KIRBY-SMITH MACHINERY, INC.®

CONNECTION

fall 2026

Wallstreet Sand Company

See how this operation expands through innovation and customer-focused service to serve frac sand needs in the Permian Basin.



PRODUCT SPOTLIGHT

Komatsu HM460-6

Elevates articulated truck performance with engineering designed for increased traction, power and payload

From classroom to shop floor

Kirby-Smith Machinery's internship program, in conjunction with OSUIT, is creating a solid career pathway for new heavy equipment techs.

MESSAGE FROM THE PRESIDENT



John Arapidis

Dear Valued Customer,

At Kirby-Smith Machinery, we understand that our customers depend on more than quality equipment to get the job done. They count on knowledgeable people, dependable service, and a partner who understands their business and is committed to their success.

In this issue, you will find customer stories that I hope will demonstrate those commitments in practice. Wallstreet Sand Company is a great example of how matching the right equipment to an application and backing it with dependable service can help meet growing production demands. We also highlight Condit Excavation LLC, John Burns Construction Company of Texas LLC, Brothers Plumbing, and Smith Construction and Oilfield Service Inc., each demonstrating how strong relationships, industry expertise, and innovative solutions help businesses navigate challenges and pursue new opportunities.

We are also excited to share the opening of our new full-service facility in Van Alstyne, Texas. This investment strengthens our presence in North Texas and reflects our continued commitment to expanding the resources and capabilities needed to support our customers as they grow.

As you read through another value-packed issue of Kirby-Smith Connection, I also encourage you to check out the Q&A with Komatsu CEO Rod Bull, who shares his insights on technology, collaboration and the customer-first approach helping shape Komatsu's future.

We are grateful for the trust our customers place in Kirby-Smith Machinery and recognize that trust must be earned every day. Thank you for allowing us to be part of your business. We look forward to continuing to support your success.

Sincerely,

John Arapidis
President & CEO
Kirby-Smith Machinery Inc.

Printed in the U.S.A. © 2026 Construction Publications Inc.
Not all products represented at all locations.



FEATURED ARTICLES...

WALLSTREET SAND COMPANY pg. 4
See how this Texas operation expands through innovation and customer-focused service.

NEW BRANCH pg. 9
Learn about KSM's new full-service facility in Van Alstyne, Texas.

PAVING CORNER pg. 11
View WIRTGEN's new W 210 XF large milling machine.

CONDIT EXCAVATION pg. 12
Find out how this Dallas-based company built a reputation for delivering projects on time.

JOHN BURNS CONSTRUCTION pg. 18
Delve into how John Burns Construction Company of Texas LLC handles demanding jobs.

DELIVERING MORE TONS PER CYCLE pg. 23
Check out Komatsu's new HM460-6 articulated haul truck.

BROTHERS PLUMBING pg. 26
Discover how this company provides residential plumbing services in West Texas.

KOMATSU AND YOU pg. 30
Hear from Komatsu CEO Rod Bull.

SMITH CONSTRUCTION pg. 34
Meet Jason Smith, who owns Smith Construction and Oilfield Service Inc. in Oklahoma.

CRANE CORNER pg. 39
Look at Manitowoc's new upFLEX Rated Capacity Limiter solution.

KSM ADDS VACALL PRODUCTS pg. 40
Understand KSM's new equipment lineup.

FROM CLASSROOM TO SHOP FLOOR pg. 42
Read about KSM's internship program.

FACES OF KIRBY-SMITH MACHINERY pg. 55, 57, 59
Get to know KSM's featured employees: Colin Brown, Josh Lee, Steven Griggs and Pat Mollo.

Published by Construction Publications Inc. for

KIRBY-SMITH MACHINERY, INC.®

Connect With a Branch Near You

OKLAHOMA CITY, OK	6715 W Reno, Oklahoma City, OK 73127	405.495.7820
TULSA, OK	12321 E Pine Street, Tulsa, OK 74116	918.438.1700
MCALESTER, OK	142 Powell Street, McAlester, OK 74501	918.310.1550
ABILENE, TX	12035 Interstate 20 W, Abilene, TX 79601	325.692.6334
AMARILLO, TX	3922 I-40 E, Amarillo, TX 79103	806.373.2826
CHICO, TX	749 S Weatherford Street, Chico, TX 76431	940.678.5046
DALLAS, TX	8505 S Central Expy, Dallas, TX 75241	214.371.7777
FT. WORTH, TX	1450 NE Loop 820, Ft. Worth, TX 76106	817.378.0600
HEWITT, TX	1151 Enterprise Blvd, Hewitt, TX 76643	254.261.1370
LUBBOCK, TX	3419 East Slaton Road, Lubbock, TX 79404	806.745.2112
ODESSA, TX	7301 E Interstate 20 E, Odessa, TX 79765	432.333.7000
VAN ALSTYNE, TX	1400 N Henry Hynds Expy, Van Alstyne, TX 75495	469.329.3280
ST. LOUIS, MO	12920 Gravois Road, St. Louis, MO 63127	314.729.0125
KANSAS CITY, KS	8320 Ruby Avenue, Kansas City, KS 66111	913.850.6300

WALLSTREET SAND COMPANY

Kermit, Texas, operation expands through innovation and customer-focused service to serve frac sand needs in the Permian Basin

The sand dunes outside Kermit, Texas, once stretched untouched across thousands of acres. Today, they power a rapidly growing operation that supplies a critical material to the oil and gas industry. Wallstreet Sand Company has transformed raw land into a high-output frac sand facility serving operators across the Permian Basin.



Brandon Foster, Owner

Founded in early 2023 by Brandon Foster, Wallstreet Sand Company builds on more than a decade of experience in the frac sand business. Foster previously founded Aqua Prop in 2023 before selling the company. With Wallstreet Sand Company, he launched a new venture focused on delivering both wet and dry sand to meet changing customer needs.

"I started driving trucks when I was 19 years old," recalled Foster. "I got into hauling frac sand in 2013 and have been going strong at it since. That trucking background helped shape how we built this company."

Customer snapshot

Company: Wallstreet Sand Company

Location: Kermit, Texas

Established: 2023

Employees: 74

Area of expertise: Wet and dry frac sand

Komatsu equipment: PC900LC-11 excavator; HM400-5 articulated trucks; WA500-8 wheel loaders

Additional equipment from KSM: Masaba 150-foot telestackers

Shooting for a million

Foster spent years hauling freight and transporting vehicles before moving into frac sand logistics. His experience eventually evolved into on-site storage solutions and, ultimately, sand production. That progression laid the groundwork for Wallstreet Sand Company's creation.

"The goal from the beginning was to grow this into a million-ton-per-month operation."

– Brandon Foster, Owner, Wallstreet Sand Company

Wallstreet Sand Company's operation spans roughly 3,000 acres and contains an estimated 400 million tons of sand. The company employs 74 people and sells hundreds of thousands of tons each month to energy producers throughout the Permian Basin.

"When we got this property about 30 months ago, it was just raw land

A Wallstreet Sand Company operator charges a hopper with a Komatsu WA500-8 wheel loader.





Wallstreet Sand Company mines and moves raw material with a Komatsu PC900LC-11 excavator and Komatsu HM400-5 articulated trucks.

and sand dunes," described Foster. "We built the road, installed the plant and started producing. The goal from the beginning was to grow this into a million-ton-per-month operation."

"The PC900 is a perfect match for the trucks, which maximizes production."

– Brandon Foster, Owner, Wallstreet Sand Company

High production with Komatsu and Masaba from KSM

As production grows toward that ambitious goal, Wallstreet Sand Company relies on a combination of specialized equipment and streamlined processes to keep sand moving from pit to customer.

"It starts with sand, water, equipment and people," stated Foster. "We mine it, bring it to the plant and stockpile it. From there, we either slurry it from the pit or feed it into the wash plants."

Wallstreet Sand Company mines, washes and transports its product entirely in-house. The process begins at the pit, where a Komatsu PC900LC-11 excavator loads 44-ton-capacity Komatsu HM400-5 articulated trucks that carry sand to the plant. From there, the material is either processed as wet sand or routed through the company's drying and storage systems.

The approximately 102-ton PC900LC-11 excavator, added earlier this year, plays a central role in mining operations. The machine loads the articulated trucks in just a few passes, helping the company maintain production targets while operating about 10 hours a day, four to five days per week.

"The PC900 is a perfect match for the trucks, which maximizes production," explained Foster. "We're loading them in about three passes. The pairing has been flawless since the day we put it to work. The PC900 is a big excavator that gives us high volume, and we appreciate that the trucks can work through the sandy conditions without getting bogged down. The PC900 and HM400s are a great combination in this application and environment."

Masaba 150-foot telestackers help build stockpiles while Komatsu WA500-8 wheel loaders with 11-yard buckets serve as the primary machines feeding hoppers and loading trucks. The larger bucket capacity reduces cycle times and allows operators to move more material with fewer passes, according to Foster, who worked closely with Kirby-Smith Machinery Inc. (KSM) Territory Manager Kevin Demel to purchase the Komatsu and Masaba equipment.

"Reliable equipment performance is closely tied to another critical part

Discover more at KirbySmithConnection.com

Continued . . .

‘The PC900 and HM400s are a great combination’

. . . continued

of our company’s success, which is the relationship with Kevin and Kirby-Smith Machinery,” Foster emphasized. “I first connected with them before launching my previous company. I walked into the Odessa location in search of a wheel loader, met Kevin, and he helped me determine what I needed for maximum production.”

That first purchase eventually led to a fleet of machines backed by service from KSM through the complimentary Komatsu Care program for the first 2,000 hours or three years and extended coverage beyond that initial period. The service plans cover most maintenance needs, allowing technicians to perform scheduled work at convenient times that limit Wallstreet Sand Company’s downtime.

“They call ahead when it’s time for service and just show up to handle it,” commented Foster. “That takes the load off of us and gives us peace of mind knowing that the services are done on time with qualified technicians. We rarely have an issue, but if we do, they’re out the same day.”

“Equipment and service go hand in hand. It takes both to keep an operation like this running, and Kirby-Smith is excellent at putting us in the right equipment and backing it up.”

– Brandon Foster,
Owner,
Wallstreet Sand Company



KSM Territory Manager Kevin Demel (right) visits with Wallstreet Sand Company owner Brandon Foster.

Wallstreet Sand Company creates stockpiles with Masaba 150-foot telestackers.



Foster believes that level of support is essential for operations located in remote areas of the Permian Basin.

“Equipment and service go hand in hand,” said Foster. “It takes both to keep an operation like this running, and Kirby-Smith is excellent at putting us in the right equipment and backing it up.”

A simple plan for growth

As Wallstreet Sand Company’s operation grows toward its production targets, Foster plans to expand load-out capacity and continue scaling output to meet demand across the Permian Basin. The company is already adding additional dry load-out lanes to support higher volumes while maintaining its customer-first approach.

“The plan is as simple as focusing on quality, volume and pricing while putting customers first,” stated Foster. “If we stay focused on those things, the rest will take care of itself. That’s how we plan to keep growing.” ■

**The opinions expressed here are based on the customer’s specific experience. Results may vary.*

By the numbers

- **3,000** acres
- Estimated **400 million** tons of sand
- **3** passes are typically all it takes to load a Komatsu HM400-5 articulated truck with a Komatsu PC900LC-11

MASABA

Check out our current inventory!





STRENGTH YOU CAN DEPEND ON!

CONVEYING

MATERIAL HANDLING

CRUSHING | SCREENING | WASHING

PORTABLE CHASSIS | MODULAR SYSTEMS

CUSTOM-ENGINEERED SOLUTIONS

BUILT WITH PRIDE IN AMERICA SINCE 1962

KIRBY-SMITH MACHINERY, INC.®

www.kirby-smith.com

1617 317TH STREET | VERMILLION, SD
877-627-2220 | WWW.MASABAINC.COM

MASABA

PRODUCT SUPPORT YOU CAN COUNT ON!

KIRBY-SMITH MACHINERY, INC.®

Our team of highly skilled Product Support Sales Representatives will help you maximize your equipment investments!

OKLAHOMA CITY



Cash Still
918.210.8627



Chris McAlexander
405.479.1648



Ryan Harrison
405.627.6114



CJ Moore
405.902.4853

McALESTER



Jackie Garrison
405.684.0069

KANSAS CITY



Mark Tadlock
816.206.4720



Shane Schartau
Crane Division
816.708.5905

TULSA



Brian DeVore
405.209.7245



Cash Still
918.210.8627



Jeff Statum
918.718.9160



Jackie Garrison
405.684.0069

ST. LOUIS



George Fram
314.964.8631

ABILENE



Clay Collier
325.245.6460

AMARILLO



Joe Phillips
806.316.6378

DALLAS



Daniel Carr
469.550.1710



Roddy Conner
Waste Industries Specialist
214.985.0524



Tom Richards
682.321.1023

CHICO



Ed McGonigle
817.940.3007

LUBBOCK



Chris Bradley
806.318.9165

HEWITT



Larry Masters
214.930.8569

VAN ALSTYNE



Keith Mueller
682.431.8708

FORT WORTH



Chase Barber
682.240.8117



Chip Leatherwood IV
Crane Division
214.542.2578



Keith Holland
817.378.0600



Marc Owens
682.424.5509



Michael Norton
Governmental
817.940.0002

ODESSA



Colten Tipton
432.813.1241



Jared Williams
432.326.1930

kirby-smith.com

Follow us on

NEW BRANCH

29,600-square-foot Van Alstyne location expands equipment sales, rental, parts and service support to customers north of the DFW Metroplex

Kirby-Smith Machinery Inc. (KSM) has opened a new full-service facility in Van Alstyne, Texas, expanding its equipment sales, rental, parts and service operations in North Texas as development continues along the U.S. Highway 75 corridor.

> ***"Van Alstyne represents an important investment in our customers and our long-term commitment to North Texas."***
>
> *- Chad Cox, Sales & Operations Manager for Van Alstyne and Dallas, KSM*

Located at 1400 N. Henry Hynds Expressway, the facility occupies approximately 14 acres and includes 29,600 square feet of space, 12 service bays, dedicated office and shop areas, and a separate wash-down building. Its location along U.S. Highway 75 provides access to customers in communities north of the Dallas-Fort Worth Metroplex, including the Sherman area.

Supporting regional growth

The new branch is part of KSM's ongoing investment in facilities designed to support equipment customers, technicians and employees.

"Van Alstyne represents an important investment in our customers and our long-term commitment to North Texas," said Chad Cox, Sales & Operations Manager for the company's Van Alstyne and Dallas locations. "As development continues to move north, we want to make sure Kirby-Smith is positioned where our customers are working and growing. This location gives our team the facilities, resources and accessibility needed to provide the level of product support our customers expect from us."

