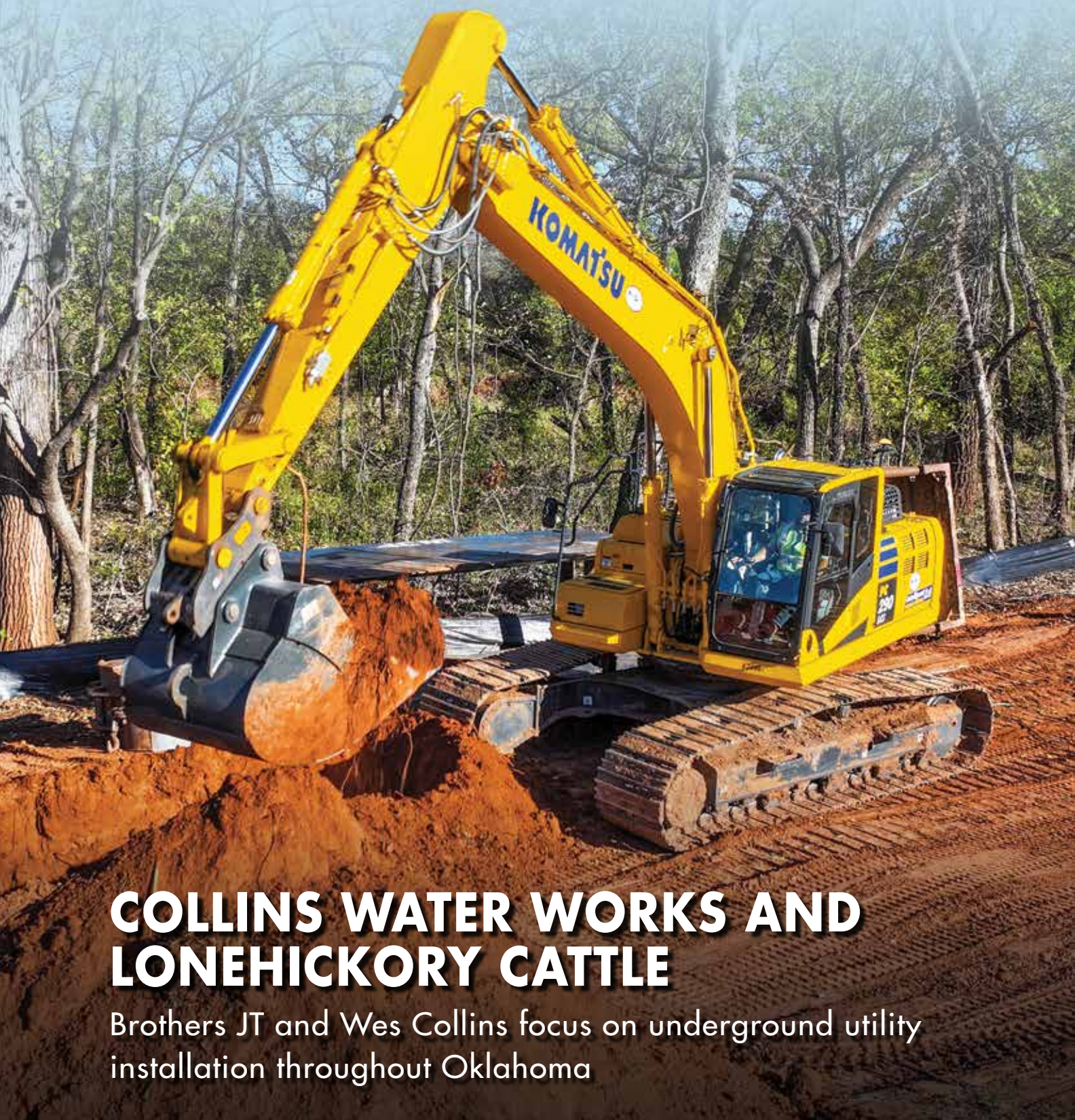


KIRBY-SMITH
MACHINERY, INC.®

Connection

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



COLLINS WATER WORKS AND LONEHICKORY CATTLE

Brothers JT and Wes Collins focus on underground utility
installation throughout Oklahoma



MESSAGE FROM THE PRESIDENT



John Arapidis

Dear Valued Customer:

I hope 2025 is going well for you.

As always, we are proud of our partnership with Komatsu, which continues to make innovative products and solutions that are shaping today's and tomorrow's equipment industry landscape. Komatsu's Demo Days gave customers the chance to see and operate machines across the construction sector, such as the new 70-ton Komatsu HD605-10 rigid-frame mechanical haul truck. Komatsu's Smart Construction and Smart Quarry solutions were also on display, including 3D

Machine Guidance Flex, which adds the capability to collect as-built data from nearly any machine. While Komatsu's Demo Days is a special event, Komatsu's demo facilities are open year-round—and we're always happy to help arrange a visit. Customers are also encouraged to reach out to Kirby-Smith about our own Technology Days or to request a local demo to get hands-on with the machines.

With many Smart Construction solutions available, check out the article on page 8 that offers recommendations for determining which one makes the most sense for your operation. It can help you figure out what solutions you need and when is the right time to add them.

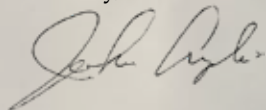
As the busy construction season begins, fuel savings should be considered. In addition to using a hybrid machine, there are other ways to reduce fuel usage such as limiting idle time. We offer several fuel-saving tips on page 24.

If you are looking for a more fuel-efficient large wheel loader, Komatsu's new WA700-8 may be a solution. It has up to 8% more fuel efficiency than its predecessor while giving you up to 8% more gross power and 15% more torque. It's great for demanding work. You can learn about it on page 34.

We wish you success in 2025 and beyond, and know that we are here to help with all your equipment, parts, service and technology solutions needs.

As always, if there is anything we can do to support you, please don't hesitate to reach out to your nearest Kirby-Smith location. Our knowledgeable staff and I are here to help in any way we can.

Sincerely,



John Arapidis
President & CEO
Kirby-Smith Machinery Inc.

Connection

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MATT MOORE FARMS pg. 30

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Get to know KSM's featured employees: Bobby Lister and Shane Westbrook.

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www.kirby-smith.com

YOUR CONSTRUCTION EQUIPMENT AUTHORITY

OKLAHOMA CITY, OK	6715 W Reno, Oklahoma City, OK 73127	405.495.7820
TULSA, OK	12321 E Pine Street, Tulsa, OK 74116	918.438.1700
MCALISTER, OK	142 Powell Street, McAlester, OK 74501	918.310.1550
ABILENE, TX	12035 Interstate 20 W, Abilene, TX 79601	325.692.6334
AMARILLO, TX	3922 I-40 E, Amarillo, TX 79103	806.373.2826
CHICO, TX	749 S Weatherford Street, Chico, TX 76431	940.678.5046
DALLAS, TX	8505 S Central Expy, Dallas, TX 75241	214.371.7777
FT. WORTH, TX	1450 NE Loop 820, Ft. Worth, TX 76106	817.378.0600
HEWITT, TX	415 Enterprise Blvd., Hewitt, TX 76643	254.261.1370
LUBBOCK, TX	3419 East Slaton Road, Lubbock, TX 79404	806.745.2112
ODESSA, TX	7301 E Interstate 20 E, Odessa, TX 79765	432.333.7000
ST. LOUIS, MO	12920 Gravois Road, St. Louis, MO 63127	314.729.0125
KANSAS CITY, KS	8320 Ruby Avenue, Kansas City, KS 66111	913.850.6300
NORTH TEXAS	— COMING SOON	

FAMILY BUSINESSES UNITE

Just as their father did, brothers JT and Wes Collins focus on underground utility installation throughout Oklahoma

In 1967, John Collins founded Collins Water Works LLC after working as a welder on the locks and dams of the Arkansas River. About 20 years later, his sons, JT and Wes, joined the family business.

"My dad bought a dozer and backhoe



JT Collins,
Owner/Manager,
Collins Water Works

to start, and over the years, he put in miles and miles of underground utilities with that type of equipment," recalled JT. "I came on full time in 1988 and talked him into buying an excavator and eventually a



Wes Collins,
Owner
Lonehickory Cattle

directional boring machine. We progressed with the times."

While the equipment has changed, the focus of Collins Water Works has largely remained the same, according to JT.

"He started out installing water and sewer lines, and for the most part, that's what we have stuck with," JT said.

"We mostly contract with rural water districts and small towns that are upgrading their systems. Our scope of work means we take up the paving, tie into the existing lines and repave. We have also done quite a bit of boring for communications companies the last few years. Everything is hard bid, and we really don't sub anything out."

That doesn't mean JT won't team up with other contractors. In fact, it's common for Collins Water Works to combine forces with Lonehickory Cattle LLC, which Wes owns and operates. Wes left Collins Water Works and started Lonehickory Cattle as a custom hay baling and cattle trading business in 2007, then transitioned to construction in 2009.

"We moved onto the place where we live, and there was one tree—a hickory—and that's where the name came from," shared Wes. "When I decided to get back into construction, I wanted to focus on what I knew and was familiar with, so like Collins Water Works, the bulk of Lonehickory's work is water and sewer installs for rural water districts and municipalities where we are replacing line that's been in place 60, 70, 80 years or more. We put in the new line, tie into the existing services and repave. When our dad passed away, Collins Water Works was a little behind, so I said that I would help get things caught up. JT and I have been working together ever since."

Customer snapshot

Companies: Collins Water Works LLC and Lonehickory Cattle LLC

Location: Talihina, Oklahoma

Established: 1967 (Collins Water Works) and 2007 (Lonehickory Cattle)

Employees: 5 (Collins Water Works) and 40 (Lonehickory Cattle)

Area of expertise: Installation of water, sewer and storm for rural water districts and municipalities

Komatsu equipment: PC290LCi-11 IMC excavator; PC130, PC170 and PC290 excavators; and WA200 wheel loader

Komatsu technology: Intelligent Machine Control (IMC)

Additional equipment: Terramac RT14 rotating rubber-tracked crawler carrier and HAMM H 16i vibratory roller



Operator Jesus Collazo digs a trench with a Komatsu PC290LCi-11 Intelligent Machine Control (IMC) excavator on a road widening project near Pawnee, Okla. "I like the machine, and it has sped up our productivity" said Jesus.

▶ VIDEO





Operator Jay Johnson pushes material and grades with a Komatsu D71PXi-24 IMC dozer. "I like the line design for building straight lines and slopes," said Jay. "The visibility is great."

Same work, different sizes

Both businesses are based in eastern Oklahoma and cover the entire state. JT's wife, Jimmie, is a member of Collins Water Works and helps with bookwork, and Wes' wife, Kari, is an owner of Lonehickory Cattle. JT and Jimmie's son, Johnathan, will soon join Collins Water Works, and their son-in-law, Donovan Webb, currently works there. They are part of a staff of about five at Collins Water Works, which typically runs two to three jobs at once. Lonehickory Cattle has 40 employees.

Collins Water Works has done some relocation projects for the Oklahoma Department of Transportation (ODOT) as well as commercial work for the Choctaw Nation such as the storm, water and drain lines it put in last year. That project included 800 feet of 6-inch water line, along with fire hydrants for water, 200 feet of 2-inch domestic water, a small section of 36-inch storm drain, 200 feet of 24-inch storm drain, and about 400 feet of 18-inch storm drain.

