



# Connection

A publication for and about Kirby-Smith Machinery Inc. customers  
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## HIGH ROLLER SAND

115 Plant turns West Texas sand into fracking products



Roy Perez,  
plant manager



Jack Parmley,  
production  
superintendent



Bill Scott,  
assistant plant  
manager





## MESSAGE FROM THE PRESIDENT



John Arapidis

Dear Valued Customer:

We hope your 2022 is off to a wonderful start!

This year looks like another good one for construction. Industry economists and experts seem to agree that there will be growth overall, and the supply chain issues plaguing material acquisitions and driving up costs will ease in the latter half of 2022. They also believe that's when the impacts of the new infrastructure bill, which Congress passed in late 2021, will begin to take effect. We've highlighted some of the benefits of the bill, aka the

Infrastructure Investment and Jobs Act, on page 11.

However, forecasters continue to see a shortage of workers, so if you are looking for new employees, consider the positive impacts a diverse staff can have on your business. On page 38, we take a look at diversity and the role it plays in growing companies. I believe you will find it enlightening.

Historically, construction and working remotely have not gone hand in hand. After all, dirt work doesn't get done and structures can't be built without workers on-site, right? In some cases, that's evolving. Learn about how remote operations are changing the landscape in today's — and especially tomorrow's — construction industry.

Komatsu is already at the forefront of this change with solutions such as Smart Construction Remote and Smart Construction Dashboard. On pages 31 and 37, you will find more information about these products and how they help save time and reduce costs. Our Smart Construction experts can show you the advantages and help you implement these solutions into your operations.

In this issue, you can also read about how High Roller Sand utilizes Komatsu WA500-8 and WA600-8 wheel loaders to move and load sand at its 115 Plant for customers all over West Texas. The larger bucket makes keeping the hoppers full easier, and they can do that with two loaders as opposed to four. The smooth ride of these machines on rough terrain and automatic bucket leveling has helped High Roller Sand improve efficiencies.

As always, if there is 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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Read about this Oklahoma county that handles its own road maintenance with materials donated by residents to help stretch tax dollars.

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### PAVING CORNER pg. 27

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### CRANE NEWS pg. 29

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### A STEP TOWARDS AUTOMATION pg. 33

Examine the ways in which remote job site management and operation are changing the construction industry landscape.

### FACES OF KIRBY-SMITH MACHINERY pg. 41, 43, 45, 47

Get to know our featured employees: Cody Ward, Jeff Joslin, Lisa Alonzo and Steven Nelson.

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# HIGH ROLLER SAND

Company's 115 Plant turns West Texas sand into high-quality, cost-effective fracking products for oil and gas customers

**H**igh-quality sand is one of the main components necessary for the hydraulic fracturing process. Until relatively recently, oil and gas companies in West Texas imported the material from as far away as Wisconsin, which came with a sizable price tag.

When High Roller Sand opened its 1,000-acre 115 Plant near Kermit, Texas, its products were immediately in demand. Every ton produced by the approximately 70-member staff has been spoken for. To meet customers' needs, the plant operates 24 hours a day.

"About 90% of our sand goes to repeat customers," indicated Roy Perez, plant manager. "Their loyalty stems from our ability to locally produce quality



Roy Perez,  
plant manager



▶ VIDEO  
Jack Parmley,  
production  
superintendent



Bill Scott,  
assistant plant  
manager

materials at an affordable price. Our process takes what was previously considered unsuitable and turns it into useable products that allow fracking companies to access oil and gas at a lower cost and higher profitability."

Site preparation for High Roller Sand's 115 Plant began about four years ago with excavation to build the processing facilities necessary to transform the sand. The first load went out in April of 2019.

"We wash the sand to remove any organics and clays, then dry and screen it to give customers the cleanliness, size and gradation they require for the fracking process," said Jack Parmley, production superintendent. "In total,

we produce about 4 million tons per year. Customers want two particular products: a 40/70 mesh hydraulic fracturing sand with a 60:40 grade split, which is a coarse gradation, and a 100 mesh, which is finer. We're producing both and doing so in a very unique way from others in the area. Over the course of a few years, the idea went from 'this will never work' to 'we can't get enough.' You really don't hear much about importing sand anymore."

A High Roller Sand operator moves material with a Komatsu WA500-8 wheel loader. "Across the board, the Komatsu loaders have been the most cost-effective machines we have ever used," said Jack Parmley, superintendent.





▶ VIDEO

Operator Alexander LaPlante loads a hopper with a Komatsu WA600-8 wheel loader. "The ride is smooth; the WA600 just floats over the worst territories we have out here," said LaPlante. "Everything is set up for easy operation with the joysticks and the button. I particularly like the ability to set automatic bucket leveling — you turn it on, and it does the work for you, which saves on fatigue during a long shift."



### Centrally located

Bill Scott, assistant plant manager, said that the location just outside of Kermit is ideal.

"It's the heart of the Permian Basin," explained Scott. "We're centrally located to a tremendous amount of activity. If you think about it, this makes perfect sense. West Texas is a sand foundation, so figuring out how to turn the sand into a product oil and gas companies can use seemed inevitable. High Roller is pleased to be involved in the process, and we're doing it in an eco-friendly way."

Perez credits the staff with the ability to make it happen. "They are very skilled and committed to quality, and we have one of the lowest turnover rates in the Permian Basin — 90% of them have been with us since the first day. We believe that's the top reason for our

success, followed by our products, our processes and our tremendous ownership group."

High Roller Sand is an extension of the High Roller Group, located in Center, Texas. The name High Roller came about after Terry Bailey and James Butler purchased rights to a northern white-tail deer named "High Roller" that was known as the largest white-tail buck in existence. The partners decided to name their white-tail breeding operation High Roller Whitetails. As they added new companies over the years, each one included High Roller in the name.

"This is a company brand that continues to be recognized throughout the country for its integrity and commitment to growth with total consideration and respect for the people and communities where they live and operate," stated

the High Roller Group. "High Roller Sand continues the valued and respected practices of quality, consistency and reliability in every aspect of our business."

### A fleet of Komatsu loaders

High Roller Sand immediately turned to Kirby-Smith Machinery Inc. (KSM) and Territory Manager Kevin Demel to build its equipment fleet for the 115 Plant. Demel and KSM had previously helped High Roller Sand with machinery purchases for another location.

"I can tell you unequivocally that Kevin and Kirby-Smith provide the best service in the Permian Basin,"



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Continued . . .

# 'Most cost-effective machines we have ever used'

... continued

stated Parmley. "They understand timely maintenance and repairs, and getting us parts as quickly as possible keeps downtime to a minimum, so they work hard to ensure we're taken care of. That factored into our decision to buy Komatsu equipment, along with the fact that I had great experience with it from a previous place I worked at.

"We also like that scheduled maintenance on new machines is covered under Komatsu Care for 2,000 hours or three years, and the

work is done by Kirby's techs," Parmley added. "We worked together on a contract to extend service to 10,000 hours. They track the machines through My Komatsu and call me when the services are due to schedule them. If I need to place a parts order, I do it through My Komatsu, which allows me to track it."

The 115 Plant's first machine was a Komatsu WA480 wheel loader it inherited from the previous location. Subsequently, High Roller Sand

purchased four WA500s, followed by two WA600-8s with 10-yard buckets.

"Our production increased dramatically with the WA600s," said Parmley. "The larger bucket makes keeping the hoppers full easier, and we can do that with two loaders as opposed to four. That efficiency allowed us to move two people back into the plant, which was a big help. We continue to use the WA500s for various tasks such as loading trucks as needed. They are great machines, so when we upgraded to the WA600s, we kept them because we knew based on our experience with the WA480, that they were durable and would last. The WA480 is really the perfect size for cleanup, especially when there is an occasional spill on the scale. It runs right down the middle and picks the materials up, which keeps us from having a bunch of guys out there with shovels.

"Across the board, the Komatsu loaders have been the most cost-effective machines we have ever used," Parmley added. "We run them in some harsh conditions — sand, extreme heat — almost nonstop, 24 hours a day, with little to no issues."

High Roller Sand relies on Takeuchi TL10V2 compact track loaders to clean up around conveyors and hoppers. "They run constantly with no issues," said Parmley. "Additionally, we have a Takeuchi compact excavator that we use occasionally to clean out drainage ditches and for utility work. We're pleased that Kirby-Smith carries that line too, as well as the JLG telehandler we run for moving various items around."

## Second parcel now open

About a year ago, High Roller Sand opened up its second parcel of land, which is comprised of 640 acres. Perez said that will extend the life of the plant for many years to come.

"Estimates show there are 40 million to 50 million tons of sand in that parcel," Perez explained. "That puts us on the path to longevity. We expect to be here for a long time to come." ■



(L-R) High Roller Sand's Bill Scott and Jack Parmley talk with KSM Territory Manager Kevin Demel. "I can tell you unequivocally that Kevin and Kirby-Smith provide the best service in the Permian Basin," stated Parmley. "They understand timely maintenance and repairs, and getting us parts as quickly as possible keeps downtime to a minimum, so they work hard to ensure we're taken care of."

High Roller Sand uses Takeuchi TL10V2 compact track loaders for cleanup around the 115 Plant.





