GR07638X	3,765 hrs. / 251,615 KM Max CW & Jib, Aux Hoist	\$395,000	
2001	GROVE	GMK5120B	GR01294X	135,380 KM, 80 Ton, Aux Hoist	\$195,000	5,951 hrs.
2011	NATIONAL CRANE	NBT45103	NC11565	87,326 KM, 45-Ton Capacity, 103' Boom, Auxiliary Hoist, Peterbilt 367	\$249,000	5,735 hrs.
2011	NATIONAL CRANE	NBT50102	NC11567	87,064 KM, 50-Ton Capacity, 102' Boom, Auxiliary Hoist, Peterbilt 367	\$269,000	6,997 hrs.
2013	NATIONAL CRANE	NBT1460	CON711	70,000 KM, 14-Ton Capacity, 24-60' full boom, F-750 Chassis	\$110,000	2,500 hrs.

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STOUT AND MANEUVERABLE

Manitowoc's 110-ton-capacity Grove GHC110 features robust lift charts, efficient movement for increased productivity on job sites

Contractors know that one machine with the ability to do a wide range of tasks across a variety of job sites saves time, labor and money. With 110-ton capacity, Manitowoc's new Grove GHC110 telescoping crawler crane fits that mold.

"It's a perfect fit for contractors who need stout load charts and high maneuverability," stated JJ Grace, Manitowoc's product manager for GHC cranes, in a press release.

Manitowoc designed the 249-horsepower GHC110 for a range of tasks, including alternative energy applications, road and bridge construction, and utility and barge work. You can enhance versatility with an optional personnel basket attachment with radio remote control.

The crane's five-section main boom extends from 40.4 feet to 153.4 feet, producing a maximum tip height of 162 feet, or 212 feet when a standard 49.2-foot bifold offsettable swingaway boom extension is added. The main boom sections are quickly and efficiently moved into the required position using two horizontally mounted pins and a single telescopic cylinder.

The GHC110 offers 100% pick-and-carry capability across its standard 0.6-degree, 1.5-degree and 4-degree load charts. The actual allowable grade for travel with no load is 36%, but Grove's gradeability makes travel possible at a theoretical 57%.

Innovative undercarriage with wide stance

An innovative undercarriage offers several advantages in

terms of reducing the need for site prep. Wide tracks, with standard 36-inch triple bar grouser shoes, create a large ground contact area, resulting in a 15.5 psi ground bearing pressure when no load is carried. The wide stance produces enhanced stability. Hydraulically extendable and retractable cross members offer a choice of three potential track

spans (gauges) in either symmetrical or asymmetrical track positions.

"Keeping one track tucked in and the other fully extended ensures the crane can maximize stability and maintain optimum lifting performance when working in confined or congested spaces," said Grace. "With the new innovative undercarriage, there's no need to pin the tracks or set it up on outriggers — you can just quickly transport loads or move from one static pick to the next." ■

"The new Grove GHC110 tops its class in main boom length, capacities throughout lift charts and job site flexibility. A state-of-the-art cab, compact footprint and asymmetrical track spans set it even further ahead of the competition."

— Rickey Bailey

Manitowoc's new 110-ton-capacity Grove GHC110 telescoping crawler crane is versatile and can be used for alternative energy applications, road and bridge construction, and utility and barge work. Its five-section main boom extends from 40.4 feet to 153.4 feet, producing a maximum tip height of 162 feet.



Rickey Bailey,
Vice President,
Crane Division





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WA480-8 YARD LOADER ARRANGEMENT

Want a versatile loader with the capacity to load highway trucks quickly?

Loading and moving materials in as few passes and cycles as possible not only helps increase productivity, but it also reduces costly wear and tear on machines. One versatile machine that offers that across multiple applications provides a distinct advantage.



Adam Braun,
Product Marketing
Manager, Komatsu

“The WA480-8 yard loader arrangement is designed to be a 3-pass match for loading aggregate and other processed materials into highway trucks,” said Adam Braun, Komatsu product marketing manager. “It is also adaptable for use in infrastructure, forestry and non-residential construction applications.”

A host of new features contribute to its high production in truck loading, carrying, stockpiling and hopper charging applications. Among them is a Komatsu-designed, 7.2-cubic-yard bucket with curved side edges built to minimize spillage. Its internal space and shape provide smooth material flow, and the long bucket jaw and decreased strike plane angle results in easy fill and low resistance during pile penetration. Operators can easily see how much material is in the bucket with the integrated load meter system in the cab.

More than 1,400 pounds of added counterweight compared to a standard WA480-8 gives the yard loader arrangement the ability to handle increased bucket capacity and improves stability. Low-profile tires with increased ground contact and new heavy-duty front and rear axles provide additional stability. The front and rear frame have been redesigned on the yard loader arrangement with an increased diameter for a larger center hinge pin that connects the two.

Added productivity features include excellent visibility to the pile and surroundings, an easy-to-operate Advanced Joystick Steering System (AJSS), and a comfortable air-suspension seat. Outside the cab, there are front frame steps, a folding left-hand mirror, tie off points and a front cab grab rail.

Maximized brake life

Another highlight of the WA480-8 yard loader arrangement is the new highly efficient air-cooled braking system designed to maximize brake life in extended load-and-carry or high-speed applications. The

dedicated system enhances higher cooling efficiency even in tough environments. In severe test conditions, the cooling system demonstrated a 56 to 58 degree Fahrenheit better cooling effect.