"That was an average size for us," stated JT. "The biggest Collins Water Works has ever done was about 40 miles of various pipe, from 2-inch to

8-inch in LeFlore County that took us about a year to finish and was across various terrains. We encountered quite a bit of rock. The biggest pipe we've ever done is 36-inch ductile iron."

"We bought a Komatsu PC290LCi excavator for that job because we can dig the ditch to grade without overexcavating, and it's big enough to handle the trench boxes."

*-Wes Collins,
Owner,
Lonehickory Cattle*

Wes said he likes highly challenging projects, often focusing on ones that others don't want to take on.

"We're getting into bigger work," noted Wes. "We have five crews, so it's hard for us to just pick out the smaller stuff. We need to be a little more versatile to keep everyone working."

Dependable equipment from KSM

For a recent ODOT job near Pawnee, a Lonehickory Cattle crew performed a sewer relocation that was part of widening Highway 18. It involved putting in roughly 3,000 feet of 24-inch

concrete pipe, and the lines ran 12 to 14 feet deep.

"We bought a Komatsu PC290LCi excavator for that job because we can dig the ditch to grade without overexcavating, and it's big enough to handle the trench boxes," explained Wes. "Because we're not taking out too much material, we're not having to replace it with extra bedding, so it gives us cost savings. We realized that had we used it on a previous job, we could have dug to grade perfectly without overcutting and saved a lot of time and expense. It's a game-changer for us."

The Komatsu PC290LCi-11 Intelligent Machine Control (IMC) excavator is one of several pieces of equipment Lonehickory Cattle has bought and rented from Kirby-Smith Machinery Inc. (KSM) since 2016 with the help of McAlester-based Territory Manager Ron Allen. In addition to Komatsu PC130 and PC170 excavators, Allen has assisted with the purchase



Discover more at
KirbySmithConnection.com

Continued . . .

'The more we use Komatsu, the more we like it'

... continued

of Komatsu WA200 wheel loaders, a HAMM H 16i vibratory roller and a Terramac RT14R rotating rubber-tracked crawler carrier. It also recently rented a Komatsu D71PXi-24 IMC dozer.

"Dependability in equipment is important, but the main thing we look for is a good salesman and a service department that will back us if there is an issue, and we get that with Ron and Kirby-Smith," said JT.

"They are always very responsive. We had a relationship with him before he came to Kirby-Smith, and that's why we started looking at Komatsu."

Wes added, "The more we use Komatsu, the more we like it, so we're glad Ron convinced us to try it out. He's helped us get into other brands that have maximized our production and saved us as well. For instance, the Terramac RT14R has been great. We used it on a landfill project to run on a narrow sewer lagoon dike. The rotation means you are always moving forward and can dump at any angle, which saved us a bunch of time, and the low ground pressure is another advantage. It allowed us to work in the rain without tearing up the ground. We rented it for that job, then ended up buying one."

"Dependability in equipment is important, but the main thing we look for is a good salesman and a service department that will back us if there is an issue, and we get that with Ron and Kirby-Smith."

-JT Collins,
Owner/Manager,
Collins Water Works

Maintain focus on quality work

Neither Wes nor JT plans to retire anytime soon. Their focus is on continuing to offer quality work done on time.

"Everyone says to retire, but I want to keep working, taking a vacation here and there, and enjoy life," JT commented. "I'm satisfied with where we are."

Wes added, "From my end, I think there is an opportunity to branch out and do some more sitework if it makes sense, but we're not going to just jump into it. Our goal is to do all we can do and be good at it. We want to keep the reputation we have for good work." ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*

By the numbers

- Collins Water Works typically has **2** or **3** jobs going on at once
- Lonehickory Cattle has **5** crews
- Lonehickory Cattle recently placed roughly **3,000** feet of **24**-inch concrete pipe **12** to **14** feet deep for an ODOT project



Lonehickory Cattle owner Wes Collins (left) and KSM Territory Manager Ron Allen discuss equipment at KSM's yard in McAlester, Okla.



Operator Robyn Johnson hauls material with a Terramac RT14R rotating rubber-tracked crawler carrier. "I love that I can get anywhere and dump at any angle," said Robyn. "I'm able to rotate and dump without having to back up, so it saves a lot of time."



NEW WHEELED SERIES FROM TERRAMAC

UNITS IN STOCK

MULTI-VIEW SWIVEL DUMPER - 120TW

- 26,000 lbs. Carrying Capacity
- 3 Steering Modes
- 180° Bed Rotation
- Travel Speed of 21.7 mph

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- 15,400 lbs. Carrying Capacity
- Articulated Frame
- 180° Bed Rotation
- Travel Speed of 17.4 mph



DISCOVER THE DIFFERENCE

Terramac rubber tracked machines provide contractors hassle-free solutions for conquering the most challenging jobsites.



Industries Maximizing Productivity

- General Construction
- Environmental
- Government
- Landfill
- Pipeline
- Utility
- Renewable Energy



Track Truck Advantages

- Reach jobsites wheeled vehicles can't access
- Maximize cycle times
- Low ground pressure minimizes ground damage
- Fixed frame, 360-degree rotating and utility models available



Support Equipment

- Water Tank
- Digger Derrick/Pole Setter
- Aerial Lift
- Concrete Mixer
- Hydroseeding Unit
- Vacuum Excavator
- Personnel Carrier
- Tac Welder/Weld Deck



AVAILABLE THROUGH KIRBY-SMITH MACHINERY

DATA-DRIVEN SOLUTIONS

Smart Construction suite can help you increase productivity, track it and make critical decisions that affect it faster

Data is a driving force behind making critical decisions that can potentially have a major impact on construction companies' bottom lines. With new machinery and technology, data is more accessible and faster to get than ever before.

"Machine intelligence that collects data and software that gives users the ability to access it via the cloud from practically anywhere and at anytime continues to increase exponentially," said Jason Anetsberger, Director, Customer Solutions at Komatsu. "Users can visualize production, collect as-built data and update plans remotely in real or near-real time. That promotes a more proactive approach to decision-making that factors into project-scheduling adjustments and affects profitability."

A good example

Anetsberger used an example that included multiple Komatsu Smart Construction solutions such

as Intelligent Machine Control (IMC) dozers and excavators with factory-integrated GPS grade control and 3D Machine Guidance, which can be added to traditional excavators and is now a factory-install option on some newer machines.

"Those machines are collecting data in real time, and that is aggregated into our Smart Construction Dashboard solution that gives users a clear picture of the current as-built," noted Anetsberger. "You can easily track information such as how much material has been moved, length of trench dug and more. In addition to making adjustments that affect productivity, you can use that information to document the project and prove it was built to plans with little to no surveying. If a change in plans occurs, Smart Construction Remote lets you send the plan update directly to the machine without the need to drive to the site, saving time and expense."

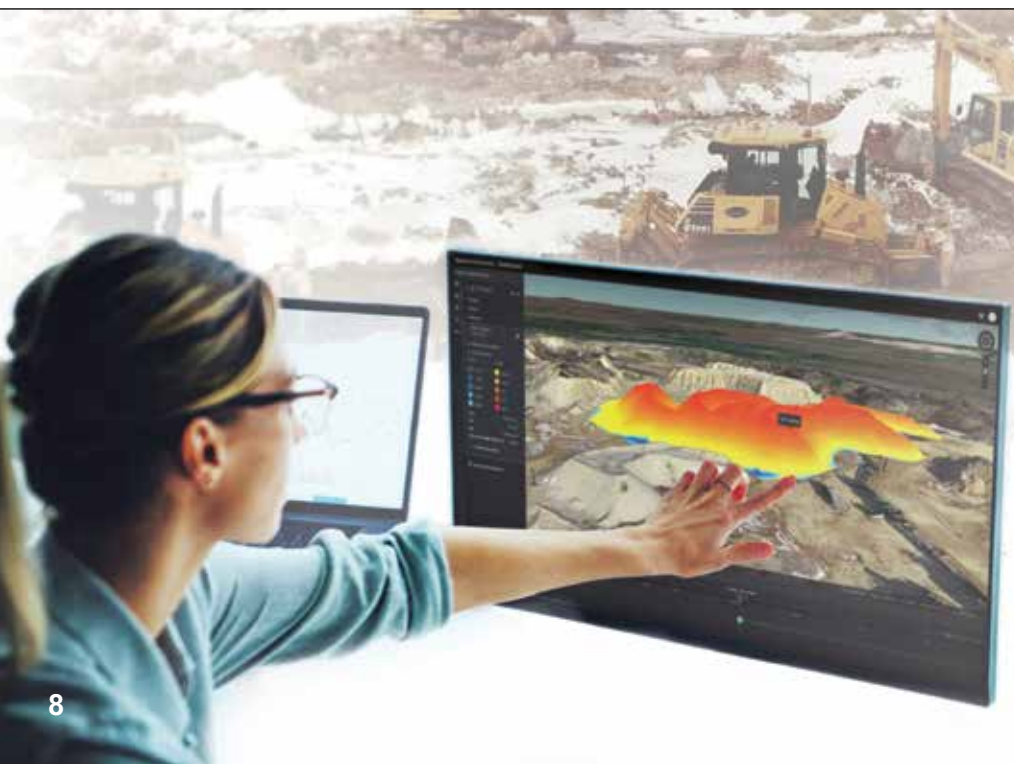
Anetsberger continued, "We recently had a first-time technology user on a project utilizing a PC490LCi-11 IMC excavator and Dashboard. The project involved digging underwater and was on a site where drone flights to survey weren't allowed. The contractor did a daily as-built and reported it to the site's owner and the state department of ecology. It proved a huge success to all, especially the contractor who completed what was scheduled to be a 45-day excavation in 20 and had an accurate representation of the finished job. They will now use a D61i IMC dozer and Dashboard to fill in the site, put it to final grade and complete a new as-built."

Adding solutions

Komatsu IMC machines, 3D Machine Guidance, Dashboard and Remote are part of Komatsu's Smart Construction suite of solutions designed to increase efficiencies. Anetsberger offered some recommendations for determining what Smart Construction solution makes the most sense for your operation, providing some helpful tips for how to figure out what solutions you need and when is the right time to add them. All the solutions can be accessed and viewed through your My Komatsu account.

"IMC machines were our original solution, and we still recommend them as a starting point on your Smart Construction journey," said Anetsberger. "3D Machine Guidance — formerly Retrofit — is another great option, as it adds an indicate-only system to legacy machines or new machines without IMC. If you have those, adding Dashboard and Remote are logical next steps to make a powerful combination."

Several project management solutions are available such as Smart Construction Dashboard that gives users a clear picture of the current as-built data.





Implementing Komatsu Intelligent Machine Control (IMC) dozers and excavators is a good introductory step in adopting Smart Construction solutions.

To determine your next steps, Anetsberger recommends a further assessment of your goals and asking questions such as:

- Do you want faster, more accurate mapping and progress tracking?
- Do you want to move to 3D digital plans and combine drone data with 3D design data to confirm quantities?
- Do you want better labor management and cost tracking and be able to do it remotely?

One option is Smart Construction Office, a scheduling and management solution that serves as a central hub for all your jobs and can help replace manual production and cost tracking with streamlined daily automation that delivers timely updates, insights, auto-forecast schedules and cost estimates throughout a project's lifecycle. It also has an artificial

intelligence project assistant known as Carmen that works in real time scanning and analyzing information and providing recommendations to keep projects on time and on budget.