From the Van Alstyne branch, KSM will offer equipment, technology, parts and service solutions from manufacturers including Komatsu, WIRTGEN, VÖGELE, HAMM, KLEEMANN, National Crane, Gradall, Vacall, Ring-O-Matic, Masaba, NPK, Rockland, Hensley and Terramac, among others.

The location joins KSM's network of 14 branches across Texas, Oklahoma, Kansas and Missouri. The company thanked the city of Van Alstyne and other project partners for their work in completing the facility.

"We're proud to become part of the Van Alstyne community and look forward to being an engaged local partner while serving our customers throughout the area from this new location," Cox stated. ■

From the new Van Alstyne, Texas, branch, KSM will offer equipment, technology, parts and service solutions from manufacturers including Komatsu, WIRTGEN GROUP, National Crane, Gradall, Vacall, Ring-O-Matic, Masaba, NPK, Rockland, Hensley and Terramac, among others.



KIRBY-SMITH MACHINERY, INC.®

Industry Leading Equipment Technology

Dedicated Expertise & Support Behind It

- Best Practices for Machine Applications
- Start-ups and Product Demonstrations
- Operations & Operator Training
- Machine Inspections
- General Q&A on Machines and Technology



Oklahoma City	Tulsa	McAlester	Abilene	Amarillo	Chico	Dallas
405.495.7820	918.438.1700	918.310.1550	325.692.6334	806.373.2826	940.678.5046	214.371.7777
Ft. Worth	**Lubbock**	**Odessa**	**Hewitt**	**Van Alstyne**	**Kansas City**	**St. Louis**
817.378.0600	806.745.2112	432.333.7000	254.261.1370	877.809.5986	913.850.6300	314.729.0125

kirby-smith.com **888.861.0219**

PAVING CORNER

WIRTGEN's W 210 XF targets productivity gains with advanced controls, quick drum changes and optional precision grinding that help improve efficiency

WIRTGEN has a key addition to its portfolio of advanced road construction equipment with the introduction of its new W 210 XF large milling machine. Designed to deliver high productivity, precision and efficiency, the mill targets a wide range of applications from surface layer rehabilitation to complete pavement removal and fine milling operations.

Equipped with a powerful 778-horsepower engine, the W 210 XF offers a a maximum depth of up to 13 inches, enabling contractors to tackle large-scale and precision projects with ease. Its DUAL SHIFT powershift transmission provides a broad range of milling drum speeds, allowing operators to optimize performance while reducing fuel consumption, pick wear and noise emissions.

Optional WPG for surface grinding available

A major innovation available on the W 210 XF is Wirtgen Precision Grinding (WPG). The optional system uses a specially developed grinding shaft fitted with more than 300 diamond grinding discs to achieve exceptional surface quality and evenness. With a grinding width of approximately 6 feet, 2 inches and a maximum depth of up to 2 inches, the system enables tailored surface profiles, such as those designed to improve water runoff. A powerful slurry evacuation system ensures the complete removal of debris, leaving a clean, finished surface.

The machine's flexibility is further enhanced by the Multiple Cutting System (MCS), which allows rapid exchange of milling drums for different working widths. In addition, the integrated MILL ASSIST control system automatically adjusts operating parameters such as engine speed, advance rate and milling drum rotation to maintain the most efficient balance between performance and operating costs.

WIRTGEN's Level Pro Active grade and slope control system ensures precise milling and grinding results by continuously monitoring and adjusting height and pitch. This results in improved surface evenness, cross slope accuracy and reduced operator workload.

With its combination of power, intelligent automation and precision engineering, the W 210 XF delivers a comprehensive solution for contractors seeking reliable performance and improved sustainability in road construction projects. ■

WIRTGEN's new W 210 XF large milling machine is designed to deliver high productivity, precision and efficiency in a wide range of applications.



Quick specs

Model	Horsepower	Operating weight	Milling depth max.
W 210 XF	778 HP	65,697.8 lbs.	13 in.

CONDIT EXCAVATION

Dallas-based company rapidly expands as it builds a reputation for delivering projects on time throughout North Texas

Chris Condit is focused on moving dirt as quickly and efficiently as possible, and that's helped him grow Condit Excavation LLC in rapid fashion.



Chris Condit, Owner

Condit launched the Dallas-based company in 2025 after years in multifamily construction and development. He worked his way from an assistant superintendent to an assistant project manager before shifting into site development, a path that ultimately led him to establish his own excavation company.

Today, Condit Excavation specializes in pad preparation, mass clearing and mass grading across North Texas, with a growing focus on commercial and multifamily developments. The company began performing residential pad preparation and lot benching before expanding into commercial and multifamily work, which now makes up the majority of its projects.



Trevor Branham, Operations Manager

"I've brought on a really good team and leaned on strong partners to get moving," said Condit. "We stick to dirt. Utilities and paving are handled by trusted partners. That focus lets us do one thing, and do it well."

Condit Excavation has transformed from a three-person crew into a growing contractor with about 16 employees. Operations Manager Trevor Branham joined the company shortly after it was founded and has been an integral part of its growth.

"We've grown from smaller commercial sites to larger multifamily apartment complexes and major commercial developments," Branham explained. "We've gotten to the point now where we're starting to roll through projects and stack up business to where we're on multiple sites at a time, and we have multiple crews running."

Customer snapshot

Company: Condit Excavation LLC
Location: Dallas, Texas
Established: 2025
Employees: 16
Areas of expertise: Earthmoving services from clearing to finish grade
Komatsu equipment: D51PXi-24 and D71PXi-24 IMC dozers; PC365LC-11 excavator
Komatsu technology: Intelligent machine control (IMC); Smart Construction Base and Rover; My Komatsu
Additional equipment from KSM: Takeuchi TL12 compact track loaders

One of Condit Excavation's newest acquisitions from KSM is a Komatsu PC365LC-11 excavator with hybrid technology.



Right size and scope

One project that highlights the company's growth is a 288-unit multifamily development in Anna, Texas. Condit Excavation is handling approximately 15 to 20 acres of land balancing and mass grading, including ripping rocky soils that are incorporated into it. The company's role is focused entirely on preparing the site for the trades that follow.

"This job is an apartment complex with a lot of mass grading," described Branham. "We're moving roughly 11,000 yards of material and processing a lot of limestone that we can reuse for fill dirt and flex base. Like with any site, our focus is on the subgrade. Everything we do is about getting the site ready and down to paving grade."

Condit noted that projects of this size and scope are exactly where he wants the company to be.

"These larger multifamily projects give us good runway and backlog,"



A Condit Excavation operator pushes a mass pile of dirt with one of the company's two Komatsu D71PXi-24 intelligent machine control (IMC) dozers.

Condit commented. "They allow us to build our crews, invest in equipment and keep people employed for months at a time."

Saving with the latest technology

A major factor behind Condit Excavation's growth has been its investment in technology, specifically Komatsu intelligent machine control (IMC) dozers with integrated GPS grade control and Smart Construction Base and Rover. At the center of its fleet are two D71PXi-24 IMC dozers used for mass grading and stripping larger sites as well as a D51PXi-24 IMC dozer that is used for fine grading, ditching and final tuning.

"We started with a D51PXi-24 to do pad construction and small jobs quickly, and we really fell in love with it," recalled Condit. "As we moved into larger projects, we needed more power and capacity. The D71PXi-24 gave us the same machine control technology we were already comfortable with in a larger platform."

Branham added that the IMC dozers significantly improve production. Crews use the technology from start to finish on every project.

"The intelligent machines make us much more efficient than traditional methods," Branham declared. "One grade checker can oversee the entire site. We're saving labor, fuel and rework because material is being placed correctly the first time. In addition to the dozers, we use the base and rover to verify surveys and establish site control before dirt starts moving. Then, the dozers follow those models all the way through completion."

Fuel savings and production gains

Condit Excavation has also embraced hybrid excavator technology. After initially renting a Komatsu PC365LC-11 excavator, the company recently added one to its fleet permanently.

"We originally got interested in the hybrid because fuel prices were climbing," shared Condit. "We're seeing roughly 20% to 25% savings in fuel consumption, and that adds up fast."

Branham said he has seen those savings firsthand, adding that the benefits of the PC365LC-11 go beyond fuel efficiency.

"When you're running from 7 a.m. to 7 p.m., we're saving almost half a tank of fuel per day," Branham emphasized. "Over a six-day workweek, that becomes a significant cost savings. On top of that, the power is incredible. The electric-over-hydraulic system gives you stronger swing performance and faster cycle times when loading trucks. When you're ripping through rock, the machine has the extra power you need."

Additional fleet support comes from rental equipment supplied through Kirby-Smith Machinery Inc. (KSM), including a Komatsu D155AX dozer used for ripping and processing limestone as well as a Komatsu PC360LC excavator equipped with a thumb for demolition and material handling.

The company also relies on Takeuchi TL12 compact track loaders purchased and rented from KSM for erosion control, trenching, material handling and fine grading.

Discover more at KirbySmithConnection.com

Continued . . .

‘Kirby-Smith helps us in every aspect of our jobsites’

. . . continued

Partnership for growth

Condit credits much of the company’s success to its relationship with KSM. Territory Managers Matt Probey and Jordan Washam, Product Support Representative Dan Carr, and Technology Solutions Expert Eddie Garcia have worked closely with Condit Excavation to identify the right mix of purchased, rent-to-purchase and rental equipment, as well as technology and training that’s helped the company get off to a fast start, maintain momentum and plan for the future.

“Our growth wouldn’t have been possible without the help and the support of both Kirby-Smith and Komatsu,” Condit stated. “They help us determine what to buy, what to rent and when it makes sense to do each. We can call our service reps, and within 24 hours, they’re usually out here, and the machine’s back up. They also give us guidance as a newer company. We appreciate the relationship, and we look forward to expanding and continuing it.”

KSM also monitors Condit Excavation’s fleet and provides maintenance services through Komatsu Care.

“It really helps us knowing that machine hours, service times and everything that goes with the ongoing maintenance of our machines are being monitored by the manufacturer and the dealership that know them inside and out,” reflected Condit. “It gives me peace of mind. They’ll give us a call, let us know we need an oil change, and they’ll come knock it out. We don’t have to deal with scheduling. While we still get on My Komatsu and monitor downtime, efficiency, fuel, hours and everything that comes through that system, having a second set of eyes allows our staff to spend time on something else that’s generating income for the business.”

Branham added, “Kirby-Smith helps us in every aspect of our jobsites, from their service department coming out and maintaining our equipment to the rental department making sure that we have a piece of equipment that we need within 24 to 48 hours, and our sales team has been phenomenal. Kirby-Smith has really made it simple for us to scale as we needed to go forward.”



(L-R) Condit Excavation Operations Manager Trevor Branham talks with KSM’s Matt Probey, Jordan Washam and Dan Carr.

Condit Excavation augments its fleet with rental equipment from KSM as needed, such as a Komatsu D155AX dozer that was used to rip and push rock on a large project.



Focused on delivering a great product

With a strong foundation in place, Condit Excavation is preparing for its next phase of growth. Upcoming work includes another multifamily development, large residential projects, and ongoing municipal and commercial work across North Texas.

“We want organic growth,” Condit concluded. “We’re not trying to get out over our skis. If it takes a few extra years to reach our goals, that’s fine as long as we deliver a great finished product.” ■

**The opinions expressed here are based on the customer’s specific experience. Results may vary.*

By the numbers

- **11,000** yards of dirt will be moved on a **288**-unit multifamily development that is currently in progress
- **20%** to **25%** savings in fuel consumption with the Komatsu PC365LC-11 excavator
- **24** hours or less is all it takes for KSM to get a machine back up and running

KIRBY-SMITH MACHINERY, INC.®

KOMATSU

Smart Construction



Smart Construction Support Is Here!

See how Smart Construction solutions can impact your business!

Solutions:

• Dashboard • Design • Drone • Edge • Field • Fleet
• Remote • 3D Machine Guidance • 3D Machine Guidance Flex
• Intelligent Machine Control • Base / Rover

www.kirby-smith.com



NPK

ATTACHMENTS

Providing the Productivity You Want and the Reliability You Need!

NPK MANUFACTURES AND MARKETS THE
GREATEST SELECTION OF:

Hydraulic Hammers · Compactors · Sheet Pile Drivers
Concrete Crushers · Material Processors · Demolition Shears
Demolition Grabs · Pedestal Boom Systems

NPK Construction Equipment, Inc.
7550 Independence Drive
Walton Hills, OH 44146-5541
Phone (440) 232-7900

npkce.com

PLEASE CONTACT YOUR LOCAL KIRBY-SMITH MACHINERY BRANCH:

KIRBY-SMITH MACHINERY, INC.®

www.kirby-smith.com

Oklahoma City, OK • (405) 495-7820
Tulsa, OK • (918) 438-1700
McAlester, OK • (918) 310-1550
Amarillo, TX • (806) 373-2826
Dallas, TX • (214) 371-7777
Fort Worth, TX • (817) 378-0600
Abilene, TX • (325) 692-6334
Hewitt, TX • (254) 261-1370
Lubbock, TX • (806) 745-2112
Odessa, TX • (432) 333-7000
Chico, TX • (940) 678-5046
Van Alstyne, TX • (469) 329-3280

MORE TIME-SAVING INSIGHTS

New Smart Construction Advantage package delivers essential solutions designed to increase jobsite efficiency and progress tracking

If your customers work with machines equipped with intelligent machine control (IMC) or Smart Construction 3D Machine Guidance, Smart Construction Remote and Smart Construction Dashboard are essential digital solutions.

Smart Construction Remote enables users to send design files or view machine screens remotely; **Smart Construction Dashboard** creates a 3D digital twin of jobsites from design, machine, drone and survey data. Both can save owners and fleet managers a lot of time.

And now customers can get both with just one annual bill — at a price thousands lower than if they were subscribed separately ($15,000 vs. $20,000).

Exclusive new technology with this package

When customers subscribe to the Advantage package, they also get Smart Construction Fleet Lite, Smart Construction Whiteboard and Smart Construction Home applications. Whiteboard and Home are only available with the package.

Smart Construction Whiteboard is what its name says — it's a digital version of the customers dispatch and scheduling whiteboard. Users just drag-and-drop machines and labor onto jobsite columns. Assignments are visible to both office and field teams to keep everyone on the same page.

Smart Construction Home is basically the homepage for projects, displaying jobsites on a map with key metrics such as job completion percentage. Each project can be opened directly in Smart Construction Dashboard with a single click.

Smart Construction Fleet Lite integrates with IMC 3.0 on excavators to track payloads.

