



Connection

A publication for and about Kirby-Smith Machinery Inc. customers
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WILDCATTER SAND SERVICES LLC

Chance conversation leads to new mine, redi-mix operations for opportunity-driven contractors in Texas



Scott Sherman,
COO



KOMATSU



MESSAGE FROM THE PRESIDENT



John Arapidis

Dear Valued Customer:

As technology in the construction industry continues to expand, the benefits are becoming increasingly obvious — improved efficiency and production, cost savings, and increased safety. Want to train new operators on how to move dirt before they ever actually sit in a machine? There are now advanced training tools such as simulators that allow new employees to gain experience in a safe environment. Want to track your projects digitally, and reduce paper consumption? With technology, you can.

Komatsu has a suite of Smart Construction customer support solutions designed to help companies digitally transform their operations throughout every phase of a project. On page 37, you can read about Komatsu's new intelligent Machine Control (iMC) 2.0 technology, which introduces additional features such as auto tilt bucket control and bucket angle hold control on several mid- to large-sized construction excavators, including the PC290LCi-11, the PC360LCi-11 and the PC390LCi-11.

Most of the information needed to make important fleet management decisions is now available via Komtrax telematics, which can be accessed through a My Komatsu account. Komtrax data includes machine utilization, fuel consumption and idle time. Learn how to access this information and use it to your advantage on page 43.

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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WILDCATTER SAND SERVICES LLC

Chance conversation leads to new mine, redi-mix operations for opportunity-driven contractors in Texas

Success in business often comes from identifying opportunities and acting on them. That's been the case for Scott Sherman, who has helped build multiple companies — including Wildcatter Sand Services LLC.



Scott Sherman,
COO

"I started my career as a homebuilder, which I did for almost 15 years," Scott recalled. "During the course of that, I looked for ways to vertically integrate. Along the way, we started new companies with the idea that not only could they help with my work but develop relationships with outside customers too."

Recently, Wildcatter Sand Services added a Masaba wash plant with a 6-foot-by-20-foot twin-deck screen over a 36-inch fine material washer. "We are able to run the plant longer and with less maintenance compared to our old one," said Joel Ray Stringfellow, plant manager. "All we have done is tighten and replace screens. In the morning, we fire up the generator, and the plant runs all day. It handles up to 300 tons of 1-inch native rock a day."

The opportunity to form Wildcatter Sand Services came about two years ago. While visiting a friend, a neighbor came by and mentioned that a sand mine around Denison, Texas, was for sale.

"I asked if it was still available, and the neighbor confirmed with a realtor that it was," Scott said. "It was under contract when he called, but the contract was set to run out in a couple of days. We visited the mine the day it expired, which was on a Friday. By Tuesday, we had it under contract. That was September of 2020, and that was the start of Wildcatter Sand Services."

Scott is chief operating officer of the company, and his father, Skeet, is the CEO. Additional officers include Chief Financial Officer Angela Wilkins, Treasurer Paul Valdez and Director John O'Shea.

"We didn't have any experience running a mine but having a background in construction management and operations helped," said Scott. "When we see an opportunity, we go after it. We don't believe in letting grass grow under our feet. One of our core strengths is building teams, and we have a talented group that does that."

"We did have some concrete finishing for residential and commercial construction experience, so there was some familiarity with material supply," he added. "Once we acquired the mine, I spent a little over a year establishing new systems and processes."

The mine, known as Grayson County Sand & Gravel, is more than 260 acres and produces several items. Sand materials such as mason and concrete sand are its primary focus, but it also makes and carries several varieties of rock.

"We are one of the few mines along the Red River that has rock, so that's a big advantage for us," Scott pointed out. "Our largest customers are redi-mix plants. We service about a 65-mile area to the east, south and west of Denison."

Kirby-Smith's service makes a difference

To reduce maintenance costs and increase fuel efficiency, Scott obtained new equipment with the help of Kirby-Smith Machinery Inc. (KSM) Territory Manager Matt Probey.

"Matt and I sat down and talked about what I wanted to accomplish, and he and Kirby-Smith put

▶ VIDEO





▶ VIDEO

Wildcatter Sand Services loads Komatsu HM400-5 articulated haul trucks with a PC490LC-11 excavator at its Grayson County Sand & Gravel mine near Denison, Texas. "We put our machines through some rigorous challenges, and Komatsu holds up to the tests," said Scott Sherman, COO. "Most importantly, our operators are happy with Komatsu equipment, so they are more productive. It's comfortable, responsive and durable without giving us any major issues."

together a package that would make it happen," Scott said. "The combination of new Komatsu equipment and Kirby-Smith's attentiveness to service and support made a great difference. They have an impeccable team that's mindful of customer needs. Whatever we need, Kirby-Smith will figure out how to make it happen, and we have found that to be something that's pretty rare these days."

Plant Manager Joel Ray Stringfellow said KSM's knowledge and service led to Wildcatter Sand Services' acquisition of an electric-driven Masaba wash plant with a 6-foot-by-20-foot twin-deck screen over a 36-inch fine material washer that has further increased

efficiency and lowered fuel costs.

"We are able to run the plant longer and with less maintenance compared to our old one," said Joel Ray, who noted that Wildcatter Sand Services also added a Masaba feeder and conveyor. "All we have done is tighten and replace screens. In the morning, we fire up the generator, and the plant runs all day. It handles up to 300 tons of 1-inch native rock a day."

Wildcatter Sand Services' fleet of Komatsu equipment includes a PC490LC-11 excavator that is used



Joel Ray Stringfellow,
plant manager

to load several HM400-5 haul trucks in the pit. The trucks transport the raw material to the staging area of the plant. Operators then use WA470-8 wheel loaders to feed the wash plant and load smaller trucks, and they load larger trucks with a WA500-8 wheel loader.

"We have tried several major brands of equipment through various businesses over the years,



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Continued . . .

'Our operators are happy with Komatsu equipment'

... continued

and I would say that Komatsu is by far at the top of the list," Scott said. "We put our machines through some rigorous challenges, and Komatsu holds up to the tests.

Most importantly, our operators are happy with Komatsu equipment, so they are more productive. It's comfortable, responsive and durable without giving us any major issues."

Plus, Joel Ray tracks the equipment with Komtrax through My Komatsu.

"It gives us a picture of usage versus idle time, and that's maximized production because we were able to see how high our idle time was, address that with our staff and lower it. It's a great fleet management tool."

Ongoing expansion planned

Wildcatter Sand Services has already built on the success of the Grayson County Sand & Gravel operation. It will soon begin operations at a second mine in Chico, Texas. Last year, it opened redi-mix facilities in Gunter and Saginaw.

"Our goal for this year was to add another redi-mix location, if not two," said Scott. "Long term, we are looking for aggressive growth and to increase our presence in the Dallas-Fort Worth metroplex by adding strategically located redi-mix facilities and aggregate operations. We could potentially double in size during the next two years." ■



Wildcatter Sand Services' Joel Ray Stringfellow (left) and KSM Territory Manager Matt Probey look at Komtrax telematics data on Wildcatter Sand Services' Komatsu machines through the My Komatsu mobile application. "Matt and Kirby are great to work with," said Joel Ray. "They worked with us to get the right equipment and back it with excellent service."

An operator loads a truck with a Komatsu WA500-8. "We have trucks of varying sizes come in, and the WA500-8 is perfect for loading the larger ones. It's highly productive," said Joel Ray Stringfellow, plant manager.





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BONTKE BROTHERS CONSTRUCTION

Diversification and adaptability build success for nearly century-old, Abilene-based contractor

Adapting to the marketplace is often an essential element of surviving nearly 100 years in the construction industry. That's been a hallmark of Bontke Brothers Construction Company Inc. since 1924 when the original owners and brothers A.T.,

John and August Bontke founded the company in Abilene, Texas.

Now, A.T.'s grandsons, brothers Kenny and Mickey Bontke, oversee Bontke Brothers Construction as president and vice president respectively. The company was

previously run by their father, Eugene, as well as their uncle John and aunt Pauline.

In its earliest days, Bontke Brothers Construction focused on crushing and material supply for the Abilene area. By 1930, it had 65 employees and two crushers. Over the course of 97 years, the company grew alongside Abilene and transitioned into paving and full site construction, which involves everything from stripping to finish grading, including utility installation. Additionally, the company now recycles concrete and uses the resulting product as base material.

"Whatever the times have called for, we have made it work," said Mickey. "Offering such a large scope of work, including asphalt and concrete paving, has given us the ability to do that. If one sector or market is down, we can easily move into another and basically maintain a consistent volume of work."

The shift that Bontke Brothers Construction made during the Great Recession of 2007-2009 illustrates Mickey's point.

"Our emphasis was primarily TxDOT (Texas Department of Transportation) — which is kind of ironic, because our offices are located in a former TxDOT building in Abilene — and municipality work," Kenny recalled. "That slowed down considerably, so we diversified and turned our attention to commercial and banks, schools, and other projects. During the last few years, there has been a lot more TxDOT work because the state made a significant investment in infrastructure, so we have ramped back up there."

Generational projects

With about 60 people among multiple crews, Bontke Brothers



(L-R) Brothers Kenny and Mickey Bontke are third-generation owners of Bontke Brothers Construction Company Inc. The highly diverse firm provides a wide range of earthwork and paving services to the Abilene, Texas, area.