Additional Smart Construction solutions include:

- **Design** — Lets you move from rolled-up plans to a digital design file with Komatsu's 3D generation service, so you have accurate data that is easily shared, replicated and updated
- **Drone** — Delivers high-precision mapping that can be done 50% faster than a walking survey; drone mapping helps with planning, sends data as you progress and gives you information that you can turn into efficiencies and better reporting
- **Field** — Connects humans, machines and materials to automate

data collection on the jobsite, so you can accurately analyze your operational costs and efficiencies in real time

- **Fleet** — Collects the data you need to help optimize your fleet and track production, all on a mobile app
- **Base/Rover** — Functions as an RTK base station or RTK rover for collecting data, staking features and measuring surfaces relative to 3D designs; works seamlessly with Komatsu IMC machines and Smart Construction 3D Machine Guidance systems

"There are so many easy ways to implement technology solutions into your operations," concluded Anetsberger. "We encourage anyone who wants to streamline and optimize their operations to learn about Smart Construction solutions by talking to their distributor about how to get started." ■

SMART CONSTRUCTION

Intelligent Machine Control



Automatic grading and excavation with built-in GPS that boosts speed, accuracy, and efficiency.



Drone



Get efficient and accurate topography, as-built, volume and production.

3D Machine Guidance



Upgrade to an affordable technology delivering 3D GPS guidance for most excavators regardless of manufacturer.



Fleet



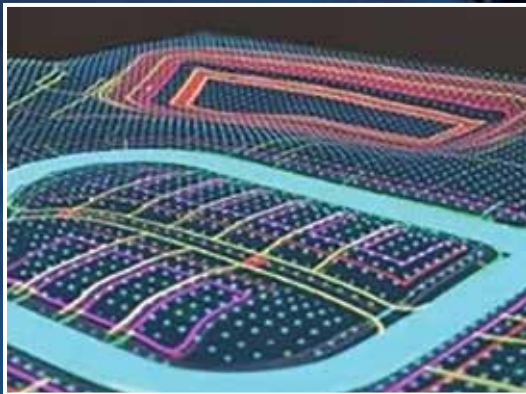
Utilize mobile app technology for mixed fleet load counting and tracking cycle times.

SOLUTIONS

Dashboard



Confirm quantities and visualize progress by combining design data with aerial mapping and intelligent machine data.



Design



Make the leap from 2D to 3D with an accurate 3D model from Komatsu's 3D data generation service.

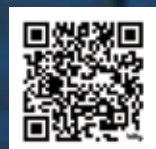
Field



Capture and track your jobsite activity with the Smart Construction Field app.



Office



Use Smart Construction Office for project scheduling and management, cost tracking, streamlined daily automation and more.

Work smarter



Our suite of digital tools, **Smart Construction** and **Smart Quarry**, can help you manage your machines, manpower and material to new levels of efficiency and understanding, unlocking greater profits.

Discover more ► komatsu.com/technology

KOMATSU



MAKING THE GRADE

Smart Construction 3D Machine Guidance Flex allows more machines and personnel to see as-built data faster

On a modern construction site, the more data you collect—especially as-built data—the more precisely you know your job progress, and the more confidently you can make key decisions. Smart Construction 3D Machine Guidance Flex can collect as-built data from nearly any machine, including scrapers, loaders or pickups.

As-built data from 3D Machine Guidance Flex and a 3D mapping program such as Smart Construction Dashboard provide valuable insights and analysis daily. With 3D Machine Guidance Flex, the machine or truck constantly maps the terrain as it moves about the site. Adding the as-built data to 3D visualization software lets you know exactly how much work has been done and how it compares to the digital project plan.

“3D Machine Guidance Flex will automatically connect to Dashboard, allowing more personnel to understand grade information and as-built, and make decisions that affect personnel, machinery and production faster.”

*— Ron Schwieters,
Smart Construction Senior
Customer Manager,
Komatsu*

Rough grading done by larger machines equipped with a GNSS solution such as 3D Machine Guidance Flex can be much more accurate, enabling you to deploy grade checkers elsewhere and increasing jobsite efficiency and productivity. Multiple machines, trucks and personnel can use 3D Machine Guidance Flex at once.

“Komatsu’s 3D Machine Guidance solution was originally designed just for excavators,” explained Ron Schwieters, Smart Construction Senior Customer Manager, Komatsu. “3D Machine Guidance Flex expands

on that to give more machines and more personnel on the jobsite very visual guidance on cut and fill areas with a color-coded map—green is on grade, red is cut, and blue is fill. Prior to launch, we did a series of trials on various types of machines and trucks. It really changed the scraper operator’s perspective. They were no longer relying on survey personnel to tell them where grade is and where to move material. With the information they needed directly on the in-cab monitor, they felt more empowered, and operations really picked up.”

Prevent over-digging and missed fills

A tablet mounted in the machine’s cab shows the operator the current topography laid over the 3D design to guide them toward the finished product. Because the operator has

constant position data of their machine versus the design, they can move large amounts of material without needing a grade checker, and they can see where to dig and when to stop to prevent over-digging.

Site managers can constantly monitor elevations around the jobsite using the as-built data from 3D Machine Guidance Flex using Smart Construction Dashboard. Managers can more easily catch mistakes, like missed fills, and calculate the daily production volume.

“3D Machine Guidance Flex will automatically connect to Dashboard, allowing more personnel to understand grade information and as-built, and make decisions that affect personnel, machinery and production faster,” said Schwieters. “Adding both solutions is easy. We recommend contacting your Komatsu distributor to get started.” ■

With Smart Construction 3D Machine Guidance Flex, as-built data is collected from nearly any machine, including scrapers, loaders or pickups.



DAVIS CRANE GROUP

Texas firm prides itself on delivering quality work done efficiently for every customer, no matter the size of the pick

In 1952, the State Fair of Texas put up a statue named Big Tex to greet fairgoers, and he's been a symbol of the fair ever since. About 50 years ago, Davis Crane Group took on the annual tradition of setting the 55-foot-tall statue in its rightful place at the entrance to the fairgrounds in Dallas.

Just as the legend of Big Tex has grown, so has Irving-based Davis Crane Group, which was founded in 1962 with two small cranes and two employees and now includes more than 165 cranes and a staff of

367 that performs a variety of work across a wide swath of Texas.

"There is nothing we haven't picked up, from elephants to trees to cars to Big Tex," said CEO Dennis Davis, son of founder Raymond Davis. "We have closed several acquisitions over the years of several companies with great reputations that have allowed us to expand our footprint. We pride ourselves on our variety of cranes and ability to fit the right one to the right job for our customers."

Chief Operating Officer Wes Dowd added, "If it can be lifted,

we do it. From mausoleums in a cemetery to wreaths on a building at Christmastime to hanging steel, setting trees and bridge beams, road barriers—you name it. My favorite part of the business is that no two days are ever the same. Every job's different."

"We pride ourselves on our variety of cranes and ability to fit the right one to the right job for our customers."

*-Dennis Davis,
CEO*

Customer snapshot

Company: Davis Crane Group

Location: Irving, Texas

Established: 1962

Employees: 367

Area of expertise: Crane service

Equipment: 165+ cranes, including a growing fleet of National Crane NBT60XL boom trucks

(L-R) Davis Crane Group's management team includes Director of Operations Jon Johnson, CEO Dennis Davis, COO Wes Dowd and Executive Vice President of Business Services Keith McKee. The picture in the background is Raymond Davis, who started the company in 1962.



Committed to satisfaction

The team at Davis Crane Group emphasizes that there is one aspect that stays the same—Davis Crane Group's commitment to careful planning and seeing each job through just as Raymond Davis did when he started the business. That's led to the successful completion of thousands of jobs and a long list of repeat clients.

"We strive to give it our best every day," said Director of Operations Jon Johnson. "Whether it's routine or a customer is in a bind, we're here to help. With the size of our fleet and work ethic of our staff, we're able to handle just about anything. We're able to go above and beyond to make sure customers are taken care of as efficiently as possible."

That's true across all 10 businesses under the Davis Crane Group umbrella. They include Crocker Crane, Davis Crane Service and Oxford Crane in Irving; Austin Crane Service and Crocker Crane Rentals in Leander; F.B. McIntire Equipment and Mica Crane in Fort Worth; E.I.G. Crane Service in Stephenville; Goins Crane Service in Abilene; and Scharff Crane Rental in Sherman.

"We care about going out and safely performing the job and providing the



A Davis Crane Group operator lifts a tank part with a National Crane NBT60XL boom truck on a jobsite in the Dallas-Fort Worth area.

best service we can in a timely fashion," said Dowd. "Time is money, so we don't want to get out there and waste time and have the customer think we are dragging things out. We plan, we get there, rig up, do the job, rig down, and move on to the next one."

"We're able to do multiple jobs in a day quickly, efficiently and safely."

*-Jon Johnson,
Director of Operations*

New efficient National Crane boom trucks

Johnson emphasized that National Crane NBT60XL boom trucks help Davis Crane Group quickly move from one project to another. The 60-ton models are fully roadable, easy to set up and have a 151-foot maximum boom length.



Discover more at
KirbySmithConnection.com

Continued . . .



'The future is strong'

... continued

"We're able to do multiple jobs in a day quickly, efficiently and safely," said Johnson. "We put them to the test. We look at their chart, see what they can lift and have confidence and trust that they will get the job done. They are versatile and have good capacity to handle lifting air conditioning units and steel and make a wide variety of other picks, including helping in the setup of our larger cranes and our luffer."

Davis added, "We expect the longevity to be good and to not have to worry about the carrier, which is a big positive. We were impressed with the chart, and that really was the thing that got us to give the National trucks a shot, along with Kirby-Smith's commitment to stand behind them."

Kirby-Smith Machinery Inc. (KSM) Crane Division Product Support Representative Chip Leatherwood and

Crane Division Vice President Rickey Bailey helped Davis Crane Group with the purchase of multiple NBT60XL boom trucks. They have also assisted with rental units as needed and provide support.

"We look for three things when buying any equipment: availability, cost and the service behind it," stated Davis Crane Group Executive Vice President of Business Services Keith McKee. "Kirby-Smith has met all three. The service has been especially excellent. Downtime is a killer, and if we have something go down, they are on it quickly. I have to give kudos to Chip. It was his persistence that got us to try the National trucks, and it's been a great experience."

By the numbers

- 10 businesses under the Davis Crane Group umbrella
- About 50 years of experience placing 55-foot Big Tex at the State Fair of Texas
- 60-ton National Crane NBT60XL boom trucks feature a 151-foot maximum boom length

Davis Crane Group uses 60-ton National Crane NBT60XL boom trucks for a variety of projects in Texas.

► VIDEO



"We look for three things when buying any equipment: availability, cost and the service behind it. Kirby-Smith has met all three."

*-Keith McKee,
Executive Vice President of
Business Services*

Bright future

Davis Crane Group sees a bright future with further growth on the horizon, but it won't just be all about getting bigger.

"I think we're not just looking to expand and get more equipment in different places, but also become better at what we do," said McKee. "Serving Texas remains our main goal. We're not looking to move nationwide."