New Dashboard Mobile

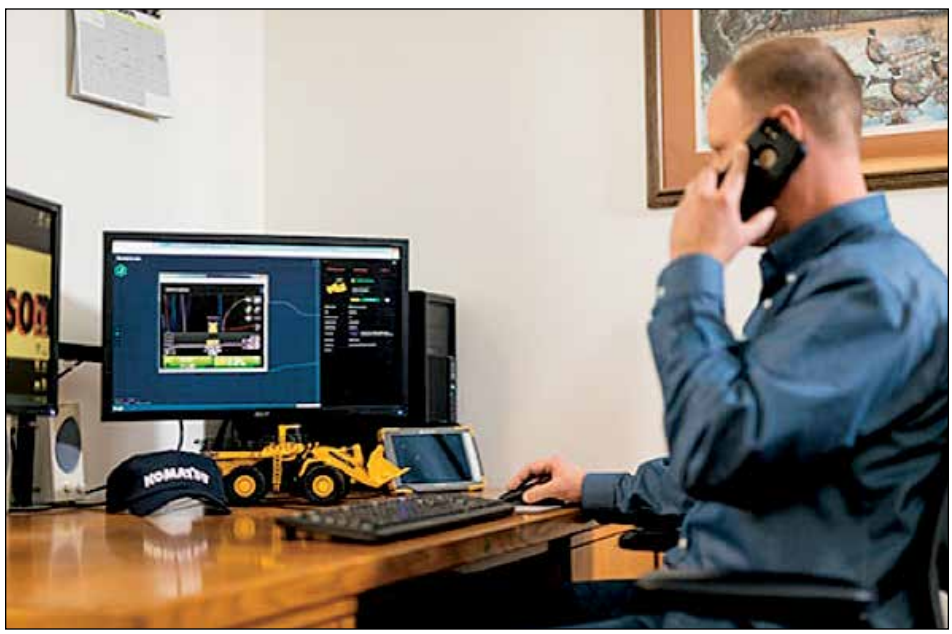
Dashboard gives owners and fleet managers near-real-time visibility into what's happening across their jobsites — without waiting for manual updates, spreadsheets or scattered reports. It turns field data into clear progress tracking, production insights and accurate quantities to make faster decisions. With a visual 3D view of the site, teams can quickly understand what's been completed, identify issues earlier and simplify billing and proof of work. Customers can even see what's been completed by their IMC and 3D Machine Guidance machines every hour. Smart Construction Dashboard helps reduce the time, uncertainty and day-to-day hassles that slow projects down.

Komatsu is also extending access to the software's insights with its new **Smart Construction Dashboard Mobile**, a companion app that brings key project information out of the office. Users can view cut-and-fill and stockpile volumes, perform in-field line and area measurements, and more. It's an add-on to existing Smart Construction Dashboard subscriptions, for an additional fee.

"There's a big difference between guessing where a job stands and actually knowing."

- Jason Anetsberger, Senior Director, Customer Solutions, Komatsu

"There's a big difference between guessing where a job stands and actually knowing," said Jason Anetsberger, Senior Director, Customer Solutions, Komatsu. "When teams can see current site conditions and production data, they can plan the next day better, answer customer questions faster and avoid surprises. We're focused on making that information simple to capture, easy to understand and available when crews need it." ■



Komatsu's Smart Construction Advantage package gives customers a bundle of solutions at a lower price than purchasing each individually, and it includes the new Smart Construction Home and Smart Construction Whiteboard solutions.

JOHN BURNS CONSTRUCTION

John Burns Construction Company of Texas handles demanding jobs and applications as it helps meet today's infrastructure needs

From installing some of Chicago's earliest electrical infrastructure to delivering complex utility systems for Texas data centers, John Burns Construction Company of Texas LLC has spent 120 years evolving alongside the industries it serves.



David Jones, COO



Case Whitfield, Executive Vice President of Field Operations



Joshua Kerr, Field Superintendent



Heath Mayes, Director of Fleet

Founded in 1906 by John Burns, the company began as an underground construction contractor supporting Chicago's expanding electrical network. Early crews installed conduit systems and underground infrastructure at a time when much of the work was completed manually. Leadership later transitioned to the O'Malley family, whose vision helped expand the company into new markets and utility sectors.

Texas operations took root in the 1970s when John T. O'Malley recognized growing opportunities in telecommunications and established a presence in the state. Over the following decades, the company broadened its capabilities to include electrical distribution, telecommunications infrastructure, gas utilities and underground construction services. Today, John Burns Construction operates from The Colony and Lewisville locations that service clients throughout Texas. It also maintains its Illinois presence.

"John Burns Construction has always adapted to meet the market," said Chief Operating Officer David Jones. "Every generation of leadership brought a different perspective. Those changes helped position us for long-term growth."

The company remained family-owned until 2022, when Bristol Bay Native Corporation acquired the business. Today, John Burns Construction operates as part of Bristol Bay Industrial while maintaining its focus on employee development, customer relationships and operational excellence.

Strength is complicated work environments

John Burns Construction employs nearly 550 people in the Lone Star State and specializes in wet and dry utilities, gas distribution, telecommunications infrastructure and electrical duct bank installations. Across its broader operations, John Burns Construction has completed thousands of infrastructure projects

Customer snapshot

Company: John Burns Construction Company of Texas LLC

Locations: The Colony, Texas; Lewisville, Texas

Established: 1906; Texas operations began in the 1970s

Employees: 500

Areas of expertise: Wet and dry utilities, gas distribution, telecom infrastructure and electrical duct bank installations

Komatsu equipment: PC138USLC to PC1250 excavators; WA200 to WA500 wheel loaders

Komatsu technology: Komtrax

Additional equipment from KSM: Vacall 811 and 1213 vacuum excavators

A John Burns Construction operator moves a heavy structure with a Komatsu PC650LC excavator.





Operators load trucks and unload trailers with Komatsu WA270 and WA320 wheel loaders.

supporting utilities, telecommunications providers, transportation networks, commercial developments and mission-critical facilities.

"Our strength is complicated work environments," Jones stated.

John Burns Construction's willingness to tackle difficult projects continues to shape the company's growing role in Texas' rapidly expanding utility and data center markets, and its focus on challenging utility work is evident in the projects John Burns Construction is delivering today.

"Data centers are a major part of what we have been involved with for the last year and half," Field Superintendent Joshua Kerr noted.

Kerr currently oversees multiple projects similar to the one the company recently completed on a new data center. A team installed 7,200 linear feet of underground infrastructure, including eight 6-inch conduits and multiple four-way manholes. The project ran about six months.

Right machines for each job

To support its various projects, the company maintains a broad fleet of Komatsu equipment. Excavators range from the compact PC138USLC to the heavy-duty PC1250SP-11, while wheel loaders include the WA200, WA270, WA320, WA380, WA475 and WA500 models. The fleet allows crews to match equipment size and capability to each project's requirements.



"The PC138 works extremely well in tighter spaces," Kerr explained. "The PC650 gives us the lifting power for larger structures and deeper excavations. The loaders fit wherever we need them, and they give us good production and versatility to do everything from load and move rock and dirt with a bucket to pipe and trench shields with forks. Our work involves a wide variety of sites, so having the right machine for the task makes a big difference, and we have found across the board that Komatsu is the right fit for any size of project we are involved in."

Technology also plays a central role. The company uses Komtrax telematics to monitor equipment utilization, maintenance schedules, production rates and job costs. As projects become larger and more technically demanding, dependable equipment and actionable data have become increasingly important to maintaining productivity and improving project outcomes.

"We spend a lot of time studying production and performance data," reflected Executive Vice President of Field Operations Case Whitfield. "The information helps us estimate more accurately and continuously improve how we operate."

John Burns Construction's growing fleet has strengthened its relationship with Kirby-Smith Machinery Inc. (KSM) and Territory Manager Pat Farquharson, who has also helped with the acquisition of Vacall 811 and Vacall 1213 vacuum excavators to safely hydroexcavate and expose existing utilities and perform trenching in congested and sensitive environments.

Director of Fleet Heath Mayes said the Vacall trucks have become an important part of John Burns Construction's underground utility operations, particularly for wet utilities and gas work. Crews use the trucks for preconstruction potholing to locate existing utilities, verify depths and confirm that utility locates are accurate before excavation begins. On gas projects, the Vacall trucks also allow crews to safely expose areas around potential

Discover more at KirbySmithConnection.com

Continued . . .

‘Komatsu and Kirby-Smith stand behind their products’

. . . continued

leaks without using conventional excavation equipment that could damage existing infrastructure.

“They’re big trucks,” described Mayes. “We thought we would have a little trouble getting them in tight areas, but they’re pretty versatile. You can easily maneuver them to get in tight spots. The boom capability and the carrying capacity are major advantages too.”

Mayes added that unlike trailer-mounted vacuum excavators, the Vacall units can drive directly to a jobsite and carry 800 to 1,000 gallons of material, allowing crews to work longer before dumping. High-pressure water breaks up soil, while heated water can help crews cut through hard clay. Once a tank is full, the operator drives to a nearby disposal site, dumps and returns to the job. With Vacall trucks going out every day, Mayes said the company expects to continue expanding the fleet and eventually move away from smaller vacuum units.

“The big trucks hold so much more,” Mayes reported. “They can get more done. They’re just an all-around better fit for us.”

John Burns Construction’s leadership views dealer support as a critical component of maintaining productivity across its varied product line. With crews working across Texas, equipment downtime can quickly impact schedules, labor utilization and project costs. Fast service and proactive maintenance help keep jobs moving.

“One of the biggest reasons we stand behind Komatsu is because Komatsu and Kirby-Smith stand behind their products,” Whitfield shared. “When it comes to service with Kirby-Smith, they’re on top of it. They communicate weekly. Whenever we have an issue with a piece of equipment, it’s a phone call to Pat, and I tell you, within an hour, two hours typically, they’re on-site looking at what the problem is with the machine and getting it fixed.”

During Komatsu Care coverage on new machines during the first three years or 2,000 hours, KSM technicians perform maintenance and inspections while coordinating directly with field teams.

“Downtime costs money,” Kerr emphasized. “If a crew is down waiting on repairs, production stops. Kirby-Smith has done a great job helping us avoid that situation.”



KSM Territory Manager Pat Farquharson (left) talks with John Burns Construction’s David Jones (center) and Case Whitfield (right).



To uncover pipe and hydroexcavate in compact and sensitive areas, John Burns Construction uses Vacall vacuum excavators.

Preserving a solid culture

As it marks its 120th year in business, John Burns Construction continues building on a legacy that stretches from Chicago’s earliest underground electrical systems to today’s advanced utility and data center infrastructure. Supported by strong partnerships, modern technology and a commitment to solving complex challenges, the company believes it is well-positioned to capitalize on continued investment in utilities, telecommunications and mission-critical infrastructure throughout Texas and beyond.

Leadership is exploring opportunities to establish additional offices, expand regional operations and potentially acquire businesses that support long-term growth objectives. The company also plans to continue investing in technology, equipment and workforce development while maintaining the culture that has fueled its success. John Burns Construction promotes values centered on safety, integrity, adaptability and customer service. The company encourages employees to embrace change, solve problems collaboratively and maintain a passion for the work they perform.

“We are excited about growth,” Jones said. “We are preparing for where the business will be three to five years from now. Our goal is to expand while keeping our culture, which is what differentiates us from our competitors.” ■

**The opinions expressed here are based on the customer’s specific experience. Results may vary.*

Discover more at KirbySmithConnection.com

By the numbers

- **120** years in business
- **7,200** linear feet of underground infrastructure installed on a recent project

ESCO®

WEAR

STDP
Standard-Duty
Plate Lip Bucket



SXDP
Super Extreme Duty
Plate Lip Bucket



Level up with the NEW ESCO® Vertasys™ tooth system

ESCO® buckets are precision engineered and feature the revolutionary Vertasys™ tooth system that provides optimized point profiles for more machine uptime and a unique vertical lock for reduced maintenance time.

Vertasys™ Tooth System



ESCO® Manganese Crusher Wear Parts



Bucyrus Blades™ Cutting Edges and Accessories



KIRBY-SMITH MACHINERY, INC.®

www.kirby-smith.com

OKLAHOMA CITY, OK
6715 W. Reno Ave. • (405) 495-7820

FT. WORTH, TX
1450 NE Loop 820 • (817) 378-0600

AMARILLO, TX
3922 I-40 East • (806) 373-2826

HEWITT, TX
1151 Enterprise Blvd. • (254) 261-1370

MCALESTER, OK
142 Powell St. • (918) 310-1550

DALLAS, TX
8505 S. Central Expy. • (214) 371-7777

ABILENE, TX
12035 Interstate 20 W. • (325) 692-6334

CHICO, TX
749 S. Weatherford St. • (940) 678-5046

TULSA, OK
12321 E. Pine St. • (918) 438-1700

ODESSA, TX
7301 E. Interstate 20 E. • (432) 333-7000

LUBBOCK, TX
3419 East Slaton Rd. • (806) 745-2112

VAN ALSTYNE, TX
1400 N. Henry Hynds Expy. • (469) 329-3280

PEMBERTON®
Quality Attachments Since 1978

KIRBY-SMITH MACHINERY, INC.®

FOR: EXCAVATORS/WHEEL LOADERS/MATERIAL HANDLERS

CBG
Out of Position or Hanging Available



Trash Bucket w/ Clamps



Orange Peel Grapple

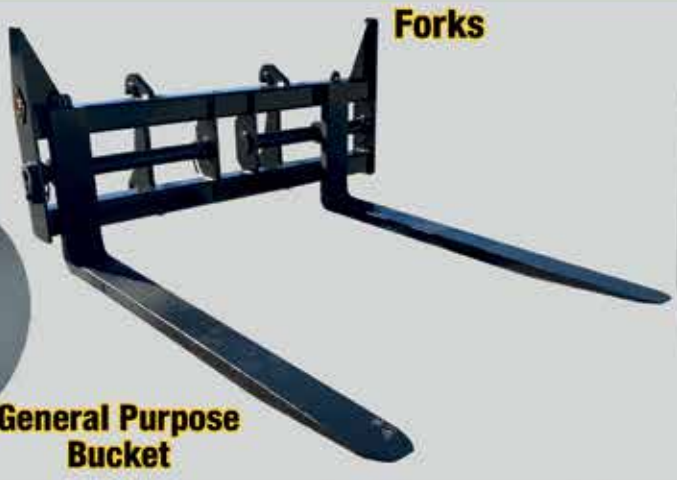


Concrete Densifier





Forks



J-Series Coupler



General Purpose Bucket

FOR: WA270-WA320-WA380

J-SERIES INTERCHANGE W/ JRB 416-418

Loader Rake w/ Dual Wide Paddles



Light Material Bucket



Roll Out Bucket



Demolition Grapple



Waste / Recycling / Demolition / Scrap / Land Clearing / Pipeline

PEMBERTON IS YOUR ONE STOP ATTACHMENT SOURCE.
PEMBERTONATTACHMENTS.COM

CALL Toll Free
800.393.6688

DELIVERING MORE TONS PER CYCLE

Komatsu HM460-6 elevates articulated truck performance with engineering designed for increased traction, power and payload

For contractors working in quarries, construction sites and large-scale earthmoving operations, the ability to move material efficiently across soft, uneven or unpredictable terrain can have a major impact on productivity. Komatsu's new HM460-6 articulated haul truck is a next-generation articulated dump truck engineered to help contractors move more material with greater consistency, even in challenging ground conditions.