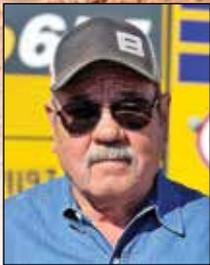


Supervisor Liz Bontke mills a street with a WIRTGEN W 200 i. "I started out operating the bottom of the machine, then moved to the top," said Liz. "The top took about a day or so to learn. Production depends on several factors, but we can mill fairly quickly in most applications. It's a great machine."

▶ VIDEO



COMPANY INC.



▶ VIDEO

Operator Felix Gonzales blades down a road with a Komatsu GD655 motor grader equipped with a Topcon GPS system. "The grader is a little heavier than the previous one I ran, and that's made a great deal of difference because I don't spin out as much," said Felix. "The GPS system helps get to grade faster. It's got power, good traction, and it's comfortable."

Construction typically has 10 to 15 projects in the works at any one time. The company usually stays within a 90-mile radius of Abilene.

"We general contract, and we sub our services out to other contractors, depending on the type and size of the job," said Mickey. "Nearly everything we do is low bid — whether it's a commercial or residential subdivision site we are prepping for a developer, or a highway or street project for the state or municipality."

Recent undertakings include reconstruction work on Butternut Street in Abilene. As the general contractor, Bontke Brothers Construction completed full-depth repair on some of it, mill and overlay on other sections, and added concrete drainage structures throughout. The previous generation of Bontkes rebuilt the same roadway about 50 years ago, changing the street from brick to a paved surface.

"We have done several jobs over the years on sites that our dad, uncles and grandfather had been a part of," said Kenny. "It's fun to drive around Abilene and some of the other places we work in and see the legacy that's been built."

Adding the right equipment

As the Bontkes grew their sitework services list, they added the necessary equipment with the help of Kirby-Smith Machinery Inc. (KSM) Territory Manager Todd Coffey and Product Support Sales Representative (PSSR) Cody Christopher.

"Kirby-Smith, Todd and Cody are great about determining what the right machines are for our needs, then backing them up with quick service when needed," said Kenny. "We have a long relationship. Over the years, we have purchased and rented a lot of machinery from them — Komatsu loaders and a new GD655 motor grader, SkyTrak telehandlers, and HAMM rollers — as well as turned to

them for service. They go above and beyond to keep us up and running."

Bontke Brothers Construction utilizes the GD655 equipped with a Topcon GPS system for rough and finish grading. The company uses the Komatsu WA270-8 and WA380-8 wheel loaders for a variety of work.

"The visibility in the Komatsu equipment is outstanding, so our operators really like that and are more productive," said Kenny. "The motor grader is consistently smooth at all speeds. It's been a great addition to the fleet. We match the loader to the task; the bigger WA380 is mainly for truck loading because it allows us to do that faster. The WA270 is primarily used on smaller sites such as parking lots or when we're working in tighter spaces."



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Continued . . .

'More environmentally friendly' with W 200 i

... continued

About two years ago, Kenny and Mickey decided that it would be beneficial for Bontke Brothers Construction to do its own milling.

"We knew we wanted a WIRTGEN mill because the contractors we had subbed milling to almost exclusively used WIRTGEN," said Kenny. "Our discussions with Todd and Cody focused on what was the right size to be most effective because our aim was to create greater efficiency and better control scheduling. Together,

we determined that a W 200 i would be the best fit."

Bontke Brothers Construction uses the W 200 i for multiple tasks.

"It saves time and expense on full-depth repair projects because you can set it to the depth you want, and the machine will precisely cut to that," said Mickey. "We don't have to excavate with a loader, then use a dozer to get to grade. We have used it to cut up to 10 inches without any issues.

"We are using it to do things we had never thought of before, such as cutting base in a subdivision, as well as on patching jobs in parking lots," Mickey added. "Its size allows us to cover a wide range of applications. Another great advantage is that it's increased our recycling efforts because we are reusing more asphalt millings, so we're more environmentally friendly."

Looking forward to the future

The Bontkes believe that staying diversified will remain essential to long-term success as they look forward to reaching Bontke Brothers Construction's 100th anniversary in 2024 and welcoming a new generation to the business. Mickey's daughter Liz has already joined the firm and operates equipment.

"It's definitely enjoyable and rewarding carrying on the family tradition," Kenny said. "You don't see many businesses last this long, and we think that being able to do a wide range of projects and providing quality work will drive us forward." ■



(L-R) Kenny and Mickey Bontke talk with KSM Territory Manager Todd Coffey and KSM PSSR Cody Christopher at Bontke Brothers Construction's office in Abilene, Texas.

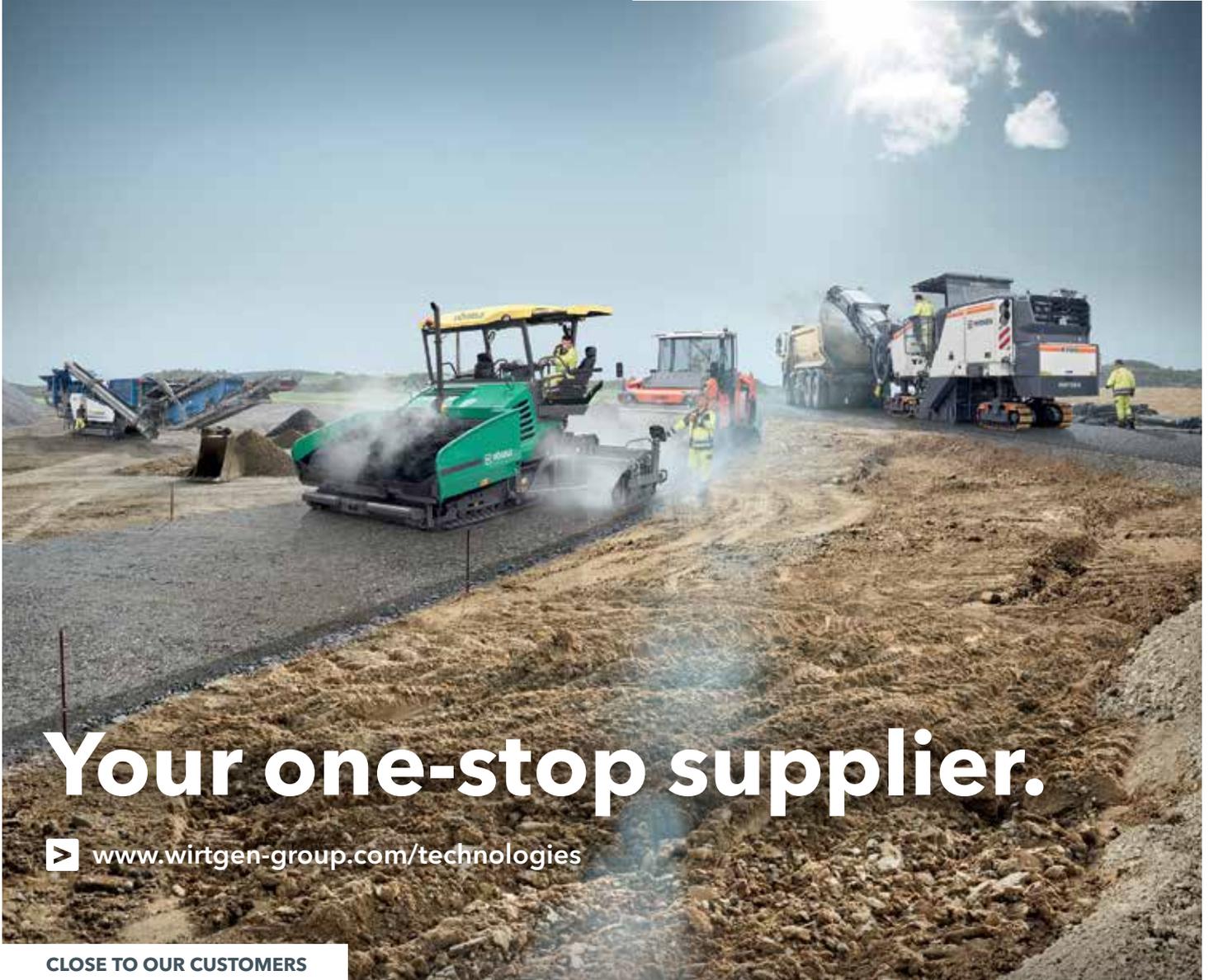


Operator Dan Torrez loads a truck with a Komatsu WA380-8 on a street project in Abilene, Texas. "It's a smooth loader with good production," said Dan. "We get versatility because I can use it to dig and put forks on to move pipe."



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NEW FACILITY

Kirby-Smith Machinery introduces new, larger Lubbock branch designed to better serve West Texas customers

Kirby-Smith Machinery Inc. (KSM) hosted customers at its new Lubbock, Texas, location during an appreciation event. Customers were able to see the 24,000-square-foot facility that features a large equipment yard, an eight-bay service area, a wash bay and a 3,800-square-foot parts warehouse.

“The fruition of this was a lot of years in the making,” said Chuck Thompson, Lubbock-Amarillo sales and operations manager. “It greatly increased our support capabilities because we moved from a location with limited space that only had two service bays. Our staff in this market grew from seven to 21. This new branch was designed and built to be the hub of West Texas to where we have parts availability not only for Lubbock, but to help with the



Chuck Thompson,
Lubbock-Amarillo
sales and operations
manager

Amarillo, Odessa and Abilene markets as well.”

At the event, KSM gave out gifts and provided a catered lunch. In addition to being able to check out the new building, customers could

see equipment, win prizes, and talk with manufacturer representatives and KSM personnel, such as Director of Construction Technology Rebecca McNatt.

