

# CONNECTION fall 2025

*How Silver Spur Energy Services **tripled** in size in just over a year*

From small jobs to running multiple mines in the Permian Basin, see how one contractor grew fast with the right people and equipment.

**NEW IN:**

**Komatsu WA475-11 & WA485-11** wheel loaders

**Komatsu PC220LC-12 & PC220LCi-12** excavators



*Chico Open House: A new hub for North Texas*

Kirby-Smith Machinery, Inc. expands its reach with a full-service facility, bigger yard and faster support for contractors across the region.

## MESSAGE FROM THE PRESIDENT



John Arapidis

Dear Valued Customer:

Equipment showcases are a great way to gain firsthand experience with new machines and learn from experts. You won't want to miss North America's largest trade show, CONEXPO-CON/AGG, which will take place March 3-7, 2026, in Las Vegas. It will arrive sooner than you think, but for now, you can check out a preview of the event on page 34.

Be sure to visit Komatsu's booth at the show to see its latest solutions, along with Kirby-Smith's team to back you with service support. We look forward to seeing you!

On that note, I am excited to inform you that Komatsu just released its next-generation PC220LC-12 and PC220LCi-12 excavators, which deliver the most comfortable and advanced excavator work environment Komatsu has ever created. By empowering operators with enhanced comfort, cutting-edge technology and customizable features, these new excavators represent the next step forward for contractors seeking to maximize productivity and reduce total cost of ownership. Learn more on page 41.

Plus, Komatsu recently introduced its new WA475-11 and WA485-11 wheel loaders. Both offer lower fuel consumption and more engine power compared to their predecessors. Yard loader configurations designed to support higher productivity in aggregate applications are available for both models. You can read about them on page 43.

We also offer an in-depth look at My Komatsu, Komatsu's comprehensive digital hub, which provides an easy way to collect, visualize and monitor machine information from both Komatsu and non-Komatsu equipment. It can help benefit your bottom line by providing time and cost savings.

There are several other valuable articles for you to enjoy as well, including an update on bonus depreciation, which was recently restored to 100%.

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. We've recently opened a new facility in Chico, Texas. If you're in the area, stop by and say hello — especially on Taco Tuesday, held every second Tuesday of the month!

Sincerely,

John Arapidis  
President & CEO  
Kirby-Smith Machinery Inc.

## FEATURED ARTICLES...

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Understand My Komatsu.

**C & Z SERVICES** pg. 16

Delve into how this Oklahoma company specializes in underground utility installation.

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**PAVING CORNER** pg. 28

Check out the WIRTGEN GROUP equipment displayed at World of Asphalt and AGG1.

**T & G CONSTRUCTION INC.** pg. 30

Discover how the Grayson family continues to build a legacy of success in Oklahoma.

**CRANE CORNER** pg. 37

Take a look at Grove CONNECT, Manitowoc's cloud-based platform.

**ASK THE TSE** pg. 49, 51

Learn from KSM's technology solutions experts.

**FACES OF KIRBY-SMITH MACHINERY** pg. 52, 53

Get to know KSM's featured employees: Dustin Harbers and Jason Weaver.

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# SILVER SPUR ENERGY SERVICES

Sterling Miller's willingness to act on opportunities leads to successful, expanding businesses serving the Permian Basin

Silver Spur Energy Services owner Sterling Miller has always been open to new opportunities. He grew up around equipment and planned to have a career as a diesel technician, but when the chance to go into business with his grandparents presented itself, he jumped on it.

"My grandparents were my biggest role models — great work ethic and real go-getters — and they had a weed-spraying business," recalled Miller. "When I got out of diesel tech school, my grandpa wanted me to partner with him. He was willing to sign over half the business to me. I said



**Sterling Miller,**  
Owner of Silver Spur  
Energy Services,  
Co-owner of  
West Point Silica

I didn't want to do that, but I would work my way into it. We worked a deal where I went out and found more business, helped it grow and eventually built it to the point where they could retire."

While he was expanding the spraying business, Miller kept thinking about fulfilling his dream of working in the dirt. When a major client changed management, it took a good deal of the spraying business away. Miller saw the downturn as an opening.

"It really pushed me into dirt work, so I bought a backhoe and started beating the bushes to find work," said Miller. "I did a lot of

helping with pit lining. I was living in Slaton, Texas, at the time and traveled anywhere I could to find work. Some of the jobs lasted three or four days, and sometimes I slept in my pickup. In 2015, the opportunity came along to buy out another contractor that had a lot of good contracts and some solid things in its portfolio, so it was a good move."

Miller spent a fair amount of time working in the Permian Basin, which is where he met Wes Hughes, who owned Silver Spur Energy Services. In 2016, he bought Hughes out and began operating all of his business under the Silver Spur Energy Services name. Based in Ackerly, Texas, the company provides earthwork services predominantly to the oil and gas industry, building roads and ponds, drilling site locations, and doing remediation and trenching. It also operates four hard rock mines that produce caliche, as well as crushed rock and other materials.

"When I bought Silver Spur, one of its major customers had just sold to another company and the new one had a really aggressive drilling program," remarked Miller. "We worked with them, and that allowed us to grow at a very rapid pace. We tripled in size in just over a year. We now have about 65 people and do everything from planning a site with customers' engineers to changing out a fire tube to building gigantic mega pads."

## Damp sand facility opens

The Permian Basin was at the forefront of fracking in the oil and gas industry, but for many years, the abundant sand that's a major part of the area's landscape was considered unsuitable to fracking, so millions of tons of material were shipped in at a substantial cost. That's changed during the past few years with the increased use of local damp sand, which created another new opportunity for Miller. He teamed up with Hughes and Clayton Weaver to found West Point Silica near Big Spring, and he noted that

## Customer snapshot

**Companies:** Silver Spur Energy Services | West Point Silica

**Locations:** Ackerly, Texas | Big Spring, Texas

**Established:** 2016 (bought by Sterling Miller) | 2023

**Employees:** 65 | 60

**Areas of expertise:** Earthwork services predominantly for the oil and gas industry; hard rock mines | Damp sand production and hauling

**Komatsu equipment:** D155AXi, D85EXi and D71i IMC dozers; PC210 to PC900LC-11 excavators; HM400 articulated trucks; WA500 wheel loaders and WA500 yard loaders

**Additional equipment:** KLEEMANN MR 130 EVO impact crusher; Masaba 150-foot stackers

West Point Silica uses two Masaba 150-foot stackers to pile material at varying heights.

## ▶ VIDEO





A West Point Silica operator loads a Komatsu HM400 articulated truck with a Komatsu PC900LC-11 excavator.

he is willing to haul damp sand as far as a customer needs it.

“Wes called me about three years ago asking if I was interested in starting a sand operation, and I said nobody really wanted the sand here because it’s not the right grain,” remembered Miller. “Not long after that, I could see others were beginning to use damp sand, so I called him and asked if he was still interested. He was sitting on the side of a mountain in Mexico at the time, hunting deer. Without hesitation, he said yes. I told him I would get to work.”

Construction has been nonstop since West Point Silica’s groundbreaking in 2023. With a staff of about 60, the mine runs four plants and produced more than 1 million tons last year. Miller expects to beat that by a good margin in 2025.

“There was nothing here but raw land when we started,” revealed Miller. “We purchased the land and went to work building roads, a bridge, pond systems and all the associated dirt work for setting up the plants. I wasn’t sure about this at the start, but it’s proven to be a good deal.”

### Equipment from KSM speeds up production

Miller relies heavily on equipment from Kirby-Smith Machinery Inc. (KSM) in both Silver Spur Energy Services’ and West Point Silica’s operations, including Komatsu dozers, excavators, wheel loaders and haul



▶ VIDEO

Silver Spur Energy Services uses Komatsu D155AXi and D85EXi intelligent machine control (IMC) dozers to build a pad site.

trucks, a KLEEMANN crusher, and Masaba stackers.

“I think anybody who runs equipment would agree that you have to have a dealer and personnel at that company who stand behind their product and are willing to do whatever it takes to keep customers up and running,” stated Miller. “Kirby-Smith has been our partner for a good long while. We started with Komatsu equipment, and because Kirby-Smith has taken such good care of us with service like Komatsu Care, we added the KLEEMANN and Masaba. Everyone we have ever dealt with there has been great to work with and will go to bat for you, including our new rep Zac Jarrett who’s doing a phenomenal job.”

Silver Spur Energy Services and West Point Silica utilize Komatsu intelligent

machine control (IMC) dozers, including D155AXi, D85EXi and D71i models.

“We’ve always tried to be on the cutting edge of technology, and the IMC machines really made sense for us, especially with the fully integrated GPS,” commented Miller. “It’s cut a lot of time out of our processes when you can set up different surfaces and just go. If there are any adjustments, the operators can make them from the cab.”



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



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

Continued . . .

# 'It's the perfect-sized machine for our needs'

... continued

We use the D71 predominantly for spreading material on building locations and pads, as well as fine tuning. It's a versatile machine. The bigger dozers are great for hogging mass amounts of dirt on larger pads and ponds to get to grade faster."

To strip topsoil and overburden, as well as load HM400 articulated trucks that are hauling from pit to plant at West Point Silica faster, Miller recently added a 204,148-pound, 543-horsepower Komatsu PC900LC-11 excavator with a 96-inch bucket.

"It's the perfect-sized machine for our needs and a huge step up production-wise as it's cut our cycle times way down," emphasized Miller. "It's solid all around. It's extremely powerful, and it's well balanced. For a

big machine, it's very nimble. We can normally load a truck in three passes, so we can crank them out in a hurry. We can then use our standard WA500 wheel loaders and WA500 yard loaders to get from the piles to the plants and load trucks with finished products."

Silver Spur Energy Services uses its KLEEMANN MR 130 EVO impact crusher with a 496-tons-per-hour capacity as a primary crusher at one of its pits. West Point Silica utilizes Masaba 150-foot stackers to stack material at varying heights.

"The KLEEMANN is a beast," declared Miller. "We can make multiple materials by changing the screens and jaw placement. It's versatile. We tried some others and felt the KLEEMANN had a better design.

I think the Masaba stackers are far superior to others too. It's a gear-driven stinger, so there are no cables. You can build different pile designs, which is extremely important if you're trying to dry material or when running base and need to keep the mix consistent through the stockpile. Serviceability is near zero."

## Focus remains on service

Miller and his partners are working on their next moves, but they have no concrete plans at this point. What he does know for sure is that the focus on providing solid customer service will not change.

"Our core customers have been working with us for a long time, and our loyalties go both ways," said Miller. "We have a lot of good relationships, and it's imperative to us to maintain those. Our biggest goal is to provide customer service and products that people can depend on. When it comes down to it, we will stick with it until the job's done no matter if it's in the rain, sunshine, day or night."

Miller and his wife, Shelley — who helps with both businesses — are passing that work ethic and adage on to their sons, who Miller hopes will take over one day.

"They are already dedicated to dirt construction and mining, and they want to spend every moment they can around it," shared Miller. "I see a bright future for Silver Spur and West Point — and for them, if this is what they truly choose to do." ■

*\*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.*



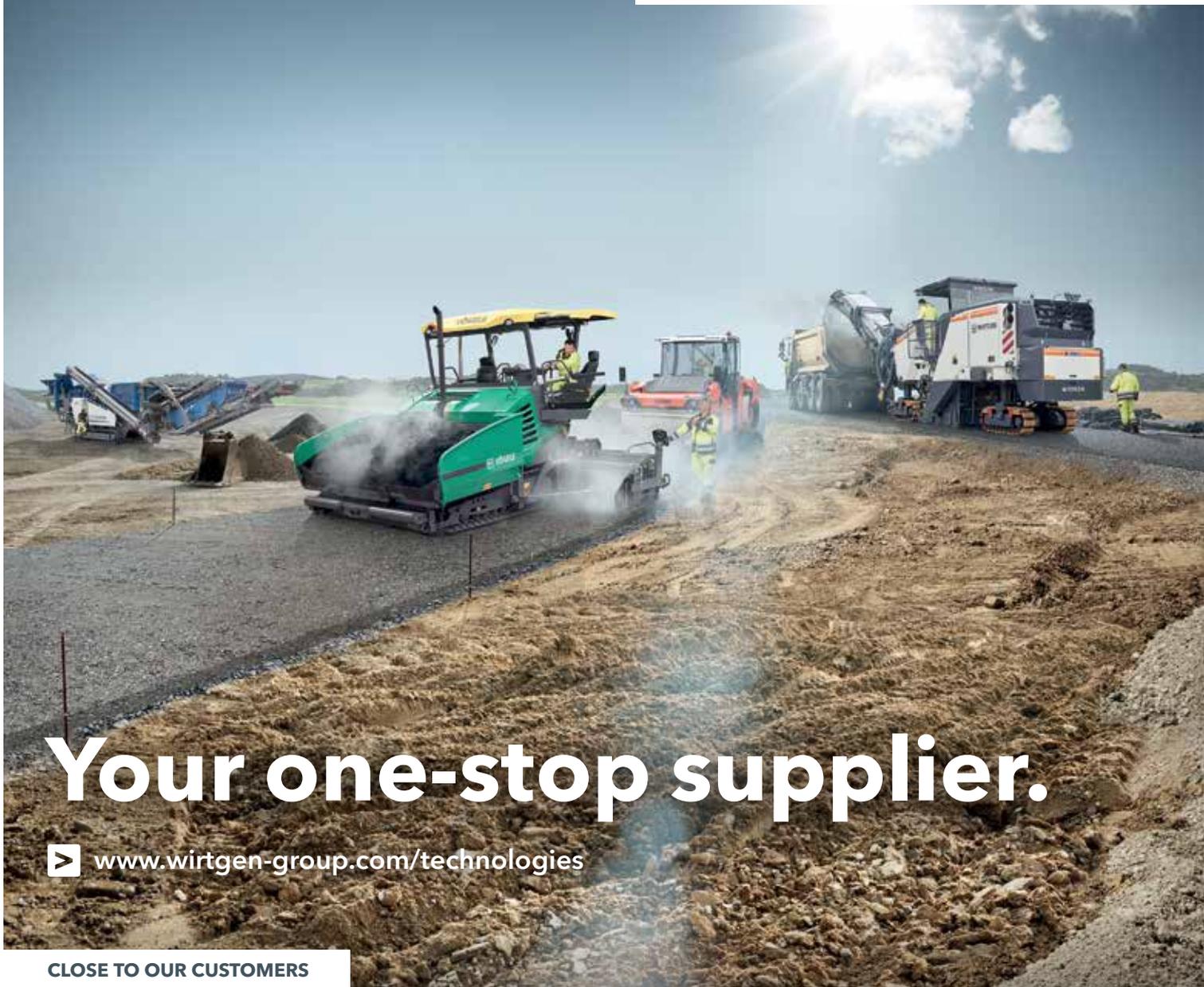
KSM Territory Sales Manager Zac Jarrett (left) talks with Silver Spur Energy Services owner and West Point Silica co-owner Sterling Miller at West Point Silica's damp sand facility.