“Stable cooling performance under high duty cycle operation reduces the risk of hydraulic oil overheating,” said Braun. “The electric drive pump has a sensor that senses the axle temperature and activates only when needed.” ■



To learn more about the new WA480-8 yard loader arrangement, visit <https://www.komatsu.com/en/products/wheel-loaders/large-wheel-loaders/wa480-8/>



Komatsu’s new WA480-8 yard loader arrangement is designed to be a 3-pass match for loading aggregate and other processed materials into highway trucks. It features a 7.2-cubic-yard bucket with curved side edges built to minimize spillage. A highly efficient air-cooled braking system helps maximize brake life in extended load-and-carry or high-speed applications.

D475A-8

New mining dozer features re-engineered mainframe, delivers higher levels of production

On mining sites, support machines like dozers can directly impact productivity by keeping blasting, loading and dumping areas clean, enabling loading and hauling equipment to work more efficiently. If your operation needs a versatile mining dozer that can go from ripping solid rock to cleaning up around a dragline, the new Komatsu D475A-8 may be the right fit for you.

Using extensive customer feedback, Komatsu re-engineered the D475A-8 mainframe to target twice the life of previous models — now 60,000-plus hours — and withstand multiple rebuild/overhaul cycles. Its low center of gravity provides machine stability, and long and consistent track on ground length offers more traction, pushing power, ripping efficiency and less shoe slippage. Track shoe slip control automatically controls engine speed and minimizes slip during ripping.

Added horsepower (890 net hp forward, 968 net hp reverse at 2,000



Joseph Sollitt,
Senior Product
Manager, Komatsu

rpm) can help provide faster ground speeds, shorter cycle times and more production per hour. The D475A-8's high horsepower in reverse means the lock-up converter stays engaged more frequently, allowing significantly higher levels of production, especially when pushing down slopes.

“Automatic gearshift mode allows the powertrain to automatically engage the torque converter lockup clutch,” said Komatsu's Joseph Sollitt, senior product manager. “Locking up the torque converter reduces parasitic losses within the converter and transmits engine power directly to the transmission, increasing ground speed. That achieves efficiencies comparable to a direct drive and decreases fuel consumption up to 10% compared to manual gearshift operation.”

Blade increases efficiency

Operators can boost efficiency by utilizing blade auto-pitch mode, which is designed to increase dozing

efficiency while reducing the amount of operator input required. The all-new blade support structure is designed to significantly reduce blade side sway. The dozer also has enhanced visibility to the blade.

Improvements to the cab make the D475A-8 more comfortable to operate throughout long shifts. Ergonomically placed touch points and palm control joysticks make operation easier. Additional comfort features include improved visibility to the ripper shank, a rearview monitoring system and a heated, ventilated air-suspension seat. The redesigned undercarriage reduces shock and vibrations when the dozer travels over rough terrain.

“It is engineered to minimize downtime,” Sollitt noted. “Maintenance is efficient with centralized grease points, a ground-level fluid service center, and battery and starter isolators with lockout/tagout functionality.” ■



For more information about the new D475A-8, visit <https://www.komatsu.com/en/products/dozers/surface-mining-dozers/d475a-8/>

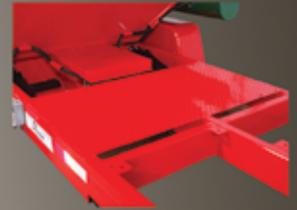
The D475A-8's re-engineered mainframe targets twice the life of previous models — now 60,000-plus hours — and withstands multiple rebuild/overhaul cycles. It has added horsepower that contributes to increased production and a blade auto-pitch mode designed to increase dozing efficiency.



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TAKE CARE OF EQUIPMENT

Expert advice on how to make sure your breaker performs its best

A breaker can be one of the most valuable tools in a construction or quarry company's equipment fleet because it allows you to break up hard materials for excavation, perform demolition of buildings and roads, and break large rocks into manageable sizes for a crusher to handle.

If you are purchasing a new excavator and you think that you will use it with a breaker, consider having the machine set up at the factory with the necessary plumbing to run the attachment. If you are adding a breaker later, have a distributor/dealer technician perform the work because they have the skills to properly set the flows and pressures, and ensure lines are the right size to handle them.

Grease is the lifeblood

Operators or service personnel should be vigilant about grease. Using the proper amount of high-quality grease and putting it on correctly reduces friction wear on the tool and the bushings. Breaker tools become extremely hot, so the grease you use should be rated to work at temperatures of at least 500 degrees Fahrenheit. Use a good grease with, at minimum, a No. 2 lithium base containing 3% molybdenum. Molybdenum is crucial because it helps the grease stick to the tool and not run off.

An automatic lubrication system set to automatically grease during operation can help ensure the breaker remains greased. When purging the lube system a hand grease pump is best. Pump grease into the grease line until a steady stream of grease appears inside the hammer's upper and lower bushing lube holes. Remove the handpump and reattach the grease hose to the breaker lube line.



Greg Clinton,
Attachment Product
Support Manager,
Komatsu

Inspect consistently, replace worn components immediately

Inspections are an essential part of keeping your breaker in proper working order. A daily walkaround performed before operation, and periodically throughout the day, should be part of an operator's routine as they check for

leaks, cracks or loose hardware. A more comprehensive inspection should be done at least every 40 hours of operation and sometimes at shorter intervals, depending on the material you are working with. It's also recommended that you take the breaker in annually for a rebuild to have wear

components replaced and the unit resealed.