“We provide some great support options such as Komatsu’s Smart Construction solutions that help with job site management and tracking, and we wanted customers to see those as well as the intelligent Machine Control (iMC) products that are proven to save time and costs,” commented McNatt. “There



John Arapidis,
president and CEO

are several customers in West Texas that are already using iMC machines, and we have a large rental fleet for those customers who may want to use one or more on a short-term basis. It’s the future of equipment and can get new operators up and running like experienced ones faster than ever before.”

Komatsu’s Justin Sailer, regional sales manager for the west region, added, “We were the first to bring integrated machine control to the market, and we have continued to build on that with new machines and solutions. Kirby-Smith is a great source of information to help customers choose which ones best meet their needs.”

“A lot of people know us as a manufacturer of earthmoving equipment,” said Chris Faulhaber, senior product manager with Komatsu. “An event like this gives us the opportunity to show what else we can do to help customers increase productivity and potentially reduce costs with our Smart Construction solutions. Kirby-Smith does a great job of highlighting all we offer.”

Choosing the right machines

National Crane Vice President Mike Heinrich noted that KSM’s expertise helps customers choose the right crane model for their needs.

“Kirby-Smith has been a great partner for Manitowoc and National Crane for decades,” said Heinrich. “National has been prominent in West Texas for many years, especially in the energy market for infrastructure support. We have cranes from 8 to 60 tons, so they fit other applications such as construction as well. Kirby-Smith has them available for purchase or to rent.”

Attendees check out a Takeuchi compact track loader in the equipment area of the new Lubbock branch.





► VIDEO

Kirby-Smith Machinery's new 24,000-square-foot Lubbock, Texas, facility features a large equipment yard, an eight-bay service area, a wash bay and a 3,800-square-foot parts warehouse. "This new branch was designed and built to be the hub of West Texas to where we have parts availability not only for Lubbock, but to help with the Amarillo, Odessa and Abilene markets as well," said Chuck Thompson, Lubbock-Amarillo sales and operations manager.

Chris Keys, central region sales manager for Terramac, said Kirby-Smith is one of its top dealers. Terramac has five crawler carrier models, including two with beds that rotate a full 360 degrees.

"The crawler carrier industry was originally kind of focused around pipeline, but that's since changed," said Keys. "We have seen growth in the utility market, power line transmission distribution, solar and others. Our machines are ideal for areas that require low ground pressure. They are highly customizable, and Kirby-Smith does a great job of helping customers choose the right unit."



National Crane's Mike Heinrich (second from right) presents the grand prize to John Houston (second from left) of Houston's Tower Service with the assistance of KSM's John Arterberry (right) and Rickey Bailey (left).



Attendees enjoy a catered barbeque lunch.



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Continued ...

'This new facility shows our commitment to customers'

... continued

Supporting a wide range of industries

Takeuchi Manufacturing Product Manager Sam Schneider talked with customers about Takeuchi's compact track loaders and excavators, including the TL12V2 and TB240 on display at the event.

"Our excavators range from 1.6 to 17 tons and the loaders from 7,000



(L-R) Mike Ivey, Victor Nunez and Garon Mayhall with Lubbock Power & Light stop by to check out the equipment.



Devin Lewis (left) and Henry Trevino with XCEL Energy eat lunch during the customer appreciation event.



Adrian Saldana (left) and David Ardoin with Quick Stripe Paving Inc. check in before heading to the shop for lunch and to talk with Kirby-Smith and manufacturer representatives.

to 13,000 pounds," said Schneider. "We were the first in the industry to produce a 360-degree slew excavator, and Kirby-Smith knows how to match the machines to customer needs and fully support them with service and parts."

Boyd Milby, market development specialist with WIRTGEN, said the WIRTGEN GROUP lineup of WIRTGEN mills and reclaimers/stabilizers, HAMM rollers, VÖGELE pavers, and KLEEMANN crushers have broad applications in West Texas.

"There are a variety of industries out here, and we cover them all — from paving to earthwork to crushing," said Milby. "Having a strong dealer like Kirby-Smith, who has specialists that know which

machines are the most effective for maximum production and efficiency, is a real advantage for customers. KSM is consistently one of our top dealers, and we couldn't be prouder to work with them."

"Our customer base is very diverse in this area," KSM President and CEO John Arapidis emphasized. "Oil and gas remain big, and we have always provided strong support to those customers. In addition, this facility expands upon our capabilities to help those in the paving, construction, crane and other industries. This new facility shows our commitment to customers in the Lubbock area. We have some outstanding manufacturing partners that provide great support to us and our customers." ■



(L-R) Attendees include Kevin Flores, Erica Stone, Angela Hammond and Guy Kinman with Allen Butler Construction Inc.



A group from Utility Contractors of America wait for lunch to be served.



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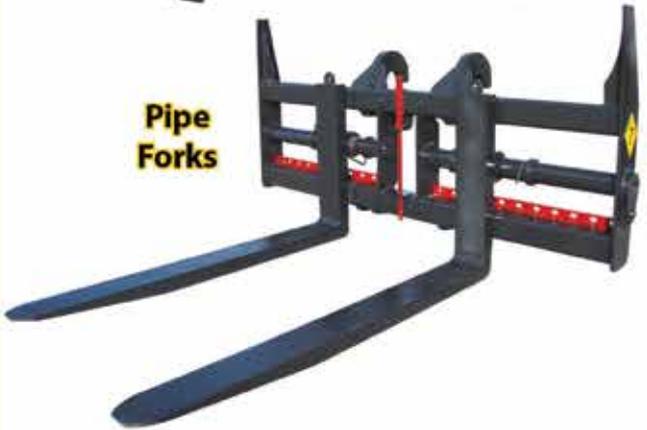
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CONNECTED CONSTRUCTION

From time, fuel and maintenance savings to less paper, job site connectivity provides profit potential

Why is job site connectivity such an important consideration for your construction business? Because technologies that support connectivity facilitate better and faster communication between your field personnel and those in the office.

“The potential cost savings of connectivity are quite large,” said Komatsu’s Jason Anetsberger, director of customer solutions. “With connectivity comes the ability to digitally send files, pull data directly from machines without driving to the site and more. The old saying that ‘time is money’ really applies because connectivity saves both.”

Here are six reasons job site connectivity could potentially pay off for you.

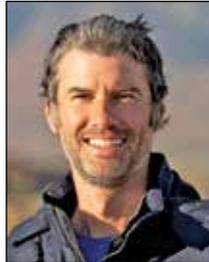
1. Faster responses and adjustments

Few things are worse for project managers than finding out their job site is behind schedule. In the past, they relied on field personnel to phone in daily or weekly load counts, amounts of material moved and other critical information. However, by the time they received such information, the project could be losing money.

2. Less paper

Historically, superintendents, foremen and other field personnel would take a set — or multiple sets — of plans to the job site, while another set would be in the office. Today, digital plans are more the norm. With a connected job site, plan changes can be sent directly to a tablet, smartphone or a machine.

Paper timecards can also be virtually eliminated. With a connected job site, field personnel electronically



Jason Anetsberger,
director of customer
solutions, Komatsu

log and send hours via email or with several timecard apps available through smartphones and other devices. A bonus is that this is done in near-real or real time, so your office staff doesn’t have to wait for timecards to be turned in and spend hours going through them.

3. Time and fuel savings

In the old days, if there was a change in plans, it meant a trip to the job site. Depending on how far away the job site was, that could mean hours in a vehicle and burning several gallons of gas or diesel. When you can transfer files electronically, there is no need to drive to the job site.

4. Reduced equipment service, maintenance and repair costs

A connected job site gives fleet managers the ability to track machine hours more closely than ever. Hours can be accessed directly from the machine, which lessens the potential for going past scheduled service intervals. Missing scheduled service can be potentially problematic and lead to costly catastrophic failures that take big bites out of the bottom line.

A clear, up-to-date picture of machinery’s current hours and a better ability to track them lets fleet managers be proactive about scheduling service, maintenance and repairs, and ensures needed parts and fluids are on hand ahead of time. Fleet managers can take equipment

Continued . . .

Job site connectivity allows field personnel to send information such as load counts, amounts of dirt moved, hours worked and more directly to the office, which reduces paper costs. Project managers can save travel time and fuel by sending design changes directly to connected machines and on-site personnel.



Job site connectivity can increase production, safety

... continued

out of service at times when it is not needed or after hours to limit downtime, stay productive and increase profitability.

5. Maximized manpower

Intelligent machines have a modem that connects to the cloud via cellular, according to Anetsberger. As they track around the job site, they are essentially functioning as a high-precision GPS rover that allows you to record as-built data and show progress from afar.

“It virtually eliminates the need for a grade checker, so that person can be utilized somewhere else in a more productive manner such as installing pipe,” Anetsberger continued. “Project managers have almost immediate information about where a machine is in relation to target elevation, and they don’t have to wait for someone to phone in or drop off that information. With no guesswork, they can send personnel to perform other tasks sooner.”

Intelligent machines have a modem that connects to the cloud via cellular. As they track around the job site, they are essentially functioning as a high-precision GPS rover that allows you to record as-built data and show progress from afar, virtually eliminating the need for a grade checker who could be used for a more profitable task.