West Point Silica utilizes Komatsu WA500 yard loaders and standard WA500 wheel loaders for various tasks.



## By the numbers

- 4 hard rock mines run by Silver Spur Energy Services
- 1 damp sand facility operated by West Point Silica
- 1 million+ tons of sand produced by West Point Silica in 2024



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## 3D Machine Guidance



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## Fleet



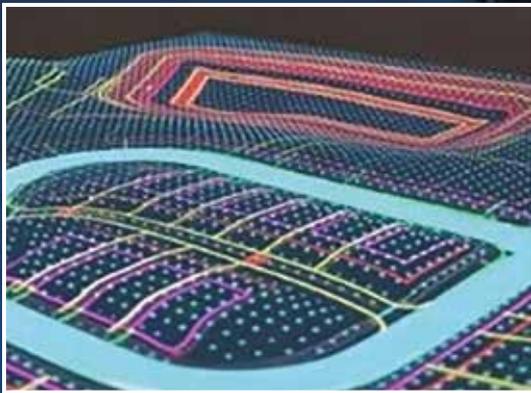
Utilize mobile app technology for mixed fleet load counting and tracking cycle times.

# 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.

# HANDS-ON EVENTS

KSM's Technology Days provide insights into how technology can improve productivity and efficiency in multiple applications

**K**irby-Smith Machinery Inc. (KSM) showcased advanced machine technology and how contractors can put it to work for them during its recent Technology Days hosted by KSM's Abilene, Dallas and Oklahoma City branches. Abilene Sales and Operations Manager Justin Ashlock said the events highlighted not only equipment, but the solutions and support KSM offers.

"We have well-trained technology solutions experts who can help customers adopt and utilize the latest technology that's designed to optimize productivity, efficiency and provide cost savings," said Ashlock. "Everyone is familiar with Komatsu's intelligent machine control dozers and excavators with integrated GPS, but they might not know what's available as an add-on to a Takeuchi compact track loader or the innovative technology in



Gavin Cole,  
Executive Vice  
President of Sales,  
KSM



Dennis Cox,  
Director of Smart  
Construction,  
KSM



Cody Christopher,  
Regional Product  
Support Sales  
Manager,  
KSM



Justin Ashlock,  
Abilene Sales and  
Operations Manager,  
KSM



Matt White,  
Senior Paving  
& Compaction  
Specialist,  
KSM

the WIRTGEN GROUP line, such as stringless paving. Technology Days bring that to the forefront."

Members of KSM's Smart Construction team were on hand to answer customers' questions about machine control technology as well as jobsite solutions that offer everything from remote jobsite file updates to drone mapping and quantity calculations to timecard management.

"Technology Days allow us to bring customers into a controlled site, let them operate live machines and get their hands on the technology to see

and feel how it looks and operates," explained Dennis Cox, Director of Smart Construction, KSM. "Some of the primary benefits of utilizing machine technology are shorter completion times, savings on wear and tear and fuel usage, longer undercarriage life, and the safety of not having to have as many grade checkers on the ground and near machines. With Komatsu, we're recognized for being experts with Topcon, but we also are now an authorized Trimble dealer, which opens up further possibilities for us and our customers."

KSM personnel answer questions related to equipment and technology.



*"Some of the primary benefits of utilizing machine technology are shorter completion times, savings on wear and tear and fuel usage, longer undercarriage life, and the safety of not having to have as many grade checkers on the ground and near machines."*

- Dennis Cox,  
Director of Smart Construction,  
KSM

## Operate several products

Attendees had the opportunity to operate several pieces of equipment at each location. Among them were Komatsu intelligent machine control (IMC) dozers and excavators, as well as a Komatsu motor grader equipped with an add-on GPS system.



Attendees learn about and operate a Takeuchi TL12V2 compact track loader equipped with a Level Best grading attachment during Technology Days.

Additional GPS-equipped machines included Takeuchi compact loaders with an add-on Level Best grading attachment. Customers could also operate equipment such as a WIRTGEN WR 200 XLi stabilizer/recycler and see other products in the WIRTGEN GROUP lineup, including a VÖGELE Super 2003-3i paver, a HAMM HD+ 140i high-frequency roller and a KLEEMANN MSC 953 triple-deck screen.

“There is a lot of advanced technology in these machines that are designed to make paving, compaction, stabilizing and crushing/screening more efficient than ever,” stated Matt White, Senior Paving & Compaction Specialist, KSM. “We have specialists dedicated to these machines and others, and Technology Days is a way for customers to meet with them and see how these machines can help improve their operations, and several are available through our rental fleet.”



An attendee tests out the popular Komatsu D71EXi-24 intelligent machine control (IMC) dozer.



Discover more at  
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Continued . . .

# 'We can meet practically any individual need'

... continued

Manufacturer representatives from WIRTGEN, Komatsu and Takeuchi were also available to answer questions, as well as representatives from NPK, Montabert, Lehnhoff, LaBounty, Strickland, Terramac and Vacall, among others. KSM paired some of the manufacturing lines together to spotlight their versatility such as the Komatsu HB365LC-3 hybrid excavator equipped with a Lehnhoff coupler and an NPK hammer.

"One of the things we're really proud of is the breadth of the products and the people we have who provide solutions," commented Gavin Cole, Executive Vice President of Sales, KSM. "This event allows customers to meet a multitude of vendors as well as KSM personnel who can design unique, tailored solutions. With our lineup of products and experts across multiple industries, we can meet practically any individual need."

KSM Regional Product Support Sales Manager Cody Christopher emphasized that the events were about more than machines, hardware and software.

"We want customers to understand that we're here to support whatever need they have and build long-term relationships," said Christopher. "Regardless of the brands of equipment they use, we want to partner with them

and bring value to their business. These events give us a chance to show that, and we're honored that customers took time out of their busy schedules to come out, run some equipment, have lunch, and learn more about the products, technology and service that Kirby-Smith offers."

## Attendees' reactions

Sam Hanlan with SGH Construction of Cross Plains, Texas, came to the Abilene event to check out the technology and how it could possibly help his operation.

"We weren't sure what in particular we were looking for, so we came to talk with KSM and figure that out," said Hanlan. "There is a lot of knowledge here, so that's very helpful."

Jerrod Madden with H&H Plumbing of Norman, Okla., was interested in checking out the Komatsu IMC excavators at the Oklahoma City event. H&H Plumbing currently runs standard Komatsu excavators, including PC360 and PC490 models.

"It was pretty amazing and a lot smoother than what I had in mind



Sam Hanlan,  
SGH Construction



Jerrod Madden,  
H&H Plumbing



Victor Genis,  
City of Grand Prairie

before running it," reflected Madden after operating a PC360LCi-11. "It can minimize waste and cut down on surveying, which is a significant cost for us. We weren't that interested in them in the past. We definitely are now. This is a very fun, informative event."

Victor Genis with the city of Grand Prairie, Texas, attended the Dallas event to learn more about both equipment and technology.

"We wanted to get a better idea of what's available, what's coming and what new technology we can use to improve our service for our city," noted Genis. "This is a great event." ■

*\*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.*

Customers view a VÖGELE SUPER 2003-3i paver.



# THE NEXT BIG THING



**S** Solesbee's



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THINGS  
BELONG ON  
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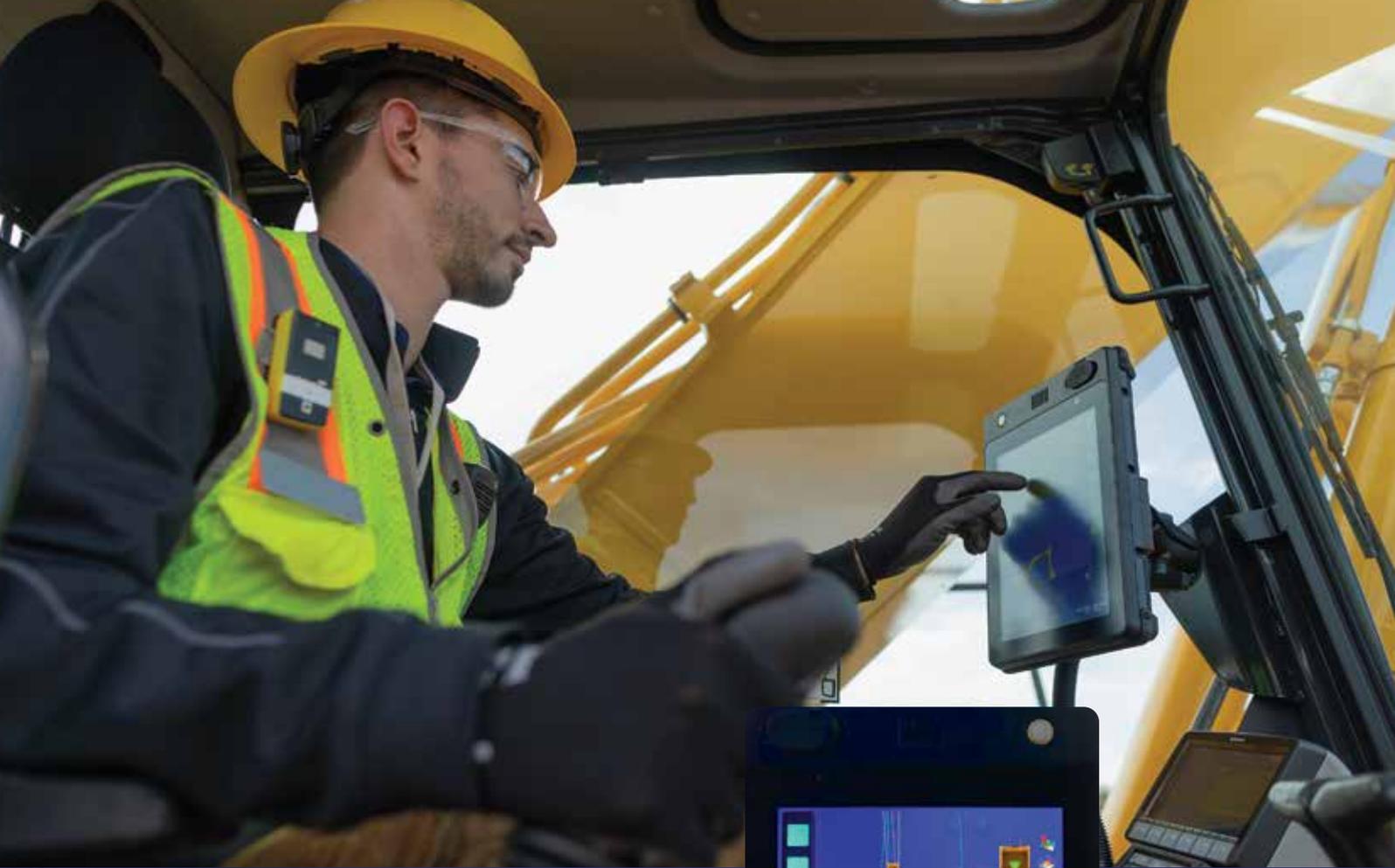


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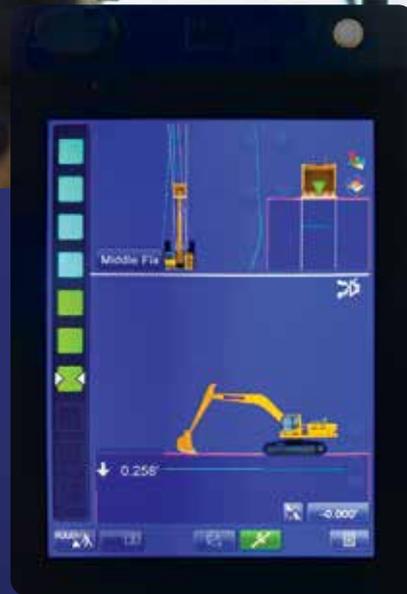


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**KOMATSU**

# MAKING THE GRADE

My Komatsu gives you an easy way to collect, view and monitor machine information from Komatsu and non-Komatsu equipment

Telematics data can help drive results for business operations, but only when it's collected and analyzed efficiently. My Komatsu, Komatsu's comprehensive digital hub, analyzes telematics data from your on-machine technology — including Komtrax, Komtrax Plus and ISO API 15143-3 (AEMP 2.0) data from other OEMs — and displays it on easy-to-read dashboards. With My Komatsu, you can access data that's generated by Komatsu and non-Komatsu equipment anytime, from anywhere.