Davis added, "The future is strong. Sometimes you look for the future by copying and pasting the past. I think if we carry forward by building on what we have done in the past, it will keep the ball rolling. I see us staying strong within our market and expanding to others when the time is right." ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*

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CRANE CORNER

With 200-ton capacity, new GHC200 crane increases ability to compete for and win jobs that require higher lifting capabilities

Manitowoc's largest Grove Hydraulic Crawler (GHC) crane, the GHC200, features a 200-ton capacity and a 185-foot main boom. The new telescoping crawler crane delivers heavy-duty lifting power in applications that require high capacity at various radii in tough jobsite conditions, such as swampy and mountainous terrain.

"As jobs get more challenging, higher load charts are needed to accomplish them," said JJ Grace, Manitowoc's product manager for GHC cranes. "We are excited to bring the GHC200 to the market because it will increase the ability to compete for and win jobs that require higher lifting capacities. It is

an ideal crane for general construction and renewable energy, for example, because of its strength and increased pick-and-carry capabilities."

The GHC200 offers new features to the range, such as an additional 90% pinning location on the boom sections for increased capacity and versatility when setting up the crane. When configured with the 71.5-foot manual or hydraulic swingaway extension, it reaches a maximum tip height of 265.7 feet. Featuring out of level load charts, the GHC200 offers the ability to pick and carry at 100% of its load chart on inclinations of up to 4 degrees, and it can swing loads a full 360 degrees.

The main and auxiliary hoists include drum rotation and third wrap indicators, with 26-millimeter wire rope, providing a maximum permissible single-line pull of 29,765 pounds.

The GHC200 can be transported to a jobsite in six to seven loads and offers quick self-assembly. Operators will appreciate in-cab amenities, including a large air suspension heated seat, a climate control system for added comfort, and cameras providing hoist, rear and right-side views. A 20-degree tilting cab provides high visibility and increased operator ergonomics when working at high angles with an extended boom. ■

The Grove GHC200 telescoping crawler crane boasts a 200-ton capacity, delivering heavy-duty lifting power in applications that require solid pick-and-carry capabilities.



Quick specs

Model	Capacity	Main boom	Max single-line pull
GHC200	200 tons	185 ft.	29,765 lbs.

RICK LEAMING CONSTRUCTION

Family business thrives by delivering quality projects and fabrication services focused on the grain storage industry

Ask Rick Leaming what continues to motivate him to come to work every day after 45 years in business, and he's quick with his answer: "I love to build. I always have. It's been a real enjoyment."



Rick Leaming,
Owner



Tyler Leaming,
Crew Leader



Andrew Leaming,
Facility Supervisor

That drive and joy have been with Rick since he joined his uncle's business full time in 1980 and eventually took it over, renaming

it Rick Leaming Construction & Manufacturing LLC. Rick's wife, Debbie, is the Oklahoma-based company's office manager, and

their sons, Tyler and Andrew, work as a crew leader and a facility supervisor respectively.

While there have been some changes during the past four decades, such as moving operations to a single location on the edge of Newkirk, the Leamings' focus has squarely remained on providing erection and fabrication services that help customers increase their grain storage capacity. Projects generally fall into two categories: completely new steel or concrete bins, or expansion of existing structures. Rick Leaming Construction provides a full range of services from design to completion on all projects.

"The industry changed during the '80s, with small feed mills shutting down in favor of larger, more efficient ones that could store more and do it long term," Rick recalled. "We started out just taking down old products such as tanks, legs, piping, and then put in new. As time went on, we got into remodeling feed mills with brand-new, up-to-date equipment. Now, we're doing large add-ons to make mills bigger and putting in new grain receiving systems for elevators."

Tyler and Andrew credit Rick's ambition and vision for the company's success.

"He's a really hard worker," stated Tyler. "He's instilled that in us, and we're carrying it on. He's always said that animals need to eat, so there is always going to be a need for grain, and therefore the services we offer. It's a good business to be in, and I think it will last a very long time."

"He goes above and beyond his word," Andrew added. "He leaves a good impression, and we are following that model. We're trying to provide a service and quality of product that will be used for years and years, and that you can trust."

Customer snapshot

Company: Rick Leaming Construction & Manufacturing LLC

Location: Newkirk, Oklahoma

Employees: 30

Established: 1972

Areas of expertise: Erection and fabrication services for grain storage companies

Equipment: Grove TMS9000-2 and TMS760 truck-mounted cranes; Komatsu PC210LC-10 excavator; Manitou telehandlers; JLG telescoping boom lifts; and a Sullair generator

In addition to Grove truck-mounted cranes, Rick Leaming Construction's fleet includes a Komatsu PC210LC-10 excavator, Manitou telehandlers, JLG telescoping boom lifts and a Sullair generator purchased from KSM.





▶ VIDEO

Rick Leaming Construction uses a Grove TMS9000-2 truck-mounted crane for high-reach picks.

Repairs to new construction

Rick Leaming Construction's services range from repair work to complete new construction projects. According to Tyler, repair work is mostly done in the summer when feed mills and grain elevators are running constantly during wheat harvest, while the winter typically has more scheduled or bid jobs and new construction.

"I think one of the reasons people continue to turn to us is our commitment to quality work."

*-Andrew Leaming,
Facility Supervisor*

"We typically have anywhere from three to four jobs going on weekly depending on how fast things are going and how busy we are," noted Tyler.

On new construction jobs, Rick Leaming Construction ensures all

work is done in a timely manner. It handles earthwork, concrete for tank bases and steel erection, as well as the installation of grain legs and other components that are manufactured in its fabrication shop, including round tanks, elevator legs, distributors, bins and carriers. With a shear-brake-roll machine and a burn table on-site, manufacturing personnel can build practically any idea or design a customer has.

"If someone wants something unique, we tell them what we can do and will provide our expertise," said Andrew. "Basically, any structure out of metal that you can dream up, we can build it. I think one of the reasons people continue to turn to us is our commitment to quality work. We won't half do a job, and we will over-engineer. For instance, our legs are thicker and stronger than others to better withstand weather."

Growing with Grove cranes

To ensure Rick Leaming Construction could complete larger jobs, Rick invested in truck-mounted cranes, starting with a used Grove 70-ton model in 2006. The Leamings like truck-mounted cranes because they can be driven from site to site and set up quickly, allowing for use on multiple projects in a day. In addition to its work on grain storage projects, the company rents out its cranes with an operator for projects such as setting air conditioning units for HVAC companies.

"We did a lot of research comparing Grove and another brand, and Grove stood out with a better lift radius and a longer boom," Rick recalled.



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Continued . . .

'We recommend Kirby-Smith to other contractors'

... continued

"When we bought the original crane, I said we would run it for three years, and if we like it, we'll buy a new one. It did well, so I got in touch with Kirby-Smith, told them what I was looking for, and they assisted with the purchase of a TMS9000. Around that time, the grain industry went on a boom, and everything started getting bigger and taller, so the TMS9000 fit our needs."

Kirby-Smith Machinery Inc. (KSM) and Crane Division Account Manager Josh Layman helped Rick Leaming Construction upgrade to a Grove TMS9000-2 truck-mounted crane with a 115-ton capacity and a reach of up to 169 feet in 2022.

"What we really like is that the newer crane has an extra section

of main boom, so we don't have to swing the jib as often or add the insert on some of the taller picks," explained Rick. "That moves things along faster, and we can pick up more weight at the height we need. It also cuts down on wind drag."

"What we really like is that the newer crane has an extra section of main boom, so we don't have to swing the jib as often or add the insert on some of the taller picks."

*-Rick Leaming,
Owner*

Rick Leaming Construction uses a Grove TMS760 truck-mounted crane with a 60-ton capacity for smaller

work such as pipe patching, setting air conditioning units and lifting materials to installers. The TMS760 and TMS9000-2 are part of a fleet of machines that includes a Komatsu PC210LC-10 excavator, Manitou telehandlers, JLG telescoping boom lifts and a Sullair generator purchased from KSM.

"I can call Josh and the service and parts people at Kirby-Smith, and they get me what I need quickly," commented Andrew. "They are very knowledgeable. When we were looking at the TMS9000-2, Josh brought it out, showed us how to run it and maintain it, and made sure the operator was comfortable with it. Additionally, we do a lot of specialty work, and Kirby-Smith has been great about matching machines to our applications. We recommend Kirby-Smith to other contractors."

"I can call Josh and the service and parts people at Kirby-Smith, and they get me what I need quickly."

*-Andrew Leaming,
Facility Supervisor*

By the numbers

- 3 to 4 jobs typically going on per week
- 115-ton-capacity TMS9000-2 truck-mounted crane has a reach of up to 169 feet
- 60-ton-capacity TMS760 truck-mounted crane is ideal for smaller work

(L-R) KSM Crane Division Account Manager Josh Layman talks with Rick Leaming Construction's Andrew, Rick and Tyler Leaming.



Succession could mean additional expansion

Rick is transitioning toward retirement, and Tyler and Andrew will eventually succeed him at the helm of Rick Leaming Construction. Both see the potential for future expansion.

"I see us getting bigger, both on the project side and the manufacturing," stated Tyler. "The places we work for, they want to get bigger, so we will need to grow in order to keep up."

Andrew added, "I'd love to see it grow. I like the direction we're headed, and I want to keep that going. I can see us potentially spreading out farther and getting into more work to the east of Oklahoma." ■

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KEEP OPERATING COSTS DOWN

Find lower fuel costs with five timely tips

Fuel is a necessity and a major expense item for construction companies. As prices spike, so does the possibility that your profitability might take a hit, but there are ways to help lower your fuel bill and operating costs.

Reduce your idle time

Idling is necessary in certain situations, such as warming up a machine and before shutting down at the end of the day. It could also be justified when you are in high-production activities that involve near-constant movement, such as loading trucks with an excavator and charging crushers with a loader, where restarting would negatively affect productivity.

Telematics helps fleet managers easily track idle time by machine and

for their entire equipment lineup. If they see excessive idling, they can then address that with operators and other on-site personnel.

An easy way to help control idle time during unproductive periods is to use the auto idle shutdown function, a feature available on most Tier 4 Final machines. Your machines' operations and maintenance manuals can guide you on how to set it—the minimum is five minutes before the shutdown begins in most cases—and your local dealer can help, too.

Heed Eco Guidance and choose the right mode

Komatsu's ECO Guidance provides information to operators on energy-saving operations that help

control fuel consumption. It is a feature on most Komatsu machines introduced during the past 10 years. Idling stop guidance is among the suggestions that may be available with ECO Guidance. With this option, typically if no operation is performed for more than five minutes and the engine is idling, the idling stop message is displayed on the monitor.

ECO Guidance is most useful when you choose the most effective mode. ECO Guidance might also suggest operating in "economy" instead of "power" mode.

- The "economy" mode promotes enhanced fuel efficiency but maintains working equipment speed for light-duty work, similar to the "power" mode

There are easy ways to control fuel usage, such as using technology, choosing properly sized machines and running them in the right mode.





A hybrid machine such as Komatsu's HB365LC-3 excavator can help conserve fuel significantly.

- Excavators and dozers are mainly used to dig and move naturally compacted soils, and in most instances, “economy” mode will get the job done while controlling fuel burn
- The “power” mode is advantageous in heavy-duty applications, such as when a wheel loader must climb a 10% ramp with a full bucket or when an excavator moves hard material like heavy clay

Consider a hybrid

Another thing to consider is purchasing or renting a hybrid excavator, such as the Komatsu HB365LC-3. Hybrid excavator technology is designed to provide a fast and responsive swing, and when swinging, to have all available hydraulic power sent to the boom, arm and

bucket to help improve cycle time and enhance production.