"If you take care of your breaker, it can take care of you," emphasized Greg Clinton, attachment product support manager, Komatsu. "Once you and your distributor have determined which one is right for your operations, make sure it's properly installed, then inspected and maintained regularly. If you do that, you can help increase profitability and your return on investment." ■



For more detailed information about breakers and how to properly use and maintain them for long life, visit <https://www.komatsu.com/en/blog/2021/how-to-help-keep-your-breaker-performing-at-its-best/>

Breakers can be valuable long-term assets if properly sized, used, installed and maintained. "If you do that, you can help increase profitability and your return on investment," said Greg Clinton, attachment product support manager, Komatsu.

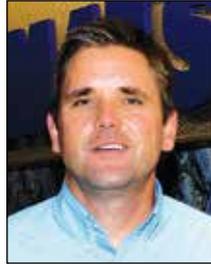


NO 3D DATA? NO PROBLEM

Quick surface creation lets you perform simple operations with your iMC 2.0 dozer without digital plans

Moving dirt with little or no staking and surveying has become much easier with integrated GPS grade control. Simply upload 3D data, perform a short calibration, and you're ready to strip, push, place and grade materials.

However, what if you have a task that's not in the plans? Perhaps you want to create a level surface for a job site trailer, or it's about to rain and you want to make sure water drains to a certain area.



Ron Schwieters,
Senior Product
Manager, iMC and
Hardware, Komatsu

"Even without plans, you can easily get simple jobs done in short order with the quick surface creation feature on new iMC (intelligent Machine Control) 2.0 dozers," said Ron Schwieters, Komatsu senior product manager, iMC and hardware. "It lets operators easily create a temporary design surface."

To use quick surface creation:

- Lower the blade to the ground or target elevation.

- Press the "quick surface creation" button on the monitor. Values are entered automatically based on your current blade position.
- Adjust values, if desired. When you are ready, press "OK" to set the temporary design surface. The "quick surface adjustment" button will display.
- Move material.

Easy adjustments

You can adjust the temporary design surface parameters by pressing the "quick surface adjustment" button. Touch the desired parameters to be modified and adjust accordingly.

"This is a great tool for times when there is no 3D data available," said Schwieters. "You can use it for a wide variety of tasks, including stripping topsoil and haul road cleanup. It's another way to utilize and maximize your iMC investment to the fullest." ■

Quick surface creation on Komatsu intelligent Machine Control (iMC) 2.0 dozers lets you create a surface in a few easy steps without plans. "This is a great tool for times when there is no 3D data available," said Ron Schwieters, senior product manager, iMC and hardware for Komatsu. "You can use it for a wide variety of tasks, including stripping topsoil and haul road cleanup. It's another way to utilize and maximize your investment to the fullest."



FACES OF KIRBY-SMITH MACHINERY

Kirby-Smith Machinery adds Joel Cook to its executive team

Kirby-Smith Machinery Inc. (KSM) named Joel Cook its executive vice president and general manager, construction group. He is responsible for strategic direction, operational management and overall leadership of the construction group, which includes territory with 12 locations throughout Oklahoma, Texas, Kansas and Missouri.

"I have always admired Mr. Kirby and the great organization he has built," said Cook. "It is an honor to be part of it, and I look forward to helping in its continued growth and prosperity through customer and company focus."

Cook comes to KSM with a diverse background that includes extensive heavy equipment industry experience. He started with financing and management of large dealer portfolios. He held several positions with other Komatsu dealerships — most recently, as president and CEO of Road Machinery LLC.

"Joel is very humble, direct and talented in dealing with customers and team members alike," said Chief Operating Officer Jeff Weller. "He is already an outstanding addition to KSM, and we are excited for Joel, his wife Leslie and their family to call Oklahoma City home." ■



Joel Cook, Executive Vice President and General Manager, Construction Group

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FACES OF KIRBY-SMITH MACHINERY

Eddie Garcia turns a temporary job into a career that now involves helping customers implement technology

Nine years ago, Eduardo “Eddie” Garcia had no idea what his future held. However, he quickly realized after taking a job with Kirby-Smith Machinery Inc. (KSM), that he had a good opportunity.

“My father has worked for Kirby-Smith and its predecessor companies for a long time, so I suppose that played in my favor of getting hired,” Eddie quipped. “I started a couple of months after graduating high school, and the intent

was that it would be something until I figured out what I wanted to do with my life. That temporary job turned into a career with a great company.”

Like many employees of KSM, Eddie started in an entry-level position — in Eddie’s case, washing equipment — and worked his way up. He became a “yard guy,” shipping and receiving machines, before being promoted to parts sales, which involved learning about how equipment functioned and how to

support it. All the while, he was taking advantage of company and manufacturer training.

Four years ago, he joined the company’s Smart Construction team as a specialist. Still based in Dallas, he helps customers throughout Texas and Oklahoma implement technology such as GPS systems into their operations.

“Technology continues to improve, and I enjoy working with customers to adopt it and expand its use in their business,” said Eddie. “Smart Construction has solutions that will help with every step of a project. I get a lot of questions from customers about what’s the next step in order for them to see greater accuracy and production, and save time and money. We work together to determine that, whether it’s adopting intelligent Machine Control or adding a solution such as Smart Construction Remote, which allows equipment managers to remotely access equipment and see what the operator sees if there is a plan question or an issue. There are numerous items available to make job sites and processes more efficient, and I’m excited to tell customers about the potential they have.”