My Komatsu minimizes your logins and helps you see your data all in one place. ISO integration and analytics are included as standard features with your registration. ISO API 15143-3 (AEMP 2.0) computer code allows fleet managers to integrate new digital telematics data into existing fleet management systems, letting you see your complete fleet, pull operation reports and set alerts.

"It's a huge benefit in time and cost savings that you can monitor an entire fleet on a single platform, regardless of OEM," said Tommy Hergenreder, North American Manager, Digital Product, Komatsu. "Another is that Komatsu

doesn't charge for connecting other APIs, which some OEMs do. Currently, there is a long list of other manufacturers that you can get API credentials for, and it's growing all the time."

Komtrax data flows to Komtrax storage, while ISO 15143-3 (AEMP 2.0) facilitates the extraction and raw data to your choice of database. My Komatsu connects telematics data from all machines or accesses it through monitoring and analysis services to create powerful analytics dashboard views.

## Benefit your bottom line

With My Komatsu, you can:

- Get actionable information to monitor machines and help guide decisions
- Quickly view and manage data on one dashboard
- Receive maintenance alerts and order parts
- Troubleshoot to minimize downtime
- Monitor for theft and unauthorized use

- Benchmark machine performance
- Track fuel consumption and manage fuel efficiency

Available data points with My Komatsu vary by OEM and machine applications, but they generally include last known location, engine status, cumulative operating hours and more.

*"It's a huge benefit in time and cost savings that you can monitor an entire fleet on a single platform, regardless of OEM."*

*-Tommy Hergenreder,  
North American Manager,  
Digital Product,  
Komatsu*

"One API credential from the OEM covers all of that manufacturer's machines that you may have and want to input into your My Fleet page on My Komatsu," said Andrew Casey, Digital Solutions Analyst, Komatsu. "This is a very cost-effective, convenient solution to managing a mixed fleet without any additional cost to implement My Komatsu." ■



My Komatsu minimizes logins and displays your data all in one place.

# C & Z SERVICES

## Owners concentrate on their strength of putting pipe in the ground throughout the state of Oklahoma

When Zach Blevins and Cody Webb started C & Z Services LLC in 2017, their aim was to focus on what the two were good at. As the company grew and projects got bigger, that philosophy has not changed.

“Our backgrounds are in underground utility installation,” stated Blevins. “We have never done any other kind of dirt work, so we decided to stick with putting pipe



Zach Blevins,  
Owner

in the ground and stay in our lane. We both worked for other companies and ended up working on the same crew at the last place we were both with. We talked about going out on our own, and we eventually did when we decided it would be in our best interests.”

Originally, the owners of C & Z Services wanted to focus on



Cody Webb,  
Owner

installing water meters for the city of Oklahoma City, but they realized there were good opportunities doing other types of work.

“There was better money doing smaller commercial jobs, and those turned into larger commercial projects, and that turned into doing subdivisions,” said Blevins. “We still do municipal as well. That diversification has made a big difference for us.”

Blevins and Webb have done that while remaining a relatively small company. The owners remain hands-on and continue to work alongside five field employees. They also have two staff members in the office. Based in Purcell, Okla., the company has performed its services throughout the Sooner State.

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*“What’s made us successful is that we work really hard, and we’re easy to work with. We stand by what we do, and it speaks for itself.”*

*- Cody Webb,  
Owner,  
C & Z Services*

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“If you want to work, you have to go where the work is; you can’t limit yourself,” commented Blevins. “As small as we are, we can’t say we’re just going to concentrate on Oklahoma City. Fortunately, we have developed a list of repeat and new customers who have kept us busy because we believe in doing quality work. If you do that, people recognize it and want to continue working with you.”

Webb added, “What’s made us successful is that we work really hard, and we’re easy to work with. We stand by what we do, and it speaks for itself.”

### Customer snapshot

**Company:** C & Z Services LLC

**Location:** Purcell, Oklahoma

**Established:** 2017

**Employees:** 9

**Area of expertise:** Underground utility installation

**Komatsu equipment:** PC88MR and PC290LC-11 excavators

C & Z Services owner Cody Webb digs in between trees with a Komatsu PC88MR short tail swing excavator.





▶ VIDEO

C & Z Services owner Zach Blevins digs and sets pipe with a Komatsu PC290LC-11 excavator on a subdivision project in Oklahoma City.

## Reinvestment leads to growth

Whatever market C & Z Services is working in, it offers installation of stormwater runoff, sanitary sewer and potable water lines. The projects vary greatly in size but have grown considerably from the first that the pair did together. A recent undertaking saw C & Z Services put in more than 800 feet of 8-inch water line, nearly 900 feet of 12-inch water line, 1,370 feet of 8-inch sanitary, several hundred feet of storm line, and six manholes for a residential subdivision over a several-week period.

“For one of our first projects, Cody and I each took \$300 from our personal accounts to buy the materials and made \$1,500 in profit,” recalled Blevins. “That was reinvested in the business and used to buy materials for the next,



which was \$5,000. We continued to reinvest to build the business and take on bigger projects. Last year, we did two that were over \$1 million.”

“Typically, we are doing jobs that involve putting in a few thousand feet of pipe,” noted Webb. “We recently did one in Oklahoma City that was about 300 feet of domestic fire line, and that would be considered on the smaller end for us.

The subdivision is more in line with where we want to be.”

## Machine sized right for projects

On the smaller project, C & Z Services dug and set pipe with its



Discover more at  
KirbySmithConnection.com

Continued ...

# 'Anything we need, they have been quick to take care of it'

... continued

Komatsu PC88MR short tail swing excavator. The company used its Komatsu PC290LC-11 excavator for the subdivision. Blevins and Webb worked with Kirby-Smith Machinery Inc. (KSM) Territory Manager Ryan Bebee to purchase the machines.

*"Ryan and Kirby-Smith have been great to work with."*

*- Zach Blevins,  
Owner,  
C & Z Services*

"Ryan and Kirby-Smith have been great to work with," declared Blevins. "Anything we need, they have been quick to take care of it. The other companies that we worked for had Komatsu and dealt with Kirby-Smith, so we were familiar with both and knew Kirby-Smith would take care of us."

Webb added, "The PC88 was our first Komatsu, and we went with it because of its lift capacity to set manholes. There isn't a lot

of equipment that size that will do that while also letting us get into tight spots and dig productively. We bought it about five years ago when we weren't doing so many bigger jobs, so it was the right size for what we needed. We have not run into any issue where it couldn't do what we needed it to. It's been a perfect fit for us."

C & Z Services acquired the PC290LC-11 about a year ago to increase efficiency on bigger projects where space is not an issue, which often involve putting in larger diameter pipe and digging wider and deeper trenches.

"There's a lot that goes into that such as setting trench boxes," explained Blevins. "The PC290 doesn't struggle with the weight. We set a lift station with it that was about 20 feet by 20 feet and 21 feet deep, and it had no issues handling that."

C & Z Services utilizes Komatsu Care Complimentary to perform routine services on its equipment for

the first 2,000 hours or three years. KSM technicians perform the work at C & Z Services' convenience to help limit downtime.

"Kirby-Smith contacts us to let us know when a service is due and schedules it," described Blevins. "It's great that they can do it on-site and have it finished in short order, so we can get back to work right away. We like that they take care of it because they are the experts. We're pipe guys, not mechanics. It takes a load off of us."

*"Kirby-Smith contacts us to let us know when a service is due and schedules it."*

*- Zach Blevins,  
Owner,  
C & Z Services*

## Evolve if needed

The next step for C & Z Services will be to add a loader to the mix and look at additional expansion as it makes sense.

"We need a loader to move some bulk material; that seems to be the only thing we're lacking right now," reflected Webb. "We're going to keep on trucking and doing what we do because it's worked for us. If we need to evolve as a company, we will." ■

*\*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

- 800 feet of 8-inch water line, nearly 900 feet of 12-inch water line, 1,370 feet of 8-inch sanitary, several hundred feet of storm line, and 6 manholes were installed for a residential subdivision
- Komatsu Care Complimentary covers C & Z Services' Komatsu excavators for the first 3 years or 2,000 hours (whichever comes first)

C & Z Services owner Zach Blevins (left) talks with KSM Territory Manager Ryan Bebee.



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# OPEN HOUSE

New full-service facility in Chico, Texas, improves support capabilities for a wide variety of customers northwest of the Dallas-Fort Worth metroplex

**A** plan several years in the making came to fruition recently when Kirby-Smith Machinery Inc. (KSM) opened its new Chico, Texas, branch. KSM held an open house with staff, customers and local dignitaries on hand to cut the ribbon and officially dedicate the new location at 749 South Weatherford Street.

KSM Executive Vice President of Sales Gavin Cole said the branch's reach will be well beyond Chico. He noted that initially it will be staffed by about 15 people but will likely expand quickly as KSM plans to run its crushing and screening operations from Chico.

---

*"We will be able to get to customers quicker, and it gives them a place to come for parts or do rebuilds and other service work. We have a lot of room to grow."*

*-Gavin Cole,  
Executive Vice President of Sales,  
KSM*

---

"We wanted to find a western area from the metroplex that would give us better coverage from a parts and service perspective with access and proximity

KSM's new branch in Chico, Texas, features a 22,000-square-foot facility, a sizable yard for machine inventory, eight service bays, a wash bay, room for training and a full parts warehouse.



Gavin Cole,  
Executive Vice  
President of Sales,  
KSM



Keelan Crosby,  
Territory Manager,  
KSM



Wade Gaines,  
Vice President of  
Product Support,  
Sales and Parts,  
KSM



Kelly Shuffield,  
Vice President  
of Service,  
KSM

in the area in order to better serve customers," explained Cole. "This new branch benefits customers by having easier access to service technicians in the northern part of the metro and beyond, from Fort Worth to Wichita Falls to Denton. We will be able to get to customers quicker, and it gives them a place to come for parts or do rebuilds and other service work. We have a lot of room to grow."

KSM Territory Manager Keelan Crosby covers Wise, Parker, Denton and Cooke counties in Texas, and he emphasized that the new Chico branch brings better service, parts and machinery availability. The full-service location carries KSM's entire lineup of equipment for construction, mining,

aggregate and additional industries from Komatsu, WIRTGEN GROUP, Takeuchi, JLG, Magni and others.

"This will help tremendously," Crosby said. "Having this presence here northwest of the metroplex will cut downtime considerably as we can better respond, and customers won't have to drive so far to get items they need to make their own repairs and do services. If a machine needs to be brought in, it can come right here without having the time or traffic hassles."

## Like coming home

Located on 7.5 acres, the Chico branch has a 22,000-square-foot facility and a sizable yard for machine inventory for sale and rent. The shop has eight service bays that can accommodate some of the largest equipment KSM carries. There is also a wash bay, room for training and a full parts warehouse.

---

*"We believe this is going to be a great benefit to both Kirby-Smith and Chico."*

*-Colleen Self,  
Mayor of Chico*

---

"There is a big customer base up here with a lot of machines running, and we felt we needed a facility that would better support them and limit their downtime," stated Wade Gaines, Vice President of Product Support, Sales and Parts, KSM. "Currently, we have

## ▶ VIDEO

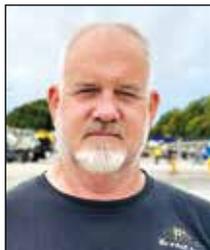




During the open house for KSM's new Chico, Texas, branch, attendees check out some of the Komatsu equipment on the yard and catch up with others.



Colleen Self,  
Mayor of Chico



Erik Wentzell,  
Owner,  
GradeX Inc.

three field technicians and three shop technicians based out of Chico. From a parts standpoint, our initial inventory focus was to support the local quarries, so it was based on a lot of yellow iron. That's expanded to include everything from Komatsu to KLEEMANN crushers to VÖGELE pavers to Takeuchi compact loaders and excavators. We're here to support every industry."