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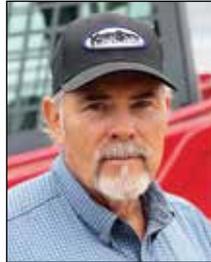
# PUSHMATAHA COUNTY DISTRICT 2

## Handling its own road maintenance with materials donated by residents helps stretch tax dollars

Shale is an abundant resource in southeast Oklahoma's Pushmataha County — so much so that residents often donate it for use on secondary roads, according to District 2 Commissioner Brad Burgett.

"That material costs savings is great for our budget, because most of our roads are gravel or shale," said Burgett. "That allows us to maximize and put our dollars to better use. We've got plenty of power to do what jobs we need to do."

Burgett is one of about 10 staff members who remain busy maintaining the nearly 300 miles of roadway in Pushmataha County District 2. They put down shale and



Brad Burgett,  
commissioner

gravel, blade roads, clean ditches and install culverts, among other services.

"It's more cost-effective for residents to have us do the work as opposed to hiring it out," said Burgett. "Us doing it, along with the donation of materials, keeps expenses down and stretches taxpayer dollars."

### Takeuchi increases versatility

Having one machine that allows crew members to perform multiple tasks is a real advantage as well, said Burgett. That's one reason Pushmataha County District 2 purchased a new Takeuchi TL12V2 compact track loader with a quick coupler from Kirby-Smith Machinery Inc. (KSM), with the

assistance of Territory Manager Ronald Allen.

"Ron and Kirby-Smith have been great to deal with," Burgett attested. "I came to know him from an organization we belong to, and he's called on us for a long time. He checks in to make sure everything is going well, which I appreciate. We buy parts from Kirby-Smith, including for a HAMM roller the county has. They are always responsive from that standpoint, as well as for service if we need it."

Burgett said the TL12V2 gives Pushmataha County District 2 versatility. In addition to a bucket, it has a grapple and will soon have a mower attachment.

"It allows us to cut brush and load it, as well as load pipe and move other materials," Burgett explained. "There are three outlets for high and low flow to control attachments, and with the quick coupler, we can make changes quickly. The loader moves fast, and it's easy to get around. It allows us to load 10-wheel dump trucks, so we get a lot of use out of it. It's saving us on manpower and time."

The TL12V2 — Takeuchi's largest compact track loader at 13,190 pounds with the cab and 111 horsepower (at 2,400 rpm) — was the right choice for multiple reasons, according to Burgett.

"I have run nearly every major brand out there, and I believe Takeuchi is the best," stated Burgett. "In addition to versatility and production, the loader is comfortable. The way the front glass moves is better for seeing, as well as getting in and out, and it has a backup camera, so you don't have to turn around as much. I think that increases safety, too."

Commissioner Brad Burgett uses Pushmataha County District 2's Takeuchi TL12V2 compact track loader to move materials.





## ▶ VIDEO

Pushmataha County District 2 utilizes its Takeuchi TL12V2 for a variety of tasks, such as cleaning up brush along rights of way. "It allows us to cut brush and load it, as well as load pipe and move other materials," said Brad Burgett, commissioner. "There are three outlets for high and low flow to control attachments, and with the quick coupler, we can make changes quickly. The loader moves fast, and it's easy to get around. It allows us to load 10-wheel dump trucks, so we get a lot of use out of it. It's saving us on manpower and time."

## Better accommodate

Pushmataha County's population has remained relatively stable during the past 10 years, but traffic seems to have increased, according to Burgett.

"We are doing more maintenance, which comes from increased usage and other factors," Burgett indicated. "Our goal remains to improve roads and better accommodate residents and visitors. With the staff we have and some strategic moves like acquiring the loader, we believe we are achieving that." ■



Pushmataha County District 2 Commissioner Brad Burgett (left) and KSM Territory Manager Ronald Allen discuss the features of the county's Takeuchi TL12V2. "Ron and Kirby-Smith have been great to deal with," Burgett attested. "I came to know him from an organization we belong to, and he's called on us for a long time. He checks in to make sure everything is going well, which I appreciate."



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# WHAT'S IN THE BILL?

## Infrastructure Investment and Jobs Act brings historic investments

The recently passed \$1.2 trillion Infrastructure Investment and Jobs Act (IIJA), aka the Bipartisan Infrastructure Deal, will reauthorize surface transportation programs for five years and invest \$110 billion in additional funding to repair America's aging roads and bridges. With nearly \$40 billion dedicated to the latter, that is the single biggest investment in bridges since the construction of the interstate highway system in the 1950s, according to the Biden administration.

Transportation safety programs will see \$11 billion in funding, including \$5 billion for the new Safe Streets and Roads for All program, established to help states and localities reduce crashes and fatalities in their communities. Another new program provides grants to community-owned utilities to replace leaky and obsolete

cast iron and bare steel natural gas pipelines. In total, the infrastructure bill is projected to more than double funding directed to programs that improve the safety of people and vehicles.

### Largest outlay for water systems

The spending package also includes the largest investments in other infrastructure systems. To expand access to clean drinking water for households, businesses, schools and child care centers all across the country, \$55 billion will be dedicated to address water contamination and the replacement of lead pipes.

IIJA sets aside \$50 billion to protect against droughts, floods and wildfires, as well as weatherization, in an effort to increase the resilience of physical and natural systems from extreme weather events.

### Modernizing for the 21st century

With major investments to connect rural areas, low-income families and tribal areas, \$65 billion will be dedicated to expanding broadband internet access. The bill includes provisions to make internet service more affordable and easier to compare prices.

An additional \$65 billion will modernize the nation's power grid and build thousands of miles of new, resilient transmission lines to facilitate the expansion of renewable energy.

Updates to the nation's power grid should allow more electric vehicles to be charged, and IIJA provides \$7.5 billion to build the first-ever national network of electric vehicle (EV) chargers in the United States. This

*Continued . . .*

Airports are to receive \$25 billion to address repairs and maintenance backlogs, reduce congestion, and drive electrification and other low-carbon technologies. Ports, rail and buses are among the other public transportation sectors seeing significant funding for modernization.



# IIJA will drive the creation of jobs

... continued

funding includes the deployment of EV chargers along highway corridors to facilitate long-distance travel, and within communities to provide convenient charging where people live, work and shop.

## Updating public transit

In total, the new investments and reauthorization in IIJA guarantee \$89.9 billion in funding for public transit over the next five years — the largest federal investment in public transit in history. The legislation will improve accessibility to all

users, bring transit services to new communities, and replace thousands of deficient transit vehicles with clean, zero-emission vehicles.

The legislation also invests \$66 billion in rail funding to eliminate the Amtrak maintenance backlog, modernize the Northeast Corridor, and bring service to areas outside of the northeast and mid-Atlantic. Airports will get \$25 billion to address repairs, reduce congestion, and drive electrification and other low-carbon technologies.

## Job openings

Additionally, the infrastructure bill will drive the creation of well-paying union jobs and grow the economy sustainably and equitably. Combined with the president's Build Back Better framework, it is estimated that, on average, 1.5 million jobs per year will be added for the next 10 years.

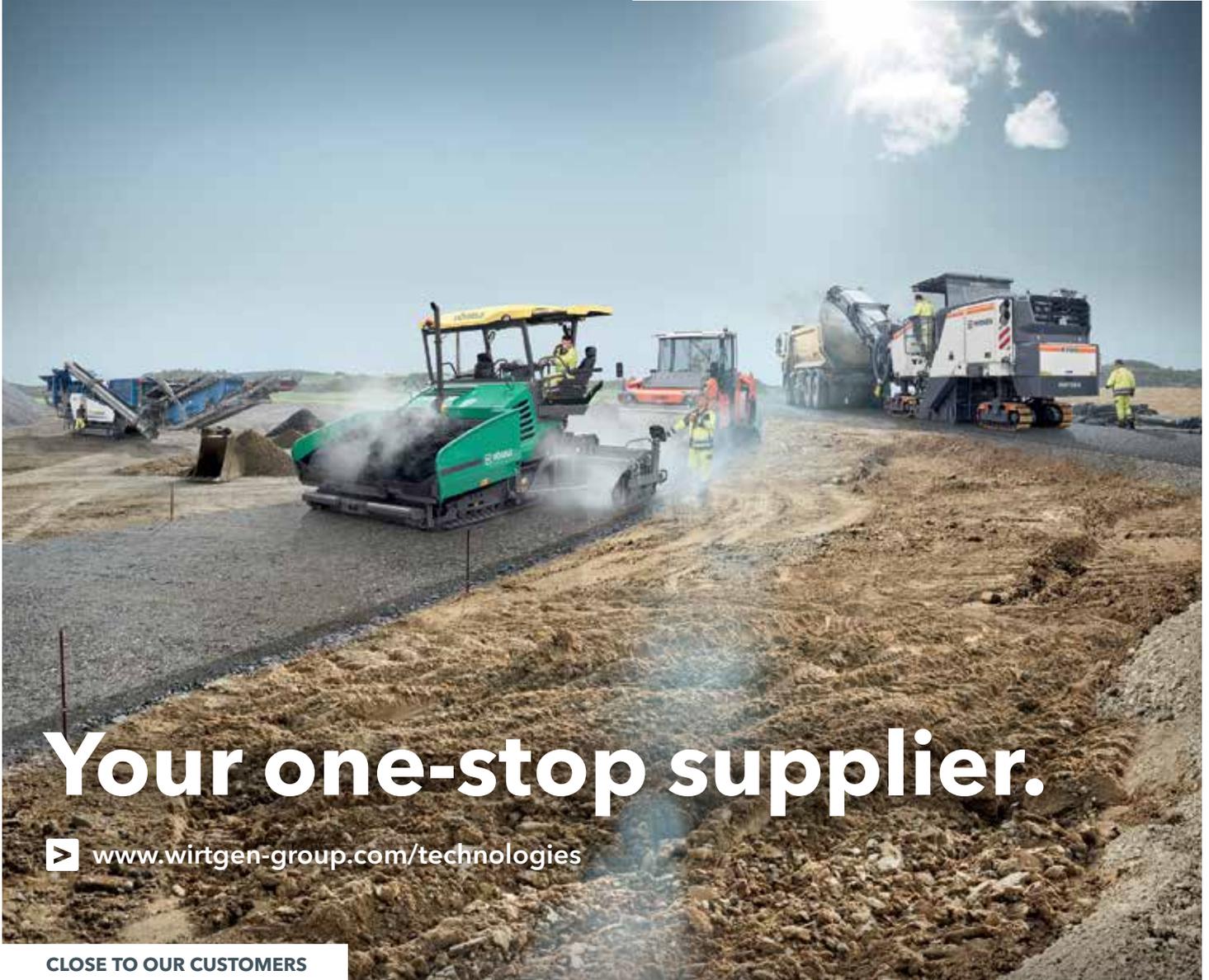
Opportunities for construction workers, truck drivers, architects, mechanical engineers and cybersecurity analysts, among others, are likely to increase. ■