Properly size and match equipment for the task

Bigger is not always better, and using a large machine to do a job that a smaller one could do can increase fuel usage and your overall operating costs. Fleet managers need to consider several factors when using equipment, including choosing the right size for the job.

An important component of rightsizing is matching equipment that will be working together in the same application. For example, loading and hauling equipment need to match in order to drive optimum efficiency. If a loader is too large for a truck, or vice versa, the project will likely not be as efficient.

Use advanced technology

GPS-based grading helps promote productivity and control per-yard costs to move material. During the past two decades, GPS technology has advanced significantly, with integrated machine control helping to drive lower costs associated with replacing cables, masts and additional satellites.

Many of today's machines with integrated GPS grade control also feature additional technologies, such as Komatsu's proactive dozing control, that help operators get to grade more efficiently and at lower costs, including better fuel usage. Technology is also helping new operators become proficient at moving dirt faster than ever before. ■

CLEM EXCAVATION & LAND SERVICES

The Clems start anew in Oklahoma, building a business and growing a customer list from scratch

In 2020, Beau Clem founded Clem Excavation & Land Services LLC in Mustang, Okla., after moving his family there from Arkansas. At the time, he had no contacts, no work and no prospects on the horizon, but he was confident he could make it work.



Beau Clem,
Owner

"I had been working in the oilfield industry for about 15 years, and I took a job in El Reno," recalled Beau, who co-owns Clem Excavation & Land Services with his wife, Megan. "I drove back and forth for several years and finally said, 'Let's buy something in Oklahoma.' I was missing a lot of family time, and starting my

own business was a way for me to gain some of that back. I figured I could set my own hours."

"Now, we're offering everything from clearing land to pad prep, finish grade and laying sod."

*-Beau Clem,
Owner*

Beau decided to go back to his roots with the company. He grew up around a family business focused on dirt work, so he bought a mini excavator and set about making hundreds of calls to electricians, plumbers and other contractors letting them know he was available and asking if he could dig for them.

"I finally got my foot in the door with some homebuilders, word got around that I did quality work, and it grew from there," said Beau. "Now, we're offering everything from clearing land to pad prep, finish grade and laying sod. Anything with dirt around the house, we're doing."

In addition to site prep for home sites, Clem Excavation & Land Services offers grading and prep of private driveways, trenching, footings, erosion control, landscape services, pond construction, and material hauling. Most work is done in the growing Oklahoma City metropolitan area, but the company covers the entire Sooner State.

"We are in with several homebuilders now that keep us busy," Beau stated. "We will have half a dozen jobs going at once. We're still fairly small with only four or five employees, but prospects for growth are there."

Beau added that growth during the past five years has been built on Clem Excavation & Land Services' focus on three pillars: a

Customer snapshot

Company: Clem Excavation & Land Services LLC

Location: Mustang, Oklahoma

Employees: 5

Established: 2020

Areas of expertise: Sitework, house pad construction and material hauling

Komatsu equipment: D51PXi IMC dozer and D39EX dozer

Komatsu technology: Intelligent Machine Control (IMC)

Clem Excavation & Land Services uses two Komatsu dozers to grade lots, driveways and ponds.

► VIDEO





Operator Jason Skaggs puts a house pad to grade with a Komatsu D51PXi Intelligent Machine Control (IMC) dozer on a subdivision in Edmond, Okla. "The elevation is right there on the screen in front of me, so I know how close I am to finish grade at all times," said Jason. "We can put a pad to grade in far less time than with a regular dozer. The visibility is outstanding too."

customer-centric approach, expertise and versatility, and community and environmental stewardship.

Savings with IMC dozer

Beau pointed to a recent project in Edmond, Okla., for a local homebuilder as a typical job for Clem Excavation & Land Services. The company prepped multiple house pads on a new subdivision, moving about 200 yards of dirt in the process.

Clem Excavation & Land Services put the pads to grade with a Komatsu D51PXi Intelligent Machine Control (IMC) dozer with integrated GPS grade control that it purchased from Kirby-Smith Machinery Inc. (KSM) with the help of Territory Manager Josh Lee. KSM Technology Solutions Experts Keith Graham and Danny Williams ensured Beau and his staff understood how to install and design plans as well as use the dozer effectively.

"They brought it out to me, and at first, I was thinking, 'What did I get myself into?'" Beau commented. "They

worked with me for a couple of days to get me comfortable and have been quick to answer any questions I have."

"We can cut house pads in an hour or two with the IMC dozer compared to five or six using a grade rod and stick."

*-Beau Clem,
Owner*

Beau added, "We're more than comfortable with it now. The Komatsu IMC dozer is a game-changer, because you can put the plan in the machine and go with little to no staking and no surveying. On some jobs, we come in after the road is built and go off of curb height or the elevation the builder gives us, dial it in, and build from that."

According to Beau, the D51PXi is saving time and fuel costs by allowing him and his team to put a house pad to grade more quickly. They typically rip the bare ground first, then start pushing and grading.

"We can cut house pads in an hour or two with the IMC dozer compared to five or six using a grade rod and stick," noted Beau. "The accuracy is spot-on too. Being able to get them done faster means we can do more jobs and our profitability increases. There's no way we would have been able to do as many pads as we have without the IMC dozer."

Backed by KSM

The D51PXi is one of two pre-owned dozers Clem Excavation & Land Services has purchased from KSM with the assistance of Josh. He's also helped the company acquire a Komatsu D39EX and, along with Rental Representative Brandon Haddad, has assisted with rental units as needed.

"I told Josh what I was looking for and my price range, and he found what I needed," commented Beau. "I didn't have any hesitation buying



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Continued . . .

'The D39 is a great all-around dozer'

... continued

used equipment, especially from Josh, because he assured me that they were well maintained, had been thoroughly inspected and were in good working order. He was true to his word. Josh and the

Kirby-Smith team have helped us grow our business."

Beau continued, "We first got hooked up with Josh after a friend talked to me about skid steers, and I contacted him about buying a

Takeuchi TL12. We moved into the dozers to help with bigger work. The D39 is a great all-around dozer that lets us push a good load as well as fine grade. The D51PX gives us the same abilities, and it has the wider tracks, so it has less ground pressure and is better in soft conditions such as when we're building ponds."

By the numbers

- 6 jobs typically going on at once
- 200 yards of dirt moved on a recent project
- 1 to 2 hours is all it takes to cut a house pad with a Komatsu IMC dozer

"Josh and the Kirby-Smith team have helped us grow our business."

*-Beau Clem,
Owner*



(L-R) Clem Excavation & Land Services owner Beau Clem talks with KSM Technology Solutions Expert Danny Williams, KSM Rental Representative Brandon Haddad and KSM Territory Manager Josh Lee.

More commercial work

Beau said having a Komatsu IMC machine can be a good recruiting tool as he looks to expand Clem Excavation & Land Services.

"It's appealing to be able to get in a machine and be productive quickly; you can put someone new into it, and it helps them stay on grade with the automatics," explained Beau. "That will bode well as we look to expand. We have done a little commercial work, and that's a market that I would like to grow." ■

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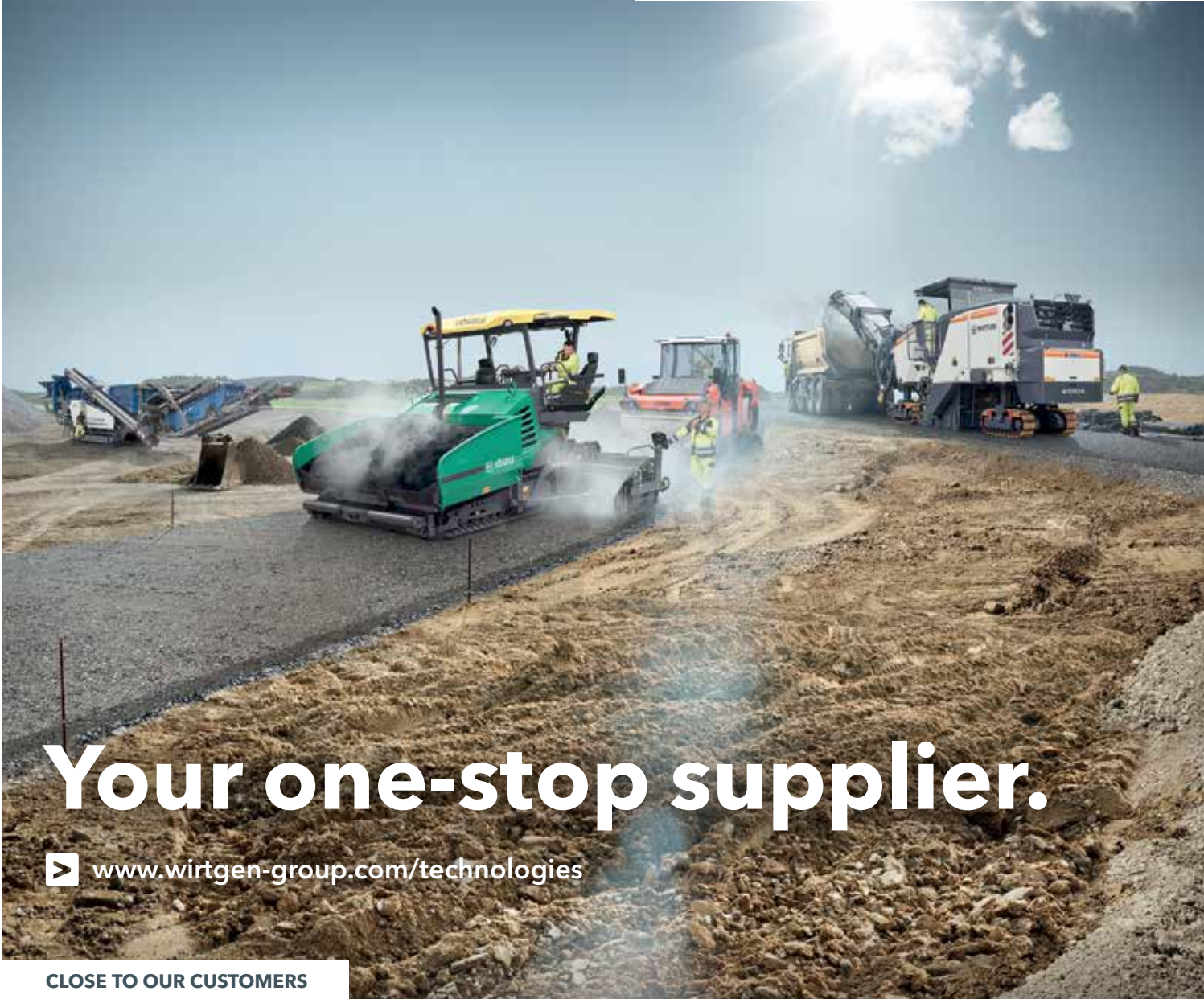
An operator moves material with a Komatsu D51PXi IMC dozer.



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MATT MOORE FARMS

For 35 years, Matt and Michelle Moore have farmed on the land where Matt grew up in the Texas Panhandle

On the east side of the Texas Panhandle, in between Shamrock and Wheeler, lies Kelton, and that's where Matt Moore and his wife, Michelle, have been operating Matt Moore Farms for nearly 35 years. It's ground that Matt has known for as long as he can remember.