Mayor Colleen Self said the town of approximately 1,000 is excited about KSM's move to Chico, noting that the



(L-R) KSM Territory Manager Ryan Swanson shows 2L Construction's Keith Norris, Chip Fisher and Whitney Fischer a KLEEMANN crusher.

area has a heavy presence of mining and rock aggregate companies.

"We've been looking forward to this since our initial conversations with Kirby-Smith," declared Self. "We want them to see this as their home, just like



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# 'This branch will drastically cut down our response time'

... continued



Doug Dendy (left) and Joy Jackson with Dendy Machinery Sales & Rentals explore the large inventory of equipment.



KSM's James Turner (left) and RPM Industries' Michael Lindsey chat at the open house.

(L-R) Jared Hampton, Mark Ellis and Matt Green with Zack Burkett Company view equipment.



(L-R) Kenneth Williamson, Breton Tisdale, Marcus O'Dell and Johnny Gann with Perfect Finish take a look at KSM's new Chico, Texas, branch.



Members of the P&K Stone team enjoy the new facility and lunch during the open house at KSM's new Chico, Texas, branch, including (front row, L-R) Calvin Morales, Romiro Jimenez, Steve Redenbaugh, Bobby Jacobs, (back row, L-R) Enrique Iracheta and Colton Caruthers.



the residents of Chico do. We believe this is going to be a great benefit to both Kirby-Smith and Chico."

KSM Vice President of Service Kelly Shuffield added, "This puts us right down the road from several of our mining and aggregate customers, but we are also committed to all our customers in this area. This yard is a perfect setup for our aggregate side. This branch will drastically cut down our response time for all our customers in this area. We're excited to be here and have this opportunity to provide better support. I liken it to coming home to your family — the customers we have talked to are excited about seeing us, and we're excited to be here for them."

*"We're excited to be here and have this opportunity to provide better support."*

*-Kelly Shuffield,  
Vice President of Service,  
KSM*

Several of those customers attended the Chico branch's open house, including Erik Wentzell with GradeX Inc. out of Azle, Texas. The company does excavation and grading work, and it uses technology such as Komatsu intelligent machine control (IMC) excavators and a drone to map and document its sites.

"This branch is closer to where one of our key employees lives, so it will be beneficial for us as they can quickly grab parts, and we can have service and repairs done," commented Wentzell. "It's really accessible. We're a small operation that's looking to grow and looking to do that with Kirby-Smith." ■

## By the numbers

- 7.5 acres
- 22,000-square-foot building
- 8 service bays
- 3 field technicians
- 3 shop technicians
- 1,000 approximate residents of Chico, Texas



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# BAR 7 RANCH

The Archies run their own ranch in Central Texas while giving viewers a glimpse into their lives through social media

Even though he grew up around ranching, Cody Archie considers himself and his wife, Erika, first-generation ranchers. The couple have been running Bar 7 Ranch for nearly 20 years on property they bought in 2006 just outside of Gatesville, Texas.

“My family was involved in ranching — working for other people but not having ownership — and that’s why I think of us as first generation,” Cody explained. “My dad worked in a feedlot, and my mom was keeping books there. We lived on the ranch for the first few years of my life. Some of my earliest memories are watching guys process cattle at the squeeze chute, riding in feed trucks and bottling calves. My aunt and uncle

were heavily involved in agriculture, and I spent my summers and weekends helping at their place, which is where I kept my first show animals.”

Cody has developed a passion for wanting to maintain his roots in the agriculture industry. After graduating from Texas A&M University with a degree in animal science, he returned home and took a job in a preconditioning yard feeding and doctoring cattle.

“By the grace of the good Lord, I was able to find a place that we could purchase, and after I bought it, Erika and I got married, and Bar 7 became our home,” shared Cody. “We started out running a cow-calf operation raising

and selling calves. It didn’t take long to realize that it was not very profitable for us. We sold off what we had and started buying cut bulls, backgrounding them for 60 to 90 days, and then sending them to a feed yard. After a couple of years, the company we contracted with went out of business, so we changed again.”

Now, the Archies have been focused mainly on buying and selling replacement heifers and calving them out. They tend to buy heavily in the spring and summer when there is abundant grass to graze, keep them for about six months, then sell before winter.

“We’re more of a trader,” said Cody. “We’ve done that consistently for the past seven or eight years. About three years ago, we added Dorper sheep to the mix of things just because they’re a good income producer. They do well in this part of the country. We’re raising those and selling off the lambs. In addition, we added a feedlot about a year ago where we feed about 20 head at a time.”

## Customer snapshot

**Company:** Bar 7 Ranch

**Location:** Gatesville, Texas

**Established:** 2006

**Employees:** 4

**Areas of expertise:** Buying and selling replacement heifers and calving them out; raising Dorper sheep; direct-to-consumer beef operation

**Takeuchi equipment:** TL10V2 compact track loader; TB350R compact excavator

(L-R) Erika and Cody Archie run Bar 7 Ranch in Gatesville, Texas, along with their son and daughter.



*“It’s a family vlog that documents our day-to-day life. It’s also a way for us to be advocates and a voice for agriculture and show what a great life it can be.”*

*- Cody Archie,  
Owner,  
Bar 7 Ranch*

## Brand becomes a viral sensation

Cody didn’t originally start out with the Bar 7 name. The first few cattle he branded were with his initials.

“I used the lower half of the C as the crossbar for the A, but the problem was as the brand got hot, it caused the crossbar to fall out, which created a blotch,” Cody described. “That didn’t look good, and your brand is what people remember you by. I thought back to when I worked in the preconditioning yard, which had a



Bar 7 Ranch owner Cody Archie loads material into a dump trailer with his Takeuchi TL10V2 compact track loader.

running iron or just a straight piece of metal. Seven is my favorite number, so I fashioned a seven out of a piece of iron for the brand — easy to recreate, and it looks nice. That’s how Bar 7 was born.”

The Archies have kept operations relatively small, with Cody, Erika and their two children doing the hard work necessary to keep the ranch operating — while also working full time and running other business ventures such as dry cleaners, a laundry mat and building spec homes. As they do, they have documented their life through social media and gained more than 2 million followers. Their website has additional content and a shop with Bar 7 Ranch merchandise.

“It’s a family vlog that documents our day-to-day life,” noted Cody of the Bar 7 Ranch’s social media content. “It’s also a way for us to be advocates and a voice for agriculture and show what a great life it can be. We started putting out content, and it became a hit. As they say, things blew up, and we have developed a wide audience of people in and out of the industry.”



With a Takeuchi TL10V2 compact track loader, Bar 7 Ranch owner Cody Archie cleans up his land.

### Gets more with Takeuchi and KSM

Takeuchi was one of the followers that found Bar 7 Ranch through social media.

“I did some content about how I was looking for something a little more maneuverable than my tractor,

*Continued . . .*

# 'I fell in love with it'

... continued

and they asked if I had ever looked at a Takeuchi track loader," Cody recalled. "I started looking for the local dealer, which is Kirby-Smith in Waco. I set up a meeting with Sales & Operations Manager Richard Graves, and he got me in one to try it out. I fell in love with it, but I didn't buy it right away. I did some more research, and the more I learned, the more I realized that Takeuchi was someone I wanted to hitch my wagon to."

*"Takeuchi was someone I wanted to hitch my wagon to."*

- Cody Archie,  
Owner,  
Bar 7 Ranch

With the assistance of Richard and Kirby-Smith Machinery Inc. (KSM) Territory Manager Chaz Riddle, Bar 7 Ranch purchased a 10,270-pound TL10V2 compact track loader, as well as Takeuchi and Blue Diamond attachments that are used for a variety of tasks such as moving hay bales, leveling and loading dirt, brush cutting, driving posts, mulching, and more. Bar 7 Ranch had the TL10V2 equipped with a quick coupler to easily switch between attachments from the cab.

KSM Territory Manager Chaz Riddle (right) shows Bar 7 Ranch owner Cody Archie some of the features of the Takeuchi TL10V2 compact track loader.



"My original intent was to use it as a basic loader to put hay in my feed mixture without having to unhook my tractor every time we mixed feed, as well as to clean out stalls and push a bit of brush," explained Cody. "I wanted something that's able to reach a little over 9 feet to drop a bale of hay into my feed mix. I also needed good lift capacity to move some shades in the feedlot that weigh about 3,500 pounds. I didn't want a machine that needed DEF either, and at the time I bought the TL10V2, it was the largest machine you could get that didn't require it."

Cody continued, "I got all that and more. I didn't realize you could put so many attachments on it. Richard and Chaz convinced me that a high-flow machine was the best option as it would allow me to run everything and increase its versatility. Knowing your machinery and putting your customer in the right one really sets you apart as a dealer. Kirby-Smith's service after the sale has been top notch too. When our first service came due, they sent a tech out to go over it with us and walk us through it step by step. If we need anything, they are a phone call away."

Richard and Chaz also helped Bar 7 Ranch add a Takeuchi TB350R compact excavator equipped with a hydraulic thumb that it uses to dig water line and move various items.

"At first, I was sure we didn't need it, but we use it quite a lot," commented Cody. "We have confidence in its ability to handle anything we need to do with it, including dropping a bale of hay in the mixer if the loader isn't available."

## Looking at expansion opportunities

Like he did with the Takeuchi loader, Cody is researching options for Bar 7 Ranch's future. Confinement barns have piqued his interest.

*"Kirby-Smith's service after the sale has been top notch."*

- Cody Archie,  
Owner,  
Bar 7 Ranch

"You really don't see them in Central Texas, but I think they're something that could work," reflected Cody. "I'll keep looking into it. In the meantime, we're looking at continuing what we do, including direct-to-consumer beef, which has been successful for us. We're in our second year and have exceeded our goals. We're looking at possibly growing that side and being able to feed a larger number of cattle. If we do, then expansion is a real possibility, and we would be using those machines even more, because we build everything ourselves." ■

*\*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 head can be fed at a time at Bar 7 Ranch's feedlot
- 2 million+ followers on Bar 7 Ranch's social media pages
- 10,270-pound TL10V2 compact track loader allows Bar 7 Ranch to easily move 3,500-pound shades in the feedlot



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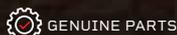
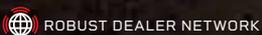
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# PAVING CORNER

## W 210 XF cold milling machine featured as new equipment and technology are showcased during World of Asphalt and AGG1

**W**IRTGEN introduced its W 210 XF during the World of Asphalt Show & Conference and AGG1 Aggregates Academy & Expo, adding it to its portfolio of large milling machines. The new model combines high performance and efficiency with compact dimensions.

Offering milling widths between 6 feet, 7 inches and 8 feet, 2 inches and a maximum milling depth of 13 inches, the approximately 65,000-pound W 210 XF is ideal for tasks ranging from surface layer rehabilitation and complete pavement removal to fine milling work with maximum efficiency in a wide range of project scenarios. The main areas in which the mill is deployed are where high milling performance and relatively compact dimensions are required, from freeways and mainline work to secondary and city roadways. The innovative MILL ASSIST machine control system assures sustainable and efficient machine operations with high productivity.

“The W 210 XF can be utilized on a variety of projects, including bigger highway jobs, but it’s nimble enough that you can put it on a residential city street as well as parking lots,” said Tom Chastain, Milling Product Manager,

WIRTGEN. “One of the standout features of the W 210 XF is a new 18-liter, 777-horsepower engine that requires no DEF. It has more horsepower with lower fuel consumption and CO2 emissions compared to the previous F-series model.”

The WIRTGEN GROUP Performance Tracker Milling is available for the automated documentation of milling tasks. The operator can view the automated construction site documentation and productivity for the entire construction site at a glance and in real time on the machine’s control panel.

“Performance Tracker gives us all the job data; with lasers and GPS, it’s taking more than 60 inputs a second,” noted Chastain. “At the end of the day, we push one button and get a report showing fuel consumption, water, cutting tool consumption, square yards, cubic yards, how many tons were put in individual trucks, idle time and more.”

Chastain added, “At World of Asphalt, we showed the W 210 XF with a new North American-style canopy that can be rolled back in and folded down below the hood level. It’s good for transport or working in areas where there may be overhanging trees.”

VÖGELE’s MINI 500 is its smallest paver. With widths ranging from 10 inches to 5 feet, 11 inches, it is ideal for small-scale paving on limited-space sites.



### Smart Compact launch

WIRTGEN launched its Smart Compact Basic and Smart Compact Pro for HAMM rollers during World of Asphalt. Smart Compact Basic uses sensors to measure asphalt surface temperature and an accelerometer on the front drum to measure stiffness. A weather station on the top of the roller measures air temperature and wind speed.

“With all the sensor values, we’re able to calculate what the asphalt temperature cool down rate will be,” stated Dan Sant Anselmo, HAMM Applications Support Manager, WIRTGEN. “This is incorporated into a screen on top of the platform for the operator, where they can select course thickness of the surface mix, binder or base. Within the parameters, the machine will vibrate depending on sensor feedback.”