Designed around a new high-output powertrain, an advanced traction control system and a redesigned operator environment, the HM460-6 reflects direct customer input on performance, efficiency and control in demanding applications. With a higher-rated payload and improved fuel efficiency compared to the Komatsu HM400-5 (which this new model replaces), the truck is designed to deliver a lower cost per ton while maintaining stable, predictable operation throughout the haul cycle.

The truck's increased rated payload capacity of up to 46.3 tons (compared to the 44.2-ton capacity of the HM400-5) also allows more material to be hauled in each cycle — further boosting productivity and increasing the total volume of material that can be hauled over a period of time. This has positive impacts across the truck's total cost of ownership and the hourly cost of moving material.

"We didn't just increase the payload and call it done," said Bruce Boebel, Director, Products and Service, Komatsu. "The entire machine was engineered as a system — reducing the truck's weight; adding a high-torque engine, a nine-speed transmission and locking axles; and pairing it with system hydro-pneumatic suspension. When all those elements work together, you get a more nimble truck, faster cycle times and higher overall productivity."

Powered by a new engine

At the core of the HM460-6 is the new proprietary Komatsu DBA127 engine equipped with a two-stage turbocharger system. The engine delivers 518 gross horsepower at 1,700 rpm, providing increased torque at lower engine speeds to support strong acceleration, improved hill-climb capability and efficient power delivery under load. It also eliminates the complexity of an exhaust gas recirculation (EGR) system through a simplified design, uses less fuel and helps extend service intervals, lowering the total cost of ownership. Paired with a new nine-speed Komatsu transmission

Continued . . .

An increased rated payload capacity of up to 46.3 tons (compared to the 44.2-ton capacity of the Komatsu HM400-5) allows for the Komatsu HM460-6 articulated truck to haul more material each cycle.



‘Delivering confident performance in real-world conditions’

. . . continued

and intelligent gear control, the powertrain is designed to balance performance and fuel efficiency across a wide range of conditions.

The DBA127 engine’s two-stage turbocharger system is designed to deliver efficient boost across a wide operating range, supporting strong low-speed torque while maintaining consistent performance at higher speeds. An electronically controlled bypass valve helps manage boost pressure, contributing to durability and smooth engine response. The engine meets U.S. EPA Tier 4 Final emissions standards and is designed with extended maintenance intervals to help reduce downtime.

“The goal with the new powertrain was to improve performance while also lowering operating costs,” Boebel stated. “By pairing the new DBA127 engine with a nine-speed transmission and reducing the truck’s overall weight by about 6,600 pounds, we were able to increase production while lowering fuel consumption by up to 12% — which is a meaningful improvement for customers focused on lowering their total cost of ownership.”

Designed to maintain traction

Traction performance is a central focus of the HM460-6’s design. The Komatsu Traction Control System continuously monitors wheel speed and slip, automatically applying brake force to individual wheels when traction loss is detected. This system works in conjunction with an inter-axle differential lock and a manually activated cross-axle differential lock, providing operators with multiple layers of traction assistance based on ground conditions. Together, these systems are designed to help reduce tire spin to extend tire life, limit material spillage and support steady travel on grades or soft surfaces. Combined with a hydro-pneumatic suspension system engineered to balance ride comfort and stability, the HM460-6 is designed for reliable hauling across the toughest terrain.

Komatsu’s new HM460-6 articulated truck features an innovative traction system and a new Komatsu DBA127 engine designed to deliver exceptional power, torque and fuel efficiency.

Quick specs

Model	Gross horsepower	Operating weight	Capacity
HM460-6	518 HP at 1,700 rpm	165,126 lbs.	46.3 tons



Improved awareness

A redesigned cab focuses on visibility, ergonomics and operator comfort. A four-pillar cab design increases glass area by 16% and reduces blind spots by 43% compared to the HM400-5, helping to improve awareness during loading, hauling and dumping. Control layouts were revised to group high-use functions within easy reach, and a high-resolution 8-inch machine monitor paired with a 10-inch sub-monitor provides access to payload data, machine information and rearview camera feeds.

Standard operator-assist features include cruise control and automatic retard speed control to help maintain consistent downhill speeds, as well as hill start assist, which helps prevent rollback on steep grades. A rollover prevention system monitors vehicle speed and rear frame angle, providing alerts and limiting machine functions when thresholds are approached. New brake inspection guidance helps operators assess brake status.

Maintenance access is also addressed in the HM460-6 design. A powered tilting engine hood, ground-level service points and extended service intervals are intended to help reduce downtime and simplify routine inspections and scheduled maintenance. The truck is equipped with telematics data-monitoring technology that enables fleet managers to access machine health and operating data, helping improve utilization and planning and supporting proactive maintenance.

“In engineering the HM460-6, the focus is on delivering confident performance in real-world conditions where traction, torque and control make the difference — with extra payload,” said Boebel. “The new DBA127 engine and advanced traction systems were designed to help operators stay productive on challenging and versatile terrain, while the redesigned cab and service features reflect how closely we listened to customer feedback.” ■

HM460-6

KOMATSU



Traction you can trust. Power you can feel.

When haul roads turn soft and cycle times matter, you need power and control working together. The new Komatsu HM460-6 articulated haul truck features our next-generation DBA127 EGR-less engine, delivering 517 HP. With a six-wheel-drive traction control system and cross-axle differential locks, it's the truck you need to keep material moving on challenging ground.

Discover more
komatsu.com/HM460-6

© 2026 Komatsu Ltd. or one of its subsidiaries. All rights reserved.

KIRBY-SMITH MACHINERY, INC.®

www.kirby-smith.com

OKLAHOMA CITY, OK
6715 W. Reno Ave. • (405) 495-7820

FT. WORTH, TX
1450 NE Loop 820 • (817) 378-0600

AMARILLO, TX
3922 I-40 East • (806) 373-2826

HEWITT, TX
1151 Enterprise Blvd. • (254) 261-1370

MCALESTER, OK
142 Powell St. • (918) 310-1550

DALLAS, TX
8505 S. Central Expy. • (214) 371-7777

ABILENE, TX
12035 Interstate 20 W. • (325) 692-6334

CHICO, TX
749 S. Weatherford St. • (940) 678-5046

TULSA, OK
12321 E. Pine St. • (918) 438-1700

ODESSA, TX
7301 E. Interstate 20 E. • (432) 333-7000

LUBBOCK, TX
3419 East Slaton Rd. • (806) 745-2112

VAN ALSTYNE, TX
1400 N. Henry Hynds Expy. • (469) 329-3280

BROTHERS PLUMBING

Owner Alex Dingle wanted a career change, found plumbing fit all his goals and established the company to serve West Texas

Brothers Plumbing began with an unlikely career change and a clear vision for building something meaningful. Based in San Angelo, Texas, the company has established itself as a trusted name in residential plumbing while continuing to expand, growing from a one-man operation into a thriving business focused on craftsmanship, customer service and employee development.



Alex Dingle, Owner and Master Plumber

Owner Alex Dingle established Brothers Plumbing after leaving a career in college campus ministry. Without prior industry experience, he interviewed plumbers, started in the trade as an apprentice and quickly discovered a career he enjoyed.



Gavin Fields, Journeyman Plumber

"Plumbing fit all my goals," Dingle said. "I wanted on-the-job training, I wanted to work with my hands, and I wanted the opportunity to invest in other people. I've been really happy with the choice and the direction plumbing has taken me."

Dingle founded Brothers Plumbing in 2022 with a single van and a determination to serve customers well. Through word-of-mouth referrals, a performance-driven culture and a commitment to quality work, the business steadily gained momentum.

Customer snapshot

Company: Brothers Plumbing
Locations: San Angelo, Texas; Abilene, Texas
Established: 2022
Employees: 15
Area of expertise: Residential plumbing services
Takeuchi equipment: TB20e electric compact excavator

"I love triple wins. I want to win, I want the people I'm working with to win, and I want our customers to win and be really happy. That's been the core of what we want to build."

– Alex Dingle, Owner, Brothers Plumbing

"I love triple wins," Dingle stated. "I want to win, I want the people I'm working with to win, and I want our customers to win and be really happy. That's been the core of what we want to build."

Today, Brothers Plumbing employs 15 people and operates from locations in San Angelo and Abilene. The company handles residential service work; water, sewer and gas systems; remodels; and select commercial projects throughout a two-hour service radius. As the team grows, Dingle continues to focus on creating opportunities for employees while maintaining the culture that helped launch the company.

"It's been great for me, and I'm happy to invite other people into it and into the environment we've built inside of Brothers Plumbing," Dingle reflected. "I think we have a really good culture where everybody likes everybody. Customers love it."

Brothers Plumbing's new Takeuchi TB20e electric compact excavator helps with trench digging and other applications.





Gavin Fields, a journeyman plumber for Brothers Plumbing, digs near a backyard shed with a Takeuchi TB20e electric compact excavator to replace an old sewer line.

Powering productivity with electricity

Brothers Plumbing's investment in equipment reflects the same practical mindset that fueled its growth. The company evaluates every purchase based on safety, efficiency and long-term value. That approach led the team to adopt a Takeuchi TB20e electric compact excavator, a machine that has become a key asset on sewer and utility projects.

The TB20e first proved itself during a plumbing project at a local Air Force base. After renting the machine from Kirby-Smith Machinery Inc. (KSM) for several weeks, the company recognized the operational and financial advantages of ownership. The electric excavator now supports sewer replacements, utility installations and excavation work throughout the region.

"The guys loved it," shared Dingle. "They said it had plenty of power, and it was quiet. After looking at what we were spending on rentals, it became an easy decision to buy one. Having the machine is a huge cost savings for us, and we're really happy with it."



The Takeuchi TB20e electric compact excavator charges by plugging the machine into a standard 120-volt outlet with the use of a specialty cord.

The Takeuchi TB20e charges through a standard 120-volt outlet and can often complete three to four jobs before requiring another charge, according to Dingle. Brothers Plumbing typically leaves the machine plugged in overnight at project sites, allowing crews to return with a full battery and continue work without interruption. The machine is transported on a trailer and can be pulled by the company's vans.

Discover more at KirbySmithConnection.com

Continued . . .

‘The training and support made a huge difference’

. . . continued

Journeyman plumber Gavin Fields regularly operates the excavator on demanding West Texas jobsites. During one recent project, the crew replaced approximately 140 feet of collapsed sewer line through rocky soil and extensive root systems. Fields noted that the machine’s size, maneuverability and rubber tracks allow it to access confined residential spaces while maintaining productivity.

“It’s got enough power with the size that it can go through the obstacles that we run into,” commented Fields. “I haven’t run into anything where I wished I had a stronger machine.”

The machine’s versatility is particularly valuable on residential projects where access can be limited. Adjustable tracks allow crews to navigate gates and tight spaces, while the compact footprint provides enough reach and digging capability for typical sewer replacement work.

“In my opinion, the TB20e is better than the diesel excavators because it’s a lot quieter and still has the same strength,” said Fields. “It’s very smooth running it.”

The excavator also features Takeuchi Fleet Management telematics, allowing office staff to monitor machine location and usage. Combined with lower maintenance requirements than comparable diesel models, the TB20e helps Brothers Plumbing control costs while keeping crews productive.

Ongoing support

When Brothers Plumbing decided to purchase its first excavator, the company was entering unfamiliar territory. Dingle and his team understood plumbing operations but wanted guidance on selecting, operating and maintaining specialized equipment. That need led them to KSM.

The relationship began after Brothers Plumbing contacted Takeuchi while researching electric excavators. KSM quickly became more than a sales resource, providing training and support that helped Brothers Plumbing confidently integrate the machine into daily operations.

“Kirby-Smith provided instruction on transportation, maintenance schedules, battery management and machine operation,” described Dingle. “Those early conversations established expectations that Brothers Plumbing could share with employees, helping protect the investment and maximize machine performance.”

The partnership continues today through ongoing technical support and equipment guidance. Dingle credits KSM Territory Manager Gareth Pipes with being responsive whenever questions arise and helping Brothers Plumbing identify attachments and accessories that improve productivity.

“Having the training and support made a huge difference,” emphasized Dingle. “It helped our team adopt the machine the right way. Gareth has been awesome for us. He answers questions and helps us troubleshoot issues when they come up. It’s been really good having that support available.”

Creating new opportunities

With strong partnerships in place, Brothers Plumbing is already looking toward the next phase of growth. While residential service plumbing remains the company’s foundation, Brothers Plumbing is also exploring additional commercial and construction opportunities where it can deliver the same level of quality and customer care. For Dingle, the future is about investing in people and expanding services without losing the culture and craftsmanship that helped the company succeed.