Like a tourist

Much of Eddie’s time is spent in direct contact with customers or traveling to check on their progress. He estimates that about 90% of his time is spent in the field.

“That’s actually great for me,” he stated. “When I’m on the road, I like to visit places like I’m a tourist during downtime. I’ll check out the local restaurants and places of interest. In addition, I love the outdoors, so I enjoy recreational activities like fishing. Even though I am on the road quite a bit, I am in the process of building my dream home, and I raise and sell cattle.” ■



Eduardo “Eddie” Garcia, Smart Construction specialist, enjoys helping customers adopt new technology. “I get a lot of questions from customers about what’s the next step in order for them to see greater accuracy and production, and save time and money. There are numerous items available to make job sites and processes more efficient, and I’m excited to tell customers about the potential they have.”

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FACES OF KIRBY-SMITH MACHINERY

Cherish Mull hired as Kirby-Smith Machinery's new manager of supply chain



Cherish Mull, Manager of Supply Chain

Kirby-Smith Machinery Inc. (KSM) is excited to announce the hiring of Cherish Mull as its new manager of supply chain. Mull will provide process leadership and transformation of the heavy equipment distributor's supply chain operations and will be responsible for supply chain strategy and oversight of all procurement, pre-contract and inventory control activities, and compliance with applicable regulatory requirements.

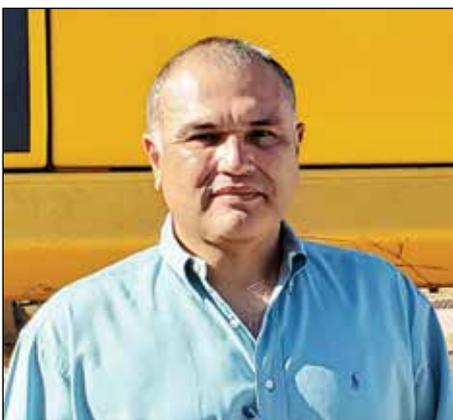
Mull brings over three years of end-to-end supply chain management experience and more than 10 years of experience related to customer-focused negotiations and sales &

operations planning (S&OP). She most recently served as a customer support manager for Komatsu America Corp., where she led a five-person team to successfully process over 10,000 orders per year.

Mull is looking forward to being part of KSM's unified family culture.

"I am honored to be a part of a company that truly values its people and their families above everything else. Furthermore, I am thrilled to now be a part of the Kirby-Smith family where everyone is on the same team, working together for the same goals, and helping each other along the way." ■

Kirby-Smith Machinery hires Jesse Olmeda as remarketing and used equipment manager



Jesse Olmeda, Remarketing and Used Equipment Manager

equipment manager. Olmeda will be located in Oklahoma City. He will help manage remarketing programs and used equipment operations for the heavy equipment distributor and focus on overall growth and new opportunities for the used side of the business, including the development of an auction program.

David Mehrtens, director of remarketing and used equipment, has bought and sold equipment with Olmeda for decades and knows he will be a huge asset to the company's operations.

"Jesse brings a wealth of knowledge to this position," Mehrtens said. "When you include the time spent with his father's business, you could make a real argument that Jesse has been doing

this since he was five years old. There is no doubt he knows both his iron and how to work with people. Jesse is going to do great things for Kirby-Smith Machinery, and I'm excited he is on our team."

Olmeda, who officially started his equipment sales career at 18, has been selling machinery at both the dealer and independent level for the better part of three decades. He is ready for the challenges and excitement of his new position.

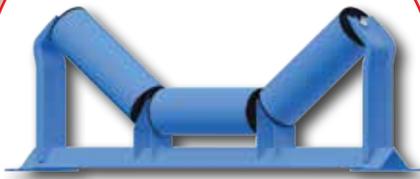
"We have a lot of opportunities ahead of us," Olmeda said. "I'm grateful to David for trusting me to be a part of it and look forward to helping the business grow as we expand our offerings and programs. It's great to be a part of the Kirby-Smith Machinery family." ■

Kirby-Smith Machinery Inc. (KSM) continues to add talent to its growing used equipment department with the hiring of Jesse Olmeda as the remarketing and used

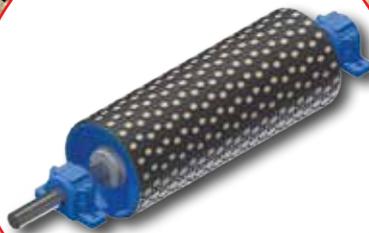
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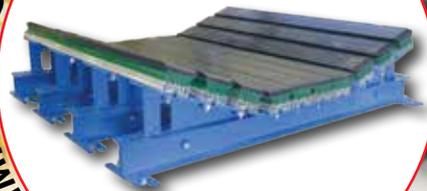
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INDUSTRY INSIGHTS

AGC launches initiative to address climate change

To address how the built environment impacts climate change, construction officials outlined a series of steps public officials and the construction industry should take. The new initiative from the Associated General Contractors of America (AGC) is designed to lessen the carbon footprint of the built environment while also making the process of building projects more efficient.

“The construction industry is the delivery vehicle for building a greener, more climate-friendly

future,” said Stephen E. Sandherr, the association’s CEO. “Finding a way to ensure that what our members build is more efficient will have a significant impact on climate change.”