Sant Anselmo continued, “We take this one step further with Smart Compact Pro. With that, we have incorporated a sensor that is a real-time density scanner. This is the first time where you’re actually able to scan the material and see what the true density of the material is. Along with that, we calibrate the sensor to the mix using a PQI or Troxler gauge. Once calibrated, you can go to work. If we set a point of 95% density, the machine will continue to use dynamic compaction until it hits that, then shuts the vibration off. So, we don’t have fears of over-compacting or under-compacting, and we have hopefully eliminated the need for coring in the future.”

With the HD+ 120i VIO-2 HF, the WIRTGEN GROUP also showed a tandem roller with three-point articulation steering designed especially for use in North America. Front and rear drums are capable of static, oscillation, vibration and high-frequency vibration configurations. This allows for a truly flexible roller that can be placed at any position in the roller train. Also appearing at the show was the HX 70i tandem roller,



WIRTGEN's new W 210 XF cold milling machine combines high performance and efficiency with compact dimensions.

the HP 100i pneumatic tire roller for chipseal applications, and the HD 12e VV with a fully electric drive system that enables emission-free compaction and particularly low operating noise.

For the asphalt paving sector, VÖGELE highlighted technology that includes its ability to do 3D paving using models from a variety of companies, including Topcon, Trimble and Leica. Laikram "Nars" Narsingh, Application and Technology Specialist with the WIRTGEN GROUP, showed how that's possible in a plug-and-play atmosphere with VÖGELE pavers.

"We have an interface on the backside of the paver that allows you to use any of those systems while using VÖGELE's machine controls, which simplifies installation and makes it more reliable and economical," explained Narsingh.

VÖGELE presented the SUPER 1703-3i wheeled universal-class paver, the SUPER 2000-3i highway-class tracked paver and a mini-class SUPER 700i. A highlight of the show was the smallest VÖGELE paver, the MINI 500, with a base width of only 2 feet, 11 inches and working widths from 10 inches to 5 feet, 11 inches. It is the ideal choice for paving between railroad or streetcar tracks, capping narrow trenches, or the construction of footpaths and cycleways.

### Impact introduction

A highlight for the asphalt recycling sector included a close look at the new



HAMM's HD+ 120i VIO-2 HF offers versatility with two VIO drums that enable a total of nine different compaction mode combinations.

KLEEMANN MOBIREX MR 100i NEO mobile impact crusher. It is the only machine in its performance class to offer fully automatic crusher gap adjustment and zero-point determination.

"At 78,000 pounds, it's the smallest impact crusher that KLEEMANN has built to date, but it's a really good machine for our customers to get out there and be transportable and versatile," elaborated Cole Childress, Technical Sales Manager, WIRTGEN GROUP. "As we developed it, we took a lot of the benefits and features from our larger machines such as the continuous feed system, SPECTIVE CONNECT, overload

protection and more. It's also the first crusher we have with an onboard power pack. There are several optional features available such as a wind sifter too."

The innovative "Lock and Turn Quick Access" safety system allows users to open the crusher without tools in only 30 seconds. Operation of the KLEEMANN crusher directly from the SPECTIVE SWITCH control unit is particularly easy and intuitive. With SPECTIVE CONNECT, operators can access all relevant data such as engine speeds, consumption values and filling levels via a clearly laid-out display on a smartphone or tablet. ■

# T & G CONSTRUCTION INC.

## Grayson family continues to build on a legacy of success at T & G Construction as it delivers smoother roads across Oklahoma

Through nearly 70 years and four generations, T & G Construction Inc. has been a mainstay in Oklahoma's construction industry. The Lawton-based business was founded by J.T. Grayson and Pete Tuck as a material hauler with one truck that the pair used to haul aggregate.

"My grandfather and Mr. Tuck just kept buying trucks, gradually



Angela Reese,  
Owner

getting into the dirt business," shared J.T.'s grandson J.C., who owns and operates T & G Construction along with his sister, Angela Reece. "They added loaders, motor graders, scrapers and other equipment. Eventually, that led to buying their first asphalt plant in the early 1970s. They added a couple

more, then expanded into ready-mix in the early 1980s. Our father, Larry Grayson, helped with the expansion



J.C. Grayson,  
Owner

and eventually bought Mr. Tuck out and our grandfather as well."

Expansion helped T & G Construction grow into a multifaceted firm that performs a wide variety of site construction-related projects mainly within a 60-mile radius of Lawton. The company offers everything from stripping

to asphalt and concrete finishing, including all related earthwork and base preparation. It typically has five or six projects in the works at any one time that range from \$50,000 to \$10 million.

"We're mainly highway contractors," stated J.C. "About 80% of our work is done for the state of Oklahoma. Within that, about half is done as a general contractor and the other half as a sub with a lot of the latter involving laying asphalt for bridge contractors. From a general contracting standpoint, we mainly do asphalt overlays, but we also have the capabilities to do full highway construction."

The balance of T & G Construction's projects consists of private work such as building residential subdivision roadways and commercial parking lots. T & G Construction supplies its own asphalt materials with two permanent plants — one in Lawton and the other located in a quarry about 15 miles north. It also has a portable plant that's moved as needed.

"We built really good relationships with some developers and general contractors here in Lawton and some others from out of town that bid local work and hire us," noted J.C. "I believe they call us back and continue to use us on a repeat basis because we provide quality work. We're also

### Customer snapshot

**Company:** T & G Construction Inc. (affiliated companies: Southwest Ready Mix, A-Plus Construction, RCJ Construction, G & R Enterprises LLC)

**Location:** Lawton, Oklahoma

**Established:** Early 1950s

**Employees:** Approximately 150 (includes all affiliated companies)

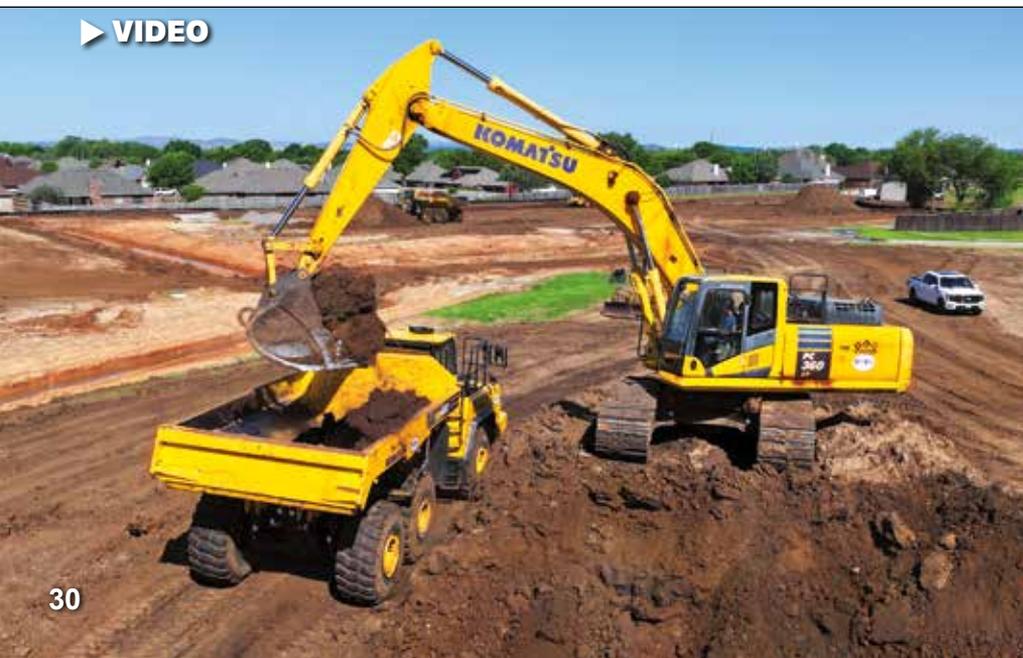
**Areas of expertise:** Road construction, paving and earthwork

**Komatsu equipment:** WA270 and WA380 wheel loaders; PC138USLC and PC360LC excavators

**WIRTGEN GROUP equipment:** WIRTGEN W 200 and W 220 mills; VÖGELE SUPER 1700 and SUPER 2000 pavers; HAMM rollers

An operator loads a rented Komatsu articulated haul truck with T & G Construction's Komatsu PC360LC excavator on a new residential subdivision site in Lawton, Okla.

### ▶ VIDEO





T & G Construction paves Highway 19 between Stratford, Okla., and Ada, Okla., with a VÖGELE SUPER 1700 paver followed by a HAMM HD+ 140i high-frequency, double-drum roller for compaction.

willing to work with them to do whatever they need, whether it's a simple pad or a full site build."

### Business expansion

T & G Construction often teams up with its sister companies to complete full site projects such as subdivisions. T & G Construction provides the bulk earthwork to finish grading, while A-Plus Construction performs underground utility installation. Aggregates are supplied through the trucking company G & R Enterprises LLC. Concrete comes from Southwest Ready Mix, which has six permanent locations and a portable plant. Another company, RCJ Construction, offers general contracting.

"My dad and I started RCJ in the 1990s, and we started putting in water and sewer about 10 years ago when we found that it was getting hard to find dependable subs," recalled J.C. "It's helped us control jobs a little better. It's just part of a progression of expansion."



J.C. has been a big part of the expansion since he joined the company full time in 1985. Angela also started working for T & G Construction around the same time weighing trucks, then she did payroll before leaving to raise a family. She rejoined about six years ago. Angela and J.C. co-own all the companies with the exception of G & R Enterprises, which is owned by J.C., Angela and Angela's husband, Jodie. J.C.'s sons, J.D. and Clayton, and

Angela's son, Grayson, represent the fourth generation of the family in the business and are part of a staff of about 150.

"There's nothing better than all of us working together," declared Angela. "We absolutely love it, and J.C. and



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*Continued . . .*

# 'Komatsu equipment gets the job done'

... continued

Jodie have really done a great job of building things. Beyond that, we have a great extended family, which is how we view our employees. We have a lot of very good, dependable people who have been with us a long time. It's hard for just two people to run everything, so there is a heavy reliance on our staff. They deserve a lot of credit for our success and longevity."

## Komatsu and WIRTGEN from KSM

T & G Construction and Kirby-Smith Machinery Inc. (KSM) have built a longstanding relationship that spans back nearly 30 years, according to J.C. During that time, T & G Construction and its affiliated companies have purchased several pieces of Komatsu and WIRTGEN GROUP equipment, working with Ed Kirby and other KSM representatives such as Territory Manager Kyle Cloyd.

"I got to know Ed at a fairly young age, and he was really good to me and dealt with me honestly and fairly, so I've stayed loyal to Kirby-Smith; in fact, everyone I've dealt with at Kirby-Smith has been great to work with," remarked J.C. "Kyle is continuing that legacy. He always takes my phone calls, and he checks in on me. He and Kirby-Smith go the extra mile. If we have an

issue, they come out and get us up and running as fast as possible. When we buy a new piece of equipment or rent something, they send people to train our operators."

To maintain production at the concrete and asphalt plants, T & G Construction and its affiliated companies use Komatsu WA270 and WA380 wheel loaders, with the latter feeding the asphalt plants because they do a higher volume per hour. T & G Construction uses a compact 34,000-pound-plus Komatsu PC138USLC excavator for tight jobsites and smaller projects such as concrete patching. The company moves dirt and installs pipe with its larger 78,000-pound-plus Komatsu PC360LC excavator.

"Komatsu equipment gets the job done; it's that simple," J.C. emphasized. "We have had great success with it, and anytime we need to rent something, we reach out to Kyle for more Komatsu. We recently rented some Komatsu articulated trucks."

Additionally, T & G Construction uses WIRTGEN W 200 and W 220 mills, matching those to the size of the project. The company also has two VÖGELE pavers, including a universal-class, 173-horsepower SUPER 1700 with a maximum paving width of 21 feet for jobs such as city overlays and parking lots, as well as

a highway-class, 250-horsepower SUPER 2000 with a maximum paving width of more than 28 feet for highway work. Compaction is done with HAMM rollers.

"We started using the Komatsu equipment first, then we added WIRTGEN products mainly because of our relationship with Kirby-Smith to be honest," commented J.C. "Our experience is that they are dependable machines, so we keep buying them. As with Komatsu, Kirby-Smith has the expertise to take care of any issue and limit our downtime. It says a lot that Kirby-Smith has such a diversified lineup of equipment and plenty of options. That's important to me."

## Maintain focus

It's also important to J.C. and Angela that T & G Construction and its affiliated companies continue to provide exceptional service and quality products. That's what they are trying to instill in the next generation.

"We continue to train the kids, and hopefully one day they can take it over," said J.C. "We've built a \$40-million-a-year business on taking care of customers, and that will continue to be the path to success. We're not looking to expand our markets now; just ensure we can do what we have always been known for." ■

KSM Territory Manager Kyle Cloyd (left) meets with T & G Construction owner J.C. Grayson.