“We are committed to growth as a company,” concluded Dingle. “Growth creates opportunities for the people on our team who are stepping into more responsibility. We hope to open new locations and continue creating opportunities for great people.” ■

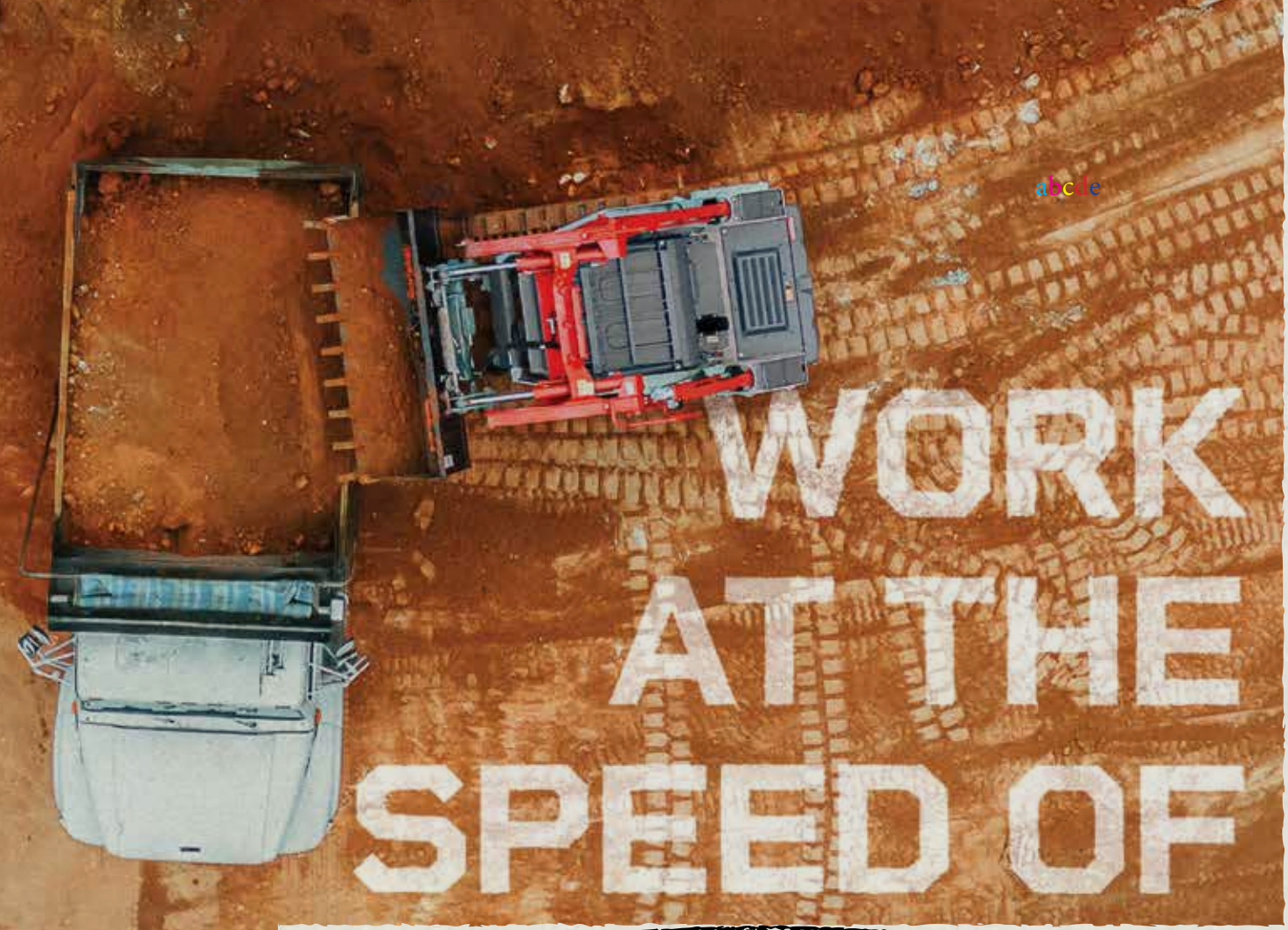
**The opinions expressed here are based on the customer’s specific experience. Results may vary.*

KSM Territory Manager Gareth Pipes (right) talks with Brothers Plumbing owner Alex Dingle at Dingle’s office in San Angelo, Texas.



By the numbers

- **3** to **4** jobs can typically be completed with the Takeuchi TB20e electric compact excavator before it needs to be charged
- **140** feet of sewer replacement completed on a recent job



WORK AT THE SPEED OF INSTINCT.



Buried lines. Tight deadlines. Zero room for error. Takeuchi's new **TL11R3 Compact Track Loader** meets you with surgical precision thanks to electric-over-hydraulic (EH) controls that move when you move. Adjust for drift. Stay level on the lift. Power through with 107.3 hp that's steel-built to take a beating and match your pace, move for move. This isn't just control — it's second nature.

KEY FEATURES:

- EH CONTROLS
- 107.3 HP ENGINE
- KEYLESS START
- STEERING DRIFT ADJUSTMENT
- SELF-LEVEL UP AND DOWN[1]

[1]Up: Standard. Down: Included with optional angle sensor.

TL11R3

KIRBY-SMITH MACHINERY, INC.®

www.kirby-smith.com

SCAN THE CODE TO LOAD UP ON ALL THE DETAILS

TL11R3.COM/UTILITY

TAKEUCHI | THE MARK OF TOUGHNESS

KOMATSU AND YOU

Komatsu CEO Rod Bull says focusing on technology, collaboration and people is helping the company shape what comes next for heavy industry



This is one of a series of articles based on interviews with key leaders at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.

Rod Bull,
CEO,
Komatsu North America

Rod Bull serves as Chief Executive Officer of Komatsu North America, the company's largest global region, overseeing construction, mining, forestry, forklifts and digital solutions. With more than 25 years in the heavy equipment industry, Bull brings deep expertise in manufacturing operations, field leadership and global customer engagement.

Raised around equipment in central Illinois, Bull's roots in the industry run deep. He worked for his family's tree removal business as a teenager, gaining hands-on experience that shaped his appreciation for machinery and hard work. After earning a bachelor's degree from Eastern Illinois University and later an MBA from the University of Illinois Springfield, he began his career as a pricing analyst in the heavy equipment sector, building a strong foundation in dealer relations and customer-focused problem-solving.

"What I love about our industry is that every customer has real challenges — and we get to help solve problems that truly matter," said Bull. "There is no question that for them to win a bid or secure a project, they have to have the right partners, and we believe Komatsu is that. We have an opportunity to add real value to their businesses."

Bull has held a series of senior leadership roles across parts marketing, regional mining operations, manufacturing and field operations since joining Komatsu in 2011. Following Komatsu's acquisition of Joy Global in 2017, he led loader manufacturing in Texas, then oversaw operations in the mining, construction, forestry and technology fields before being named CEO in 2025. He also completed the Advanced Management Program at The Wharton School.

"I've been very blessed to be surrounded by great people who gave me opportunities to learn different parts of the business," Bull commented.

Bull is known for his strong belief in customer centricity, workforce development and collaboration across the industry. Outside of work, he is married to his high school sweetheart, Gina, and they have three children. He enjoys reading, spending time with his family and staying connected to the field side of the business — where his passion for the industry first began.

Question: How does innovation and technology shape Komatsu's strategy today?

Answer: Innovation starts with a simple question: What problem is the customer trying to solve? Technology is not pursued for its own sake but as a way to make work safer, more productive and more sustainable. Historically, Komatsu has been known for quality and reliability, and that foundation remains unchanged. What is evolving is how technology is developed and deployed.

"What I love about our industry is that every customer has real challenges — and we get to help solve problems that truly matter."

– Rod Bull,
CEO,
Komatsu North America

The organization is investing heavily in advanced automation, electrification and digital platforms, while also partnering with technology leaders outside traditional heavy industry. These partnerships allow the company to move faster, learn from adjacent industries and bring proven solutions into mining, construction and forestry. A key focus is autonomous equipment — haulage, loading and dozing — designed to help customers address labor shortages, rising costs and productivity constraints.

Equally important is how technology is developed. By adopting strategic development and testing cycles, the company aims to sustain long-term leadership rather than short-term advantage. Innovation is viewed as an ecosystem — internal expertise combined with external partners, all aligned around customer outcomes.

Question: What does a customer-first approach look like in practice?



Komatsu's PC365LC-11 excavator with electric work equipment technology and intelligent machine control (IMC) dozers are part of Komatsu's commitment to improving production, efficiency and sustainability.

Answer: Customer focus is deeply embedded in the culture. It begins with spending time where the work happens — a concept known as gemba — on jobsites, in shops and in production facilities. This philosophy ensures that strategies and products are grounded in real-world conditions rather than assumptions.

A significant portion of new product development is driven directly by customer feedback. Engineers and product teams observe operations firsthand, test solutions in the field and refine designs based on real use. This continuous feedback loop helps ensure that equipment, technology and services deliver measurable value.

Customer focus also extends beyond the machine itself. Service, parts availability and technical support are viewed as critical components of the value proposition. The goal is to allow customers to focus on their projects while relying on a trusted partner to support the full life cycle of their equipment.

Question: How does Komatsu differentiate itself as a market leader?

Answer: Market leadership is built on three pillars: quality, safety and accessibility. Quality and reliability define the products, while safety guides how they are designed, built and supported.

Safety is a shared responsibility that starts with strong leadership and extends across every team member of the organization. We work hard to keep leaders and stakeholders connected, aligned and focused on our ultimate goal of zero harm. Our top priority is to help ensure everyone returns home healthy and safe to their family each day. Another key differentiator is accessibility. Customers and dealers can reach deep into the organization, including engineering and manufacturing teams, to resolve challenges quickly. This openness creates trust and accelerates problem-solving.

Market leadership is also reinforced through strong dealer partnerships and a growing brand presence. Rather than relying on aggressive marketing, the company focuses on consistency — delivering the same high standard of experience across products, services and regions. This approach strengthens long-term relationships and reinforces credibility in the marketplace.

> ***"Selling equipment is only the beginning; long-term growth comes from supporting customers throughout the entire equipment life cycle."***
>
> *– Rod Bull, CEO, Komatsu North America*

Question: What has driven Komatsu's growth?

Answer: Growth is driven by a holistic view of value. Selling equipment is only the beginning; long-term growth comes from supporting customers throughout the entire equipment life cycle. Service contracts, rebuild programs, parts support and digital tools all play a role in reducing the total cost of ownership for customers while creating sustainable revenue streams.

Continued . . .

‘Komatsu is focused on balancing heritage with momentum’

. . . continued

Significant investments in infrastructure support this strategy. Modern manufacturing plants, rebuild centers and distribution facilities enable faster response times and higher-quality service. These investments also support export growth, positioning North America as a critical hub for production and innovation within the global organization.

Workforce development is another growth driver. Komatsu is expanding training programs, partnerships with schools and trade organizations, and flexible learning platforms to attract and develop the next generation of technicians and operators. Addressing labor shortages is not just a workforce issue — it is essential to supporting customer growth as well.

Question: How does Komatsu view the industry’s future as it celebrates more than a century of notable achievements?

Answer: The future is collaborative. The challenges facing heavy industry — labor availability, sustainability, cost pressures and regulation — cannot be solved by individual companies acting alone. Komatsu sees its role as part of a broader community that includes customers, dealers, competitors, technology partners and industry associations.

Technology will continue to play a central role, particularly in automation, electrification and data-driven operations. At the same time, sustainability will extend beyond emissions to include processes, supply chains and long-term workforce health.

Nothing is more important than keeping safety at the center of how we operate, and that’s a commitment I work to reinforce every day. As we look ahead to the next 100 years, safety will remain at the forefront of everything we do. It is fundamental to our culture, embedded in the way we operate and essential to how we grow and plan for the future.

That unwavering commitment not only defines how we work today but also reflects the values that have shaped Komatsu. With more than a century of history, Komatsu is focused on balancing heritage with momentum. Its origins were rooted in protecting livelihoods and creating value through skilled work, and that philosophy continues to guide decisions today. By investing in people, embracing partnerships and staying relentlessly customer-focused, the organization believes it is well positioned to lead the industry forward — responsibly, collaboratively and with ambition for the long term. ■

Innovative equipment, solutions, technology and a drive to help customers improve their operations across their machines’ life cycles are what set Komatsu and Komatsu-owned companies apart, according to Rod Bull, CEO, Komatsu North America.



A JOHN DEERE COMPANY

WIRTGEN GROUP



Your one-stop supplier.

www.wirtgen-group.com/technologies

CLOSE TO OUR CUSTOMERS

ROAD AND MINERAL TECHNOLOGIES. With leading technologies from the WIRTGEN GROUP, you can handle all jobs in the road construction cycle optimally and economically. Put your trust in the WIRTGEN GROUP team with the strong product brands WIRTGEN, VÖGELE, HAMM, KLEEMANN.

www.wirtgen-group.com

WIRTGEN / VÖGELE / HAMM / KLEEMANN

KIRBY-SMITH MACHINERY, INC.®

www.kirby-smith.com

OKLAHOMA CITY, OK
6715 W. Reno Ave. • (405) 495-7820

FT. WORTH, TX
1450 NE Loop 820 • (817) 378-0600

AMARILLO, TX
3922 I-40 East • (806) 373-2826

HEWITT, TX
1151 Enterprise Blvd. • (254) 261-1370

MCALESTER, OK
142 Powell St. • (918) 310-1550

DALLAS, TX
8505 S. Central Expy. • (214) 371-7777

ABILENE, TX
12035 Interstate 20 W. • (325) 692-6334

CHICO, TX
749 S. Weatherford St. • (940) 678-5046

TULSA, OK
12321 E. Pine St. • (918) 438-1700

ODESSA, TX
7301 E. Interstate 20 E. • (432) 333-7000

LUBBOCK, TX
3419 East Slaton Rd. • (806) 745-2112

VAN ALSTYNE, TX
1400 N. Henry Hynds Expy. • (469) 329-3280

SMITH CONSTRUCTION

Smith Construction and Oilfield Service Inc. started supporting the oilfield industry and transitioned into a focus on earthwork and infrastructure

In southeastern Oklahoma, where hard work and relationships often define success, Smith Construction and Oilfield Service Inc. has built a reputation that spans decades. What began as a small operation supporting the oilfield industry has evolved into a respected earthwork and trucking contractor serving projects across the state.



Jason Smith, Owner

Founded in 1989 by Jon Smith, the company started on the same property it occupies today in Gowen. Jon initially operated a sawmill that supplied timbers for oilfield rigs. As customers' needs expanded, the business added forklifts, trucks and transportation services, creating the foundation for what would become a diversified construction company.

Customer snapshot

Company: Smith Construction and Oilfield Service Inc.

Location: Gowen, Oklahoma

Established: 1989

Employees: 10

Areas of expertise: Earthwork, excavation, trucking and aggregate hauling for primarily Oklahoma Department of Transportation highway projects and general contractors

Komatsu equipment: D61PXi and D65PXi IMC dozers; PC88MR, PC238USLC and PC360LC excavators

Komatsu technology: Intelligent machine control (IMC)

Additional equipment from KSM: Takeuchi TL12 compact track loaders; Takeuchi mini excavators; HAMM rollers

Smith Construction and Oilfield Service uses a variety of Komatsu excavators, including a PC238USLC to dig and clear.



"Dad started with nothing and just kept building," owner Jason Smith said. "He saw opportunities and found ways to meet those needs. What started with cutting timber grew into a sizable operation with trucks, equipment and employees."

The company experienced significant growth during its early years, eventually operating a fleet of approximately 25 trucks and a similar number of dozers and excavators while employing 50 to 60 people. Its work gradually expanded beyond oilfield support and into transportation and infrastructure projects.

Following Jon's death in 2006, the business remained in family hands. His wife, Gayla, helped guide the company through a transition, while Jason completed college and prepared for a larger leadership role.

"My mom stepped in and kept things moving after my dad passed away, along with my brother-in-law, who helped manage operations," Jason recalled. "That support gave me the opportunity to learn the business and eventually take over."

After graduating in 2012, Jason returned to the company and began a gradual leadership transition. By 2016, he had fully assumed ownership and management responsibilities, continuing the family legacy while shaping the business for the future.