Sandherr noted that construction activity accounts for less than 2% of greenhouse gas emissions in the United States. Meanwhile, the built environment accounts for approximately one-third of greenhouse emissions. As a result, while the new initiative includes steps construction firms can take to operate more efficiently, the bulk

of the effort is focused on pushing public and private project owners to build more efficient projects and discover how AGC can also support them in that process.

The measures outlined include calling for a national strategy to invest in physical infrastructure that will make communities more resilient. The association is also calling for an increase in investments and funding opportunities for public and private infrastructure to build more efficient highways, water plants and other facilities. ■



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Lubbock
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913.850.6300

Odessa
432.333.7000
St. Louis
314.729.0125

FACES OF KIRBY-SMITH MACHINERY

Matthew Long's work ethic pays off for himself and customers in his role as product support coordinator of the crane division

Matthew Long was bit by the hockey bug at an early age. "I really don't remember it, but my dad took the family to a hockey game here in Oklahoma City when I was about three," recalled Long. "They say I was ecstatic and went home wanting to play."

During the next couple of decades, Long spent nearly every minute he could on the ice. He was offered scholarships to play in college and grew up playing with and against some future National Hockey League standouts. One of his coaches was Mike McEwen, a former three-time Stanley Cup champion with the New York Islanders.

"He was a big figure in my life because he taught me life lessons, including that nothing comes free. You have to work for it," said Long. "I believe that, along with my parents as models, instilled in me a great work ethic. When I realized that hockey was done for me, that was a great attribute to have."

Long put his skills to use by starting a cleaning business with his future wife, Elizabeth. The couple built it during the day, and he worked nights at a freight company. Eventually, the nearly nonstop work took a toll, and they sold the business about 10 years ago.

"We took a two-month vacation to California," Long said. "I knew that I needed to get back to work, and on the way home I saw an ad for a warehouse position at Kirby-Smith's Oklahoma branch. I talked with Bob Williams, the parts manager at the time, and told him what I wanted to do. He said there were no guarantees other than if I worked hard and prove myself, that I would have the opportunity to grow and move up."



Matthew Long,
Product Support
Coordinator,
Crane Division

Moving up

Armed with his work ethic and willingness to learn, Long quickly took to the position and moved up to an expeditor for all of Kirby-Smith Machinery Inc.'s branches. He was promoted to the Crane Rapid Response Team, then into his current role as a product support coordinator of the crane division. His responsibilities include helping with warranty items, expediting parts, training technicians, assisting with work orders and more.

"I'm really a customer advocate," stated Long. "My job is to look out for their interest and go the extra mile to ensure they are taken care of. Honestly, I feel like that's everyone's

goal at Kirby-Smith, as well as our manufacturers. That's why I really enjoy working here and hope to be here the rest of my career. We are all on the same page when it comes to taking care of and finding solutions for our customers, as well as looking out for each other. There is a great family atmosphere, and top to bottom, everyone cares and wants the best for each other."

Matthew and Elizabeth love spending time with their four children, such as going to movies and traveling. He also still occasionally plays adult league hockey. ■



Discover more at
KirbySmithConnection.com



Matthew Long (left) talks with Kelly Shuffield, general service manager, crane division, about customer service. "Kelly is among the many mentors at Kirby-Smith who have helped me grow and advocate for our customers," said Long.



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FACES OF KIRBY-SMITH MACHINERY

Justin Reece turns a job he was stuck with into a career at Kirby-Smith Machinery's Kansas City branch

Justin Reece didn't grow up wanting to be a welder. He got "stuck doing it," and decided to pursue it as a career.

"I started out of high school with the union boilermakers as a high rigger putting structures together," explained Reece. "Welding came with the job. It turned out that I was kind of a natural at it, and with some on-the-job training, I made it a career. That started about 12 years ago."

Reece brought his talents to Kirby-Smith Machinery Inc.'s (KSM) Kansas City, Kan., branch in 2018. Working in the shop, he fabricated items, repaired buckets and welded thumbs on the excavators.

"A friend who I had worked with took a job with Kirby-Smith, and he encouraged me to look into it," recalled Reece. "He said there was a lot of opportunity here. That definitely turned out to be the case. This branch has grown tremendously in the three-plus years that I have been here. I was one of three service technicians when I started, and now we have seven, and the store staff in total has expanded quite a bit."

Enjoys helping others

Reece has grown along with the branch and was recently promoted. He now facilitates rentals and sales, which involves helping sales representatives put rental machines and attachments together to meet customer needs, arranging trucking, and assisting with sales, among other things.

"We work together to provide the best service possible," said Reece. "Sometimes that means working long hours to make sure a customer is taken care of and gets the machine they need to meet their goals and deadlines.



Justin Reece,
Rental and
Sales Facilitator

There is a real 'do whatever it takes' attitude here."

Reece said that kind of dedication gets noticed at KSM. "It's like everyone knows everyone. The upper management knows my name and takes a personal interest. There is a family atmosphere, and that's great. It makes coming to work enjoyable.

On top of that, the pay and benefits are great. I hope to retire from here someday.

"I thank my friend for telling me about Kirby-Smith, and I'm returning the favor by talking to others about joining the team," he continued. "One person just started a few weeks ago."