*\*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

- 4 generations
- 60-mile working radius around Lawton
- 5 to 6 projects per year that range from \$50,000 to \$10 million
- 80% hard-bid governmental work, 20% private work
- 2 permanent asphalt plants, 1 portable
- 6 permanent concrete plants, 1 portable (via Southwest Ready Mix)



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# COMING SOON

## CONEXPO-CON/AGG will return to Las Vegas with new features slated for North America's largest construction trade show

CONEXPO-CON/AGG will return to the Las Vegas Convention Center from March 3 to 7, 2026, introducing new features and innovations to the triennial event, which is the largest construction trade show in North America. The 2023 show set an attendee record with more than 139,000 from 133 countries. Over 2,400 exhibitors participated, spread across 3 million square feet of exhibit space.

"The continued growth and success of CONEXPO-CON/AGG has set a new benchmark for the industry," said CONEXPO-CON/AGG Show Director Dana Wuesthoff. "Building on this momentum, we will deliver an even more impactful

event in 2026, continuing to provide unparalleled opportunities for networking, education and highlighting the latest innovations in the construction industry. We are especially excited to create new experiences and features for both attendees and exhibitors."

*"We are especially excited to create new experiences and features for both attendees and exhibitors."*

*-Dana Wuesthoff,  
CONEXPO-CON/AGG Show Director*

### New in 2026

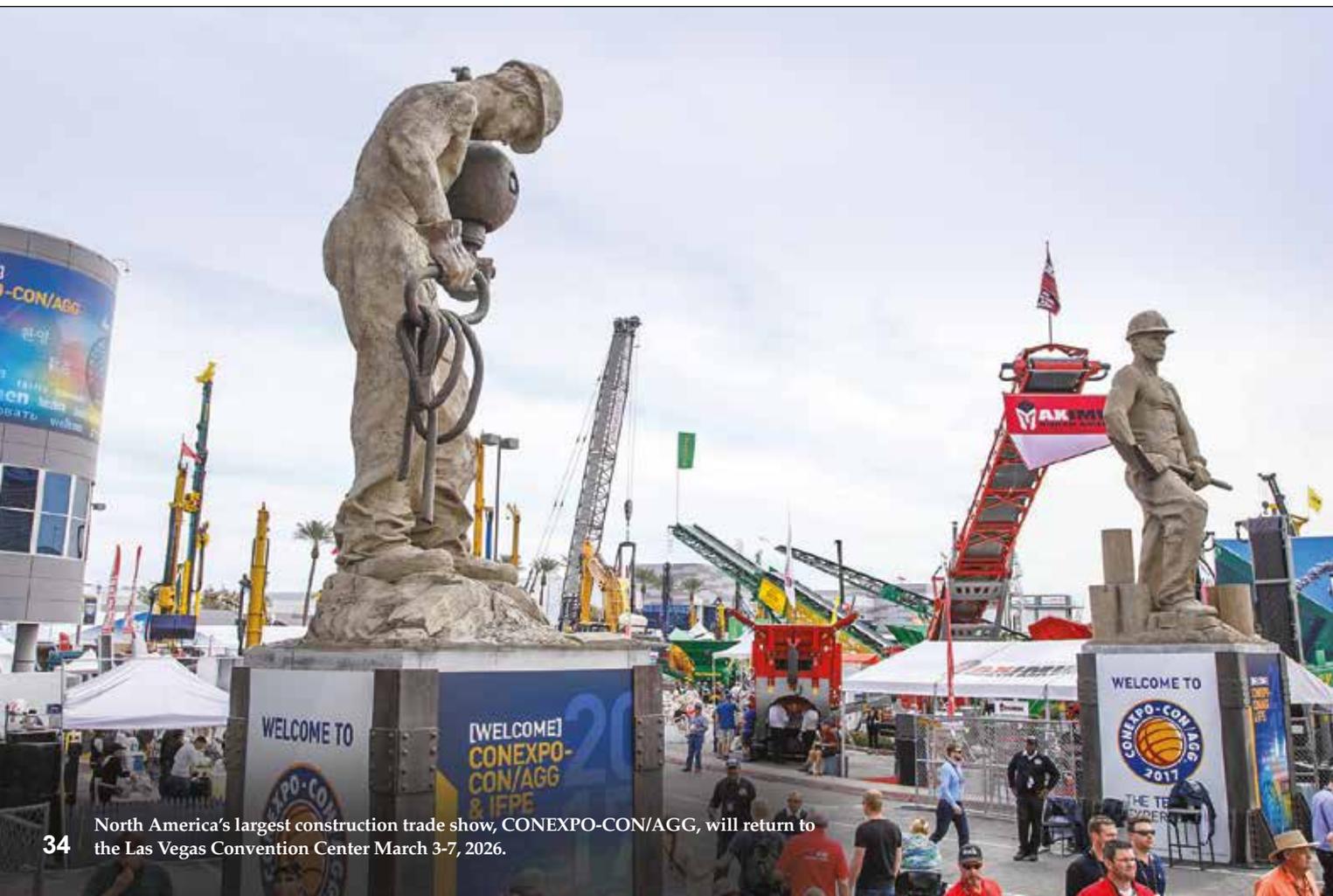
**Ground Breakers stage:** The keynote stage will highlight

the global contributions of the construction industry and bring focus to critical industry topics.

Key topics include:

- Innovation in construction technology and practices
- Public policy impacting the industry
- Workforce development and addressing labor challenges
- Sustainability and environmental responsibility
- Mental health and well-being in the construction sector

**EmpowerHER workshop:** During Women in Construction Week 2026, the EmpowerHER workshop will be a special event dedicated to



North America's largest construction trade show, CONEXPO-CON/AGG, will return to the Las Vegas Convention Center March 3-7, 2026.



2,000 exhibitors are expected at CONEXPO-CON/AGG 2026, including Komatsu.

addressing the unique challenges and opportunities women face in the construction industry.

This program includes:

- Networking events fostering connections and community among women in the construction industry
- Peer-led panel discussions and keynote presentations featuring industry leaders and experts
- Sponsorship opportunities to support and promote women-focused initiatives

**Small Business workshop:** This recognizes the vital role of small businesses in the construction sector, addressing the unique challenges faced by small business owners.

It will provide:

- Networking events to build valuable connections for small businesses
- Best practices and practical tools that can be implemented immediately

- Sponsorship opportunities to support small business success

**Shop Talks and Walks workshop:**

This maintenance-focused program is designed to provide attendees with practical solutions for everyday challenges.

This program will feature:

- Special events focused on preventive maintenance, equipment efficiency and increasing uptime

- Educational opportunities focused on providing attendees with the tools to solve real-world challenges

**Visit Komatsu**

Komatsu is expected to have a large booth in the West Hall (W41945) and welcomes all to take an up-close look at its latest products, designed to help improve your operation. Meet with Komatsu experts to learn more about the equipment, Smart Construction solutions and services offered. ■

**CONEXPO-CON/AGG in focus**

Held every three years, CONEXPO-CON/AGG showcases the latest equipment, products, services, and technologies for the construction industry, along with industry-leading education. For more information, visit <https://www.conexpoconagg.com>.

**When:** March 3-7, 2026

**Where:** Las Vegas Convention Center

**Expected exhibit space:** 2.9 million square feet

**Expected exhibitors:** 2,000

**Education sessions:** 150

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# CRANE CORNER

Manitowoc's cloud-based platform helps crane owners and technicians streamline daily tasks, resolve jobsite challenges and more

As construction equipment becomes increasingly digital, cranes have transformed from lift machinery to intelligent tools that boost jobsite productivity. Now, innovations in remote diagnostics, such as Manitowoc's powerful Grove CONNECT cloud-based platform, are revolutionizing construction sites and transforming operations through streamlined support and easier maintenance.

Grove CONNECT simplifies crane ownership in four key areas — saving time, optimizing workflows, reducing jobsite challenges, and making the workday easier and more productive.

Four key benefits of the system include:

- **Access:** With remote diagnostics in real time, you can check your crane's performance and status anytime, and monitor the availability of every crane on-site instantly, no matter where you are

- **Assist:** Enable your team to manage crane operations and maintenance directly from their mobile devices and troubleshoot remotely
- **Analytics:** Gain access to reports based on stored cloud data for crane utilization, performance, geo position, fuel consumption and predictive maintenance
- **Admin:** Streamline fleet management by seamlessly managing companies, subsidiaries, users and cranes

Patrick Stelter, Grove's Parts and Service Product & Marketing Manager, said the system saves time and delivers deeper insights.

"There's immediate feedback on the crane's performance, maintenance schedules and more," stated Stelter. "Unlike reporting issues over the phone, there's much less room for confusion. This enables service technicians to confirm any

issues upfront, avoiding wasted time on the jobsites or in the parts depot. Grove CONNECT is now standard on all new all-terrain cranes fitted with Manitowoc's Crane Control System. It's free during the warranty period and then available on a subscription basis."

## Single crane or entire fleet

Grove CONNECT users can manage a single crane or an entire fleet. It spans different locations and can be used by customers and dealers to cover all their fleet management needs.

"After a crane's warranty expires, it can sometimes be difficult to know what it's been doing, but with Grove CONNECT, we can support our customers," said Markus Paulini, Telematics Manager for Mobile Cranes, Manitowoc. "When you consider that many cranes have a 25-year lifespan, it will be a really useful function in the future that will also build stronger trust." ■

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# INTERACTIVE EXPERIENCE

Komatsu showcases new machines and Smart Quarry solutions at Quarry Days, giving attendees an opportunity to operate the equipment

**K**omatsu's Quarry Days 2025 brought a record-breaking number of attendees to the company's Arizona Proving Grounds near Tucson. The annual event highlighted a diverse range of Komatsu's heavy equipment and introduced new products tailored specifically for quarry and mining operations.

Bruce Boebel, Komatsu's Director of Product and Services, expressed enthusiasm about the successful event.

"We've had a great turnout this year — in fact, it's a record turnout," Boebel declared. "Customers from many different areas in North America attended, so it's a very diverse group. We saw great interaction this week."

Quarry Days primarily showcased Komatsu's mining support gear, including significant offerings like large excavators and dozers. Throughout the week, attendees had the opportunity to explore and test over 20 products and

solutions, guided by Komatsu's team of experts.

Highlights included live demonstrations of Komatsu's latest releases, the HD605-10 and WA700-8, and an exclusive preview of the upcoming WA475-11 and WA485-11 wheel loaders. These new machines reflect Komatsu's commitment to delivering solutions that help operators boost productivity and efficiency at quarry sites.

For instance, the new WA485-11YL is available in a yard loader (YL) configuration. The new WA485-11YL adds unique features to the standard base model, specifically designed for demanding quarry and aggregate applications. It is equipped with a large-capacity bucket and counterweight. This makes this purpose-built wheel loader a great choice for handling, stockpiling and loading processed material onto commercial trucks with three passes.

"We're highlighting the new WA700-8 wheel loader, which is a four-pass match for our new 70-ton

HD605-10 rigid haul truck," Boebel noted. "We're also debuting our WA475-11 and WA485-11 loaders that feature an all-new engine and steering system, along with other enhancements."

Komatsu further demonstrated its commitment to innovation through its Smart Quarry and My Komatsu solutions. These digital solutions, applicable to Komatsu and competitor equipment alike, provide actionable insights to help optimize quarry operations.

---

*"Customers get to interact directly with product managers, discuss specific challenges and solutions, and see firsthand why Komatsu equipment stands apart."*

*-Bruce Boebel,  
Director of Product and Services,  
Komatsu*

---

"Our Smart Quarry Site system lets you monitor machine interactions, fuel efficiency, and identify operational bottlenecks," explained Boebel. "It's a great resource that can be integrated across a mixed fleet to help enhance site optimization."

## Hands-on opportunities

During Quarry Days, attendees had the opportunity to operate the showcased equipment with the guidance and supervision of experienced Komatsu trainers and employees.

"Some other OEMs don't allow customers on-site to operate equipment; that's one unique aspect Komatsu prides itself on," stated Boebel. "Customers can safely operate machines with headsets and trainers in the vehicles, providing an interactive, valuable experience."

(L-R) Gates Creek LLC's Brad Drake, Build with Drake's Tyler Drake, Kirby-Smith Machinery Inc.'s Chad Murphy, and Drake Companies' Reece Sterling explore Quarry Days.





▶ VIDEO

Komatsu showcases a range of equipment at Quarry Days.

Beyond showcasing equipment, Quarry Days provided critical networking opportunities between customers and Komatsu experts.

“Customers get to interact directly with product managers, discuss specific challenges and solutions, and see firsthand why Komatsu equipment stands apart,” Boebel remarked. “These conversations help customers determine the ideal equipment combinations for their unique quarry operations.”

**Next time**

Interested customers can participate in future Quarry Days by coordinating with their local Komatsu distributor.

*“It’s been a great, safe event with exceptional feedback.”*

*-Bruce Boebel,  
Director of Product and Services,  
Komatsu*

“We hold Quarry Days regularly, and we encourage



(L-R) Kirby-Smith Machinery Inc.’s Justin Kahle, P&K Stone LLC’s Steve Redenbaugh and Ram Jimenez, and Kirby-Smith Machinery Inc.’s Mike Kunin check out the equipment on display.

customers to contact their distributor about participating,” Boebel advised. “We tailor the experience based on customer interest, ensuring they get maximum value from the event.”

Reflecting on the success of this year’s event, Boebel warmly thanked attendees for their participation.