Roads and bridges receive the largest amount of funding in the Infrastructure Investment and Jobs Act at \$110 billion, nearly \$40 billion of which is dedicated to bridges. Transportation safety is to receive \$11 billion.



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# BUSIEST TIME OF THE YEAR IS NEAR

## Make sure equipment and personnel are ready for maximum production

**D**uring the winter months, your machinery may have sat for a long period of time, or you may have kept working and just had routine services done during that time. Either way, it is vital to take steps to ensure your equipment is ready for the busy summer days that lie ahead.

### Don't wait

If you have any outstanding work orders or operator repair tickets, finish them as soon as possible. Thoroughly inspect machines a few weeks before the schedule really heats up, and if you find any issues, address them right away. Remember, larger items such as undercarriages take more time to repair, so inspecting them well ahead of time is vital.

Buckets, blades, cutting edges and ground engaging tools such as

teeth require attention, too. Make sure there are no cracks, chips or excessive wear that could affect safety and performance; replace if needed. Check that your attachment hoses and connectors are in good working order and ready for hydraulic fluids. Hook them up briefly, and run them to see if they are working properly.

### Prepare staff members

Make sure employees are aware of schedules, procedures, emergency protocols, and the dangers and signs of heat-related illnesses. Employees should also know how to report maintenance items, the functions of new machines, and how to use them to maximize production and efficiency. Plus, make sure they have all the necessary personal protective equipment and that it is in good condition.

### Stock up on parts

You should have an easily accessible store of basic maintenance items on hand such as grease, fluids, filters and belts. Having these on hand will save you from making frequent trips to the store, and decrease your overall downtime.

### Clean the machine

Have you heard the adage that a clean machine runs better? True or not, you should wash your equipment to remove any dust and/or dirt buildup from storage or from use during the winter months. Cleaning can help you spot potential issues. Remove any debris, including from the engine compartment. Look out for rodent and/or bird nests.

*Continued . . .*

**Thoroughly inspect your machinery before the busy construction season starts to ensure it is ready for maximum performance. Make sure everything is in working order and fluids are at their proper levels. Don't forget to check technology.**



# Replace damaged parts

... continued

Don't overlook the inside of the cabs — clean the glass, and dust the consoles and dashes. Replace missing or damaged safety decals.

## Charge batteries

If you stored batteries, be sure to check them. Before using them, ensure proper water acid levels and fill, if necessary. Batteries that were not charged during storage should be. Coating battery connections with

an anti-corrosion spray can prolong system life. Replace batteries if you believe there is any doubt about their safety or reliability.

## Check fluid levels

It is essential to keep fluids at proper levels. Make sure there is an operating and maintenance manual available in your machine year-round, and refer to it for guidance. Be sure to grease any points that require it.

As temperatures rise, you should switch to fluids that properly match the ambient temperatures. If the machine requires diesel exhaust fluid, draining it and refilling it with new fluids to maintain purity and concentration is highly recommended, regardless of if you used the machine during the cold winter months or not. Switch fuel to a summer blend such as No. 2 diesel, and drain the lines of any condensation.

## Pay attention to hoses and filters

If fluids are the lifeblood, hoses are the arteries that carry it. Check them for abrasions and leaks; replace immediately if any are found.

Cold can affect filters, so consider replacing them with new ones, including air filtration and air conditioner filters, so operators have a cleaner, more comfortable environment. Dust and contaminants affect filter performance, so keep a close eye on them, and change them as often as necessary.

## Don't overlook technology

Check the connections on your aftermarket GPS systems, as well as those that go with removable monitors. Turn the machine on, and test telematics systems to make sure you can monitor machines through your computer or smart devices. ■



During the busy season, your machinery and personnel work hard, so make sure both are ready ahead of time. Check your equipment's undercarriage, ground engaging tools, fluids, components and other critical items. Make sure staff members have all necessary personal protective equipment and that it is in good condition.



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# PERFECT PAIR

## Contractor reaches target elevation faster with new auto tilt bucket control that can follow unique design surfaces

**B**obby and Allen Tripp spent countless hours running drag lines and operating dozers for their uncle while growing up on their family's farm. In 1997, the brothers transitioned from farm work when they established their own company, Tripp Bros Inc., which has steadily grown into a turnkey site development operation.



**Bobby Tripp,**  
president



**Alan Yoder,**  
superintendent

excavator with the new auto tilt bucket control, our operators can build the pond to grade more accurately than they could with a person shooting grade or checking them with a rover."

### Maximum efficiency with iMC 2.0 with auto tilt bucket control

Bobby said that the new intelligent Machine Control (iMC) 2.0 technology on the PC210LCi-11, with the optional auto tilt IMU sensor, makes grading the ponds more efficient. By using Komatsu intelligent excavator auxiliary hydraulics, the auto tilt IMU sensor enables automatic control of the bucket/attachment angle to match the cutting edge of the surface. Like all iMC excavators, the full bucket profile protects against over-excavation — even when the machine is not facing directly toward the target surface. With iMC 2.0 and the IMU sensor, the full bucket edge stays on the surface and automatically returns the bucket to a horizontal position for unloading.

"The machine is set up to tilt the bucket on its own

and match a swale based on the design," explained Bobby. "We call it a 'one and done motion' because you don't have to go back and regrade the surface. The tilt bucket slopes, shapes and takes the pond to grade as you go."

"The auto tilt bucket control increases the machine's versatility and removes the need for an iMC dozer to check grade," added Alan Yoder, superintendent. "You're able to tilt the bucket instead of moving the machine to get the correct angle. Even our inexperienced operators find it easier to understand and control."

Bobby notes that the iMC 2.0 PC210LCi excavator improves Tripp Bros' efficiency contouring and crowning roads as well. "When we're undercutting a section of road, we can undercut the surface at a 2% fall and shape a crown in the road. The precision means we don't have to touch material twice. I haven't seen anything on another machine that compares to what this excavator can do." ■



Watch the video

Superintendent Alan Yoder excavates a storm retention pond using a Komatsu intelligent Machine Control (iMC) 2.0 PC210LCi-11 excavator with auto tilt bucket control. "The auto tilt bucket control increases the machine's versatility and removes the need for an iMC dozer to check grade," said Yoder. "You're able to tilt the bucket instead of moving the machine to get the correct angle."

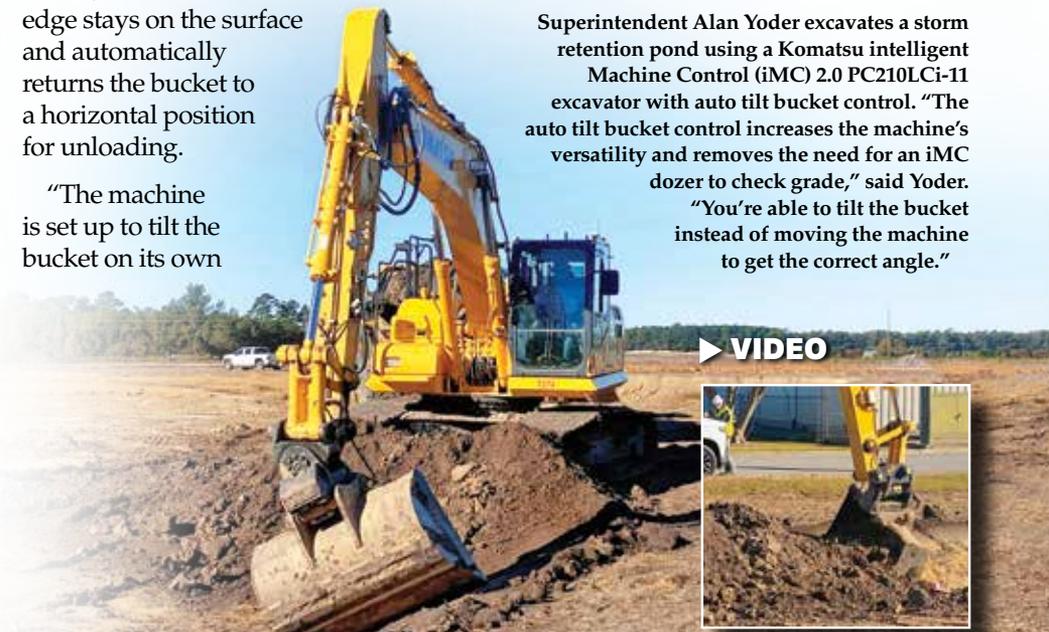
The firm's projects range from installing new construction infrastructure to resurfacing city and town streets. For maximum efficiency, the firm completes all aspects of a project in-house. To meet tightened grade tolerances and compensate for the declining number of experienced operators, the company has turned to GPS-equipped machines.