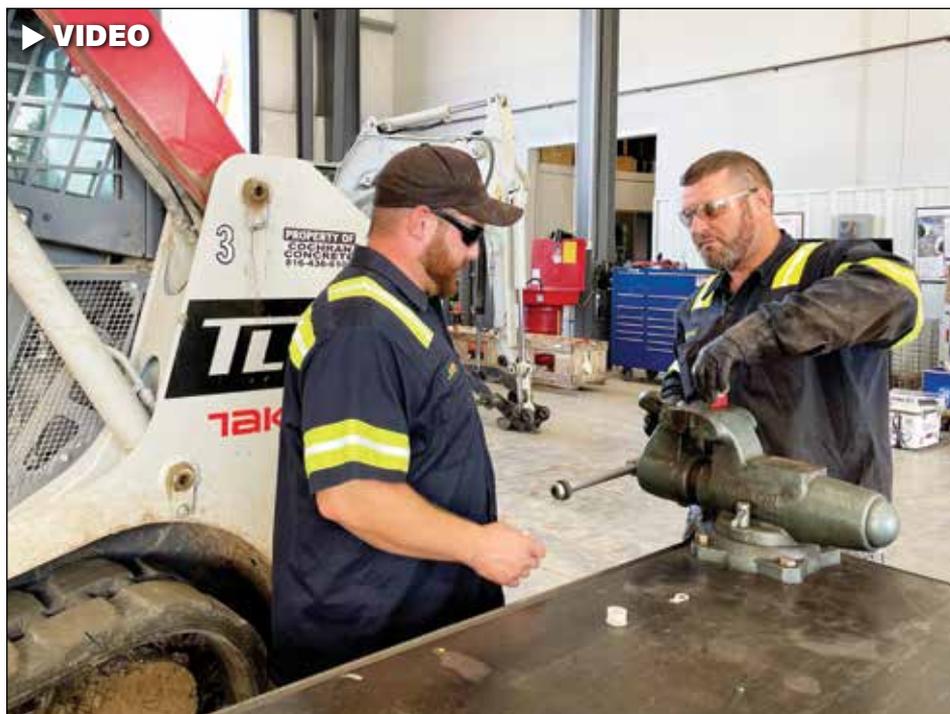
Outside of work, Reece spends a lot of time target shooting, a sport

he's been doing for more than 30 years. "My grandpa taught me about guns and gun safety at a very young age. For target shooting, I mostly like using handguns of pretty much any caliber from an average distance of about 25 feet. The idea is to rack up the most points you can on a silhouetted target."

Reece also enjoys hunting and helping the less fortunate. "Kansas City is a great community that really comes together to help those in need," he said. "There are a lot of places you can donate time and money to, and I encourage people to do that." ■



Discover more at
[KirbySmithConnection.com](https://www.kirby-smith.com/KirbySmithConnection.com)



Justin Reece (left) helps service technician Michael Elliott in KSM's Kansas City, Kan., shop. "We work together to provide the best service possible," said Reece. "Sometimes that means working long hours to make sure a customer is taken care of and gets the machine they need to meet their goals and deadlines. There is a real 'do whatever it takes' attitude here."

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



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JD Young, VP & Chief Financial Officer
Chris Kirby, VP Property Management
Rickey Bailey, VP Crane Division
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Scotty Cameron, Account Mgr., Energy Services

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Brad Howard, Territory Mgr.
Don Jacobson, Territory Mgr.
Chad Murphy, Territory Mgr.
Josh Lee, Territory Mgr.
Pud Wood, Governmental Sales
Mike Wolf, Governmental Sales
Josh Layman, Crane Div. Account Mgr.
Dewayne McDaris, Rental Mgr.
Jesse Olmeda, Remarketing &
Used Equipment Mgr.
Ryan Harrison, Product Support Sales Rep.
Wayne Walker, Product Support Sales Rep.

Brandon Haddad, Rental Sales Rep.
James Scalf, Parts Mgr.
Robert Perkins, Paving &
Compaction Specialist

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Mike Green, Territory Mgr.
Dan Rutz, Territory Mgr.
Jeff Shaw, Governmental Sales
Brian Burris, Rental Mgr.
Chad Lair, Rental Sales Rep.
Jeff Statum, Product Support Sales Rep.
Brian DeVore, Product Support Sales Rep.
Gregg Ash, Parts Mgr.
George Cross, Service Mgr.
Travis Bolden, Service Mgr. - Remarketing
Keith Graham, Smart Construction Specialist

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Ryan Sanders, Product Support Supervisor
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Justin Kahle, Territory Mgr.
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Tom Richards, Major Accounts PSSR
Roddy Conner, Product Support Specialist -
Waste Industries
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Matt White, Product Support Sales Rep.
Mike DeLaTorres, Parts Mgr.
Gary Boyd, Service Mgr.
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Ron Weaver, Territory Mgr.
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James McDonnell, Governmental Sales
Terry Lyness, Used Equipment Sales
TJ Iannacone, Service Mgr.
John Arterberry, Natl. Crane Account Exec.

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Jacky Miller, Rental Sales Rep.
Chad White, Product Support Sales Rep.
Philip Hearrean, Product Support Sales Rep.
Kristofer Phillips, Product Support Sales Rep.
Chip Leatherwood, Crane Parts & Service Sales Rep.
Christopher Raymond, Parts Mgr.
Matt Sutton, Equipment Appraiser

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Todd Coffey, Territory Mgr.
Kraig Gilliam, Rental Mgr.
Brooke Keener, Parts Mgr.
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Britt Stubblefield, Territory Mgr.
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Joe Phillips, Product Support Sales Rep.
Brian Straus, Parts Mgr.
Scott Prior, Crushing & Screening Product Specialist
Jeffery Brown, Service Mgr.