“It’s been a great, safe event with exceptional feedback,” Boebel concluded. “We welcome all customers to join us again next time.” ■



Watch the video

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# NEW KOMATSU EXCAVATORS

Next-generation PC220LC-12 and PC220LCi-12 deliver greater comfort, performance and smart technology for today's hard-working operators

**K**omatsu's new PC220LC-12 and PC220LCi-12 excavators are built for contractors who want more than just power. Delivering the most comfortable and advanced excavator work environment Komatsu has ever created, the PC220LC-12 and PC220LCi-12 are operator-first machines that blend performance, comfort and smart technology to help boost productivity, shift after shift.

From the ground up, these 21- to 24-ton-class excavators have been reimagined and engineered around a simple premise — empower operators and you'll power productivity on your jobsite. The cab offers 28% more space, 30% more legroom, improved visibility, reduced noise and vibration, and a high-quality heated air-suspension seat. The new 8-inch HD monitor puts machine data, controls and customization options at an operator's fingertips.

Performance gains back up the comfort. A new electronically controlled hydraulic system and high-output engine help deliver an up to 8% increase in digging force, up to 7% more lift capacity and up to 20% cost reduction in fuel than the previous Komatsu PC210LC-11 model. The new P plus mode boosts workload productivity by up to 18%.

## Advanced tech and safety

While the PC220LC-12 has some integrated baseline smart technology, such as 2D machine control, contractors looking for next-level capabilities can step up to the Komatsu PC220LCi-12, which adds intelligent machine control (IMC) 3.0, Komatsu's latest smart technology.

Automated features on the PC220LCi-12, such as auto grade assist, auto stop control, bucket angle hold, compaction control, minimum distance control, auto swing and

payload monitoring, help reduce operator workload while improving accuracy and boosting productivity. 3D boundary control is the first OEM factory-integrated feature of its kind in the construction industry. It's a unique technology that helps operators work efficiently across the entire jobsite by remembering multiple restriction zones specific to each work area. Auto-swing with travel stop functionality is also an industry first for excavators.

To promote zero harm, these excavators have features like rollover avoidance, KomVision 360-degree camera coverage, object detection, automatic deceleration controls, seat belt reminders and more. Maintenance

is simplified with ground-level service points and extended replacement intervals, helping reduce maintenance costs by up to 20%.

By empowering operators with enhanced comfort, cutting-edge technology and customizable features, the Komatsu PC220LC-12 and PC220LCi-12 excavators represent the next step forward for contractors seeking to maximize productivity and reduce total cost of ownership. ■

*\*All percentage claims are based on a comparison to the previous PC210LC-11 model. Reductions in maintenance costs are due to longer replacement intervals for hydraulic oil and oil filters and longer cleaning intervals for the particulate filter.*

## Equipment snapshot

**Models:** PC220LC-12 and PC220LCi-12

**Operating Weight:** 53,352-54,675 lbs.

**Horsepower:** 5% increase

**Digging Force:** Up to 8% increase

**Lifting Capacity:** Up to 7% increase

**Fuel:** Up to 20% cost reduction

**Cab Space:** 28% larger and 30% more legroom

**Visibility:** 50% increase

**Maintenance:** Up to 20% lower costs

**Technology:** 2D machine control standard and IMC 3.0 on the PC220LCi-12

Komatsu's new PC220LC-12 excavator and PC220LCi intelligent machine control (IMC) 3.0 excavator are ideal for residential and commercial contractors.



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# MASABA

# WA475-11 AND WA485-11

Komatsu's new wheel loaders are built for increased productivity, operator comfort and ease of maintenance

**K**omatsu's new versatile WA475-11 and WA485-11 wheel loader models are designed to move material efficiently and effectively, helping to increase productivity while providing improved operator comfort and easy maintenance. Sharp focus has been put on reducing total cost of ownership (TCO).

The WA485-11 offers up to 12% lower fuel consumption, 21% more engine power and 13% faster climbing speed than its predecessor, the WA480-8. The WA475-11 provides up to 7% lower fuel consumption, 18% higher engine power and 40% greater climbing speed than the WA475-10.

Both loaders now include Komatsu Hydraulic Mechanical Transmission (KHMT) engineered for improved fuel

efficiency and productivity. Operators will appreciate the large, comfortable four-pillar cab, angle feedback joystick steering and independent work control to help reduce fatigue on long operating days. The new wheel loaders also feature standard rear object detection and a deluxe LED light package to promote enhanced jobsite safety.

"In designing the WA475-11 and WA485-11, we focused on what truly matters to our customers based on years of direct customer feedback — efficiency, power, safety and operator comfort. These wheel loaders build on proven performance of previous models with innovative advancements designed to enhance productivity," said Bruce Boebel, Director of Products and Service, Komatsu. "We're excited to introduce

these machines and put them to use for our aggregate customers and beyond."

*"In designing the WA475-11 and WA485-11, we focused on what truly matters to our customers based on years of direct customer feedback — efficiency, power, safety and operator comfort."*

*-Bruce Boebel,*

*Director of Products and Service,  
Komatsu*

Both models offer yard loader configurations that include additional stability features such as a larger bucket, wide low-profile tires and additional counterweight designed to support higher productivity in aggregate applications. ■

Komatsu's new WA485-11 offers a range of new productivity and efficiency features.



## Quick specs

Model	Horsepower	Operating weight	Bucket capacity
WA475-11	343 HP	54,542-60,197 lbs.	5.5-6.3 yd <sup>3</sup>
WA485-11	362 HP	61,432-64,997 lbs.	6.4-7.2 yd <sup>3</sup>

# COST-EFFECTIVE OPTION

## Aggregate producer Harshman Construction uses genuine Komatsu Reman components to increase the life of its high-hour wheel loaders

**M**ultigenerational family business Harshman Construction LLC continues to serve customers with a wide range of aggregate products nearly 50 years after Frank Harshman and his sons Frank, Jeff and Warren started the operation. Today, the third generation of the Harshman family oversees 17 locations that produce hundreds of thousands of tons of materials each year.

“We have six crushing plants and a dirt crew that does all our own stripping,” elaborated Service Manager Burton Harshman, who leads the business with his brothers Sam and Casey as well as their cousins Katie, Trenton and Brendan. “We are strictly a material supplier, with products ranging from ag lime to riprap. Base rock, concrete stone and asphalt stone are our main products.”

With a fleet of more than 175 pieces of equipment that includes many Komatsu excavators and wheel loaders, Burton is responsible for fleet management that ensures the machinery continues to perform at a high level in order to maintain production.

“We pride ourselves on taking care of equipment, and because of that we have a large number of high-hour Komatsu machines that remain productive,” stated Burton. “We regularly service our equipment and change components as needed. A few years ago, we made the decision along with our Komatsu distributor to rebuild a couple of WA600 loaders with Komatsu Reman components as opposed to buying new. It proved to be a very cost-effective way to maintain their productivity and extended the life of those machines.”

In addition to being more cost-effective, the quality of genuine Komatsu remanufactured parts and components is better than will-fit items. Plus, the Reman parts and components are backed with a one-year, unlimited-hour warranty and a quality assurance program of up to 10,000 hours on major components. With fewer raw materials used in remanufacturing, they also contribute to improved sustainability.

### Easy decision

After seeing the high production the rebuilt WA600

wheel loaders delivered, the Harshman Construction team confidently decided to rebuild a Komatsu WA500 wheel loader on its own with Komatsu Reman components. Harshman Construction’s maintenance staff replaced the engine, transmission and pumps.

“The frame of the machine was really good, and the pins and bushings were still in excellent condition, even at 18,000 hours,” said Burton. “That, along with the cost savings of using Reman components and the warranty and assurance, made the decision to rebuild an easy one. Basically, we’re getting a like-new machine that we can run for several thousand hours. The savings allow us to invest more resources into growing our business.” ■

*\*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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# ADVANCED FORMULA

## Komatsu Supercoolant helps provide better protection against corrosion and a longer life to reduce downtime and costs

Your equipment can face a range of temperature extremes. Without proper protection against high heat and extreme cold, corrosion could occur in the engine, which leads to performance issues. The new Komatsu Supercoolant delivers a formula designed to better protect components against the elements and premature failure.

Komatsu Supercoolant uses advanced POAT (phosphated organic acid technology) with corrosion inhibitors. The new formula has been certified for use in Cummins heavy-duty diesel engines and meets CES 14603 standards. This means it can be used in all Komatsu equipment and other all-makes equipment with Cummins engines.

---

*“The new Komatsu-specific formula adds phosphates that provide extra protection for components against corrosion. That protection helps ensure long life and that components don’t prematurely wear.”*

*- Tony Laskero,  
Senior Manager of Aftermarket,  
Komatsu*

---

“The new Komatsu-specific formula adds phosphates that provide extra protection for components against corrosion,” explained Tony Laskero, Komatsu’s Senior Manager of Aftermarket. “That protection helps ensure long life and that components don’t prematurely wear.”

In addition to better protection, the new Komatsu Supercoolant formula has a longer replacement interval — up to 12,000 hours with regular KOWA (Komatsu Oil and Wear Analysis) sampling and adding an extender additive after 6,000 hours.

“KOWA should be performed at every maintenance interval as it’s similar to a ‘blood test’ that

can identify issues that need to be addressed before they become catastrophic,” Laskero said. “With this new Komatsu Supercoolant, at 6,000 hours, you should perform a KOWA, and if everything is in good working order, you can add the extender to prolong life. An additional KOWA should be performed at 9,000 hours. At 12,000 hours, it’s time to flush the cooling system and add new Supercoolant.”

When switching from the previous Komatsu Supercoolant formula, a cooling system flush is not needed. However, it should not be mixed with other coolant brands.

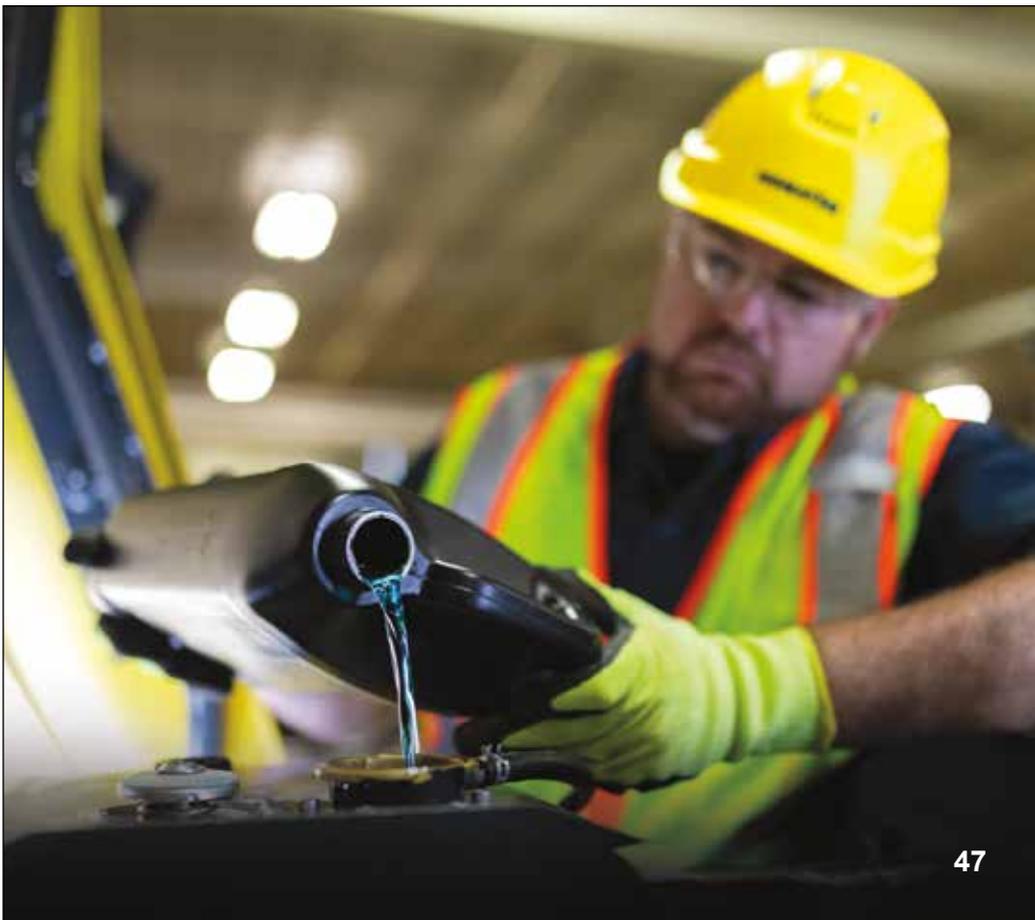
“If you are using a different brand of coolant currently, it is advised that you perform a coolant system

flush before using Supercoolant for the first time,” stated Laskero. “Once you have Komatsu Supercoolant in your machinery, you get extended interval replacement, which can help reduce downtime and maintenance costs. A bonus is you can use it in non-Komatsu equipment with Cummins engines.”