"We actually live in my grandparents' house," Matt shared. "I was born and raised right here and am fourth generation. I've been on this land my whole life. I grew up with what I know, and I love it."

I love being outdoors, hands-on and trying new things."

Matt Moore Farms has traditionally been a row crop operation growing cotton, peanuts, sorghum and wheat. During the past several years, the couple have transitioned to more livestock with a cow herd. Along with the change in model came a mindset to turn a large portion of the farmland back to grass.

"We still do row crops, but times change," Matt said. "For instance, when I first started farming, there

were five cotton gins in Wheeler County, and there used to be a whole lot more. Now, there are zero left. All of our cotton goes to neighboring counties."

"I love being outdoors, hands-on and trying new things."

*-Matt Moore,
Owner*

TL12V2 delivers versatility

Another change has been the Moores' use of equipment. Matt bought his first skid steer about 20 years ago, and having one became a constant in Matt Moore Farms' operations.

"Equipment is an offshoot of farming because we would buy a piece, see a need for it and find multiple uses," said Matt. "The forklift, skid steer and wheel loaders have become staples on the farm."

Matt continued, "We found out the skid steer was a very handy tool to have on the farm. We used it for anything you can imagine and kept buying more and more attachments as the years went by. We use most of them on a fairly regular basis."

Working with Kirby-Smith Machinery Inc. (KSM) Territory Manager Brady McAlister, Matt Moore Farms added a Takeuchi TL12V2 compact track loader to do a variety of tasks, including brush cutting, mulching and blading. McAlister also helped with the addition of a Fecon BH85SS mulcher, a Virnig V60 root rake grapple, a Virnig brush cutter and an Erskine dozer blade with front stabilizer wheels.

"We bought the TL12V2 about two years ago, and it was my first Takeuchi," Matt recalled. "I ran into Brady, and the more we visited, the more I decided that was the brand

Customer snapshot

Company: Matt Moore Farms

Location: Kelton, Texas

Established: 1990

Areas of expertise: Growing crops such as cotton, peanuts, sorghum and wheat; raising cattle

Takeuchi equipment: TL12V2 compact track loader; TB290 compact excavator

Attachments: Fecon BH85SS mulcher; Virnig V60 root rake grapple; Virnig brush cutter; Erskine dozer blade with front stabilizer wheels; Werk-Brau spring-loaded tilt coupler; JB Equipment Alpha 320 tree shear; Dougherty Forestry Products turbo saw; Danuser T7 Hornet post driver

Michelle and Matt Moore own and operate Matt Moore Farms in Kelton, Texas, on land that Matt grew up on.





► VIDEO

Matt Moore mulches with his Takeuchi TL12V2 compact track loader equipped with a Fecon BH85SS mulcher before attaching an Erskine dozer blade with front stabilizer wheels to level dirt.

I needed to own. He asked me a lot of questions about how I was going to use it, so he understood exactly what I needed. One of the biggest factors in the decision was the hydraulic cooling capacity to run the Fecon mulcher, which has really good power. We use it and the Virnig attachments for brush control and to clear out fence rows and small trees in our efforts to grow more grass."

"We use the TB290 mainly for brush control, clearing fence rows and keeping tree branches away from the fence."

*-Matt Moore,
Owner*

Matt continued, "We use the Erskine blade primarily for dirt work. Additionally, if sand blows up in a fence row, we can pull it out with the blade. Historically, we used a tractor with a three-point blade, and this was an opportunity to be a little more efficient. You can pull the dirt away and smooth it out. It works well."



Matt added that changing attachments is a simple process with the Takeuchi TL12V2.

"It's much better than my previous skid steer because there's a pressure relief valve to plug the hydraulics in," noted Matt. "Using that when you're plugging in the hoses helps make the connection easier."

Tasks made easier with TB290

In addition to the TL12V2, Matt Moore Farms purchased a Takeuchi TB290 compact excavator that KSM equipped with a Werk-Brau spring-loaded tilt coupler, so Matt can run a JB Equipment Alpha 320 tree shear, a Dougherty Forestry Products turbo saw and a Danuser T7 Hornet post driver, as well as buckets.

"We use the TB290 mainly for brush control, clearing fence rows and keeping tree branches away from the fence," Matt explained. "I really wanted additional functionality beyond a typical excavator, so I can prune a tree off at ground level or turn it to prune a branch, and Brady found the tilting coupler and had the machine equipped to run it. It allows me to do very precise trimming because I can angle the blade exactly at the angle I want."



Discover more at
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Continued . . .

'They have been excellent to work with'

... continued

Matt emphasized that the TB290 has made those tasks much easier.

"As I've aged, that has become more important," reflected Matt. "If I don't ever have to pick up a chainsaw again, that's fine with me. I haven't had to since we got the excavator."

Being able to buy a large number of varying pieces of equipment and

brands from one dealer is a real advantage too, according to Matt.

"I like being able to get everything I need in one location and the service for it," stated Matt. "Brady did a lot of research, and Kirby-Smith helped with the setup of everything. Like the loader, we wanted versatility with the excavator. Brady and Kirby-Smith brought me multiple attachments that

they thought were my best options, so I could try them, and through that process and our discussions, we decided on the ones I currently use. They have been excellent to work with."

Looking to slow down a little

Matt and Michelle are working to continue Matt Moore Farms' legacy, although another generation of Moores will likely not be in the picture.

"I like being able to get everything I need in one location and the service for it."

*-Matt Moore,
Owner*

"We want to slow down, and we're trying to get a younger generation to start taking over and doing more of the hard work," Matt indicated. "The equipment is part of that plan, but I found a young neighbor as well who is stepping in and doing a lot of the farming and cows and is helping with that now. We will see where it goes." ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*

By the numbers

- 4th-generation farmer
- 4 attachments for the Takeuchi TL12V2
- 4 attachments for the Takeuchi TB290



KSM Territory Manager Brady McAlister (right) discusses equipment with Matt Moore.

Matt Moore prunes trees and clears brush with a Takeuchi TB290 compact excavator equipped with a Dougherty Forestry Products turbo saw and a JB Equipment Alpha 320 tree shear. Matt uses a Werk-Brau spring-loaded tilt coupler to cut at precise angles.





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SUBSTANTIAL IMPROVEMENTS

WA700-8 wheel loader delivers more power and torque with increased fuel economy that can help reduce operating costs

Komatsu has introduced its new WA700-8, a powerful and efficient addition to its range of wheel loaders designed for quarry operations and aggregate producers. This wheel loader is an ideal four-pass match with 70-ton trucks such as Komatsu's new HD605-10 haul truck. The WA700-8 also offers substantial performance, efficiency and operator comfort improvements compared to its predecessor, the WA700-3.

Compared to the previous model, the WA700-8 delivers:

- Up to 8% more gross power and 15% more torque, making it a robust choice for demanding work environments
- A 6% increase in lifting force and rated load, allowing operators to handle larger volumes of material with greater ease
- Up to 8% more fuel efficiency, helping reduce operating costs while maintaining high productivity

The WA700-8 features a comfortable cabin with technology designed to help reduce operator fatigue on long shifts. This includes a new advanced joystick steering system and electronic pilot control levers for precision and ease of operation. An automatic digging system, semi-automatic approach, and semi-auto dump systems simplify repetitive tasks, helping operators optimize load cycles. These systems are particularly beneficial for less experienced operators, helping to close skills gaps and enhance overall operational efficiency.

Make every pass count

On challenging terrain, the variable traction control system helps prevent tire slippage, prolonging tire life and improving safety in wet or slippery conditions. The loader's

modulated clutch system offers precise control for smooth transitions between forward and reverse, which is critical during truck-loading operations. An available KomVision camera system provides operators with a comprehensive view of the machine's surroundings, and Komtrax Plus offers remote monitoring and data-driven insights that can help reduce unplanned downtime.

"The new WA700-8 can help quarry operations hit that sweet spot for 70-ton truck loading, making every pass count," said Sebastian Witkowski, Product Manager. "With a heavier operating weight, greater static tipping load and larger breakout force than the previous model, the WA700-8 is a productive and efficient wheel loader that is ideal for quarry operations." ■

Quick specs

Model	Operating weight	Net horsepower	Bucket capacity
WA700-8	214,069 lbs.	773 HP	12.0 yd ³



The WA700-8 is Komatsu's newest addition to its lineup of wheel loaders for quarry and aggregate operations.

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CREEKWOOD FARMS

Operations expand to meet growing demand for fresh blueberries and new festivals encourage community involvement

Shawn Newell has been working hard to dramatically expand Creekwood Farms' footprint and community profile since he purchased the business five years ago.

"We started in 2020 with about 7,000 blueberry bushes, and



Shawn Newell,
Owner/President

we're up to 22,000," said Newell, who is the owner and president of Creekwood Farms as well as the owner of a roofing company in North Texas. "By the end of 2025, we'll be around 40,000 that will produce about a half million pounds of fresh blueberries a year."

Located near Houston in Vidor, Texas, Creekwood

Farms was started in 1984 by Mike and Cheryl Beard after discovering they could grow a certain variety of blueberries that can be harvested in the spring rather than the summer. What started as a small orchard grew into an association with more than 75 affiliated farms, but the numbers dwindled over the years to nine today.

"We're in the only geographic area in Texas where you can grow blueberries for harvest during April and May," Newell explained. "There is something special here about the climate, humidity and soil that make it just right. Anywhere else, they are not ripe until the first of June."

A hidden gem no more

Newell wants the community to know how special Creekwood Farms is too, so he's created two festivals per year that allow the public to come and enjoy the fruits of the farm's labor. The first happened around last spring's harvest with more than 5,000 people attending. In addition to picking blueberries, they could enjoy music and visit with on-site vendors. Creekwood Farms' fall festival featured a hay maze, a pumpkin patch, a petting zoo and a market with blueberry-themed items.

"We're in the only geographic area in Texas where you can grow blueberries for harvest during April and May."

*-Shawn Newell,
Owner/President*

"There were a lot of people who said they lived within 10 or 15 minutes of the farm their entire lives and never knew it was here," said Newell. "I got a lot of satisfaction out of knowing that people were getting to enjoy and experience the

Customer snapshot

Company: Creekwood Farms

Location: Vidor, Texas

Employees: 4 to 6 full time, 50 to 60 during harvest

Established: 1984

Area of expertise: Blueberries

Komatsu equipment: Pre-owned PC200 excavator, PC360LC excavator and D61PX dozer

Creekwood Farms uses a pre-owned Komatsu PC360LC excavator to dig ponds and clear land for an expansion.

▶ VIDEO





Creekwood Farms' Shawn Newell grades a path with a pre-owned Komatsu D61PX dozer.

same feeling that I did the first time that I stepped on the farm, because I grew up about 5 miles from here and wasn't aware of it either. It's been a hidden gem since the mid-1980s. The previous owners built a beautiful property that they enjoyed for themselves. When I bought it, I fell in love with the property."

Newell could have easily soured on the property, though. Just seven weeks after he purchased it, a hard freeze wiped out the entire first year's crop. Undeterred, he pressed on, and as his love for the property grew, so did his desire to make it work and expand it. Today, he has up to six people who work year-round to maintain Creekwood Farms. During harvest, that number significantly increases with people handpicking approximately 12

million blueberries. Several family members are among those who help out.