6. Increased safety = lower premiums

Connectivity goes much further than linking the office and the job site. Connectivity is also available through wearable technology. Smart helmets and safety vests that have enabled tracking and remote communication capabilities can help keep your workers safer. Smart work boots with sensors can automatically alert others if workers enter an area that has been designated as unsafe.

Safety is always a top priority for any job site, and prioritizing safety may also have side benefits including the reduction of potential costs associated with accidents. A better safety record can also lead to more work, as many entities — including governmental projects — take safety records into account when awarding contracts.

An additional advantage is that a positive safety record could also lower your insurance premiums.

“When determining your premiums, insurance companies consider the likelihood that they’ll have to pay out a claim on your behalf. If the risk is lower than normal, you’ll pay a lower premium and vice versa,” according to Safety Management Group, a privately held safety management company.

“If you have a smartphone, you may have already made the most significant investment in hardware that you need to become connected,” added Anetsberger, who also noted that if you have an intelligent machine, you already have the hardware you need to be digitally connected on the job site. “You don’t have to invest in huge infrastructure. You just have to be willing to take the first step and identify a solution that will begin to transform your operations.”

Anetsberger concluded, “The first step can be tough, but more than likely, it will pay off.” ■



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MAKING THE GRADE

Let's talk teamwork!

With Komatsu Smart Construction and intelligent Machine Control (iMC) equipment, Kirby-Smith Machinery Inc. (KSM) is proud to offer customers the best fully integrated grade control machines on the market. This incredible technology is supported by our expert team of iMC grade control specialists/Smart Construction consultants who work with customers in the field to ensure best practices and recommend solutions to optimize job site performance.

Meet the KSM iMC/Smart Construction team

Eddie Garcia and Austin Briner work together to support the DFW (Dallas-Fort Worth) metroplex and our Waco, Texas, branch. This year, Eddie will be celebrating his 10th anniversary with KSM. He has spent the last five years



Rebecca McNatt,
director of construction
technology,
KSM

in the field training and supporting our customers on Komatsu's iMC product line and has played a key role in growing KSM's iMC/Smart Construction Division. We refer to him as our "Team Captain."

Austin Briner joined the iMC/Smart Construction team in 2021. His previous 10 years of heavy equipment operation and job site supervision roles have given him the knowledge to confidently work with experienced and novice customers utilizing grade control technology.

KSM's newest addition to the team, Isaac Rangel, offers full support of our West Texas branches. Like Austin, Isaac also spent the last 10 years in the field as an operator and job site supervisor. His understanding and experience operating Komatsu's iMC equipment has given him the knowledge to train customers on the many benefits and features of

the product line. We look forward to growing Komatsu's iMC machine population in our West Texas territory with Isaac on board!

Keith Graham and Robert Rodriguez support KSM's Oklahoma territory. Keith has been with KSM for 14 years. Before joining the iMC/Smart Construction team, Keith was a quality control specialist and an operator trainer. Keith has a passion for yellow iron and for doing "whatever it takes" to support customers and team members alike.

Robert Rodriguez joined KSM in 1989. Over his 33 years with the company, he has worked as a lead technician, shop foreman, quality control specialist, and operator trainer. He also has assisted customers with iMC start-ups and support. Robert is a U.S. Army veteran, and he spent time as the lead over the rebuild of M10 and H100 loaders.

Continued . . .

Eddie Garcia, the "Team Captain" of KSM's iMC/Smart Construction Division, is at the controls of a Komatsu iMC excavator.



Our service team is always prepared

... continued



KSM has an amazing team of iMC/Smart Construction specialists, service technicians and Komatsu distributor personnel to provide training and product support to meet customer needs.

Strong support system

Having dedicated technicians who support KSM's iMC product line is also key. With the growth of grade control technology in the industry, continuous training is a must for our iMC technicians. Equipped with the proper tools and knowledge, our service team is always prepared to support Komatsu's iMC product line in the field.

Plus, Komatsu's team of dedicated experts of the iMC product line and all of Komatsu's Smart Construction solutions support KSM's team in the background.

They say there's no "I" in team, but we're proud to say there's plenty of "I" in Komatsu's intelligent Machine Control product line. KSM has an amazing team of iMC/Smart Construction specialists, service technicians and Komatsu distributor personnel to provide training and product support to meet customer needs. ■

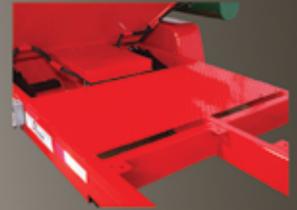
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How to integrate tech to overcome job site challenges

Job site challenges are nothing new, but today's technology lets you overcome them more quickly. Whether by providing real-time data, tracking productivity, or helping you remotely visualize a job site, implementing some of the latest equipment and management technology can help you advance solutions like never before.

Start Smart

Construction has increasingly become more digital. Building information modeling (BIM) allows various stakeholders to collaborate throughout the course of a project using a 3D model of a site or structure. All parties involved — engineers, architects, contractors and their personnel, and project owners — have access to the digital plans.

Everyone can see and track progress, and make updates much more quickly than in the old days with paper plans, job site visits and phone calls.

That's a definite advantage for project managers who may be overseeing multiple jobs and can't always get to those sites but still need reliable, accurate data and the ability to communicate design changes quickly.

Komatsu already has a suite of Smart Construction customer support solutions designed to help companies digitally transform their operations throughout every phase of a project. Among them is **Smart Construction Drone**, which provides survey technology that builds an accurate topography of a site safely, quickly and easily.

"High-precision drone mapping is faster than traditional surveys, so you save time and costs," said Jason Anetsberger, director of customer solutions, Komatsu. "Preconstruction flyovers let you see things you can't with paper plans. Consistent drone flights throughout a project give you information about progress across the entire site and assist with progress tracking."

Anetsberger added that Komatsu's Smart Construction experts can work with you to get a 3D model built and help with drone flight.

"Using **Smart Construction Dashboard**, you can calculate takeoff quantities for bids, move from 2D to 3D for optimized machine data, and eliminate

A lack of skilled operators is a huge challenge for earthmoving companies right now, but with automation, new operators can become productive faster. Komatsu intelligent Machine Control (iMC) dozers with automated features enable operators to cut/strip from existing terrain, regardless of skill level. The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation.





Accurate slope digs and changes in elevation present challenges for excavators. Komatsu iMC 2.0 excavators let you dig straight to grade using one machine with integrated GPS and uploaded 3D data models. The latest generation (PC210LCi-11, PC290LCi-11, PC360LCi-11 and PC390LCi-11) can help improve production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

the need for paper plans,” said Anetsberger. “The 3D design plans can be uploaded directly into Komatsu’s Smart Construction intelligent Machine Control (iMC) excavators and dozers with the use of Smart Construction Remote, including new iMC 2.0 models that have technology upgrades to further automate earthmoving operations.”

Automate dozing

A lack of skilled operators is a huge challenge for earthmoving companies right now, but with automation, new operators can become productive faster. The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation.

Komatsu’s iMC 2.0 dozers with integrated GPS feature proactive dozing control that enables operators

to cut/strip from existing terrain, regardless of their experience level. This is because the machine’s GPS technology decides on the action of the blade, such as whether to cut and carry, spread, fill or finish grade. The dozer measures the terrain as operators track over it and then uses the data to plan the next pass — which can improve productivity by up to 60% compared to the previous generation.

The iMC 2.0 dozers have additional technology features:

- Lift layer control helps eliminate excess fill as the automatic blade control follows the finished surface once lifts have reached target elevation. A simple press of a button optimizes earthwork productivity.
- Tilt steering control automatically tilts the blade to maintain straight

travel during rough dozing and reduces operator steering input by up to 80%.

- Quick surface creation lets operators create a temporary design surface with the press of a button. Combined with iMC 2.0 functions, crews can begin stripping or spreading using automated input while waiting for the finish grade model.

Continued . . .



Editor’s Note: This article is excerpted from a longer piece that appears on Komatsu’s blog. To read the full article, visit <https://www.komatsu.com/blog/2022/how-to-integrate-tech-to-overcome-job-site-challenges/>.

Reduce costs with Komatsu iMC 2.0 excavators

... continued

Virtually eliminate over-excavation

For construction companies, over-excavation on trench, footing and basement digs have long been an issue. This leads to extra work and more costly materials to replace what didn't need to be removed in the first place.

Accurate slope digs and changes in elevation also present challenges. Those are costly in terms of time, surveying, staking, grade checking, and the need for multiple machines such as an excavator to get close to grade and a dozer to finish.

Contractors can significantly reduce such costs using Komatsu iMC 2.0 excavators, because they can dig straight to grade using one machine with integrated GPS and uploaded 3D data models. The latest generation (PC210LCi-11, PC290LCi-11, PC360LCi-11 and PC390LCi-11) can help improve production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

Komatsu iMC 2.0 excavators have unique features such as auto tilt bucket control that automatically aligns the bucket parallel with a slope, so finish grading can be accomplished without needing to align the machine with the target surface.

Another feature is bucket angle hold control, which helps operators reach finish grade quickly and accurately because it automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Remotely exchange information

Because job sites often evolve and rarely end up finishing exactly as planned, smart

businesses are increasingly performing the task of updating plans digitally and remotely with technology such as **Smart Construction Remote**.

Now, you no longer have to travel to the job site with a USB drive. You can send updates directly to connected iMC machines and field personnel from practically anywhere.

"You can also remotely support operators," said Anetsberger. "If they have an issue with their machine or a question on the digital plans, Smart Construction Remote lets GPS managers and project managers connect with the machine and see exactly what the operator does on their monitor. That eliminates a trip, saving time and money."