Komatsu Supercoolant is available in 1-gallon jugs, 5-gallon pails, 55-gallon drums and 320-gallon totes through your Komatsu distributor and on My Komatsu. Consult your machine’s operator and maintenance manual (OMM) or distributor representative for the proper fluid level. ■

*All comparisons are to the previous Komatsu version or model unless otherwise stated.*

The new Komatsu Supercoolant formula uses advanced POAT (phosphated organic acid technology) with corrosion inhibitors.



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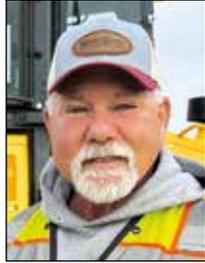
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# ASK THE TSE

## Single-point localization lets you quickly put simple pads to grade

Localizing a jobsite is essential to its success, and it's especially easy to do with simple surfaces such as flat house pads and parking lots, according to Kirby-Smith Machinery Inc. (KSM) Technology Solutions Expert (TSE) Keith Graham. He and his fellow TSEs can help you with jobsite localization or other technology-related need you may have.



Keith Graham,  
TSE,  
KSM

We upload that into our data collector, go to the jobsite, and set up a base station. We go to each control point and shoot them to localize the jobsite."

Graham explained that single-point localization is a simple way to create a flat plane surface where a complex jobsite file is not necessary such as building a house pad.

"We can come in with a single point, load it into the data collector, shoot a couple more points that are loaded straight into the machine, and you can go to work cutting grade,"

said Graham. "If someone needs help, give us a call, and we would be glad to come out." ■

*"We can come in with a single point, load it into the data collector, shoot a couple more points that are loaded straight into the machine, and you can go to work cutting grade."*

- Keith Graham,  
TSE,  
KSM



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▶ VIDEO

Technology Solutions Expert Keith Graham says that single-point localization is a simple way to create a flat plane surface where a complex jobsite file is not necessary such as building a house pad.

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- 6-15 ton carrying capacities
- Customizable with a wide range of support equipment options for any construction application



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Navigating soft and wet terrain is effortless with these units. The surface area of the tracks provides grip and stability allowing them to conquer steep grades and uneven surfaces with ease.

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- Customizable with a wide range of support equipment options for any construction application



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# ASK THE TSE

## It's fast and easy to set up a simple flat plane surface with your IMC dozer

**K**irby-Smith Machinery Inc. (KSM) Technology Solutions Expert (TSE) Eddie Garcia said it's easier than ever to set up even the most complex jobsite models with today's construction technology such as bases and rovers, drones and intelligent machines. Even without a model, you can set up a simple flat plane surface and put an area to grade quickly with a Komatsu intelligent machine control (IMC) dozer, Garcia emphasized.

"If you're doing a house pad, parking lot or other flat plane with no slope, you don't even need a model," said Garcia. "Set up your base, grab some overlays and elevations, and



Eddie Garcia,  
TSE,  
KSM

have radio communication. That's really all you need."

The initial step is to set the IMC dozer's blade to your desired elevation. Then, you go on the GPS screen and click measure.

"That will give you a flat plane that will run forever, easy as 1-2-3," noted Garcia. "The IMC dozer will

automatically do what's necessary to achieve that elevation across the entire surface. If you need to make adjustments, all you have to do is follow the same procedure. If you want to set boundaries, create a flat surface on your data collector, and you can set a perimeter."

Garcia added, "If someone needs help, they can call their Kirby-Smith technology solutions expert, and we can guide them through it, or we would be happy to come out and go through creating a flat plane surface or other task they need." ■

*"The IMC dozer will automatically do what's necessary to achieve that elevation across the entire surface."*

- Eddie Garcia,  
TSE,  
KSM



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▶ VIDEO

Technology Solutions Expert Eddie Garcia says that even without a model, you can set up a simple flat plane surface and put an area to grade quickly with a Komatsu intelligent machine control (IMC) dozer.

# FACES OF KIRBY-SMITH MACHINERY

Abilene Shipping/Receiving Associate Dustin Harbers maintains a positive attitude as he works to keep KSM customers' orders fulfilled

Right as he was getting out of high school, a friend asked Dustin Harbers if he wanted to come work for the same company he was with doing shipping and receiving. Harbers took him up on the offer and began a career that's closing in on 25 years of handling freight for equipment dealers.



Dustin Harbers,  
Shipping/Receiving  
Associate,  
KSM

The last year has been spent at Kirby-Smith Machinery Inc.'s (KSM) Abilene, Texas, branch after fellow employee Cody Sadler recruited Harbers to join the KSM team as a shipping/receiving associate. Around the same time Harbers came on board, the Abilene branch opened a new parts warehouse.

"It was a challenge to move everything, but fun at the same time," said Harbers. "I think what made it enjoyable was that I had a lot of help from my co-workers. It showed me right away that this is a team that cares about each other and works together to do what's needed to help customers. I heard a lot of good things about Kirby-Smith before I got here because a lot of my

co-workers at the other place came to work here before I did. It has certainly lived up to the hype. It's really a family-oriented company that's very supportive of each other."

## Limiting downtime

Harbers does his part by ensuring that KSM technicians' and

customers' parts orders are fulfilled. He starts the day by checking in freight that's been delivered overnight, unboxing it and getting it ready for pickup. Throughout the day, he's receiving orders, checking inventory and getting orders ready.

*"I heard a lot of good things about Kirby-Smith before I got here. ... It's really a family-oriented company that's very supportive of each other."*

*– Dustin Harbers,  
Shipping/Receiving Associate,  
KSM*

"The company I was with before was smaller, so coming here was a big step up in terms of the amount of inventory and orders, but it's been a real pleasure," commented Harbers. "I had to learn some new systems and procedures, but that comes with the territory. It's the same basic idea of getting truckloads ready and putting up parts. It comes down to taking care of the customers and limiting downtime."

Harbers has maintained that philosophy since he took that first job out of high school.

"The offer came at a good time, because I really didn't know what I wanted to do in my life at that point," recalled Harbers. "I've really enjoyed working in shipping and receiving, and I'm grateful for the opportunity to come be a part of the Kirby-Smith team and for everything it's done to support me and my wife."

Harbers and his wife, Melissa, are Abilene natives, and they enjoy visiting family in the area and relaxing at home. Harbers also likes to spend time on his computer when he's not at work. ■



KSM Shipping/Receiving Associate Dustin Harbers pulls a part off the warehouse shelves to fulfill a customer order at KSM's Abilene, Texas, branch.

# FACES OF KIRBY-SMITH MACHINERY

Field Technician Jason Weaver enjoys helping customers minimize downtime alongside his dog Millie Mae

**G**rowing up on a farm, Jason Weaver got the chance to work on a lot of equipment. It was the perfect scenario for someone interested in how things operate.

"I've always liked taking things apart, putting them back together and knowing what actually made them run," said Weaver. "I feel like if you know how something works, then you know how to repair it."

The ability to repair equipment has led to a long career as a service technician, although that wasn't Weaver's initial plan after high school. He earned a degree in animal science from Texas A&M University and moved to Houston after graduating.

---

*"They have been great about providing training and ensuring we have the tools we need to get the job done."*

*— Jason Weaver,  
Field Technician,  
KSM*

---

"I had been turning wrenches until I could find a job with my degree, but I never did," recalled Weaver. "It's been a good trade. There's always work to be done. I have not had a problem getting hired anywhere because there's always a need for diesel technicians."

## Co-pilot by his side

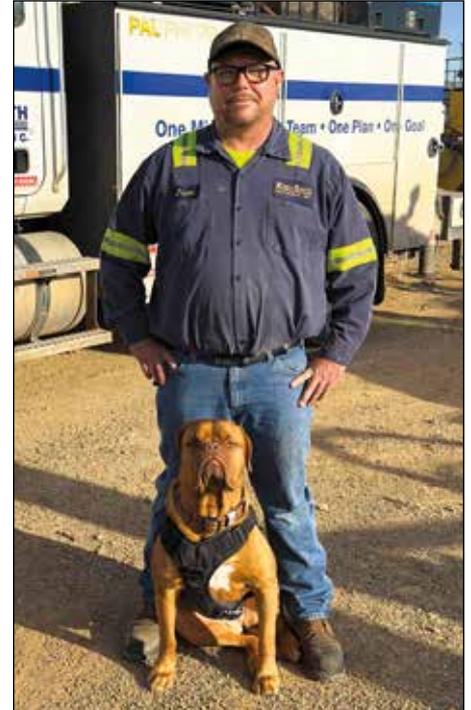
Weaver joined Kirby-Smith Machinery Inc.'s (KSM) Abilene, Texas, branch about five years ago as a shop technician. He eventually moved into field service, and he and his faithful "co-pilot" and companion dog Millie Mae — a 3-year-old French mastiff — have been on the road helping minimize customer downtime ever since. Weaver removed the passenger seat in his truck and added a dog bed to give Millie Mae a place to rest as they travel between sites.

"When I pull my safety vest out, she knows it's time to go to work, and she's ready to get in the truck," shared Weaver. "She rides shotgun wherever we go. We know where she's allowed and where she isn't, but for the most part it's everywhere. Everyone's face lights up when they see her. I appreciate that Kirby-Smith allows me to take her along."

Weaver added that he's also grateful for the opportunities KSM has given him.

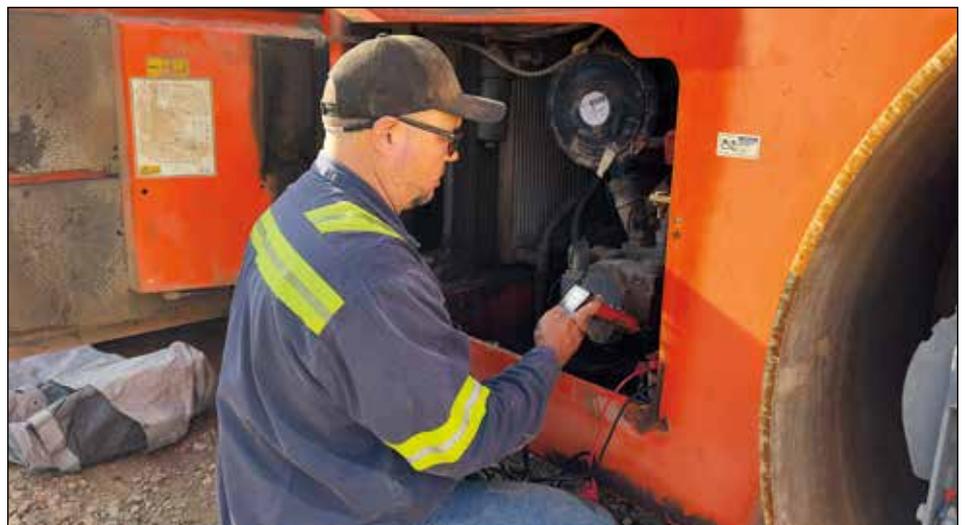
"I worked in the over-the-road trucking industry for several years, and it fluctuates, whereas the work here tends to remain steady," stated Weaver. "I always saw a lot of equipment in Kirby-Smith's yard when I passed by, so I contacted them about a job. Fortunately, I was hired because it's a great company. They have been great about providing training and ensuring we have the tools we need to get the job done. I'd like to move up to a new position someday, so I'm looking into that. I plan to be here until I retire."

Outside of work, Weaver enjoys hunting, fishing, playing golf, and



KSM Field Technician Jason Weaver and his faithful co-pilot Millie Mae enjoy helping customers in the Abilene, Texas, area.

taking apart and putting back together old tractors. He and his son are working on a 3-wheeler, and Weaver likes spending time with him and showing him the aspects of being a technician. ■



KSM Field Technician Jason Weaver checks the voltage on a HAMM roller.

# TAX ADVANTAGE

## Bonus depreciation returns to 100%

**B**onus depreciation has been restored to 100% for qualified property placed in service after Jan. 19, 2025, provided that it is acquired under a binding written contract executed on or after that date.<sup>1</sup>

The One Big Beautiful Bill Act (OBBBA) reinstated the 100% bonus depreciation, which encourages businesses to invest in capital improvements by providing a full tax deduction in the first year the asset is placed in service. However, the eligibility depends on the execution

date of the purchase agreement — contracts signed prior to Jan. 19, 2025, are only eligible for 40% bonus depreciation, even if the asset is placed in service later in the year.<sup>2</sup>

### Higher amounts for Section 179

One key advantage of bonus depreciation is that it has no cap on the amount that can be deducted. Businesses can also combine bonus depreciation with Section 179 expensing, another powerful tax-saving tool, although Section 179 does include an annual limit.

Section 179 may be particularly useful for smaller capital equipment purchases such as machinery or software. ■

*This article is intended for informational purposes only. For guidance specific to your business, consult a tax advisor.*

1. <https://kahnlitwin.com/blogs/tax-blog/big-beautiful-bill-act-restores-100-bonus-depreciation-what-businesses-need-to-know-for-2025>

2. <https://mavencostseg.com/100-bonus-depreciation-is-back-for-good/>

Eligible new and used equipment purchased and placed into service after Jan. 19, 2025, may qualify for 100% bonus depreciation if the sales contract was signed on or after Jan. 19, 2025.





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