Intentional in its size

Today, Smith Construction and Oilfield Service operates with a leaner team of about 10 employees. The company specializes in earthwork, excavation, trucking and aggregate hauling, primarily serving Oklahoma Department of Transportation (ODOT) highway projects and general contractors throughout the Sooner State. Smith Construction



▶ VIDEO

Operator James Pembrook grades with a Komatsu D61PXi intelligent machine control (IMC) dozer on a road project on Kay Starr Trail in southern Oklahoma. "Everything is right in front of you on the screen; you always know where you are in relation to finish grade," said Pembrook. "It greatly reduces moving dirt twice, so there is a big savings in time and cost."

and Oilfield Service's relationships and commitment to dependable performance continue to guide its work.

"We've intentionally stayed at a size that works for us," Jason noted. "We have a great group of employees and strong relationships with our customers. That allows us to focus on quality work and long-term stability."

The company typically manages one or two larger highway-related contracts at a time while supporting additional smaller jobs. Current work includes guardrail safety improvement projects that involve excavating roadway sections, importing aggregate base material and preparing surfaces for paving contractors. A recent project required approximately 6,000 tons of aggregate base, and Smith Construction and Oilfield Service utilized skid steers, motor graders and compaction rollers to complete the work efficiently.

"Our focus is doing the work right the first time," Jason stated. "We've adopted technology to help us do that and make us more efficient. That saves time and helps us stay competitive."

Moving dirt more efficiently with IMC

Technology plays an increasingly larger role in Smith Construction and Oilfield Service's operations. Jason has utilized Komatsu intelligent machine control (IMC) equipment for roughly a decade, including D65PXi and D61PXi models that it currently uses to work directly from digital models uploaded into the machines.

"The D61PXi is incredibly accurate when we're placing aggregate base," Jason commented. "People are amazed by how close it grades. The D65PXi stays ahead of it on the heavier production work. What we like is that with built-in intelligence, our reliance on traditional staking and manual checks is greatly reduced or eliminated. That saves us time and costs, and it increases our production."

The company also rents Komatsu IMC excavators for specialized excavation and storm drainage work. Those allow operators to establish precise trench depths and bedding elevations while reducing rework. As project complexity increases across the transportation industry, Jason believes advanced technology will remain essential to delivering quality work efficiently and safely.

"Before machine control, we constantly checked grades and elevations," Jason explained. "Now, we know where we are throughout the process. It makes our crews more productive and confident. Of course, we still need traditional machines, so we run quite a few of those as well. They are productive, durable and we get long life out of every Komatsu we use. We really like the compact PC88 and PC238 because they give us good production when we're working in tight spaces like next to a road or in a lane of traffic, but we also get that same production when working in open spaces."

Discover more at KirbySmithConnection.com

Continued . . .

‘If we have a question, we can quickly get an answer’

. . . continued

Smith Construction and Oilfield Service also operates Takeuchi TL12 compact track loaders, Takeuchi mini excavators and HAMM rollers. All of the Komatsu, Takeuchi and HAMM equipment has been purchased through Kirby-Smith Machinery Inc. (KSM) with the help of Territory Manager Ron Allen.

The company’s equipment and technology investments are closely tied to a long-standing relationship with KSM and Allen that stretches back to Smith Construction and Oilfield Service’s earliest days. For Jason, the connection extends beyond equipment purchases. His father worked with Ron for many years, creating a foundation of trust that continues today. The relationship has helped Jason evaluate new equipment, access service support and maintain a reliable fleet.

“I’ve known Ron since I was a kid, because he helped my dad with machinery,” Jason shared. “He has always treated us right, and he knows the equipment and how to best match it to our needs. Those relationships matter in this business.”



KSM Territory Manager Ron Allen (left) talks with Smith Construction and Oilfield Service owner Jason Smith.

A Smith Construction and Oilfield Service operator loads trucks with a Komatsu PC360LC excavator at the company’s pit near its homebase of Gowen, Okla.



KSM supports the company through equipment sales, parts availability, service assistance and technology resources. When maintenance issues exceed the capabilities of Jason’s in-house team, dealership technicians provide additional expertise to keep equipment operating. KSM also assists with machine control technology. Jason regularly works with Technology Solutions Expert (TSE) Keith Graham when implementing new systems in the field.

“The biggest advantage with Kirby-Smith is that it’s a single source for our needs, whether it’s parts, service, rental or purchase,” Jason said. “If we have a question, we can quickly get an answer. That makes everything much easier and lets us focus on getting the job done.”

Focused on maintaining a stable foundation

Moving forward, Jason expects highway and transportation projects to remain the company’s primary focus. With strong customer relationships, experienced employees and continued investment in equipment and technology, the business is positioned to carry its family legacy into the next generation while remaining true to the values that shaped it from the beginning.

“We like the ODOT highway work because it gives us consistency and allows us to plan ahead,” Jason concluded. “I’d like to grow some, but not so much that we lose what makes the company successful. We’re comfortable with where we are and want to keep building on that foundation.” ■

**The opinions expressed here are based on the customer’s specific experience. Results may vary.*

By the numbers

- **1** to **2** large highway-related contracts are typically in the works at once
- **6,000** tons of aggregate base on recent project

KOMATSU

Next-level excavators designed to empower operators



When your operators are happy and have what they need to perform at their best, your jobsite hums and your entire operation reaps the rewards. That's the thinking behind the all-new Komatsu PC220LC-12 and PC220LCi-12 with the latest intelligent machine control — IMC 3.0.

From the advanced cab with exceptional comfort and ergonomics to industry-leading smart technology, both models feature the most advanced working environment we've ever created for an excavator.

Discover more
komatsu.com/PC220LCi-12

© 2026 Komatsu Ltd. or one of its subsidiaries. All rights reserved.

KIRBY-SMITH MACHINERY, INC.®

www.kirby-smith.com

OKLAHOMA CITY, OK
6715 W. Reno Ave. • (405) 495-7820

FT. WORTH, TX
1450 NE Loop 820 • (817) 378-0600

AMARILLO, TX
3922 I-40 East • (806) 373-2826

HEWITT, TX
1151 Enterprise Blvd. • (254) 261-1370

MCALESTER, OK
142 Powell St. • (918) 310-1550

DALLAS, TX
8505 S. Central Expy. • (214) 371-7777

ABILENE, TX
12035 Interstate 20 W. • (325) 692-6334

CHICO, TX
749 S. Weatherford St. • (940) 678-5046

TULSA, OK
12321 E. Pine St. • (918) 438-1700

ODESSA, TX
7301 E. Interstate 20 E. • (432) 333-7000

LUBBOCK, TX
3419 East Slaton Rd. • (806) 745-2112

VAN ALSTYNE, TX
1400 N. Henry Hynds Expy. • (469) 329-3280

KIRBY-SMITH MACHINERY, INC.®

CRANE RAPID RESPONSE



- Emergency Service
- Emergency Parts

24/7 EMERGENCY SERVICE

Need immediate assistance?
We can help you in emergency "crane-down" situations.
Call Toll Free for Emergency / Crane-Down Services:

888-839-2410

When you need emergency crane parts and service or are facing a crane-down situation, the Kirby-Smith Machinery Crane Rapid Response Team is ready to rapidly and efficiently respond to your needs. With Crane Rapid Response as your partner, you can expect to work with friendly, knowledgeable Crane Professionals who are equipped with the very latest training and best tools available.



Manitowoc GROVE NATIONAL CRANE BRODERSON

Oklahoma City • Tulsa • McAlester • Kansas City • St. Louis • Dallas • Fort Worth
Abliene • Amarillo • Chico • Hewitt • Lubbock • Odessa • Van Alstyne

kirby-smith.com

CRANE CORNER

New upFLEX Rated Capacity Limiter system brings modernization to older Grove mobile cranes and compatibility across a wide range of models

Manitowoc has unveiled its new upFLEX Rated Capacity Limiter (RCL) solution that's designed to help owners of older Grove mobile cranes bring their equipment up to modern standards.

The upFLEX RCL replaces earlier iFLEX systems, including iFLEX5 (LI5G), iFLEX5 (CGMK) and iFLEX2 (LSQG), and is designed to monitor lifting activity, ensuring cranes operate within their rated capacity. By offering compatibility across a wide range of rough-terrain and truck cranes, the system aims to standardize operator experience while improving efficiency in the field.

> ***"Owners can retrofit the unit to any Grove rough-terrain or truck crane built between 2002 and 2023, extending the life of their crane."***
>
> *- Mark Harlacher, Director of Sales & Marketing for Customer Support, Manitowoc*

"We're excited to present the new upFLEX RCL," said Mark Harlacher, Director of Sales & Marketing for Customer Support, Manitowoc. "Owners can retrofit the unit to any Grove rough-terrain or truck crane built between 2002 and 2023, extending the life of their crane. Many crane owners seek to maximize the life of their cranes, and now they have the option to upgrade to the latest system in a fast and straightforward way."

Intuitive interface for easy navigation

The new unit features a modern 7-inch console and intuitive interface, allowing operators to easily navigate between working screens and operating modes. It connects directly to a crane's CAN-BUS through onboard Ethernet, enabling a plug-and-play installation process that reduces downtime and complexity.

Alongside the upFLEX system, Manitowoc also introduced the APEX stand-alone indicator, a companion product that provides wireless connectivity to the crane's anti-two-block sensor and wind speed sensor. The indicator delivers real-time status updates to operators via an in-cab graphic display.

The new upFLEX RCL is now available through Kirby-Smith Machinery Inc. (KSM) for customers seeking to upgrade their existing equipment.

"The introduction of upFLEX is a great example of Grove continuing to support customers long after the initial purchase of a crane," stated Rickey Bailey, Vice President of the Crane Division, KSM. "Many of our customers have older Grove cranes that remain productive, dependable assets in their fleets. Giving them a straightforward path to upgrade those machines with current load management technology can help extend their useful life while providing operators with a more modern and consistent experience. At Kirby-Smith, we're excited to help our customers evaluate this upgrade and support them in keeping their Grove equipment productive for years to come." ■



The new upFLEX Rated Capacity Limiter (RCL) solution is designed to help owners of older Grove mobile cranes bring their equipment up to modern standards.

KSM ADDS VACALL PRODUCTS

Vacall hydro and vacuum excavation equipment helps contractors expose infrastructure quickly without digging trenches

For contractors working around underground utilities, precision matters. Hydro and vacuum excavation allow crews to expose buried infrastructure while reducing the risk of utility damage, minimizing ground disturbance and efficiently removing excavated material.



Steven Griggs, Territory Manager – Vacall & Ring-O-Matic, KSM

To help customers add this valuable alternative to their resumes, Kirby-Smith Machinery Inc. (KSM) has added Vacall to its equipment lineup. With vacuum excavation, combination sewer cleaning and industrial vacuum equipment, Vacall gives contractors solutions designed to deliver power and productivity while remaining straightforward to operate and maintain.

For Steven Griggs, KSM Territory Manager – Vacall & Ring-O-Matic, that combination stands out. Griggs brings approximately 15 years of industry experience, including six years operating his own hydro excavation company.

"The difference I see with Vacall is the usability, serviceability and ease of maintenance," Griggs said. "I believe and feel that it's the best vac on the market."

Easy to operate

Vacall's AllExcavate line is designed for hydro and air excavation around water lines, sewer lines and other underground utilities. High-pressure water breaks up soil while powerful vacuum systems move the material into the truck's debris tank, allowing operators to carefully expose buried infrastructure. Vacall also offers air excavation for situations where water cannot or should not be used.

Applications include utility construction, plumbing, electrical and fiber installation, pipeline work, gas, refinery, and traffic-signal and power-pole projects. For contractors, that versatility can also create opportunities to expand services.

Griggs noted that the equipment was developed with input from the people responsible for operating, maintaining and managing these machines.

"They're built with the fleet manager, the operators, the mechanics, the owners, and everybody in mind," Griggs explained. "Everything on this machine is there for a reason and has a purpose. They're very easy to train on. From the start to the end, everything's very, very simple. Customers like the





The Vacall AE 811 vacuum excavator provides an 8-cubic-yard debris capacity and works well across multiple applications.



The Vacall AE 1213 vacuum excavator delivers a 12-cubic-yard debris capacity and is a fit for pipeline work.

longevity of them as well. We very rarely have issues with these units, and if they do, it's usually something pretty simple."

That simplicity can help contractors get new operators up to speed quickly and give crews greater flexibility, according to Griggs. He added that after just a few hours of training, operators can become comfortable with the equipment, helping crews be productive faster.

A configuration for the job

Vacall offers multiple configurations, so contractors can select equipment based on the size and demands of the work. KSM currently offers Vacall AllExcavate models including the AE 811 and AE 1213. The AE 811 provides an 8-cubic-yard debris capacity, while the AE 1213 offers 12 cubic yards. Vacall also offers the compact AE 35 on a non-CDL chassis. Operation can be done via remote control.

The smaller configuration can be useful for contractors working in confined areas, while larger trucks provide additional capacity for demanding applications such as pipeline work.

Vacall's AllExcavate equipment incorporates features designed to simplify operation and reduce ownership demands. A single-engine design powers the truck's systems, helping reduce fuel consumption, emissions, noise and maintenance requirements. Multistage vacuum filtration is designed to reduce maintenance while helping maintain system performance and component life. Those practical features are among the biggest advantages for contractors, according to Griggs.

The equipment also combines strong vacuum performance with high-pressure water capability. Griggs added that the suction system, water-side performance and split-shaft PTO can also help contractors work efficiently.

For contractors looking to combine excavation and sewer cleaning, Vacall's AllJetVac combination machines provide both capabilities in a single truck. KSM offers AJV 1015 and AJV 1215 models with vacuum excavation and high-pressure water jetting.

Backed by KSM

The equipment is only part of the value, according to Griggs. KSM provides sales, parts and service support throughout its footprint. That support can include troubleshooting, equipment guidance and on-site assistance, backed by KSM's branch network.

"I'm not just selling the truck," emphasized Griggs. "I'm the Vacall specialist, and I can help customers understand which configuration fits their application and support them after the sale. Our service personnel are also trained on the Vacall product line, so if a rare issue pops up, they can quickly resolve it."

For contractors considering their first vacuum excavator or looking for an alternative to their current equipment, Vacall offers a combination of power, versatility and straightforward operation. The result is equipment designed to help contractors take on demanding excavation work while making training, maintenance and day-to-day operation easier.

"Once contractors see how easy these units are to operate and maintain, I think they're surprised by how quickly they can put them to work," concluded Griggs. ■

Discover more at KirbySmithConnection.com

FROM CLASSROOM TO SHOP FLOOR

Kirby-Smith Machinery's internship program, in conjunction with OSUIT, is creating a solid career pathway for new heavy equipment techs

For students considering a career in the heavy equipment industry, the biggest challenge is often knowing where to begin. At Kirby-Smith Machinery Inc. (KSM) that entry point often comes through an internship program that blends classroom instruction, hands-on shop experience, mentorship and long-term career development.