"Watching it in full swing during harvest time is my favorite part of the business," Newell indicated. "We'll have 50 to 60 people picking, processing and packaging blueberries from daylight to dark. It's satisfying to see the hard work being harvested. Probably the most satisfying is seeing the berries loaded onto a truck knowing that they are going to H-E-B stores across the entire state of Texas."

Moving dirt faster with Komatsu used equipment

To expand operations, Newell recently bought an additional 73 acres of land, which will allow Creekwood Farms to plant more blueberry bushes, as well as construct new roads, ponds and

parking areas. The purchase included a Komatsu PC200 excavator. Newell augmented his equipment fleet with the addition of two pre-owned machines—a Komatsu PC360LC excavator and a Komatsu D61PX dozer—through Kirby-Smith Machinery Inc. (KSM).

"The Komatsu equipment gives us excellent production."

*-Shawn Newell,
Owner/President*

"I liked the first Komatsu machine so much that I added another excavator and dozer,



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Continued . . .

'We're excited about what the future holds'

... continued

so we could increase productivity and get more done in less time," commented Newell. "Being near the Gulf Coast, it's swampy and rains a lot. We need to be able to do as much as possible when it's dry. The Komatsu equipment gives us excellent production."

"Kirby-Smith has been exceptional to work with."

*-Shawn Newell,
Owner/President*

Newell continued, "I've run all the machines extensively, and what stands out to me is how intuitive they are and easy to use. We can quickly train farmhands how to safely and effectively operate the equipment."

Newell added that buying used equipment was more cost-effective for his operation, and he knew KSM had thoroughly inspected it and would stand behind it.

"Kirby-Smith has been exceptional to work with, especially servicing our older machine, which has had a few issues and needs a little more TLC," said Newell. "Anytime I need something, they're responsive and get me back up and running quickly. They're a big reason why we're able to make a lot of progress on our expansion projects as quickly as possible."

New pick-your-own operation

Creekwood Farms' expansion is going beyond its current location to a new venture in North Texas where Newell is currently working on starting a pick-your-own blueberry farm in Farmersville, just northeast of the Dallas-Fort Worth metroplex. He also has plans to grow the current operation in Vidor.

"We're excited about what the future holds with the new place and how things are progressing on our existing farm," reflected Newell.

"My long-term goal is to grow the farm to more than 100,000 blueberry plants in our orchard, which will produce anywhere from 800,000 to 1.2 million pounds of fresh fruit a year. That will likely push us toward machine harvesting and automation technology. It will help meet what we see as a growing demand for fresh blueberries, especially ones grown in Texas. We see it increasing year over year, and we're looking to fill some of the demand as it grows." ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*

By the numbers

- **22,000** blueberry bushes
- **9** affiliated farms
- **2** festivals per year
- **Approximately 12 million** blueberries handpicked during harvest

During the past five years, Creekwood Farms has expanded from approximately 7,000 blueberry bushes to 22,000. By the end of 2025, it expects to be at about 40,000, which will produce around 500,000 pounds of fresh blueberries a year.



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HANDS-ON HAPPENINGS

During Demo Days, customers learn about equipment and solutions that can help drive efficiencies from preplanning to final closeout

Gaining general insights into how equipment and technology provide value can benefit your operations. The ability to experience a machine for yourself from the operator's seat takes it to another level. Komatsu gave attendees plenty of both during Demo Days, which took place over three days at Komatsu's Cartersville Customer Center in Georgia.

More than 40 products, ranging from compact excavators to large

construction, demolition, forestry and mining machines, were available for customers to see up close and operate. Representatives from Komatsu and Komatsu affiliates, such as Montabert, Lehnhoff, and Hensley Industries, provided insights on implementing equipment and attachments within jobsite operations.

Komatsu Smart Construction and Smart Quarry representatives set up display areas to provide

information on solutions available for jobsite management, such as Smart Construction Remote, Office, Field and Drone, as well as Smart Quarry Site and Smart Quarry Study. My Komatsu representatives also provided information about Komatsu's central hub for fleet management.

"Demo Days is about more than just the gear; it's about the solutions we can bring to you to aid in your optimization and efficiency from preplanning a project to its finish."

*- Peter Robson,
Senior Director of Product,
Komatsu*



(L-R) Kirby-Smith Machinery Inc.'s Justin Kahle and Hardrock Excavation's Taylor Cravens and Stephen Wheat check out a Komatsu D51PXi Intelligent Machine Control (IMC) dozer.

Komatsu's Smart Quarry team can help you set up and monitor Smart Quarry Site.



"We have lots of gear to run, but Demo Days is about more than just the gear; it's about the solutions we can bring to you to aid in your optimization and efficiency from preplanning a project to its finish," said Peter Robson, Senior Director of Product, Komatsu. "Demo Days gives customers a complete picture of what we have to offer in helping them with equipment and the digital transition of their operations."

Informative presentations

Each day began with informative presentations about equipment and Smart Construction and Smart Quarry solutions that Komatsu offers to help drive productivity, efficiency and customers' sustainability goals. Hands-on operation followed, letting customers operate a mix of standard, Intelligent Machine Control (IMC), hybrid and electric machinery in working environments across the 38-acre site.

Customers could operate the new 70-ton Komatsu HD605-10 rigid-frame mechanical haul truck, which offers



► VIDEO

Demo Days attendees operate equipment.



Komatsu Smart Construction experts explain how to use Smart Construction solutions designed to promote jobsite efficiencies.



Granite Construction's James Trotter (left) learns about Komatsu equipment with KSM's Keelan Crosby.

a tight turning radius designed for easy navigation on narrow haul roads. New solutions included 3D Machine Guidance Flex, which adds the capability to collect as-built data from nearly any machine, such as a scraper, loader or pickup.

"One of the highlights for us during Demo Days is listening to customers because that moves us forward and helps us develop the features and benefits for future machines

and solutions," commented Robson. "We hope customers go back to their businesses with great memories and all their questions answered. It's great that they take time to come down here, and we thank them and their distributors for making the trip." ■



Watch the video

By the numbers

- 3-day event
- 40+ products on display
- 300+ attendees
- 5 industries represented: construction, quarry, aggregate, demolition and forestry

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SEEVER EQUIPMENT

Texas company's pink-wrapped Komatsu PC360LC-11 excavator promotes breast cancer awareness

This year marks the 20th anniversary of Seever Equipment, which began with just two machines.



Skeeter (right) and Hollie Reeves are the owners of Seever Equipment.

Since 2005, owners Skeeter and Hollie Reeves have been committed to providing the best fleet of rental equipment in Texas.

Based in Cleburne, Texas, just south of the Dallas-Fort Worth metroplex, Seever Equipment specializes in rental, sales and service of late-model construction equipment. Its fleet consists of about 120 pieces of machinery, including excavators, dozers, compaction rollers, motor graders, wheel loaders, off-road water trucks, off-road trucks, water towers and trucks, and attachments.



Garry Todd,
Fleet Manager

Standing out in the crowd is a Komatsu PC360LC-11 excavator dubbed "Pinkie" for its pink wrap designed to promote breast cancer awareness. It has pink trim around the bottom of the cab, and the Komatsu logo on the boom and the sides all have pink coloring, with the side including a pink ribbon. The entire counterweight is painted the distinct color. It's a cause near and dear to the Reeves family and to Seever Equipment Fleet Manager Garry Todd. The company added the 30-ton-plus machine in October of 2024, during Breast Cancer Awareness Month.

"Breast cancer is something that unfortunately has been a part of our lives for a long time," said Skeeter. "Both my mom and Hollie's were diagnosed with it around the same time about 25 years ago. Hollie's mom and sister are breast cancer survivors. We have had other family members touched by it. We have always wanted a way to honor them and further awareness. When Ron Weaver at Kirby-Smith contacted us about the excavator being available, we jumped at the chance to add it to our fleet."

"Pinkie is something we wanted to get out on jobsites to show our support for those fighting breast cancer and increase visibility out on the roadways where it's being used."

*-Garry Todd,
Fleet Manager*

Customer snapshot

Company: Seever Equipment

Location: Cleburne, Texas

Employees: 8

Established: 2005

Area of expertise: Rental, sales and service of late-model construction equipment

Komatsu equipment: PC210LC-11, PC290LC-11, PC360LC-11 and PC490LC-11 excavators; D51EX-24, D61EX-24, D65WX-18, D71PX-24 and D155AX-8 dozers; WA270-8 and WA380-8 wheel loaders; HM300-5 articulated haul trucks

KSM Territory Manager Ron Weaver (right) talks with Seever Equipment Fleet Manager Garry Todd at Seever Equipment's yard in Cleburne, Texas.



Garry, whose mother also passed away from breast cancer, added, "Pinkie is something we wanted to get out on jobsites to show our support for those fighting breast cancer and increase visibility out on the roadways where it's being used. It makes quite an impression. A lot of people have found



► VIDEO

Seever Equipment's pink-wrapped Komatsu PC360LC-11 excavator helps promote breast cancer awareness and was recently rented by a customer for a highway project in Wylie, Texas.



out about it and asked for pictures. They want to see it, so it's exciting."

Large Komatsu contingent

Pinkie is one of numerous Komatsu machines in Seever Equipment's fleet. It includes Komatsu excavators ranging from a 165-horsepower PC210LC-11 to a 359-horsepower PC490LC-11; dozers from the 30,821-pound D51EX-24 to the 89,300-pound D155AX-8; 149-horsepower WA270-8 and 191-horsepower WA380-8 wheel loaders; and 30.9-ton-capacity HM300-5 articulated haul trucks.

"I've always been partial to Komatsu," Skeeter commented. "My dad worked for a dealer that sold Komatsu when it first came to the states, including some of the first PC200 excavators. I worked for the Komatsu dealer in this area before Kirby-Smith took over the territory and helped that company build its rental fleet. That's where I met Ron,

and we continue to work together to this day."

"The majority of our inventory is Komatsu," stated Garry. "It's solid, productive equipment, and what we really like about Komatsu is the support that comes with the machines, from both the manufacturer and from Kirby-Smith and Ron, who is very knowledgeable about equipment. Everyone does a great job of taking care of us. Kirby-Smith backs the equipment up by doing the services on newer machines through Komatsu Care, which is a nice benefit for us because it frees up our techs to do other work."

Garry added, "I also use My Komatsu as a fleet management tool. It allows us to pull up any Komatsu machine from practically anywhere and get current information

about its location, hours and more. We normally know of a problem before the customer does, and we're able to get the appropriate parts and line up a technician to get out there and get the unit fixed the same day." ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*

By the numbers

- 20 years in business
- 120+ pieces of equipment



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PAVING CORNER

WIRTGEN GROUP rolls out new SP 33 slipform paver at World of Concrete 2025

Versatile, maneuverable and efficient describe the new WIRTGEN SP 33 slipform paver that has two configurations, which thanks to its fully modular construction concept, enable the paving of monolithic concrete profiles. These include curbs and berms, rectangular profiles, concrete safety barriers up to a height of 52 inches, and drainage and gutter profiles.

In the offset paving configuration, the SP 33 can effortlessly pave concrete slabs with a pave width of up to 7 feet, and in combination with a trimmer, up to 8 feet wide. The Crosspave version can pave slabs up to 10 feet wide transversely to the direction of travel of the machine. Both solutions can be controlled by the innovative operating concept with an event-driven graphic display. The ECO mode detects every working situation without the need for manual intervention by the operator and ensures automatic, load-optimized regulation of engine output for optimum engine efficiency, maximum fuel economy and low noise emissions.