"The knowledge and skill lost from older operators leaving the industry — and with younger operators replacing them — GPS technology has become essential to our business," stated Bobby. "We rely on the technology to help our operators reach grade. Without our GPS-equipped machines, it would take us three times as long to complete the work."

At its residential jobs, which comprise 75% of the firm's current workload, creating as-built storm retention ponds is a challenge.

"The ponds are an environmentally conscious way to treat water before it's released from the site," noted Bobby. "Because each pond is unique, you can hardly dig them without diverting extra labor and equipment to keep it within tolerances."

Bobby continued, "We've found that with our Komatsu PC210LCi



▶ VIDEO

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# TRENDING NOW

## Technology is changing the construction landscape

**H**ave you ever been pulled over for speeding because a law enforcement officer “clocked” you over the limit? Did you know that the same technology used in the officer’s scanner helps build today’s construction sites?

“We use lidar (light detection and ranging) scanners on tripods or drones to shoot out about 1 million points of light per second. Whenever a laser touches something, its light bounces off the surface and back into the scanner,” explained Ken Smerz, CEO of Zelus, a firm that specializes in building information modeling (BIM) and virtual design and construction (VDC). In the article “Here’s how advances in technology are transforming construction industry,” Smerz continues, “It’s the same technology that police officers use to see if you’re driving too fast, but it’s just recently been used in the construction field.”

To gain efficiencies and increase productivity, while lowering owning and operating costs, construction companies across the world are adopting technology. Drones equipped with lidar (light detection and ranging) can fly over a site and collect data that can be used to build 3D models. Lidar is just one of many technologies trending in today’s construction industry.

Drones equipped with lidar can fly over a site and collect data that can be used to build 3D models. This fast and accurate way of surveying a site provides several benefits, according to Dustin Price, a licensed land surveyor and operations manager at Landpoint LLC. In his blog post “Lidar Inspections Improve Construction Safety,” Price points out lidar is beneficial because it:

- Delivers accurate surveys quickly at the beginning of a project
- Provides information for simulation and analysis when developing a project
- Identifies maintenance and repair requirements on the project as needed

### Tech strategy adoption

Lidar is just one of many technologies trending today in construction. To gain efficiency and increase productivity, companies across the world are adopting technology as they look to lower owning and operating costs.

An analysis and outlook by construction software company InEight Inc. found that 96% of respondents believe technology can

*Continued . . .*



*Editor's Note: This article is excerpted from a longer piece. To read it in its entirety for additional information about technology trends and how they are playing a role in today's and tomorrow's construction industry, visit <https://www.komatsu.com/blog/2022/technologies-changing-the-construction-landscape/>*



# Technology improves productivity

... continued

improve productivity, and 71% believe it's already improving the industry. Nearly 100% of contractors said they had a strategy that considered the adoption of technologies for data analytics, project management software, artificial intelligence and machine learning, among others.

According to a recent article, "Construction technology funding skyrockets to record levels" in ConstructionDive, U.S. construction technology investor funding reached a record \$2.1 billion in early October 2021 — more than a 100% increase from 2020.

While those are common to most in today's construction industry, there are other technologies gaining prominence that you might not currently be aware of, but will probably know in the future.

## BIM for collaboration

Owners, architects and contractors use BIM to collaborate on design

and construction at each phase of the project. According to Whole Building Design Guide (WBDG), which is managed by the National Institute of Building Sciences, BIM is a digital representation of physical and functional characteristics of a facility. It serves as a shared knowledge resource for information and provides a reliable basis for decisions during a project's life cycle.

Commonly listed advantages from experts who use BIM include improved communication and coordination, cost and resource savings, higher quality results, early identification of potential problems, and increased safety.

## Don't be intimidated

Adopting technology may seem intimidating, but it doesn't have to be with the right approach, according to Damon Haber, co-founder and chief revenue officer at Record360, which helps

businesses add the latest products to their operations.

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

Haber said there are some best practices for introducing technology: start small, set measurable goals and outcomes, and secure commitments from end-users.

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

Virtual reality (VR) and augmented reality (AR) headsets are being used throughout the construction industry for operator training. Until they gain some proficiency, these high-tech devices allow a wearer to mimic the movement of construction equipment without having to be on an actual job site.



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# MAKING THE GRADE

## Quick summary of Komatsu Smart Construction solutions

**K**omatsu does more than offer the most advanced integrated excavator and dozer in the market. It also offers a full suite of Smart Construction solutions to help increase efficiencies on the job site.

Here is a breakdown of some of Komatsu's Smart Construction offerings.

### Smart Construction Design

- Create accurate 3D models with assistance from Komatsu's full 3D design team and quickly update models when necessary.

### Smart Construction Remote

- Remotely send design data to machines or remotely support operators without traveling to the job site. Smart Construction

Remote is not limited to Komatsu intelligent Machine Control (iMC) equipment. It also has the capability to send files to any machine make or model equipped with TopCon or Trimble (4G cellular connectivity required).

### Smart Construction Drone

- Accurately map your job site in a fraction of the time required by a traditional survey. The Phantom 4 RTK is equipped with a 20-megapixel camera that takes pictures and video allowing you to gather large amounts of data in a short amount of time.

### Smart Construction Dashboard

- Quickly view current terrain data, make measurements,

track progress, and monitor your job sites to make near-real-time decisions.

### Smart Construction Field

- Track job site progress for individual tasks, track labor and equipment hours, and calculate itemized cost to see where money on the job site is being spent. Having this information allows customers to make quicker decisions and ensure projects stay on track.

All solutions are easily available to purchase online through your My Komatsu account. ■





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# PAVING CORNER

## VÖGELE RoadScan and WITOS Paving Docu systems ensure quality results, thorough digital documentation of the job's progress

In the world of asphalt paving today, the consensus goal for which we all strive continues to be quality. Consistency and best practices on the job are the surest way to achieve high-quality, long-life asphalt pavements. Some of our readers might not be aware that VÖGELE, as the industry leader in technology development and innovation, offers a temperature-measuring system with documentation that is a key tool in the quest for quality.

VÖGELE RoadScan and the WITOS Paving Docu system provide a precise real-time measurement of temperature, time and GPS location for the operator, as well as documentation that can be monitored and saved — even remotely. The systems are operator-friendly, fully integrated into the paver function, and can provide valuable job data — should the need arise in the future.

Consistent and accurate mat temperature measurements are critical to achieving good density, and the RoadScan system provides a real-time display on the operator's ErgoPlus 3 console and at the

operator's fingertips. The device will measure the entire paving width up to 10 meters, so there are no blind spots in the mat. The measuring unit itself is mounted high on the rear of the paver and is a simple "plug and play" process. Since it is an integral part of the paver, there is no loose wiring or junction boxes to contend with. RoadScan's high-precision GPS system provides exact position data for real-time use, which can be recorded on the WITOS Paving Docu system as a job record. There is a pyrometer mounted in the front part of the undercarriage that can provide other pre-paving measurements such as base and ambient temperatures.

The WITOS Paving Docu digital documentation system can be used in conjunction with RoadScan and provides the data discussed above to a smartphone on the job or a remote location as a QA/QC device. This precise data recording requires only

a Windows or Android operating system. In addition, the WITOS Paving Docu system can record data from the HAMM compactor HCQ system for compaction data storage as well.

When used together, the RoadScan and WITOS Paving Docu systems provide a powerful tool for the paving contractor to ensure quality results and a thorough digital documentation of the job's activity and progress. As always, our customers can depend on Kirby-Smith Machinery Inc.'s in-house team of paving and compaction experts for training and support to add value to their ownership experience. ■

VÖGELE RoadScan and the WITOS Paving Docu system provide a precise real-time measurement of temperature, time and GPS location for the operator, as well as documentation that can be monitored and saved — even remotely.





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# CRANE NEWS

## Updates to Grove TMS9000-2 truck-mounted crane include more power, faster setup and enhanced operator comfort

**M**anitowoc updated its 115-ton-capacity Grove TMS9000-2 truck-mounted crane with a new engine that increases its power output by 25 brake horsepower (bhp) and has given the model a series of design improvements that enhance operator comfort, reduce machine weight and speed up the setup process.

The TMS9000-2 now has a Cummins X12 engine, which increased horsepower to 475 bhp, while ensuring compliance with the latest on-highway emissions standards.

Additional improvements include modifications to the outriggers for faster and simpler job site setup. The rear outrigger box was raised about 5 inches to improve the departure angle to 18 degrees, while the front outrigger jacks have been raised 3.5 inches to improve ground clearance. This also makes sliding outrigger mats underneath easier. There is now an extra 3 inches of outrigger stroke, while the outrigger pad size increased from 20 inches to 24 inches.

“Our outrigger improvements can play a big part in making the crane more user-friendly and elevating the overall operating experience,” said JJ Grace, product manager for truck-mounted cranes at Manitowoc. “That was a

change made in response to customer suggestions and will serve to enhance their trust and confidence in our machines even further.”