Getting updates from the job site is also more convenient with **Smart Construction Field**, which can eliminate the wait for phone calls or field personnel to drop off information. It allows you to digitally track job site activities as well as aggregate personnel,

machine and material costs to compare progress status in terms of schedule and costs.

See your fleet data anytime, anywhere

Fleet managers know the challenges of getting the information they need to maintain machinery and make important decisions related to service. What if all the utilization data, parts ordering capabilities, service manuals and more were available in one platform?

"My Komatsu enables users to access and evaluate their assets," said Komatsu's Gabe Saenz, digital experience manager. "It can save countless hours of trying to track down machine information and help you be more proactive about service and repairs, when to order parts, and other critical factors related to fleet management." ■

For more information about Smart Construction solutions, My Komatsu, Komtrax, and iMC 2.0 dozers and excavators, contact your local KSM representative and visit www.komatsu.com.



Job sites evolve, and plans change. Instead of driving to the site to deliver updates, you can send design changes directly to connected iMC machines with Smart Construction Remote. Fleet managers can also remotely support operators and see exactly what they see on the monitor in their machine.

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PAVING CORNER

WIRTGEN's new compact W 120 Fi features digital assistance systems of larger F-Series mills for increased efficiency

The first step to repaving is often removing the existing roadway. Innovative technologies that led to the benefits of high performance, maximum efficiency and clear documentation in WIRTGEN's large milling machines are now available in its F-Series compact models. WIRTGEN launched the first — the W 120 Fi that has a working width of up to 3 feet, 11 inches and a maximum cutting depth of 13 inches — during World of Asphalt 2022.

“Bringing the technologies of our bigger mills to our new compact line really benefits contractors who have both types in their fleet, and it makes for a great introductory machine for those who want to add milling as a new service,” said WIRTGEN's Tom Chastain, milling product manager. “Our automated systems make operation and tracking easier than ever.”

A favorable balance

Among the new digital assistance systems on the 355-horsepower W 120 Fi is Mill Assist, which selects the operating strategy with the most favorable balance between milling performance and operating costs.

Like larger F-Series mills, WIRTGEN's new W 120 Fi features Mill Assist, WIRTGEN Performance Tracker and Level Pro Active — giving customers the benefits of high milling performance, maximum efficiency and clear documentation in a compact machine class.



Tom Chastain,
milling product
manager, WIRTGEN

It automatically controls the engine speed and simultaneously enables a wide range of usable milling drum speeds for a variety of applications.

The Level Pro Active leveling system that features informative panels is intuitive and easy to use.

It is fully integrated into the control system and, as essential functions are directly interconnected, provides a high level of automation. All connected sensors and measured values are clearly displayed on the operating panel in order to make the work processes as efficient as possible. The system also offers many automatic and additional functions that make the operator's job easier, such as automatic lifting for driving over manhole covers.

Documenting actual milling work is easier with WIRTGEN Performance Tracker (WPT),

which uses a laser scanner to precisely measure performance and volume. Operators can continuously track the most important information in real time on the control panel's display. After work, a report of performance and consumption data is automatically generated in Excel and PDF formats and emailed to the operator or other designated person.

“In addition to assistance systems, the W 120 Fi features a 65-degree swing conveyor for greater versatility in positioning trucks,” said Chastain. “WIRTGEN built this with serviceability in mind by designing easy access to service points. The compact size makes it easily transportable and quick to set up. We encourage anyone considering a compact unit to contact their WIRTGEN dealer for additional information.” ■





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GRT655 AND GRT655L

Here are five reasons why these Grove rough-terrain cranes stand out in the 60-ton class

Since their launch, the Grove GRT655 and GRT655L rough-terrain cranes have proven to be popular models on job sites around the world because of their flexibility. Here are five reasons why these cranes are successful.

1. High capacity and reach in a compact format

At 141 feet, the GRT655L has the longest boom in its class. It has the advantage that no additional jib is needed for long-distance jobs. When working with a jib, operators can reach more than 183 feet and nearly 197 feet at maximum tip height. The standard boom version, the GRT655, has the strongest load charts in its class and is the preferred choice when extra capacity is needed. Both models share a light and compact carrier, weighing only around 35 tons and measuring less than 10 feet in width. Therefore, crane operators can drive into narrow spaces such as refineries, power plants and densely populated areas, and access a greater variety of job sites.

2. Extremely easy to transport and maneuver

The narrow dimensions of either model — the most compact in their class — make them easy to transport on a trailer, and they can be shipped in one compact load. When maneuvering around a job site, operators also benefit from all-wheel steering with a choice of four steering modes: two-wheel front, two-wheel rear, four-wheel crab and four-wheel coordinated. In coordinated mode, the crane has a turning radius of about 21 feet, allowing it to access even the most congested sites.

3. Quick and intuitive operation

The Manitowoc Crane Control System (CCS) makes it intuitive to set up, control and command the crane. This system is common with all-terrain cranes, as well as

truck-mounted and crawler cranes. Data is put into the CCS with a jog dial on the right armrest and/or the buttons on the two displays.

Continued . . .

The Grove GRT655 and GRT655L feature strong load charts, and the GRT655L has the longest boom in its class at 141 feet. They share a light and compact carrier that fits in narrow spaces.



Tilttable cab, low total cost of ownership

... continued

This can easily be done even when wearing gloves. The speed and ramp of each movement can be customized according to individual operator preferences. Many options are available for the least experienced to the most experienced operator, and advanced troubleshooting and diagnostics are provided on board. The GRT655 and GRT655L also offer very high single line hoist speed and pull, making them very productive cranes that complete the job quickly.

4. Unparalleled comfort and visibility

The cranes have a full-vision cab with minimal blind spots. In addition, the cab can be tilted up to 20 degrees to help the operator stay comfortable and productive

when working with the 141-foot boom or a jib on top of that. The GRT655 and the GRT655L are the only 60-ton, rough-terrain cranes with a tilttable cab.

The effective heating and air conditioning system, with multiple vents to increase air flow, also help the operator stay focused and feel comfortable even on hot summer days. When entering and exiting the cab, flat decking on the chassis, grab handles around the cab and steps to access the crane on all four sides offer support — ensuring that the cab operator can always maintain three-point contact.

5. Low total cost of ownership

The cranes include many features that reduce maintenance

requirements and increase component service life. For example, by mounting the outriggers' jack cylinders upside down, the chrome part of the cylinder and the seals are protected against sand, dust and general contaminants. Furthermore, it has a hydraulic braking system, instead of a pneumatic variety often seen in the industry. This eliminates the need for a separate system and maintenance. Finally, the ECO mode and hydraulic load sensing system reduce fuel consumption by up to 30% compared to older models. The hydraulic load sensing system sends oil only when it is needed, which leads to less overheating, less wear and less fuel consumption. Combined, these savings deliver a low total cost of ownership. ■

The Grove GRT655 and GRT655L are the most compact rough-terrain cranes in their class and can be transported on one trailer in one complete load.





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MANHATTAN ROAD & BRIDGE

Manitowoc crawler cranes give U.S. bridge contractor the edge

Manhattan Road & Bridge has boosted its fleet with four MLC100-1 lattice-boom crawler cranes. Recent updates to Manitowoc's small crawler line have saved the contractor significant setup and maintenance time.

Todd Strande, division manager for Manhattan Road & Bridge and self-proclaimed crawler enthusiast, was sold on the Manitowoc MLC100-1 at first sight when he visited the Manitowoc Cranes factory in late 2019. His experience at the facility in Shady Grove, Pa., where he saw firsthand the attention to detail that goes into every crane model, validated Manhattan Road & Bridge's decision to grow its crawler fleet with four Manitowoc MLC100-1 units.

Shortly after the cranes had been delivered, the crawlers were already proving their worth

In July of 2021, Manhattan Road & Bridge used a Manitowoc 14000 in tandem with an MLC100-1 to place the longest pre-cast concrete bridge beam ever fabricated in Oklahoma.

to the company while setting bridge spans at locations across Oklahoma and Arkansas.

In July of 2021, one of the company's MLC100-1 crawlers participated in a two-crane pick that lifted the longest precast concrete bridge beam ever fabricated in Oklahoma. The lift took place during a bridge rehabilitation project on the I-44 Turner Turnpike and was overseen by the Oklahoma Turnpike Authority. At 148 feet long, 6 feet tall and 148,500 pounds, the Type J pre-cast concrete beam was placed in tandem with another of Manhattan Road & Bridge's crawler cranes, a Manitowoc 14000.

One key reason for the company's choice of the MLC100-1 is its efficient setup process. The crawler's self-assembly hook allows the operator to install the counterweight without an assist crane, turning it into a single-person job. A single segment of hoist line with a button termination is routed through sheaves in the boom butt, eliminating the need to assemble the boom top.

The gantry is also utilized to lift the entire upperworks counterweight assembly into place, via remote control.

"We feel that Manitowoc provides the total package in the MLC100-1, with competitive capacities, ease-of-assembly and access for maintenance," Strande said. "Manitowoc has made a new crane that pairs classic crawler looks with modern service and transport features."

Bridge-building experts

Manhattan Road & Bridge is one of the largest family-held construction firms in the United States. It is part of the Manhattan Construction Group that includes commercial, pipeline, heavy civil and specialty construction.

True to its name, Manhattan Road & Bridge concentrates on new bridge and bridge rehab projects, and it operates in three states. The bulk of jobs are in Oklahoma and Arkansas, with additional operations in Florida.