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INSIDER TIPS

Are you putting off repairs?

A well-maintained machine runs cleaner and more efficiently, with reduced downtime. To help keep your machines up and running, did you know that Komatsu Financial offers financing for parts and service repairs on eligible machines through your distributor when the work is performed by Komatsu-approved technicians? With finance terms up to 30 months, you can pay for the parts and labor later.

Financing is available up to \$300,000 for parts and labor. Rates are as low as 0.99% depending on the amount

financed, and four payment skips every 12 months are available. Terms and conditions apply. Subject to credit approval. Current rates are good through March 2022. Contact Kirby-Smith Machinery Inc. (KSM) for complete details.

Insider Tip: Contact KSM's finance team for additional details. ■



To learn more about parts financing, visit <https://www.komatsu.com/en/services-and-support/financing/>



Make plan changes remotely from anywhere

Why drive to a job site to transfer 3D data? With Smart Construction Remote you can send updates directly to a target machine from anywhere; easily search all connected assets or log in to a machine.

Designed for your job site

Smart Construction Remote software is compatible with Komatsu intelligent Machine Control (iMC) models and with select aftermarket grade control systems.

Multiple machine transfer

Transfer design files to multiple machines on-site with one click.

Operator support

Assist your operators remotely by viewing what they see in real time.

Insider Tip: "By connecting your machines and office with Smart Construction Remote, you can ensure that your operators always have the right files and support they need to get your jobs done faster with less rework," said Bryce Satterly, Smart Construction solutions manager, Komatsu. ■

Learn more about Smart Construction Remote by contacting Kirby-Smith Machinery Inc. or visit: <https://www.komatsu.com/en/site-optimization/>



Design feature makes a difference in production

While you probably know that intelligent Machine Control (iMC) dozers, such as the D71i-24, can make operators more efficient, did you know that a simple design feature makes all of the D71-24 models more productive?

Komatsu specifically matched the blade width to the track gauge to ensure material is always cast outside the edges of the tracks for an optimal surface finish. Additionally, new performance

features include greater steering power for improved maneuverability and productivity.

Insider Tip: "The D71-24 lets you cover multiple applications with one machine — from stripping, to pushing large loads, to finish grading — cutting your need for multiple pieces and saving you time and costs," said Andrew Earing, product marketing manager, Komatsu. ■



Scan the QR code to learn more about how to lower your costs and increase productivity with a D71-24 dozer.



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Fix it now, pay for it later!

0.99% financing for 24 months up to \$150,000

2.99% financing for 30 months \$150,001-\$300,000

Four anytime payment skips every 12 months

Program ends March 31, 2022

AMOUNT TO FINANCE	TERM	RATE	1ST LIEN REQUIRED
Under \$100,000	Up to 24 months	0.99%	Subject to Credit Review
\$100,001-\$150,000	Up to 24 months	0.99%	Yes
\$150,001-\$300,000	Up to 30 months	2.99%	Yes
Over \$300,000	Call for custom quote		Yes

MINIMUM FINANCED \$7,500



Parts & Service Support Program, through March 2022

- Work orders dated April 1, 2021 or after.
- Repairs or service work performed by a Komatsu Authorized Distributor Technician using Komatsu-sourced parts on any Komatsu machine currently financed with Komatsu Financial.
- Terms and conditions apply. Subject to credit approval.
- Contact your local Komatsu distributor for complete details.

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CRANES

Year/Make/Model	Stock #	Hrs.	Price
2015 GROVE GMK5275	GR15019	5,076	\$1,195,000
2005 GROVE GMK5120B	GR05488X	16,373	\$349,000
2001 GROVE GMK5120B	GR01294X	15,851	\$195,000
2004 GROVE GMK5240	GR04445X	n/a	\$585,000

EXCAVATORS

Year/Make/Model	Stock #	Hrs.	Price
2019 KOMATSU PC210LC-11	K19356X	1,311	Call for Pricing
2014 KOMATSU PC138USLC-10	KM14175X	3,900	\$107,500
2017 KOMATSU PC138USLC-11	KM17143X	3,300	\$137,500
2018 KOMATSU PC210LC-11	KM18633X	3,650	\$139,500
2011 KOMATSU PC200LC-8 with drill	KM11901X	11,862	\$112,750
2018 KOMATSU PC240LC-11	KM18540M	1,411	\$174,500
2017 KOMATSU PC290LC-11	KM17411M	3,300	\$199,500
2017 KOMATSU PC360LC-11	KM17611X	4,450	\$169,500
2019 KOMATSU PC360LCI-11	K191040X	2,700	\$339,400
2012 KOMATSU PC88MR-8	KM12603X	10,197	\$39,500
2012 KOMATSU PC490LC-10	KM12086X	6,552	\$169,500
2017 KOMATSU PC490LC-11	KM17685X	4,122	\$297,500
2002 DEERE 200C LC	JD02002X	5,653	\$59,500
2015 DEERE 210G	JD15003X	9,330	\$57,500
2013 CATERPILLAR 314E LCR	CT13015X	6,134	Call for Pricing
2015 CATERPILLAR 336FL	CT17010X	6,800	\$139,750
2010 CATERPILLAR 336D	CT10779X	11,112	\$69,500
2008 CATERPILLAR 365CL	CT08011X	19,725	\$94,500
2018 VOLVO ECR235EL	ZZ18025X	1,700	\$149,500