### Lower GVW, same load charts

The Grove TMS9000-2 already had the lowest gross vehicle weight (GVW) in its class, and the updated model is now even lighter at 36.4 tons in the basic configuration. With a new carrier and engine, almost 1,000 pounds of excess weight has been trimmed.

The truck crane’s load charts remain unaffected thanks to the 36- to 169-foot six-section Megaform boom and its single telescopic cylinder with the fully hydraulic Twin-Lock pinning system. Manitowoc’s fully automated laser-welding process

leaves just one weld seam on the boom — rather than the previous three — for a higher quality, stronger and lighter design.

“After we launched the original TMS9000-2 in 2017, its high level of flexibility quickly won over a large and appreciative customer base,” Grace said. “Their use varies greatly from region to region, whether it’s in oil fields or HVAC installations, so we provided a wide range of packages to suit those different needs and markets. Now, with these new modifications — many of which only came about because of Manitowoc’s belief in, and enthusiasm for, the Voice of the Customer product development process — we have enhanced their appeal to a wider array of individual operators, too.” ■

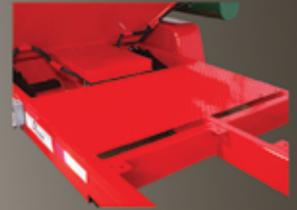


Updates give Grove’s new TMS9000-2 more brake horsepower and less gross vehicle weight. Additional improvements include modifications to the outriggers for faster and simpler job site setup.

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# SMART CONSTRUCTION REMOTE

New solution helps you support your machines from anywhere, saving you time and expense

**D**o you need to get data to your machines? Want to help your operators troubleshoot? If you have connectivity and Komatsu's Smart Construction Remote solution, you can do both from anywhere, optimizing your time and making workflows more efficient.



Mike Salyers,  
senior product  
manager, Komatsu  
Smart Construction  
solutions

With Smart Construction Remote, construction site managers can help operators troubleshoot issues in real time by viewing the same data they do. Managers can add new files without the time commitment of traditional methods, and transfer design files to multiple machines on-site with one click.

"In today's world, we live by emails, text messages and live chats to get things done quickly, and visualize what needs to be accomplished," said Mike Salyers, senior product manager, Komatsu Smart Construction solutions. "Smart Construction Remote gives you similar capabilities. It's like a live support system for the machine and its operator, allowing you and the operator to make necessary adjustments while making sure the machine has the current information needed to complete a job — without allocating valuable resources and hours to get the machine up and running."

Salyers added that Smart Construction Remote has the capabilities to connect to all types of machines, including Komatsu intelligent Machine Control (iMC) equipment, machines equipped with select Topcon aftermarket systems, and select Topcon data collectors utilizing Pocket 3D field software.

## Easy to get started

To get started using Smart Construction Remote:

- Visit Komatsu's My Komatsu webpage and login, or set up an account
- Navigate to the Smart Construction Marketplace (<https://smartconstruction.mykomatsu.komatsu/products>)
- Click on 'Smart Construction Remote' and add it to your shopping cart
- Input payment information when you're ready to check out

Once activated, click 'My Subscription.' When you open the application, the Smart Construction Remote screen will appear after logging in. Begin the activation process to add the machines you want connected to Smart Construction Remote. A red bell

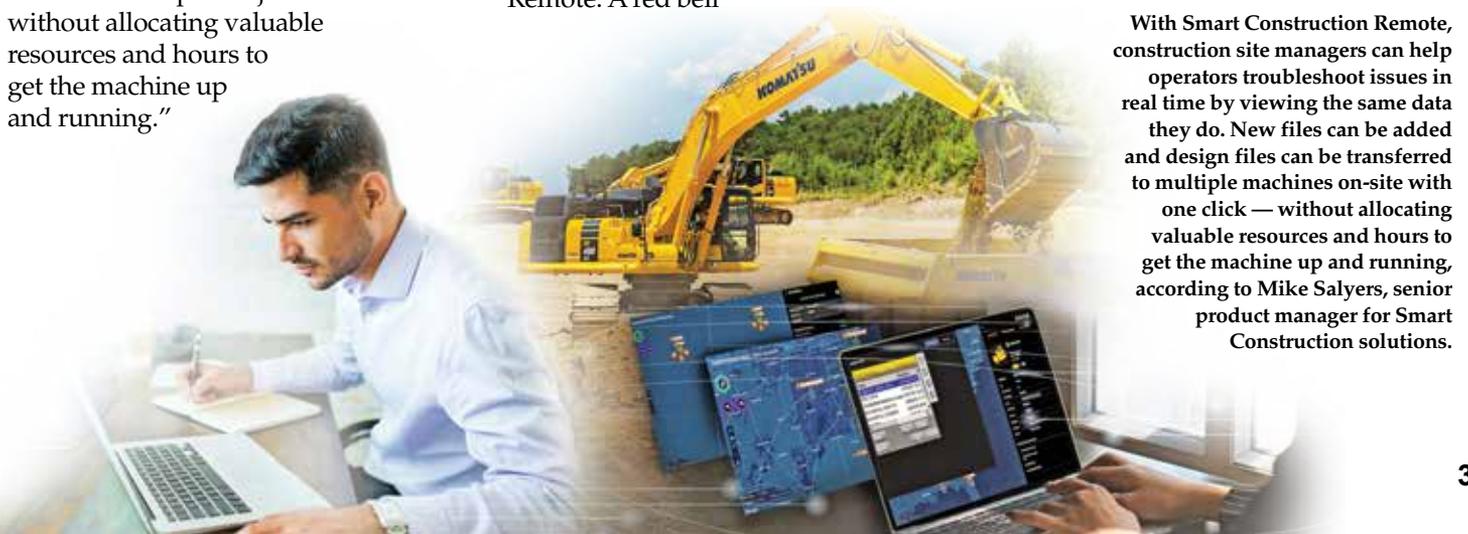
will appear on screen, and you can simply follow the prompts from there.

Once a machine has been activated, it can receive files and information remotely. Multiple files can be sent at one time and downloaded from the machine. If necessary, files can be deleted from the machine's control box.

If the operator needs assistance understanding if they are in the correct file or on the correct surface, or if there are issues that prevent them from working properly, Smart Construction Remote can be deployed, and managers can access the monitor and remotely correct machine settings or resolve issues.

"Smart Construction Remote's remote-control function is just like sitting in the cab of the machine, but in the comfort of your office, home or location," said Salyers. "A remote user can navigate the on-screen menus and make the necessary adjustment to the blade control's point of emphasis, surface offsets, dozing modes and many more. Smart Construction Remote can also be used as a training tool to show operators how they can perform desired operation by executing functions in front of them, so they can actually see what they need to do." ■

With Smart Construction Remote, construction site managers can help operators troubleshoot issues in real time by viewing the same data they do. New files can be added and design files can be transferred to multiple machines on-site with one click — without allocating valuable resources and hours to get the machine up and running, according to Mike Salyers, senior product manager for Smart Construction solutions.



# WORK SMARTER WITH TRACK TRUCKS

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*

TARRANT REGIONAL  
WATER DISTRICT



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- Digger Derrick/Pole Setter
- Aerial Lift



# A STEP TOWARDS AUTOMATION

## Remote job site management and operation are changing the construction industry landscape

Could one person control all the earthmoving on a job site from a remote location? While the idea may seem far-fetched, it's closer to reality than you think.

"The market sees this possibility evolving and coming to fruition at some point down the road," said Komatsu's Jason Anetsberger, director of customer solutions. "Mining has had autonomous trucks hauling billions of tons of materials for quite some time, which gives us an indication of what's possible."

Anetsberger added that remote operation, or teleoperation as it's often called, and autonomy on construction sites are "assets that customers continue to express interest in, especially considering the shortage of workers in the

construction industry. Having one or a few people controlling large numbers of machines from an off-site location has the potential to lower costs and increase safety."

To a degree, the construction industry has already been using remote operation. Several manufacturers offer remote-controlled equipment that allows operators to run machines from outside the cab. These have generally been used in highly sensitive and/or dangerous areas — such as cleaning up land mines or moving contaminated soils — but require operators to be on the site, albeit at a safe distance.

### Simulators as a prep tool

There are already tools that can help prepare operators for remote operation. Sophisticated training

simulators use virtual reality to bring the look and feel of a job site task to operators and potential operators — all without stepping a foot on-site.

During an educational session (Virtual Reality, Augmented Reality, and the Future of Work: Are You Ready for the New Realities?) at CONEXPO-CON/AGG in 2020, Jim Colvin, president and CEO of Serious Labs Inc. — which offers virtual reality training solutions — said simulators continue to gain popularity in construction. He said they are more effective than on-the-job training and a good way to build skills faster, and more safely.

"There are ways of training nowadays using VR (virtual reality)

*Continued . . .*

Remote control machines have been available for several years. Typically deployed in highly sensitive or dangerous environments, they are gaining prominence as production machines in construction applications.



# Technology lets project managers see productivity remotely

... continued

and AR (augmented reality) that are more engaging, immersive, interesting and effective than traditional training methods," Colvin said.

## Seeing projects from a distance right now

While the construction industry takes initial steps toward fully automating and teleoperating machines, projects can be managed remotely. In the past, project managers often had to drive from one location to the next, but now they can check on multiple sites from their office, vehicle or job site trailer.