Support from KSM

Manhattan Road & Bridge's Manitowoc crane journey began over seven years ago, when the company began expanding its crawler fleet, so it could operate at the highest levels of timeliness and efficiency. All major manufacturers were taken into consideration, but one factor tilted heavily in Manitowoc's favor — the company already had a long history with dealer Kirby-Smith Machinery Inc. (KSM), who provided uptime support for the company's other construction equipment.

"That relationship was a big factor in our decision," Strande said.

KSM guided Manhattan Road & Bridge through the purchase of its first Manitowoc crawler, a 220-ton Manitowoc 14000.

"Based on our positive experience with the 14000, as soon as Manitowoc





Manhattan Road & Bridge recently added four MLC100-1 lattice-boom crawler cranes to its fleet.

announced the new MLC100-1, we wanted to get a look at that crane," Strande said.

Manhattan Road & Bridge sent mechanics and operators to the Manitowoc factory in Pennsylvania to get hands-on experience with the new machine.

The mechanics were particularly impressed by the ample space for service access, and in particular, the ability to reach the engine and disconnects without having to disassemble the crane — a major time saver.

The new crane model also included the switchover from EPIC controls

to Manitowoc's Crane Control System (CCS), greatly simplifying troubleshooting, as well as giving operators an intuitive graphical display console and jog dial for easier navigation and data input.

"One of the biggest benefits with this crane, one that we initially overlooked, is the boom nose camera," Strande said. "It gives the operator another vantage point for picking up a signal from riggers who can now be 100 feet away and still clearly visible from the cab. It allows us to move our loads more efficiently and not rely only on radio or line of sight.

"These crawlers bring new technology that improves how they



"We feel that Manitowoc provides the total package in the MLC100-1, with competitive capacities, ease-of-assembly and access for maintenance," said Todd Strande, division manager.

are assembled and serviced, plus they add features, like winch and boom nose cameras. Together, these updates are already accelerating our overall productivity," Strande concluded. ■



KOMATSU



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Up to \$300,000	Up to 24 months	1.99%	Yes
Longer term and/or over \$300,000	Call for custom quote		Yes

With prior credit approval of Komatsu Financial, transactions may include up to four (4) skips per 12-month period.

Contact Kirby-Smith for details.

*Terms and conditions apply. Based on credit review. Contact your local Komatsu dealer for details. Expires 09/30/2022.
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ADVANCED EXCAVATION

Proprietary iMC 2.0 promotes significant productivity gains for Komatsu's mid- to large-sized construction excavators

Productivity is the key to success on the job site, and the faster a crew can reach maximum productivity, the better. As part of Komatsu's suite of Smart Construction products, services and digital solutions, its intelligent Machine Control (iMC) 2.0 gives contractors the opportunity to take advantage of sophisticated, productivity-enhancing automation.

"Aimed to quickly lessen the skill gap between new and experienced operators — and improve the bottom line for contractors — our excavators with iMC 2.0 technology can help contractors transform their job sites into highly efficient, highly



Andrew Earing,
senior product
manager, tracked
products, Komatsu

productive operations," said Andrew Earing, senior product manager, tracked products, Komatsu.

Developed with input from leading construction companies, Komatsu's iMC 2.0 offers additional new features such as auto tilt bucket control and bucket angle hold control on several mid- to large-sized construction excavators: the PC290LCi-11, the PC360LCi-11 and the PC390LCi-11.

"They are an excellent match for footing excavation, trenching and slope work, with factory-integrated systems to help minimize over-excavation and empower operators to dig straight to grade quickly and accurately," said Earing.

Exclusive iMC 2.0 productivity features

Auto tilt bucket control assists operators by aligning the bucket parallel with a slope, so finish grading can be accomplished without needing to align the machine with the target surface.

Bucket angle hold control helps operators reach finish grade quickly and accurately. It automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Both new features build upon the semi-automatic functions that were maintained from the first generation of iMC excavators, including the ability to switch from manual to semi-automatic modes.

"Existing and new technology in the iMC 2.0 excavators has proven to increase production and efficiency while reducing costs," said Earing. "We encourage anyone looking for those attributes to test one for themselves." ■

Quick Specs

Model	Horsepower	Operating Weight	Bucket Capacity
PC290LCi-11	196 hp	70,702-72,091 lbs.	0.76-2.13 cu yd
PC360LCi-11	257 hp	78,645-80,547 lbs.	0.89-2.56 cu yd
PC390LCi-11	257 hp	87,867-90,441 lbs.	0.89-2.91 cu yd

Auto tilt bucket control and bucket angle hold control are exclusive new features of Komatsu's iMC 2.0 excavators, including the recently introduced PC290LCi-11, PC360LCi-11 and PC390LCi-11. "Our excavators with iMC 2.0 technology can help contractors transform their job sites into highly efficient, highly productive operations," said Andrew Earing, senior product manager, tracked products, Komatsu.

▶ VIDEO



Watch the video





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GREATER VERSATILITY

Takeuchi Attachment Program offers a broad range of options designed to increase productivity of its compact equipment

Increasing your equipment's versatility can be as simple as adding the right attachments. Takeuchi now carries a full line of products through the new Takeuchi Attachment Program that are designed to work with its compact excavators, wheel loaders and track loaders.

"Attachments represent a significant opportunity to increase customers' productivity and return on investment," said Scott Utzman, manager of the Takeuchi Attachment Program. "Our program provides an incredibly broad range of attachments backed by Takeuchi aftersales support, parts availability, a one-year warranty and attractive finance options."

Takeuchi partnered with several market-leading attachment manufacturers to provide attachments in five categories: Land and Vegetation Management, Construction Management, Agriculture Management, Snow Removal and Brooms. Altogether, there are nearly 40 different attachment families available, from buckets to forestry mulchers to snow blades and everything in between. Many attachments come in various models and sizes for the ultimate customized solution for nearly any machine application.

Takeuchi Attachment Program products include:

- **Full Featured Attachments** – Standard configurations such as bolt-on cutting edges, connect-under-pressure couplers, heavy-duty cylinders and optimized controls are offered.
- **Performance Matched Attachments** – Flow requirements and operating parameters are matched to compatible machines for optimal performance.
- **Easy Hydraulic Connections** – Optimized hose lengths with connect-under-pressure couplers

are provided on hydraulically operated attachments.

- **Support and Peace of Mind** – Attachments come with a full one-year warranty.

"We chose our attachment manufacturing partners based on numerous factors," Utzman said. "However, our primary concern was ensuring that their attachment

quality mirrors Takeuchi's machine quality. Many of our customers depend on their Takeuchi machines for their livelihoods, so uptime and productivity are extremely important. We want our customers to know that when they purchase a Takeuchi-branded attachment, they're getting the same level of quality and dependability that they have come to expect from us over the years." ■

Takeuchi increases your equipment's versatility with a full line of products through the new Takeuchi Attachment Program that are designed to work with its compact excavators, wheel loaders and track loaders. Altogether, there are nearly 40 different attachment families, and many come in various models and sizes for the ultimate customized solution for nearly any machine application.



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Looking for high production, efficiency and energy savings? The D71-24 dozer delivers with features such as variable displacement for the charge pump and variable matching to reduce horsepower loss and fuel consumption, respectively.

Compared to the D65-18, the D71-24 has 9% more horsepower and better fuel efficiency. It also has 13% more blade capacity, plus a 6% increase in cubic-yards-per-gallon production efficiency.

Insider Tip: "A hydraulically driven fan with electronic control also helps decrease fuel consumption," said Rafal Bukowski, Komatsu product specialist. ■



*Learn more
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TELEMATICS TALK

Here's how to access Komtrax data on your registered machines through My Komatsu and use it for savings

Fleet managers know the challenges of getting the information they need to maintain machinery and make important decisions related to service. What if all the utilization data, parts-ordering capabilities, service manuals and more were available on one platform?

"My Komatsu enables users to access and evaluate their assets," said Gabe Saenz, digital experience manager, Komatsu. "It can save many hours of trying to track down machine information and help you be more proactive about service and repairs, when to order parts, and other critical factors related to fleet management."

Most of the information needed to make those fleet management decisions is available via Komtrax telematics, which can be accessed through a My Komatsu account.

Komtrax data includes machine utilization, fuel consumption and idle time.

"Downloading the My Komatsu mobile app and then registering through it is easy," said Matt Beinlich, director of digital support solutions, Komatsu. "We believe, for convenience, the app is the best platform to use, because once you're registered, you can access telematics data from practically anywhere with the app."

To access Komtrax, follow these steps:

- Go to the "My Komatsu" website (mykomatsu.komatsu) and sign up for an account
- Click the "Register Now" tab; a distributor representative will contact you to complete the registration process

- Once you have an account, log in and locate the "My Fleet" tab on the homepage
- Select the model or serial number(s) of the piece(s) of equipment you want information for

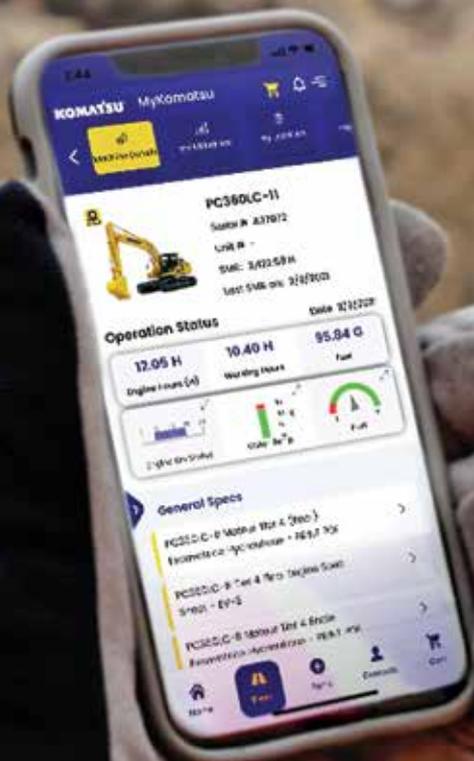
"If you click the 'My Utilization' tab at this point, you can get a breakdown of the machine's working status," said Elliott Hwang, Komtrax system administrator. "Easy-to-read graphs break down and simplify the information. With just a few clicks, you can get monthly reports that

Continued . . .