Tommy Bryant, Senior Workforce Development Specialist, KSM



Karl Kumpf, Workforce Development Specialist, KSM



Jan Scrimshire, Technician, KSM



Giovanni Velasco, Technician, KSM

The company's partnership with Oklahoma State University Institute of Technology (OSUIT) has created a structured pathway for students to earn an associate degree while rotating between academic instruction and real-world work at KSM's branches across Oklahoma and Texas.

For many employees, that program becomes the foundation for an entire career. For instance, Workforce Development Specialist Karl Kumpf, who's helping recruit new talent to KSM, began with the company as an intern in 2017. At that time, there were only five interns in the program. Today, KSM is looking at upward of 30 individuals.

"I started out going through our program at OSUIT, then I became a shop tech," recalled Kumpf. "I was promoted to field technician, moved into parts, then became a product support sales rep. Now, I'm a workforce development specialist. Kirby-Smith likes to develop its own people rather than going outside and hiring someone who hasn't worked for the company before."

Senior Workforce Development Specialist Tommy Bryant helps lead recruiting across high schools in Oklahoma and Texas. The internship model alternates between roughly eight weeks of classroom learning with eight weeks in the shop, reinforced by safety certifications like MSHA (Mine Safety and Health Administration), forklift and crane training. That structure makes the program unique, according to Bryant.

"The classroom is great, but a lot of students learn better hands-on," Bryant noted. "When they're able to get in the shop with mentors and apply what they've learned, that's when it really starts to sink in."

> ***"The classroom is great, but a lot of students learn better hands-on. When they're able to get in the shop with mentors and apply what they've learned, that's when it really starts to sink in."***
>
> *– Tommy Bryant, Senior Workforce Development Specialist, KSM*



Mentorship plays a big role in learning how machines function and best practices for approaching diagnosis and repair.

A veteran's second career

That hands-on philosophy is what drew Jan Scrimshire, a technician at KSM's Dallas, Texas, branch, into the program. He spent 20 years in the Marine Corps after initially serving as a firefighter. As he approached retirement, he wanted a second career that kept him active and engaged.

"I wanted to do something with my hands," Scrimshire said. "I grew up on a family farm, so working on equipment came naturally. That's just what you do; you fix what's broken."

Scrimshire ultimately chose the OSUIT pathway because it allowed



Technician Giovanni Velasco works full time at KSM's Oklahoma City, Okla., branch after graduating from the internship program.





Kyeara Owens, Intern, KSM

Hands-on application of classroom study is an important aspect of the internship program.

him to use his GI Bill while entering an industry with strong growth potential. Scrimshire now works full time for KSM after completing the two years as an intern. His experience reflects the program's balance of structure and independence.

"They treat you like a technician," Scrimshire shared. "They give you the job, step back, and let you figure things out. If you get stuck, someone is always there to help you understand it. I like that mentorship aspect because you can learn from someone who has done it."

Scrimshire also emphasized the value of the program's structured rotation between the shop and school, where students alternate roughly every two months for two years.

"Sometimes it clicks in the classroom, sometimes it clicks in the shop," commented Scrimshire. "Either way, it sticks better when you've done it."

Finding purpose in hands-on work

For Giovanni Velasco, the internship program offered an alternative to traditional college. Originally interested in automotive work, Velasco shifted toward heavy equipment after discovering the OSUIT program.

"I didn't want to go to a four-year program because I didn't want serious debt, and I wanted to work with my hands," Velasco stated.

Continued . . .

‘You have to have hands-on learning’

. . . continued

“The moment that clicked for me was when we started working on planetary transmissions. Once I realized it was really about understanding systems and figuring out how everything works together, I thought, ‘This is pretty fun.’”

Mentorship played a major role in his development. A combination of challenges and support, including some financial assistance from KSM, prepared him to join the Oklahoma City, Okla., branch full time after graduation.

“One technician would throw me into situations and make me figure things out,” Velasco described. “Another helped me stay safe and understand PPE. Another helped me mentally when I was stressed with school and work. You have to have hands-on learning. Without it, you’re going to be lost when you enter the real job.”

A greater challenge

Kyeara Owens, an intern at KSM’s Tulsa, Okla., branch, followed a different but equally hands-on path into the program. After working on semi-trucks during high school at Tulsa Tech, she decided she wanted a greater challenge.

“My family members were mechanics,” Owens said. “I’ve grown up around it my whole life. I thought the bigger machines were a good way for me to go, so I put in my application.”

Now nearly a year into the program, Owens finds problem-solving the most rewarding part.

“I like troubleshooting — figuring out what’s wrong and fixing the problem has always been very satisfying and fulfilling for me,” Owens reflected. “One of the coolest things I’ve done was pulling a cab on a dozer to switch out a control valve.”

“We’re not just training technicians. We’re building careers.”

– Tommy Bryant, Senior Workforce Development Specialist, KSM

Owens added, “Each time we come back to the shop we get a different mentor, so we can see how different people work on the equipment and get new techniques and new skills, and I really think that’s helpful to find a new perspective on things. They are also good about teaching safe practices, reminding you about safety glasses and PPE.”

Owens would like to continue building her career at KSM and eventually move into field work. She also hopes more women consider entering the industry.

“If people think this is only for men, I disagree,” Owens emphasized. “Women can bring a different perspective. I hope to do that long-term here at Kirby-Smith.”

Training, investment and retention

Across all branches, Bryant said the goal is long-term career development rather than short-term staffing. As an incentive to making a long-term commitment to KSM, interns can receive up to 100% tuition reimbursement based on their GPA, along with a tool package worth roughly $10,000. Retention rates remain strong, with 90% to 95% of interns staying on after graduation.

Bryant noted that interns are treated as future technicians, not temporary labor. That culture, combined with structured training and mentorship, continues to shape how KSM builds its workforce.

“We’re not just training technicians,” Bryant emphasized. “We’re building careers.” ■

Discover more at KirbySmithConnection.com

An intern replaces a filter.



The original leader in construction sweepers



Broce Broom

With a wide range of options, Broce Brooms are versatile enough to handle nearly any sweeping challenge. From optional curb sweepers and water spray systems to scraper blades and a choice of engines, you can customize your Broce broom to meet individual job site needs.

For more information about the Broce 350 Series sweeper, contact:

KIRBY-SMITH MACHINERY, INC.®

Oklahoma City
6715 W. Reno
Oklahoma City, OK 73127
(405) 495-7820

Tulsa
12321 E. Pine St.
Tulsa, OK 74116
(918) 438-1700

McAlester
142 Powell St.
McAlester, OK 74501
(918) 310-1550

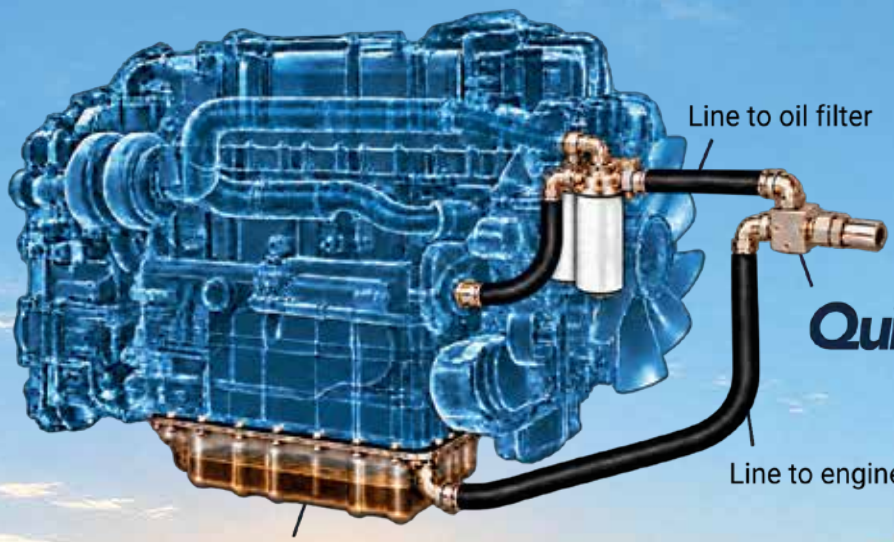
Why the Broce 350 sweeper?
hydraulic controlled broom • hydrostatic drive w/ 2 speed gear box • low maintenance • easy access to parts

Safer, Cleaner, Faster Oil Changes.

RPM INDUSTRIES
THE STANDARD IN FLUID MAINTENANCE

One connection. The complete fluid service.

Service demand is growing faster than dealers can hire technicians. QuickFit puts one permanent connection on every machine for the whole fluid service: filter purge, evacuation, clean refill, and level check. Used oil goes straight to containment. Techs stay off the ground and away from hot oil. Your team services more equipment without adding head count.



Learn more at RPMIndustries.com

KIRBY-SMITH MACHINERY, INC.®

Up to 80% reduction in service time compared to traditional methods.

Based on RPM-supplied fleet results. Results vary.*

NEW ENGINE

Komatsu focuses on performance, efficiency and lower costs with streamlined design and higher output with 12.7-liter DBA127 engine

Komatsu is advancing its engine lineup with the DBA127, a new 12.7-liter platform engineered to improve performance, simplify maintenance and lower total cost of ownership. The next-generation diesel engine debuted in the recently introduced WA475-11 and WA485-11 wheel loaders and powers the new HM460-6 articulated truck. Komatsu expects to expand it into a wide range of machines, including the upcoming D175AX-10 dozer.

"For the development of this new engine, Komatsu engineers took a step back and thought of new ways to simplify design without sacrificing durability and longevity, which Komatsu engines are known for," said Bruce Boebel, Director of Products and Service, Komatsu. "The engine has a wide horsepower application range, which is an advantage in allowing us to use it in multiple machines."

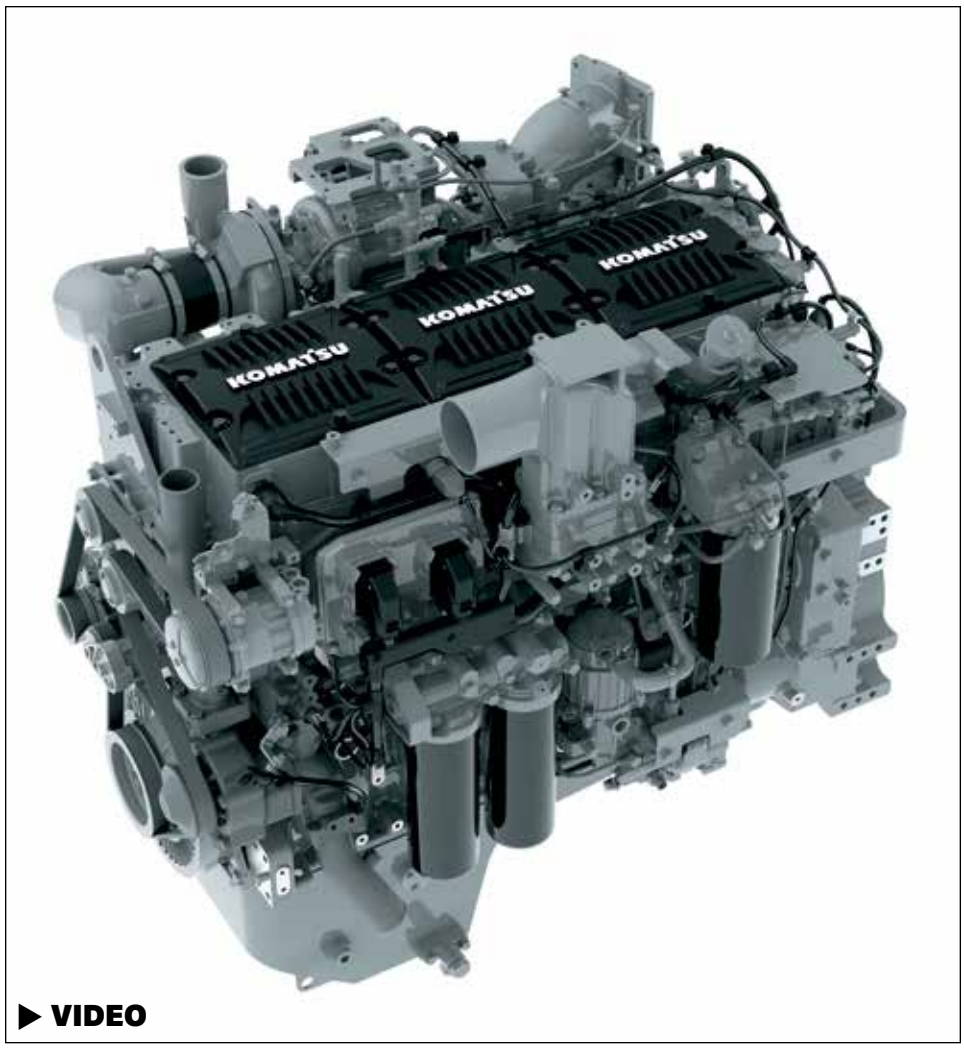
Instead of modifying an existing design, Komatsu engineers took a clean-sheet approach to the new DBA127, rethinking combustion and airflow to create a more efficient, streamlined engine. The result is higher horsepower and torque combined with reduced complexity. It features an EGR-less (exhaust gas recirculation) design. This helps prevent issues commonly associated with EGR engines while also boosting power and simplifying aftertreatment.

Boebel emphasized that despite its streamlined design, the DBA127 delivers strong performance. For instance, the new HM460-6 produces up to 518 gross horsepower at 1,700 rpm and 2,067 foot-pounds of torque. This recently launched articulated truck features a twin-turbo version of the DBA127, a setup that delivers quick throttle response and sustained power, supporting productivity in demanding applications.

While improving the aftertreatment system, the diesel particulate filter (DPF) exchange interval was extended to 8,000 hours, reducing downtime and operating costs. All routine service points, including filters and fluid access, are located on one side of the engine, making preventive maintenance faster and easier. An oil mist separator replaces traditional filtration components, reducing the need for regular replacements and lowering maintenance demands. The DBA127 is also Komatsu's first overhead-camshaft engine, eliminating pushrods and reducing the overall number of parts.

"The DBA127 has 20% fewer parts than our previous engines, which reduces potential failure points," stated Adam Trebolo, Director of Sales and Marketing, Komatsu. "At the same time, we maintained the high durability that Komatsu is known for. It's a real win-win." ■

Watch the video



Komatsu's new DBA127 engine is a simplified platform that eliminates exhaust gas recirculation (EGR) and is designed to reduce downtime while delivering high performance.

NEW MILESTONE

Komatsu's Chattanooga Manufacturing Operation marks 40 years and production of its 60,000th excavator

Komatsu's Chattanooga Manufacturing Operation (CMO) celebrated its 40th anniversary with employees, customers, elected officials and community members in Chattanooga, Tennessee. During the event, Komatsu unveiled a customized PC490LC-11 excavator built for D.H. Griffin to commemorate the 60,000th excavator built at the facility.