Cell phones and computers ushered in the ability to

communicate faster between the office and field personnel, and smartphones are making it even easier with applications designed for timecard management, productivity tracking, job site management and planning, and more.

"There are a multitude of apps available that let project managers view the job site in real or near real time right now," said Bryce Satterly, Komatsu Smart Construction solutions manager. "With digital plans and satellites, they can view an intelligent machine's monitor and see exactly where it is on a site and its relation to the final elevations. It lets project managers see productivity remotely and

make adjustments faster. That can save time and money, and increase productivity."

According to Anetsberger and Satterly, virtually managing operations is a gateway to machine teleoperation and ultimately the autonomy of construction equipment.

"Virtual, or remote, machine management is a step in the right direction toward one day having fully remote or autonomous job sites," said Satterly. "Understanding how to use that information and apply it to equipment operation and overall job site management is invaluable. It could be a key factor in full autonomy and remote operation." ■

Simulators can help trainees understand how to operate machinery before they get in the actual cab and may also be a way to prepare for remote machine operation.



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Yoetzin Diaz,  
Komatsu Smart  
Construction  
solutions manager

visual, cross-sections and individual measurements. You can confirm if a pre-bid topographical map is correct, track job site progress in near real time, document site conditions as evidence for change orders, and quickly and easily measure stockpile quantities.

"The 'data layers' option allows you to upload any design and drone files," said Yoetzin Diaz, Komatsu Smart Construction solutions manager. "The measurement tab lets you create different measurements such as cut/fill, stockpile measurement and line measurements, including 2D cross

sections to investigate specific areas of the site.

"There is so much more you can do with Smart Construction Dashboard to manage job sites," she added. "We highly suggest setting up an account and contacting your distributor's sales or Smart Construction representative to help guide you so that you get the most from this solution."

To get started, you'll need a My Komatsu account; set it up online (<https://smartconstruction.mykomatsu.komatsu/products>) or through your distributor. Once you have a verified account, sign in, find Smart Construction Dashboard, purchase it and click 'My Subscriptions' to begin. ■

Smart Construction Dashboard lets you visualize a job site's progress at any time, from anywhere. With Smart Construction Dashboard, contractors get a 3D graphic visualization of all design, drone and machine data to measure cut/fill, quantities and productivity.



# IMPORTANCE OF INCLUSIVITY

## Diversity could be key to growing your business

Statistics show that a diverse staff could be key to growing your business. According to an analysis by The Wall Street Journal, the 20 most diverse S&P 500 companies generally performed better financially over five- and 10-year periods. The analysts created a diversity ranking based on ethnicity and age of employees, whether a company has a diversity and inclusion program, the percentage of women leaders, and the board's composition.

A May 2020 report from global management consulting firm McKinsey & Company titled "Diversity wins: How inclusion matters" concurs: "the business case for inclusion and diversity is stronger than ever... The most

diverse companies are now more likely than ever to outperform peers on profitability."

For instance, McKinsey & Company found that companies whose executive ranks were more than 30% female were more likely to outperform companies where the number of women executives ranged from 10%-30%. In the case of ethnic and cultural diversity, the top companies demonstrated similar success.

The McKinsey & Company report also noted two common threads for successful diversity leaders in top performing companies: a systematic approach and bold steps to strengthen inclusion. Fairness and transparency are important to ensure

the representation of diverse talent and enable equal opportunities.

That success extends to companies that are inclusive of LGBTQ and nonbinary persons. A Gallup survey released in early 2021 reported that those who identified as LGBTQ in the United States rose to 5.6%, up a percent since 2017.



*Editor's Note: This article is excerpted from a longer piece with additional information about diversity and how it could help alleviate the labor shortage in construction. To read the entire piece, visit <https://www.komatsu.com/blog/2022/diversity-could-be-key-to-growing-your-business/>*

Research by The Wall Street Journal analysts found that the 20 most diverse S&P 500 companies generally performed better financially over five- and 10-year periods. A McKinsey & Company report showed that the greater the representation, the higher the likelihood of outperformance.





Iris Farley, senior human resources director for Komatsu, said that the construction industry has close ties to the science, technology, engineering and math (STEM) fields that have been highly promoted as careers during the past several years. “Highlighting that construction and mining careers involve operating and working on technologically advanced equipment to gain interest is something we should be doing, as well as showing that you don’t have to be male to be in these fields,” said Farley.

The Human Rights Campaign (HRC) Foundation’s Corporate Equality Index 2021, a survey of leading companies and law firms, showed that the highest number of companies in the annual report’s 19-year history — 767 — received top scores for advancing LGBTQ policies. Organizations receiving a 100% score collectively employed over 13 million people.

“Our participating companies know that building an LGBTQ-inclusive workplace is not just the right thing to do — it is also the best business decision — allowing companies to attract, retain and engage top talent,” said HRC Foundation President Alphonso David.

### Multiple, diverse perspectives

An overall snapshot of the U.S. population shows it is evolving. According to the Centers for Disease Control and Prevention (CDC), one in four American adults has some type of disability, while the 2020 Census, which counted more than 330 million people, highlighted the changes in the U.S.

For the first time in history, the white population in the U.S. declined. The multiracial population, however, increased nearly four-fold — from 9 million in 2010 to nearly 34 million in 2020. People who checked “white” in combination

with another race grew by more than 300%, and Hispanic and Latino, Black, Asian and other minority populations increased as well.

A 2015 Census Bureau report projects that by 2044, the U.S. will no longer have a white majority. By that time, people of color will comprise more than 50% of the population. And while “the non-Hispanic white alone population is projected to remain the largest single group, no group will have a majority share of the total, and the United States will become a ‘plurality’ of racial and ethnic groups.” ■



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# FACES OF KIRBY-SMITH MACHINERY

## Kirby-Smith hires Cody Ward as director of strategy and corporate development

**K**irby-Smith Machinery Inc. (KSM) has hired Cody Ward to serve as its new director of strategy and corporate development. Ward will be tasked with the research and implementation of long-term growth strategies for the heavy equipment distributor.

“We had the good fortune to discover Cody through one of our manufacturing partners and are excited to add his talents to our company,” said Jeff Weller, chief operating officer for KSM. “With our sights set on further strategic growth, having someone with Cody’s skill set and direction will be invaluable. Cody has also proven to be a great fit for our culture, and we welcome him, his wife Amanda, and their girls Whitney and Addison to our family.”

Prior to joining KSM, Ward served as director of strategy and business

development for Tulsa Winch Group, where he was responsible for leading their long-range strategic planning process and managed their Greer-branded load moment indication business. He also brings extensive finance experience inside organizations of all sizes, including rapidly growing startups, private-equity-owned portfolio companies and Fortune 50 retail organizations.

Ward is excited for the opportunity to help KSM in its growth plans.

“I’m both excited and humbled by the opportunity to be a part of the incredible team at Kirby-Smith,” he said. “There is a wealth of talented professionals who call Kirby-Smith home, and I look forward to working with and learning from the many great people who work here. This business is well positioned to take advantage of future growth



Cody Ward, director of strategy and corporate development

opportunities, and I’m grateful to be able to support that endeavor as we continue to pursue both organic and inorganic growth strategies.” ■



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

## Survey: cyber threats topped list of business risks globally

**C**yber incidents were rated as the top threat to businesses, according to the 2022 Allianz Risk Barometer. The annual survey is based on 2,650 respondents around the world. In the U.S., business interruption ranked at the top of

the list. That category was second overall worldwide.

“Ransomware has become a big business for cybercriminals,” said Scott Sayce, global head of cyber at Allianz Global Corporate and Specialty SE, in a statement. “We will see more attacks

against technology supply chains and critical infrastructure.”

Natural catastrophes moved up to third on the list from sixth a year ago, followed by the pandemic, which dropped from second to fourth place. Changes in legislation ranked fifth. ■

## OSHA, MSHA adjust civil penalties for inflation

**C**ivil penalties for violations have been raised by the Occupational Safety and Health Administration (OSHA), Mine Safety and Health Administration (MSHA), and other Department of Labor agencies to adjust for inflation. Fines increased by 1.06%, according to a final rule published in January.

OSHA’s maximum penalty for repeated or willful violations is now \$145,027 — up from \$136,532. The minimum fine for a willful violation is \$10,360. The maximum fine for serious, other-than-serious, failure-to-correct, and posting-requirement violations rose from \$13,653 to \$14,502.

Failure-to-correct penalties are charged per day.

MSHA’s flagrant violation maximum penalty increased to \$291,234 from \$274,175. Yearly adjustment rates are determined by the Consumer Price Index for all Urban Consumers (CPI-U). ■

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# FACES OF KIRBY-SMITH MACHINERY

## Field service technician Jeff Joslin has seen machinery's evolution, enjoys that he gets to work on it every day

Jeff Joslin, a field service technician for Kirby-Smith Machinery Inc. (KSM), worked on his family's farm growing up and has seen firsthand how much equipment has changed over time.

"Dad had a dozer, and I learned to do maintenance and repairs on it," said Jeff. "The machine was from the 1980s, so there was really no diagnostic equipment like today. You could pretty much get by with a test light. It's come a long way."

Jeff said what started out as a chore turned into an enjoyable career. He went through a diesel technology program at Oklahoma State University Institute of Technology in Okmulgee to prepare for a career as a technician.

"The program was for another brand of equipment, and I worked for one of their dealers for seven years after graduating," Jeff recalled. "Most of my time was spent working on big machines in rock quarries, and I got familiar with Komatsu and Kirby-Smith Machinery. About four years ago, I made the switch."