For more helpful information, including videos about My Komatsu and Komtrax, visit <https://www.komatsu.com/en/services-and-support/equipment-monitoring-and-analysis/my-komatsu/> and <https://mykomatsu.komatsu/>.

The My Komatsu mobile app gives you on-the-go fleet management capabilities. "We believe, for convenience, the app is the best platform to use," said Matt Beinlich, director of digital support solutions, Komatsu. "Once registered, you can access telematics data from practically anywhere with the app."



'Any cut in fuel costs increases profitability'

... continued

will show statistics of critical data. If you notice concerning trends, you can address them."

Hwang continued, "Komtrax lets you set alerts, so you are notified if those continue. Because the parameters of what you want for each machine are different, you can customize the alerts."

How to decrease fuel consumption

A real benefit of Komtrax is using telematics data to make critical decisions, improve operations and see savings, according to Hwang. He used fuel usage as an example.

"One of a fleet manager's biggest challenges is knowing how many equipment hours are due to idle time versus production when they are not on-site," added Salvador Davalos, Komtrax system administrator. "Excessive idle time is a huge waste of fuel, and with the high cost of diesel, it's critical to conserve as much as possible."

Fleet managers have instant access to Komtrax telematics data through My Komatsu. If they see that a machine's idle percentage is beyond the stated goals they have set, they can then address the issue with the operator and field personnel.

"Fleet managers can show operators ways to reduce idle time such as shutting a machine down during lunch or when there is a long stretch between production times," said Davalos. "Any cut in fuel costs increases profitability. Setting an alert that notifies you when a machine has exceeded its idle percentage goal provides the information right away without needing to log in to My Komatsu."

To set an alert:

- Click the "Alerts" tab at the top of the machine's report page
- Create a condition you want to see, such as percentage of idle time
- Select the machine(s)
- Enter the emails of the users that you want to be notified

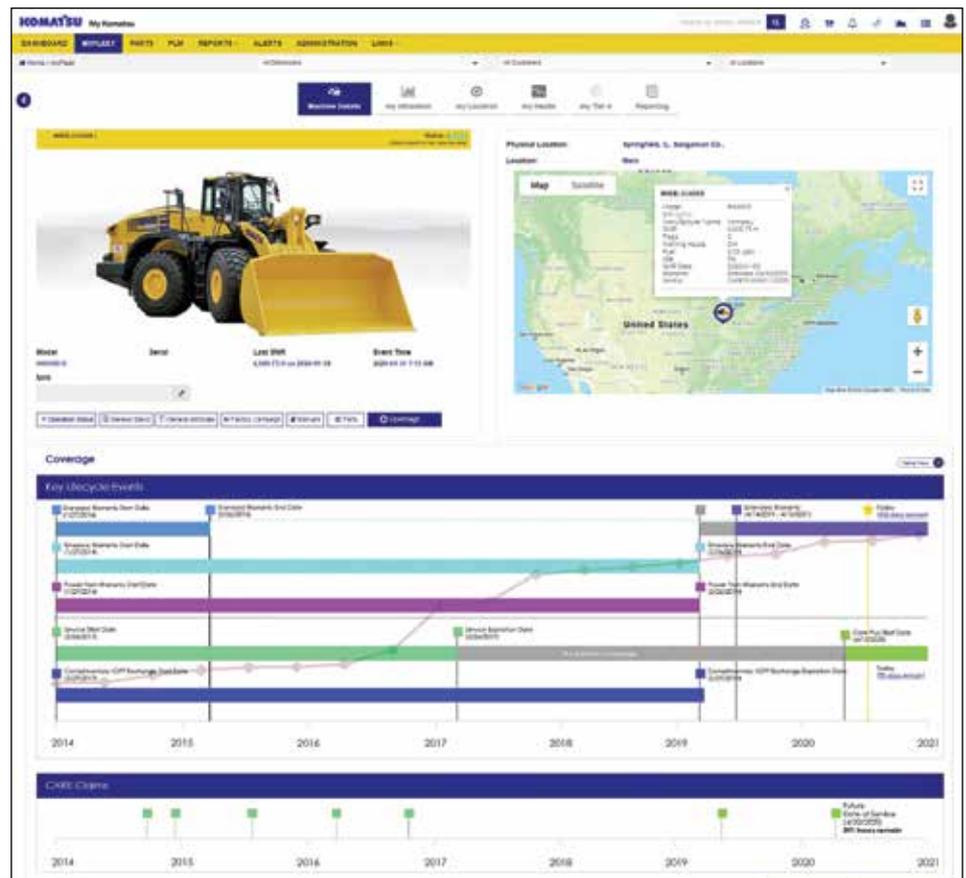
"You can set up Komtrax to alert you when all machines exceed the goal percentage or stated fuel usage consumption, but a better approach would be to customize the settings because the goals typically vary by type of machine and the situations they are working in," said Hwang. "For instance, you may have one percentage for all dozers and another for excavators. You can even set alerts for individual machines. No matter what you do, the idea is to proactively track idle time and fuel usage, and decrease both as much as possible."

Further savings ahead

Currently, only Komtrax telematics data for registered Komatsu machines

is available through My Komatsu. But soon, you will have the ability to access telematics data for other manufacturers' equipment as well, giving fleet managers even more information they can use to drive savings.

"Some of our data will be available on other OEM (original equipment manufacturer) systems as well; it's good for those managers with mixed fleets," said Saenz. "The key differentiator is that, as has always been the case, Komtrax remains complimentary. We want users to see and use the data to increase their efficiencies and production, as well as lower their owning and operating costs." ■



Having current telematics data from your machines lets you make more proactive decisions regarding fleet management and address potential issues such as excessive idle time. "You could set (Komtrax) up to alert you when all machines exceeded the goal percentage or stated fuel usage consumption, but a better approach would be to customize the settings because the goals typically vary by type of machine and the situations they are working in," said Elliott Hwang, Komtrax system administrator.

FACES OF KIRBY-SMITH MACHINERY

Kirby-Smith Machinery promotes Gavin Cole to vice president of sales

Kirby-Smith Machinery Inc. (KSM) has promoted Gavin Cole to the role of vice president of sales. Gavin will be responsible for managing the direction of KSM's corporate sales strategy to support organizational objectives related to its continued growth. He joined the heavy equipment distributor in 2020 as a sales manager for Fort Worth, Waco and Abilene.

Gavin brings nearly 30 years of senior-level sales management to his position and is extremely familiar with KSM's markets and customer base. Jeff Weller, chief operating officer for KSM, said that promoting Gavin was an easy decision.

"In the brief 18 months that Gavin has served our company as sales manager, he has continually proven to be a transformational leader for his

sales force," said Weller. "Gavin will now have the opportunity to instill that same leadership throughout the KSM enterprise as vice president of sales. I have personally known Gavin for several years and have always appreciated his passion for doing the right things for his people, customers and the company. Gavin will undoubtedly bring a new standard of excellence to our sales team."

Gavin looks forward to the opportunity to work more closely with KSM's overall sales team and customers.

"The most rewarding part of working at Kirby-Smith Machinery is the engagement with our great team of employees," said Gavin. "In my new role, I look forward to continuing our growth and sharing our 1KS



Gavin Cole,
vice president of sales

culture with our customers in the Oklahoma, Texas, Kansas and Missouri markets. One Mission, One Team, One Plan and One Goal." ■

Colin Brown hired as Oklahoma City branch manager

Kirby-Smith Machinery Inc. (KSM) hired Colin Brown as the Oklahoma City, Okla., branch manager. In this role, he will be responsible for managing branch operations in Oklahoma City, including oversight of its parts, service and rental departments.

The move marks a return to KSM for Colin, who previously worked at the Dallas branch as a product service manager and governmental sales representative. In his time away, Colin held key management positions for multiple distributors and industry suppliers in Texas.

"It is so good to have Colin back home at Kirby-Smith," said Jeff Weller, chief operating officer. "His

experience, industry knowledge, personality and approach will serve our Oklahoma City branch well. I know Colin will serve both customers and employees with the highest levels of efficiency and transparency."

"I couldn't be more humbled to have the opportunity to return to Kirby-Smith Machinery," said Colin. "Not only is it my pleasure to work for one of the finest equipment dealers in the country, it is also truly a blessing to work with so many people on the Kirby-Smith team who I am fortunate enough to call my friends."

Colin and his wife, Amanda, have been married for five years. Their



Colin Brown,
branch manager, Oklahoma City

two children, Owen and Dylan, are excited about all the "new diggers" they will see in Oklahoma City. ■

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FACES OF KIRBY-SMITH MACHINERY

Appeal of a close commute turns into a long-term career prospect for Product Support Coordinator Dianna Schwake

When a recruiter called Dianna Schwake about a job with Kirby-Smith Machinery Inc. (KSM), her first thought was “sign me up.”