TRUCKS

Year/Make/Model	Stock #	Hrs.	Price
2015 KOMATSU HM400-5	KM15268M	10,500	\$459,500
1997 CATERPILLAR 777D	CT97001X	36,600	\$156,350
2017 TERRAMAC RT-9	TM17030M	630	\$169,500

BACKHOE

2017 JOHN DEERE 310LEP	JD17003J	1,924	\$69,500
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CRUSHING & SCREENING

Year/Make/Model	Stock #	Hrs.	Price
2013 SPYDER SCREEN 516T	ZZ13029X	1,500	\$129,500
2014 KLEEMANN MS19 Z	KL14004M	4,100	\$199,750
2017 KLEEMANN MR130 ZI EVO2	KL17014U	1,658	\$839,500

MOTOR GRADERS

Year/Make/Model	Stock #	Hrs.	Price
2008 KOMATSU GD655-3E0	KM08012M	6,200	\$99,750
2009 CATERPILLAR 140M	CT0916X	12,794	\$93,650
2011 CATERPILLAR 140M VHP PLUS	CT11025X	5,764	\$154,350

WHEEL LOADERS

Year/Make/Model	Stock #	Hrs.	Price
2014 KOMATSU WA320-7	KM14086X	10,694	\$69,500
2006 KOMATSU WA200-5L	KM06305U	8,343	\$61,500
2016 KOMATSU WA320-8	KM16430X	9,590	\$69,500
2013 KOMATSU WA470-7	KM13843U	7,950	\$167,350
2011 KOMATSU WA500-6	KM11843X	13,910	\$110,000
2018 KOMATSU WA380-8	K181221X	6,329	\$129,500
2016 CATERPILLAR 966M	CT16007X	8,735	\$157,250
2016 CATERPILLAR 986H	CT16005X	11,067	\$249,500
2017 DEERE 644K	JD17003X	7,109	\$109,250

CRAWLER DOZERS

Year/Make/Model	Stock #	Hrs.	Price
1996 KOMATSU D41A	KM96538X	4,367	\$39,500
2014 KOMATSU D39PX-23	KM14199X	2,972	\$117,500
2017 KOMATSU D39PX-24	KM17308X	3,000	\$99,500
2017 KOMATSU D61EX-24	KM17951U	1,341	\$219,500
2014 KOMATSU D51EX-22	K14917XX	2,800	\$139,500
2017 KOMATSU D85EX-18	KM17443M	4,400	\$299,850
2018 KOMATSU D61PXi-24	KM18450X	3,450	\$299,750
2018 KOMATSU D65EX-18	KM18352X	3,600	\$209,500
2013 KOMATSU D65EX-17	KM13113X	5,669	\$129,150
2018 KOMATSU D65PX-18	K18663M	1,752	\$239,150
2017 KOMATSU D85EX-18	KM16519M	2,090	\$399,500
2012 KOMATSU D375A-6	KM12476M	11,500	\$399,450
2017 KOMATSU D155AX-8	KM17627	1,700	\$459,500
2008 CATERPILLAR 963D	CT08803X	7,139	\$139,500

SKIDSTEERS

Year/Make/Model	Stock #	Hrs.	Price
2016 TAKEUCHI TL12V2	TL16081X	1,276	\$56,500
2015 TAKEUCHI TL12	TL15005X	2,374	\$49,500
2018 TAKEUCHI TL12R2	TL18155X	1,981	Call for Pricing

PAVING & COMPACTION

Year/Make/Model	Stock #	Hrs.	Price
2014 LEEBOY 8510C	LB14006X	2,219	\$79,500
2017 HAMM H 12i P	HA17040M	1,536	\$127,500
2016 VÖGELE SUPER 2000-3i	VO16005U	1,700	\$469,500
2015 WIRTGEN WR 200 XLI	WR15003M	1,925	\$297,500
2015 WIRTGEN WR 200 XLI	WR15018	1,950	\$347,250
2010 WIRTGEN W210	WR10020X	7,000	\$155,000
2015 ROSCO RA500	RS15007	215	\$207,500
2012 BOMAG BM2000/60	CONBM121021	2,700	\$159,500

ROLLERS

2017 HAMM H12IP	HA17040M	1,536	\$127,500
2015 HAMM HD+ 140i VV HF	HA15001	3,550	\$79,400



2012 KOMATSU D375A-6, KM12476M, 11,500 hrs., \$399,450



2010 CATERPILLAR 336D, CT10779X, 11,112 hrs., \$69,500



2018 KOMATSU PC210LC-11, KM18633X, 3,650 hrs., \$139,500



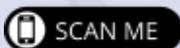
2005 GROVE GMK5120B, GR05488X, 16,373 hrs., \$349,000



2015 WIRTGEN WR 200 XLI, WR15018, 1,950 hrs., \$347,250



2015 ROSCO RA500, RS15007, 215 hrs., \$207,500



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All sales are subject to availability at time of order. Prices do not include taxes or other applicable fees. Kirby-Smith Machinery, Inc., doesn't engage in exports to embargoed countries. Sold as-is, where-is.

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