Jeff said it was two people he used to work with — Product Support Representative Brian DeVore and Territory Manager Ron Allen — that convinced him to join the Kirby-Smith team. All three work out of the company's McAlester, Okla., location.

"They told me Kirby-Smith was an excellent place to work," Jeff said. "We kept talking, and they made me an offer. I'm really glad I made the move. There are quality people like Brian and Ron throughout the company. If I need something, I can pick up the phone and talk with management, and they are on it. I have talked to people at midnight and had some come out on their time off to lend a hand. What really stands

out is how well supported we are and how the company takes care of you."

### Still helping out on the farm

Jeff describes KSM as one big family, but he points out that he doesn't get to see his co-workers that often. "I'm in the field working on machines day in and day out. It's great for me because I have always loved being outdoors. Occasionally, I stop at the branch to pick up a part, but usually I know well ahead of time what I need, so I have it shipped directly to me or the site where I know I will be working.

"I could see myself doing this for another 10 years or so, then moving

into a different position — still with Kirby-Smith, of course," Jeff added. "I know the company will give me that opportunity when the time comes."

Jeff continues to help his own family, too. He lives close to where he grew up and still spends time on the weekend working on his dad's equipment. Jeff and his wife, Amy, love spending time with their two young sons — who Jeff says tell him they want to follow in his footsteps someday. He also enjoys hunting and fishing. ■



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

Jeff Joslin is a field service technician at KSM's McAlester, Okla., location. "I'm in the field working on machines day in and day out," said Jeff. "It's great for me because I have always loved being outdoors."





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# FACES OF KIRBY-SMITH MACHINERY

## Oklahoma City corporate receptionist Lisa Alonzo enjoys the camaraderie of co-workers

**L**isa Alonzo and her daughters are very close-knit, so when they decided to move to Oklahoma City, Lisa followed.

“My oldest daughter went to school here, and the girls wanted to relocate to the area,” Lisa recalled. “After a few months, I realized I wanted to be here, too. It was a great move.”

It wasn’t the first time Lisa moved from her home state of Kansas. After earning an associate degree in applied science with a major in criminal justice at Seward County Community College, she enlisted in the Army and was stationed in Alabama, Texas, then Georgia.

She spent four years on active duty as a 71G patient administration specialist. Following her service, she continued to work as a civil service employee at Martin Army Community Hospital in Fort Benning, Ga.

“I spent a total of 27 years in that line of work,” Lisa said. “When I moved to Oklahoma City, I worked for a local hospital, but I knew that I wanted out of the medical field, so I took another job. I passed by Kirby-Smith a lot. I looked online to see if it had any job openings. Fortunately, I was able to get hired as the corporate receptionist. It’s a great position for a people person. I get to chat with and assist the staff and customers who come into the store. Five and a half years later, I still love it.”

Lisa emphasized that Kirby-Smith Machinery Inc.’s (KSM) family atmosphere is one of the reasons the position is so enjoyable.

“Everyone is so friendly and genuinely cares about each other,” Lisa said. “I have developed some



**Lisa Alonzo,**  
corporate  
receptionist,  
Oklahoma City

great friendships. One by one, co-workers came up and introduced themselves the day I started. I knew immediately this was going to be a great place to work.”

### Volunteer work

Lisa and her co-workers have done volunteer work together, and Lisa has been helping with the Oklahoma City Memorial Marathon since 2015.

“It is very rewarding to see people of all age groups come past the finish line,” Lisa said. “As we thank and congratulate them for running, they are thanking us for volunteering. There is great satisfaction in giving back to the community, which is something that Kirby-Smith is excellent about.”

Additionally, Lisa has helped with breast cancer awareness walks and volunteers at her local church’s Sunday school, where she helps with the activities for the five-year-old children. She also enjoys crafting, especially making themed wreaths.

“I have made some for the store, as well as other crafts such as a vase with red, white and blue pebbles in honor of the 13 soldiers who recently lost their lives in Afghanistan,” Lisa noted. “I hope to continue to do this for a long time to come. I expect that for the next several years I will still be the first face you see at the reception desk.” ■



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

(L-R) Lisa Alonzo, the corporate receptionist for KSM's Oklahoma City branch, talks with Nancy Pinkerton, sale administrator. “Everyone is so friendly and genuinely cares about each other,” Lisa said. “I have developed some great friendships.”

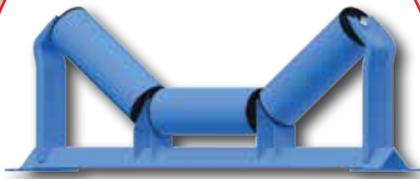


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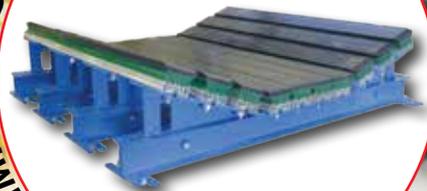
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# FACES OF KIRBY-SMITH MACHINERY

## Steven Nelson turns interest in equipment into a career as a technician at Kirby-Smith Machinery's Tulsa branch

Steven Nelson's love of big, yellow iron has made going to work at Kirby-Smith Machinery Inc.'s (KSM) Tulsa, Okla., branch every day for the last seven years enjoyable.

"I have always been interested in working on equipment; in fact, I did a program for diesel technology at Tulsa Tech while I was in high school," recalled Steven. "I was planning to go to college, but life put me somewhere else. I got into welding, pipefitting and building houses instead, and I learned to use cranes and excavators."

His experience, along with a strong work ethic from growing up around farming, proved to be valuable assets.

"Kirby-Smith reps told me that if I worked hard, there would be opportunities here," said Steven. "They were true to their word, and I ran with each one. I moved up to yard tech, and now into the position of rental technician. I give Kirby-Smith a lot of credit. They took a young guy who was pretty green with equipment maintenance and taught me to do things properly, building me into a technician."

### A first-day surprise

Before he started with KSM, Steven didn't know he would be working on big machinery.

"I got the wash tech job through a staffing agency. I figured it would be cleaning and degreasing drill presses. When I realized it was construction equipment, I was hooked. I wanted more hours, more responsibility. Fortunately, Kirby-Smith has given me those."

In his new position as a rental technician, Steven performs repairs and maintenance on rental units to



Steven Nelson,  
rental technician

ensure they are in proper working order before customers put them in the dirt.

"Obviously, my highest priority is taking care of any situation where a customer's machine is down, followed by prepping rental machines and doing ordinary repairs and maintenance to them. Everyone here works together really well, and we are all committed to helping each other, especially when it benefits customers. I really like that."

He added, "What I like best about what I do is that there's not really a bunch of repetitive stuff. Sure, the machines are all the same, but they've

always been out different places. One little quirky thing I like is seeing the earth that comes back on them, whether it be rocks, soil, landfill stuff. That kind of gets me to start thinking about where that machine's been, what that machine has helped, who it's helped."

Outside of work, Steven is a rattlesnake hunter. "I was looking for something that few others do. Instead of a gun, I hunt with a hook and tongs. I find it fun. I also do a little fishing, and my girlfriend and I are big into helping with our church." ■



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

Rental technician Steven Nelson greases a rental unit at KSM's Tulsa, Okla., branch. "What I like best about what I do is that there's not really a bunch of repetitive stuff," said Steven. "Sure, the machines are all the same, but they've always been out different places. One little quirky thing I like is seeing the earth that comes back on them, whether it be rocks, soil, landfill stuff. That kind of gets me to start thinking about where that machine's been, what that machine has helped, who it's helped."

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### ABILENE, TX

Gavin Cole, Sales Mgr.  
Todd Coffey, Territory Mgr.  
Kraig Gilliam, Rental Mgr.  
Brooke Keener, Parts Mgr.  
Cody Christopher, Product Support Sales Rep.  
Garrett Lindley, Rental Sales Rep.

### AMARILLO, TX

Chuck Thompson, Sales & Operations Mgr.  
Brady McAlister, Territory Mgr.  
Britt Stubblefield, Territory Mgr.  
Carlos Vega, Crushing & Screening Product Specialist  
Shane Westbrook, Rental Sales Rep.  
Joe Phillips, Product Support Sales Rep.  
Brian Straus, Parts Mgr.  
Jeffery Brown, Service Mgr.

### LUBBOCK, TX

Chuck Thompson, Sales & Operations Mgr.  
Brent Snapp, Territory Mgr.  
Jerrod Ellison, Territory Mgr.  
Rick Derr, International Sales Rep/  
Equipment Appraiser  
Drew Ritter, Rental Mgr.  
Tyler Briggs, Service Mgr.  
Victor Kotulek, Parts Mgr.

### ODESSA, TX

Randy Bailey, Sales and Operations Mgr.  
Kevin Demel, Territory Mgr.  
Matt Jackson, Territory Mgr.  
Mike Fuentes, Rental Mgr.  
Ed Caster, Service Mgr.  
Bruce Monroe, Parts Mgr.  
Billy Smith, Product Support Sales Rep.  
Shelby Whitley, Governmental Sales Rep.

### WACO, TX

Gavin Cole, Sales Mgr.  
Trey McNeel, Territory Mgr.  
Colton Watson, Wirtgen Product Specialist  
TJ Iannacone, Service Mgr.  
Clayton Willis, Parts Mgr.  
Eric Glenn, Rental Sales Rep.