“The Fort Worth branch was less than five miles from my house,” said Dianna. “I really had no idea what Kirby-Smith did, but that was definitely appealing right off the bat. The more the recruiter talked about the company, the better it sounded. I came on as a temp in a sales administrative role in March of 2021.”

A year later, Dianna is a full-time product support coordinator who gathers information for product support representatives as they grow their territories. Even though she remains based in Fort Worth, she assists product support representatives throughout the company.

“I have a few reports that I do regularly, but for the most part no

two days are ever the same, and I love that,” said Dianna. “I also love the team and family atmosphere at Kirby-Smith. Everyone gets along so well, and we are all very supportive of each other. Everyone has a common goal — to take care of customers.”

Likes the water

Dianna returned to the Fort Worth area after graduating from the University of Texas at Austin in 2014 with a degree in sports medicine. While in school, she was a member of the rowing team.

“I went to a campus event fair; they noticed my height and recruited me,” Dianna recalled. “Like this position with Kirby-Smith, I had no experience, but I grew to love it. There were a lot of early mornings. I would generally wake up at 4 a.m. and be on the water by 5, then head straight to clinicals and classes. It

involved endurance and tapping into your potential and pushing yourself to be better.”

Though she doesn’t row anymore, Dianna still likes to spend time on the water. Her father taught her how to sail while they were living in Florida, and she continues to do that in Texas. She also likes to hang out with her chocolate lab, Monty.

Now that Dianna is established with KSM, she can see herself becoming a long-term member of the team.

“Every time I sit down and talk with my boss, or my boss from my previous position, they talk about the company’s growth,” she said. “That’s exciting. There are numerous opportunities here, and I’ve seen how people have grown and stayed with the company for many years. I can see that happening for me, too.” ■

KSM Product Support Coordinator Dianna Schwake (right) talks with Product Support Sales Representative Matt White at the Fort Worth branch. “I have a few reports that I do regularly, but for the most part no two days are ever the same, and I love that,” said Dianna. “I also love the team and family atmosphere at Kirby-Smith. Everyone gets along so well, and we are all very supportive of each other. Everyone has a common goal — to take care of customers.”



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*

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FACES OF KIRBY-SMITH MACHINERY

PSSR Matt White believes providing outstanding service and building strong relationships go hand in hand

With the abilities to communicate remotely between the office and the job site, as well as order parts and set up service online, today's construction industry often focuses on technology. That's great, but it hasn't changed one critical, fundamental aspect, according to Matt White.

"At the end of the day, this is still a relationship business," stated Matt. "People want to deal with people they know and trust, whether it's parts, service or sales. Nothing beats the personal touch. I love meeting customers, getting to know them and learning how to best serve their needs."

Matt began building relationships with Kirby-Smith Machinery Inc. (KSM) customers about a year ago when he joined the company as a product support sales representative (PSSR) in Texas. His territory covers South Dallas down to Waco and east to Tyler.

"I view my role as an advocate for customers," said Matt. "As a PSSR, I assist them with their parts, service and technical needs after the sale. I want to help ensure that they are getting the highest value possible for their hard-earned dollars. I believe if I — and we as a company — do that, then lifelong relationships will develop that benefit both sides."

Before Matt joined KSM, he knew that it focused on delivering exceptional customer service.

"I worked for two different OEMs (original equipment manufacturers) for several years, and I got to know Kirby-Smith, its people and its culture through those positions," Matt explained. "It's a coveted place to work in the industry. At Kirby-Smith, everyone is on the same page when it comes to taking care of customers. In addition, we care about each other as co-workers and individuals. We are all invested in everyone's success."

Good prep for construction

Joining WIRTGEN as a field service tech was Matt's introduction to the construction industry, but he actually began his career in the automotive industry after graduating from Universal Technical Institute (UTI) in Houston in 2004.

"My dad got me intrigued with cars at a young age, and I grew up doing maintenance on vehicles and working on them with friends on the weekends and after school," Matt recalled. "That, and technical training at UTI, gave me a solid foundation in service, and that was good prep for construction."

Matt and his wife, Erin, have three children. They enjoy spending time together outdoors. ■



Discover more at
KirbySmithConnection.com

KSM PSSR Matt White measures an undercarriage. "I view my role as an advocate for customers," said Matt. "As a PSSR, I assist them with their parts, service and technical needs after the sale. I want to help ensure that they are getting the highest value possible for their hard-earned dollars. I believe if I — and we as a company — do that, then lifelong relationships will develop that benefit both sides."



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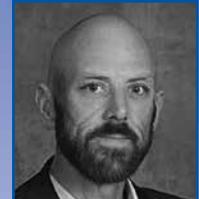
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CRANES

Year/Make/Model	Stock #	Hrs.	Price
2018 GROVE GRT8100	GR18018	4,076	Call for Pricing

EXCAVATORS

2020 TAKEUCHI TB280FR	TL20119	689	\$110,000
2019 KOMATSU PC210LC-11	K19223M	3,199	\$177,500
2018 KOMATSU PC210LC-11	KM18531M	3,483	\$156,750
2019 KOMATSU PC240LC-11	KM19189M	3,858	\$173,750
2018 KOMATSU PC240LC-11	KM18916M	2,672	\$197,750
2019 KOMATSU PC240LC-11	K191104M	2,487	\$207,900
2018 KOMATSU PC210LC-11	K181306M	4,150	\$149,500
2019 KOMATSU PC210LC-11	K19354M	5,105	\$133,750
2019 KOMATSU PC360LC-11	K19946M	1,980	\$289,900
2018 KOMATSU PC360LC-11	KM18989M	1,505	\$298,750
2019 KOMATSU PC210LC-11	K191038M	1,521	\$187,500

ROLLERS

2018 HAMM H 12i P	HA18002	1,876	\$124,500
2012 HAMM 3410	HA12167U	3,803	\$77,500
2012 HAMM 3410 CAB	HA12132X	2,570	\$69,500
2018 HAMM H 20i P	HA18027	2,029	\$213,950
2017 HAMM H 5i P	HA17008	988	\$93,000
2021 HAMM HD 8 W	HA21010	178	\$32,000
2016 HAMM HD+ 120i VV-HV	HA16043	2,934	\$70,000
2014 HAMM GRW280i-20	HA14027	3,094	\$87,500

WHEEL LOADERS

2018 KOMATSU WA200-8	KM18119X	13,456	\$80,000
2015 KOMATSU WA470-7	KM15004U	6,798	\$157,500
2020 KOMATSU WA270-8	K20656X	7,293	\$105,000
2020 KOMATSU WA380-8	K20126M	5,211	\$177,500
2011 KOMATSU WA500-6	KM11843X	13,811	\$110,000

CRAWLER DOZERS

Year/Make/Model	Stock #	Hrs.	Price
2019 KOMATSU D155AX-8	K191050U	3,310	\$459,900
2018 KOMATSU D155AX-8	KM18624M	2,045	\$447,000
2019 KOMATSU D155AX-8	K19237X	3,522	\$469,250
2017 KOMATSU D85PX-18	KM17202M	1,909	\$225,000
2019 KOMATSU D85EX-18	K19340	4,435	\$298,350
2018 KOMATSU D65PXi-18	KM18081M	5,299	\$237,750
2016 KOMATSU D39PX-24	KM16924M	2,480	\$112,500
2017 KOMATSU D39PX-24	KM17308X	2,433	\$129,500

TRUCKS

2018 KOMATSU HM400-5	KM18670U	7,000	\$225,000
2019 KOMATSU HM400-5	K191207	6,073	\$379,000
2018 KOMATSU HM400-5	KM18098	7,103	\$252,500
2018 KOMATSU HM400-5	KM18097	8,721	\$242,500

CRUSHING & SCREENING

2019 KLEEMANN MS 953i EVO	KL19013	2,600	\$239,350
2017 KLEEMANN MCO 9 Si	KL19018	596	\$699,750
2018 KLEEMANN MR 130 Zi EVO2	KL18003	2,600	\$699,500
2014 KLEEMANN MS 19 Z	KL14004M	4,185	\$199,750

PAVING & COMPACTION

2018 WIRTGEN SP 25i	WR17037	489	\$263,500
2016 VÖGELE SUPER 2000-3	VO16005U	1,950	\$469,500
2014 VÖGELE 1300-3i	VO16006	718	\$229,500
2019 VÖGELE 700-3i	VO19000	344	\$159,500

MOTOR GRADERS

2018 KOMATSU GD655-6	KM18394M	1,820	\$225,000
2019 KOMATSU GD655-6	K19409M	1,760	\$219,500
2019 KOMATSU GD655-6	K19867	1,838	\$229,500
2019 KOMATSU GD655-6	K19864	2,430	\$197,750



2018 GROVE GRT8100, GR18018, 4,076 hrs., Call for Pricing



2020 TAKEUCHI TB280FR, TL20119, 689 hrs., \$110,000



2018 HAMM H 12i P, HA18002, 1,876 hrs., \$124,500



2019 KOMATSU D155AX-8, K191050U, 3,310 hrs., \$459,900



2018 KOMATSU HM400-5, KM18670U, 7,000 hrs., \$225,000



2018 WIRTGEN SP 25i, WR17037, 489 hrs., \$263,500



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