The operator is further assisted by the AutoPilot 2.0 control system. The two crawler units with parallelogram swing legs at the front and a laterally adjustable crawler unit at the rear enable zero-clearance installation and maximum flexibility. This makes it the ideal choice for use on construction sites that demand a high degree of maneuverability and the paving of tight radii.

Production System: WPS 102i, SP 124i and TCM 180i

With its concrete paving train orchestration, WIRTGEN also offers completely coordinated machine technologies and practice-oriented equipment variants. They help users to fulfill quality requirements, in particular regarding outstanding evenness of the paved concrete surface. The Production System comprising a WPS 102i placer/spreader, an SP 124i inset slipform paver and a TCM 180i texture curing machine was also on display at World of Concrete.

Stringless paving with AutoPilot 2.0 provides process efficiency

Conventional concrete paving methods rely on a physical stringline for controlling the paving process. As an alternative, WIRTGEN offers its field-proven AutoPilot 2.0 control system, which is available for all offset pavers and placer/spreaders. The need for a physical stringline is eliminated, which results in considerable savings in terms of time and effort and increases the safety of the paving crew. At the same time, the system precisely controls both the height adjustment and steering of the machine. A GNSS signal and, depending on the configuration, various local sensors serve as a reference. It also enables fast and precise paving of tight radii and complex geometries.

Additional features of the SP 33 include a new slider bed belt conveyor for low wear operation, a better overview and easy cleaning, as well as an intuitive human-machine interface with an 8-inch color touchscreen display and ergonomic controls. ■

WIRTGEN's new SP 33 slipform paver can pave concrete slabs up to 7 feet wide in the offset paving configuration and up to 10 feet transversely to the direction of travel.



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REAL-TIME DATA

Smart Quarry Site offers a comprehensive analysis of production and helps you unlock efficiencies that lead to better production

You're constantly challenged to be more productive and profitable in the quarry industry. Meeting these challenges means incrementally improving every aspect of your operation. Precisely tracking, digitizing and analyzing every detail of your mobile fleet can unlock the efficiencies you need to meet your targets. That's the goal of Komatsu's Smart Quarry Site.

"From a Smart Quarry standpoint, we have two solutions: Study and Site," explained Craig McGinnis, Senior Manager, Customer Solutions, Komatsu. "Smart Quarry Study is a one-time snapshot or benchmark on an operation, whereas Smart Quarry Site offers a more comprehensive tracking over a longer period to provide a more in-depth understanding of a

quarry and ways to improve it. We want to reduce total per-ton costs by maximizing and optimizing your equipment and operation."

"Smart Quarry Site offers a more comprehensive tracking over a longer period of time to provide a more in-depth understanding of a quarry and ways to improve it."

*-Craig McGinnis,
Senior Manager,
Customer Solutions,
Komatsu*

Hardware and software that tracks

Smart Quarry Site is a software and hardware solution that tracks

your machines, then transmits and presents data for you to take action to improve. It delivers a real-time animated overview of every production machine's movement and the materials they are loading, hauling and dumping. Dashboards provide real-time and historical information in insightful and intuitive ways, and each dashboard can generate custom reports.

Smart Quarry Site can help your operation:

- View routes, idle times and locations, so you can remove bottlenecks and waits, increase payloads, reduce fuel consumption and decrease emissions

Continued . . .



Smart Quarry Site is a software and hardware solution that tracks your machines, then transmits and presents data for you to take action to improve.

Optimize your operation

... continued

- Compare operator or shift performance to reward your best operators and coach those needing improvement
- Know how full your haul trucks are, so you can optimize payloads to increase efficiency
- See—in real time—your production against your target and make adjustments to meet shift goals
- Ensure your machines stay productive with comprehensive inspection reporting, issue tracking and maintenance management

“The hardware is wired into your machines, and it’s pulling data such as payload from the truck and reporting back to the loader operator, so they know exactly how many tons per pass they have done,” said McGinnis. “Data is communicated via the cloud and shows exactly where the material was picked up, where it was dropped off, how that machine got from A to B, and what speed they were traveling.”

What’s included with Smart Quarry Site

A Smart Quarry Site subscription includes:

- A site readiness investigation and report
- Initial site master data site setup
- Cloud hosting and server maintenance
- Software and firmware remote updates
- Installation of hardware to each machine
- On-site commissioning for each machine
- One-day operator training for each vehicle and ongoing support

“Smart Quarry Site is brand agnostic, so it’s effective on mixed fleets with any combination of trucks, loaders, excavators, graders and dozers,” noted McGinnis. “We have a dedicated team that’s ready to deploy to the site, monitor and work with customers to optimize their operations.”

Prime example

McGinnis used an example to show how Smart Quarry Site can help maximize efficiency and lower overall costs. The solution was employed on a large quarry, but McGinnis said Smart Quarry Site can benefit operations of all sizes.

“One customer realized they were underloading, so they saw an uptick of 7% to 8% in their trucks’ payloads, which equated to about eight additional tons per truck,” McGinnis stated. “If you’re running 100-ton trucks, and each has that much more on every load during a 10- to 12-hour day, it adds up significantly. That’s a big bottom-line improvement.”

“Smart Quarry Site is brand agnostic, so it’s effective on mixed fleets with any combination of trucks, loaders, excavators, graders and dozers.”

*– Craig McGinnis,
Senior Manager,
Customer Solutions,
Komatsu*

McGinnis added, “Something like that could also change practices because if you hit a production target faster, you don’t have to run as many hours. That saves wear and tear on the machines, reducing maintenance and further increasing savings. We recommend that you contact your distributor for more information about getting started.” ■



Komatsu’s Smart Quarry team can help you set up and monitor Smart Quarry Site.



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Oklahoma City Rental Manager Bobby Lister strives to never say no to a customer in need of a short-term or long-term piece of equipment

Bobby Lister's email signature very clearly states: "Work It, Book It, Rent It." It's a mantra the Oklahoma City rental manager believes in wholeheartedly.

"Work It, Book It, Rent It' is a process of making sure that we're fully taking care of our customers in an effort to never say no," Lister emphasized. "For example, if someone wants to rent a piece of equipment, and we don't have it locally, we reach out to our entire Kirby-Smith organization to see if there is one available that we can get for the customer. We will do everything possible to get them what they need."

It's a customer service philosophy that appealed to Lister when he interviewed with and was offered the position at Kirby-Smith Machinery Inc. (KSM) about two years ago. As a rental manager, he oversees a team of five that's dedicated to keeping a well-maintained fleet of approximately 200 pieces of equipment. When one is returned after a rental, KSM ensures that it is functioning properly and its fluid levels are correct, its safety decals are in good shape and visible, and it is thoroughly cleaned.

"I love being able to provide customers solutions, as well as working to be a one-stop shop for them," said Lister. "We have practically anything from pumps to large equipment, and we have a team that works diligently to service them. Before anything goes out, it's thoroughly checked and any maintenance or repair items are done to ensure it's ready to work. Our goal is to limit and avoid downtime, so customers maximize productivity while they are renting."



Bobby Lister,
Rental Manager,
Oklahoma City,
KSM

Great organization

Lister knows how important each step of the process is as he's been around the industry for about 10 years, since he was 18 and moved to Oklahoma from California. He started with a large rental company as a wash bay attendant. He moved from that into a rental coordinator position. He left to pursue a position with a landscape supply company before returning to equipment rentals with KSM.

"I knew of Kirby-Smith and always believed it was a good company; joining the family cemented that," said Lister. "The family atmosphere

here was evident right away. To work with people who have been here 20-plus years really puts an emphasis on what a great organization it is. Everyone cares about not just each other's success, but them as individuals and their families. I see myself being here the rest of my career."

Bobby and his wife, Jordi, have been married for 10 years and have two children. The family loves to "go on adventures," walk, ride bikes and host people at their house. ■



Discover more at
KirbySmithConnection.com

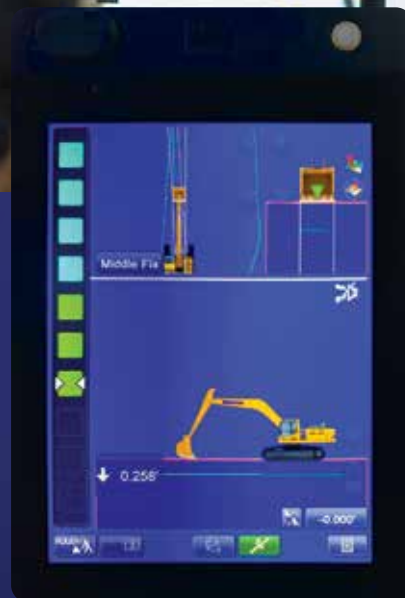
KSM Rental Manager Bobby Lister (left) and the rental team at KSM's Oklahoma City, Okla., branch work together to ensure customers have quality, clean equipment available for rent.

> VIDEO





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FACES OF KIRBY-SMITH MACHINERY

Rental sales representative Shane Westbrook enjoys helping all types of businesses in the Texas Panhandle find the right pieces of equipment

After 10 years, Shane Westbrook still gets excited about coming to work and helping customers find the right piece of equipment that will help them be more productive and complete their projects.

"It's the challenge," stated Westbrook, a rental sales representative for Kirby-Smith Machinery Inc.'s (KSM) Amarillo and Lubbock locations. "Each day is different. You wake up and see where the day takes you. What customer is going to call asking about what equipment we have? Can I get it to them in the timeframe they need it?"

Westbrook has been meeting customers' needs as a rental sales representative for nearly seven years. He moved into the role after joining KSM as a product support sales representative about a decade ago. His role involves growing and maintaining the current rental base in the Texas Panhandle. He works in conjunction with KSM territory managers and other rental personnel to assist customers with their needs.

"This area is unique in that the industries are a little different than in other markets," Westbrook noted. "Like others, we have road construction, but there are also a lot of dairies and feed yards for cattle that lean more toward purchasing than renting, but there is also a fair amount of rental."

Westbrook emphasized that with a large inventory of rental equipment available, KSM can meet practically any need. In addition to him, KSM also has product specialists who can help answer questions and guide customers on how to use the



Shane Westbrook,
Rental Sales
Representative,
KSM

equipment most effectively and productively.

"We have Komatsu construction and mining products, including Intelligent Machine Control equipment; WIRTGEN GROUP pavers, mills, crushers; Takeuchi excavators and skid steers, along with numerous attachments; and more,"

Westbrook said. "Everything is thoroughly inspected, maintained and ready to go to work. If we don't have something in stock here, I can coordinate with one of our other locations to get it here."

An easy decision

Prior to joining KSM, Westbrook was in operations management for a trucking company. He was also an assistant golf pro.

"I have known (KSM West Texas Area Manager) Chuck Thompson for years, and he is the one who brought me over to Kirby-Smith," recalled Westbrook. "I could see how happy he was in his career, and that made it an easy decision. It's a great, family-oriented company that invests in its people's success. I tell people all the time what a great company Kirby-Smith is. They know how much I love my job and how happy I am to come to work every day."

That includes Westbrook's wife, Jessica. The couple have two children and enjoy attending their activities. Westbrook also likes to play golf and pickleball, and the family enjoys going skiing whenever possible. ■



Discover more at
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▶ VIDEO

KSM rental sales representative Shane Westbrook (right) talks with service technician Ayden Coker.

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