### KANSAS CITY, KS

Paul Bell, Sales and Operations Mgr.  
Shawn Stevens, Territory Mgr.  
Jason Woods, Territory Mgr.  
Mark Tadlock, Product Support Sales Rep.  
Joel Thomason, Governmental Sales Rep.  
Shane Schartau, Crane Div. Account Mgr.  
Travis Shaver, Service Mgr.  
Kevin Ozeretney, Parts Mgr.

### ST. LOUIS, MO

Matt Nelson, Sales & Operations Mgr.  
Larry Kohler, Territory Manager  
Christopher Ware, Crane Div. Account Mgr.  
Tim Carothers, Service Mgr.

# INSIDER TIPS

## Get real-time insights straight from the field

Success of a job site comes down to a simple question: Did we hit our targets for the day? Tracking the costs of labor, machines and materials are the keys to answering, "Yes." With Smart Construction Field, you can say goodbye to pen and paper, and leverage a connected system to analyze your costs against your bid.

You can:

- Get more accurate job site data
- Easily track and analyze daily spending

- Track job site daily activity
- Make better business decisions

**Insider Tip:** "With Smart Construction Field you can quickly see if you are ahead, on schedule or behind to give you the ability to make faster decisions that affect production," said Bryce Satterly, Komatsu Smart Construction solutions manager. ■



Learn more about this and other Smart Construction solutions at <https://www.komatsu.com/en/site-optimization/smart-construction/#tab3>



## A smooth approach for better productivity

A new modulation clutch in the WA900-8 surface mining wheel loader enables the operator to perform smooth approaches when loading trucks. This feature can also help reduce shock when shuttling between forward and reverse, which is particularly beneficial in v-cycle applications.

Automatic dig, semi-automatic approach and dump systems can reduce fatigue and allow operators to focus more on the path of machine travel.

Throttle lock allows operators to set engine speed. When enabled,

auto-deceleration automatically decreases the engine speed to low idle when no operator inputs are applied to the controls and the transmission is in neutral.

All of those features can help improve your production and lower fuel consumption.

**Insider Tip:** "A high-lift configuration to pair with 150-ton trucks is available, as well as optional add-ons that include KomVision with radar object detection for a bird's-eye view of the machine and its surroundings," said Sebastian Witkowski, Komatsu product marketing manager. ■



See more productivity features of the WA900-8 at <https://www.komatsu.com/en/products/wheel-loaders/surface-mining-wheel-loaders/wa900-8/>



## New feature reduces operator fatigue

Want to reduce operator steering input by 80%? Tilt steering control on Komatsu intelligent Machine Control (iMC) 2.0 dozers maintains power to the tracks and automatically tilts the blade for straight travel during rough dozing.

Additional benefits include:

- Reduced operator fatigue
- Greater reduction in track slip

- No surface undercuts

**Insider Tip:** "Use tilt steering control during heavy cutting applications and when simple grading is off," said Ron Schwieters, Komatsu senior product manager, iMC and hardware. ■



Learn more about tilt steering control and other technological advances in iMC 2.0 dozers and Smart Construction solutions at <https://www.komatsu.com/en/site-optimization/smart-construction/#tab5>





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# USED EQUIPMENT

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## CRANES

Year/Make/Model	Stock #	Hrs.	Price
2015 GROVE GMK5275	GR15019	5,076	\$1,195,000
2007 GROVE GMK5120B	GR0738X	2,647	Call for Pricing
2005 GROVE GMK5120B	GR05488X	16,373	\$349,000
2001 GROVE GMK5120B	GR01294X	15,851	\$195,000
2004 GROVE GMK5240	GR04445X	n/a	\$585,000
2015 GROVE GHC130	GR15011	3,527	Call for Pricing

## EXCAVATORS

2014 KOMATSU PC138USLC-10	KM14175X	4,002	\$107,500
2017 KOMATSU PC138USLC-11	KM17143X	3,776	\$137,500
2017 KOMATSU PC138USLC-11	KM17099	3,687	\$133,500
2011 KOMATSU PC200LC-8 with drill	KM11901X	11,862	\$112,750
2014 KOMATSU PC210LC-10	KM14012M	5,899	\$79,500
2018 KOMATSU PC210LC-11	KM18633X	3,838	\$149,500
2018 KOMATSU PC240LC-11	KM18540M	1,546	\$182,500
2017 KOMATSU PC290LC-11	KM17411M	3,300	\$189,900
2017 KOMATSU PC360LC-11	KM17611X	4,450	\$189,000
2019 KOMATSU PC360LC-11	K191527M	3,018	\$228,500
2017 KOMATSU PC360LC-11	KM17584M	2,254	\$209,500
2019 KOMATSU PC360LCI-11	K191040X	3,129	\$269,500
2007 KOMATSU PC400LC-7E0	KM07928X	965	\$35,000
2008 KOMATSU PC800LC-8	KM08175U	14,701	\$215,000
2012 KOMATSU PC88MR-8	KM12603X	10,304	\$59,900
2012 KOMATSU PC490LC-10	KM12086X	6,652	\$149,500
2017 KOMATSU PC490LC-11	KM17685X	4,122	\$269,500
2017 CATERPILLAR 336FL	CT17010X	6,800	\$139,750
2017 DEERE 670GLC	JD17024X	10,943	\$250,000

## TRUCKS

2015 KOMATSU HM400-5	KM15268M	10,877	\$289,000
1997 CATERPILLAR 777D	CT97001X	36,600	\$156,350
2017 TERRAMAC RT-9	TM17030M	630	\$169,500

## CRUSHING & SCREENING

2015 KLEEMANN MR130 ZSI EVO2	KL15004U	4,210	\$465,000
2014 KLEEMANN MS19 Z	KL14004M	4,100	\$139,750
2017 KLEEMANN MR130 ZI EVO2	KL17014U	2,568	\$799,500

## MOTOR GRADERS

2008 KOMATSU GD655-3E0	KM08012M	6,351	\$99,750
2014 JOHN DEERE 770GP	JD14023X	1,382	\$225,000
2011 CATERPILLAR 140M VHP PLUS	CT11025X	5,764	\$154,350

## WHEEL LOADERS

Year/Make/Model	Stock #	Hrs.	Price
2017 KOMATSU WA380-8	KM1779U	5,267	\$150,000
2008 KOMATSU WA200-6	KM08021X	5,539	\$65,000
2016 KOMATSU WA320-8	KM16430X	9,913	\$77,300
2013 KOMATSU WA470-7	KM13843U	7,950	\$189,000
2011 KOMATSU WA500-6	KM11843X	13,910	\$110,000
2015 KOMATSU WA380-7	KM15378M	3,440	\$159,500
2019 KOMATSU WA380-8	K19920X	6,217	\$154,750
2014 CATERPILLAR 821F	CA14002X	9,013	\$73,000
2014 HYUNDAI 780-9A	ZZ14102X	4,448	\$103,000

## CRAWLER DOZERS

2017 KOMATSU D155AX-8	KM17627	2,167	\$459,500
2012 KOMATSU D375A-6	KM12476M	8,687	\$415,000
2008 KOMATSU D39EX-22	KM08934X	4,070	\$64,500
2014 KOMATSU D39PX-23	KM14199X	2,972	\$117,500
2017 KOMATSU D39PX-24	KM17308X	2,362	\$129,500
2018 KOMATSU D61PX-24	KM18894X	4,864	\$189,500
2017 KOMATSU D61EX-24	KM17951U	1,543	\$219,500
2018 KOMATSU D61PXI-24	KM18450X	4,100	\$299,750
2013 KOMATSU D65EX-17	K13002DX	8,052	\$115,000
2018 KOMATSU D65EX-18	KM18352X	3,744	\$199,500
2018 KOMATSU D65PX-18	K18662M	1,958	\$259,500
2017 KOMATSU D85EX-18	KM17443M	4,748	\$285,000
2017 KOMATSU D85EX-18	KM16519M	2,090	\$362,950
2018 CATERPILLAR D6TXW	CT18016X	8,690	\$193,000

## SKIDSTEERS

2017 TAKEUCHI TL10VR-2	TL17119M	716	\$55,000
2018 TAKEUCHI TL12R2	TL18155X	2,105	\$58,500
2015 JOHN DEERE 318E	JD17023X	736	\$325,000

## PAVING & COMPACTION

2014 LEEBOY 8510C	LB14006X	2,219	\$79,500
2017 HAMM H 12i P	HA17040M	1,801	\$120,750
2016 VÖGELE SUPER 2000-3i	VO16005U	1,815	\$469,500
2015 WIRTGEN WR 200 XLI	WR15003M	1,785	\$329,500
2015 WIRTGEN WR 200 XLI	WR15018	2,153	\$329,500
2015 ROSCO RA500	RS15007	215	\$207,500
2012 BOMAG BM2000/60	CONBM121021	2,700	\$159,500

## ROLLERS

2017 HAMM H12iP	HA17040M	1,801	\$120,750
2015 HAMM HD+ 140i VV HF	HA15001	4,118	\$79,400



2012 KOMATSU D375A-6, KM12476M, 8,687 hrs., \$415,000



2017 CATERPILLAR 336FL, CT17010X, 6,800 hrs., \$139,750



2018 KOMATSU PC210LC-11, KM18633X, 3,838 hrs., \$149,500



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



2015 WIRTGEN WR 200 XLI, WR15018, 2,153 hrs., \$329,500



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



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