"For 40 years, our Chattanooga plant has demonstrated what can be achieved when talented people are committed to quality, innovation and continuous improvement," said Rod Bull, CEO, Komatsu North America. "Reaching 60,000 excavators is an incredible milestone, but what makes Chattanooga truly special is the generations of employees whose dedication has helped build Komatsu's reputation with customers across North America."



Komatsu North America CEO Rod Bull (left) thanks Parts Inspector David Dolan for his years of service at Komatsu's Chattanooga Manufacturing Operation (CMO) in Tennessee. Dolan joined Komatsu in 1986 and is the most tenured employee at CMO.

Established in 1985 as Komatsu's first manufacturing facility in the United States, CMO produces medium-size hydraulic excavators, articulated haul trucks and forestry equipment. Over the past four decades, the facility has continually expanded its capabilities while maintaining a strong commitment to the local community.

Recent milestones include the establishment and expansion of apprenticeship offerings as part of a workforce development partnership with Chattanooga State Community College, and the 2023 return of production of the company's line of HM400 articulated haul trucks, which had been manufactured in Japan since 2009.

"We wanted to show the pride behind how this work gets done," said Steve Olson, CMO General Manager. "You don't just see yellow machines; you see the process and the effort that goes into each one. Sharing that gives the community a better appreciation for what our employees do."

Representatives from Komatsu distributors across the United States and Canada also attended the celebration.

"For distributors, the factory is a selling point," Olson emphasized. "They can tell a customer the machine was built here and then bring that customer to see where it was made. Those relationships are an important part of our business."

People behind the progress

Long tenures have helped shape CMO's culture. Olson has worked for Komatsu for 20 years, while Parts Inspector David Dolan reached the 40-year mark in 2026. CMO's expanded apprenticeships with Chattanooga State Community College are helping develop the next generation entering the workforce.

"This is more than a job; it's a family," Olson said. "When I arrived, I was a one-year employee working beside people who had been here for 30 years. That kind of culture draws you in."

Dolan inspects parts against engineering drawings and helps



Attendees tour CMO and see how different Komatsu machines are assembled.



Komatsu unveils the specially customized PC490LC-11 — the 60,000th excavator built at CMO — during CMO's 40th anniversary celebration.

resolve assembly-line design problems, giving him a close view of CMO's evolution. He said prefabricated components have helped shorten assembly time.

"Today, I can document a problem on the computer, add a detailed photo and send the report anywhere in the Komatsu family," Dolan shared. "Every year, the process improves and quality reaches a higher level."

At the celebration, CMO employees also unveiled the restored "Ochi Loader" — a WA450-1 wheel loader built in 1988 that is associated with CMO's first Japanese general manager, Shohei Ochi. The permanent tribute honors the people who helped establish the plant's culture of quality, safety and continuous improvement.

"This event let everyone here stick our chests out and be proud of what we have built together," concluded Olson. "My thanks start with the employees who keep us going every day. The community's support has also meant a great deal to us. We've just loved being here and part of this community for the last 40 years." ■



Komatsu and CMO representatives participate in a ceremonial tree planting at CMO's 40th anniversary celebration.



The restored Komatsu WA450-1 "Ochi Loader" stands outside CMO as a permanent tribute to the people who helped establish the facility's culture.

Watch the video

MASTER YOUR TERRAIN



TIRES

Wheeled Dumper Series

The ideal choice when ground conditions are firm or dry, and maximizing cycle counts is critical. Their superior speed, high maneuverability and smooth ride ensure jobsite efficiency.

- High travel speeds (up to 21.7 mph)
- 3 styles (rear dumper, multi-view swivel dumper and swivel dumper)
- 180° bed rotation on 2 models
- 6-15 ton carrying capacities
- Customizable with a wide range of support equipment options for any construction application

Specs & Videos



TRACKS

Rubber Track Carrier Series

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.

- Low ground pressure (5.3-8.3 PSI)
- 3 styles, 8 models (rotating, standard, utility)
- 360° bed rotation on 2 models
- 6-15 ton carrying capacities
- Customizable with a wide range of support equipment options for any construction application

Specs & Videos

TERRAMAC®

SALES, RENTALS & AFTERMARKET SUPPORT AVAILABLE THROUGH KIRBY-SMITH MACHINERY

SMART SOLUTION

Smart Construction Fleet app gives you real-time insights into your equipment and haul routes to help you maximize efficiency

Komatsu's Smart Construction Fleet solution is a mobile application designed to simplify how contractors track load counts, monitor cycle times and manage haul routes across jobsites. The Smart Construction Fleet app aims to give equipment managers and supervisors a single tool to collect production data from both on-road and off-road machines, regardless of make or model.

Within minutes, users can begin tracking loads with Smart Construction Fleet. After opening the app, users select a jobsite and the machine they want to monitor. From there, the system automatically logs load counts without requiring additional field personnel.

Smart Construction Fleet is brand-agnostic, so contractors operating mixed fleets — even with older machines — can use the tool without investing in proprietary hardware. The goal is to make production tracking more accessible to contractors who may not have the staff or time to collect data manually.

The app also incorporates tools to help managers better understand cycle times — one of the most important indicators of jobsite efficiency. By analyzing cycle times, users can evaluate performance across their fleets and identify bottlenecks before they impact production. Near-real-time insights can help teams troubleshoot issues earlier, reducing delays and improving workflow.

Route tracking

Route tracking is another feature aimed at helping supervisors evaluate and optimize haul patterns, visualizing actual haul routes and making it easier to correct inefficient patterns or identify areas where material movement could be streamlined. Through Smart Construction Fleet, users can review machines' location histories.

Fleet is part of Komatsu's broader Smart Construction portfolio, which includes digital tools designed to improve jobsite planning, machine operation and fleet management. The push toward more accessible mobile technology aligns with industry trends, as contractors seek ways to collect reliable data. ■

Komatsu's Smart Construction Fleet collects the data you need to help optimize your fleet and track production — all on a mobile app.



KOMATSU

Komatsu Care



Komatsu Care — more than maintenance.
A smarter ownership experience.

Komatsu Care programs are designed to help maximize machine uptime, reduce total cost of ownership and simplify equipment ownership throughout the machine life cycle.

From complimentary scheduled maintenance on eligible new machines to flexible extended coverage options that include maintenance, repairs and consumables, Komatsu Care delivers support tailored to your operation. Backed by the Komatsu dealer network, these manufacturer-supported programs help keep equipment operating at peak performance while providing predictable costs and nationwide service support.

With more than 100,000 machines serviced and millions of uptime hours delivered, Komatsu Care helps you protect your investment and focus on getting the job done.

Discover more
komatsu.com/KomatsuCare

© 2026 Komatsu Ltd. or one of its subsidiaries. All rights reserved.

KIRBY-SMITH MACHINERY, INC.®

www.kirby-smith.com

OKLAHOMA CITY, OK
6715 W. Reno Ave. • (405) 495-7820

FT. WORTH, TX
1450 NE Loop 820 • (817) 378-0600

AMARILLO, TX
3922 I-40 East • (806) 373-2826

HEWITT, TX
1151 Enterprise Blvd. • (254) 261-1370

MCALESTER, OK
142 Powell St. • (918) 310-1550

DALLAS, TX
8505 S. Central Expy. • (214) 371-7777

ABILENE, TX
12035 Interstate 20 W. • (325) 692-6334

CHICO, TX
749 S. Weatherford St. • (940) 678-5046

TULSA, OK
12321 E. Pine St. • (918) 438-1700

ODESSA, TX
7301 E. Interstate 20 E. • (432) 333-7000

LUBBOCK, TX
3419 East Slaton Rd. • (806) 745-2112

VAN ALSTYNE, TX
1400 N. Henry Hynds Expy. • (469) 329-3280

PREVENTIVE MAINTENANCE

Komatsu Care PM Kits feature OEM parts designed and tested specifically for Komatsu equipment to help support optimal performance

In today's fast-moving equipment landscape, uptime isn't just important — it's everything. Whether you're managing a fleet of excavators, loaders or dozers, unplanned downtime can quickly erode productivity, inflate costs and disrupt schedules. That's where the new Komatsu Care Preventive Maintenance (PM) Kits are raising the bar, delivering smarter maintenance solutions designed to help machines run longer, stronger and more efficiently.

Komatsu Care PM Kits have one goal — simplify preventive maintenance, which in turn helps support maximized machine performance. Each kit is purpose-built to include the key genuine Komatsu parts for scheduled service intervals, helping simplify the parts selection process and reduce the risk of overlooking important service components.

Every piece of equipment has unique service requirements, and Komatsu Care PM Kits reflect that. They are developed based on specific machine models and service intervals, helping to assure alignment with factory recommendations and best practices.

Rather than sourcing individual components, service personnel can order a single, consolidated kit order tailored to a specific machine model and service milestone. Clear labeling, organized packaging, and key part inclusion help reduce frustration and help standardize maintenance processes across teams. It's one order and one price for the maintenance kit.

The result? A PM kit designed to help streamline service, reduce errors and improve consistency. This streamlined approach helps facilitate reduced downtime, allowing maintenance teams to move with confidence.

Preserving performance

Using genuine parts isn't just about replacement — it's about preserving the performance characteristics that operators depend on day in and day out. That means the Komatsu Care PM Kits:

- Are engineered for compatibility with your Komatsu equipment
- Include genuine OEM parts designed for Komatsu equipment, which may offer longer component life
- Support warranty integrity when used in accordance with Komatsu service requirements

One of the most tangible benefits of Komatsu Care PM Kits is cost predictability. By bundling all required parts into a single package, customers can better forecast maintenance expenses and eliminate unexpected part shortages or rush orders.

Additional cost-saving advantages may include:

- Reduced labor time due to pre-packaged components
- Minimized ordering errors with pre-defined key part kits
- Lower inventory burden, freeing up storage and capital

From periodic service kits to more comprehensive maintenance packages, Komatsu provides solutions that scale with your fleet and operational demands. That may result in a more efficient maintenance operation that supports both the bottom line and operational reliability.

Ultimately, Komatsu Care PM Kits deliver value where it matters most — helping keep machines working and projects moving. By combining convenience, quality and cost efficiency, these kits help simplify planned maintenance by bundling quality OEM parts selected for your machine and service interval, so you can focus on keeping your machines running. ■

Specific warranty coverage and limitations for Komatsu Care PM Kits are set forth exclusively in the applicable Komatsu written warranty. This literature is provided for informational purposes and does not create any warranty, express or implied, beyond those contained in the applicable written warranty.

Komatsu Care PM Kits include OEM parts designed specifically for Komatsu equipment, giving service teams one consolidated kit for a specific machine model and service milestone.





LEEBOY
FAYAT GROUP

BUILDING AMERICA
ONE ROAD AT A TIME



OKLAHOMA CITY	KANSAS CITY	TULSA	MCALESTER
6715 W. Reno Ave. 405.495.7820	8320 Ruby Ave. 913.850.6300	12321 E. Pine St. 918.438.1700	142 Powell St. 918.310.1550

LEARN MORE AT WWW.LEEBOY.COM

KIRBY-SMITH MACHINERY, INC.®

FACES OF KIRBY-SMITH MACHINERY

Kirby-Smith Machinery names Colin Brown Chief Digital & Technology Officer

Kirby-Smith Machinery Inc. (KSM) has announced the promotion of Colin Brown to Chief Digital & Technology Officer (CDTO). The newly established executive leadership position reflects the company's continued investment in technology, digital transformation and operational efficiency across its equipment sales, rental, parts and service operations.



Colin Brown, Chief Digital & Technology Officer, KSM

In this role, Brown will oversee KSM's digital technology strategy, focusing on strengthening the company's digital infrastructure, leveraging emerging technologies and enhancing the customer and employee experience. Working closely with the company's executive leadership team, he will focus on aligning technology initiatives with business objectives, improving operational efficiency, and supporting collaboration across departments and the company's network of full-service heavy equipment dealerships.

"I am extremely excited to be taking on such an impactful role with Kirby-Smith and to be doing it at a time in our industry when technology is moving faster than we could have ever anticipated," said Brown. "The opportunity to help our teams maximize their efforts across sales, service, parts, marketing and HR through emerging technology is incredibly rewarding."

Brown, who rejoined KSM in 2022, has played an important role in the company's growth and sales operations in Oklahoma. His appointment to the newly created CDTO position represents an expansion of his leadership responsibilities, with a focus on advancing technology adoption and supporting the company's long-term business objectives. In his new role, Brown will report directly to KSM President and CEO John Arapidis. ■

"The opportunity to help our teams maximize their efforts across sales, service, parts, marketing and HR through emerging technology is incredibly rewarding."

- Colin Brown, Chief Digital & Technology Officer, KSM

Promotion of Josh Lee strengthens regional sales leadership and reinforces KSM's commitment to customer relationships and continued growth

Kirby-Smith Machinery Inc. (KSM) has announced the promotion of Josh Lee to Sales Manager, Oklahoma Region.

In his new role, Lee will provide leadership and support to KSM's Oklahoma sales teams, focusing on developing new business opportunities, supporting customer needs and driving continued growth throughout the state.



Josh Lee, Sales Manager, Oklahoma Region, KSM

"Josh's extensive experience, understanding of our customers' needs and commitment to Kirby-Smith make him a great fit to lead our sales efforts in Oklahoma," said Gavin Cole, Executive Vice President of Sales, KSM. "He brings the knowledge, leadership and dedication needed to support our sales team, and I'm confident he will do an excellent job in this new role."

Lee brings more than 14 years of experience with KSM. Since returning to the company in 2020 as a rental sales representative, he became a territory manager in 2021, where he continued to expand his industry expertise and knowledge of the Oklahoma equipment market.

"I'm honored to step into this role and grateful for the opportunities Kirby-Smith Machinery has given me throughout my career," said Lee.

"I'm excited to lead our Oklahoma sales team, build on the success we've achieved, and continue growing alongside our customers and the Kirby-Smith team."

- Josh Lee, Sales Manager, Oklahoma Region, KSM

"Having spent more than 14 years with the company, I understand the importance of building strong customer relationships, supporting our people and earning our customers' trust every day. I'm excited to lead our Oklahoma sales team, build on the success we've achieved, and continue growing alongside our customers and the Kirby-Smith team." ■

KIRBY-SMITH MACHINERY, INC.®

Largest Range of CTL and Mini-Ex Undercarriage in North America



- Rollers
- Sprockets
- Idlers
- Rubber Tracks

Ktsu® AMERICA

Oklahoma City 405.495.7820	**Tulsa** 918.438.1700	**McAlester** 918.310.1550	**Abilene** 325.692.6334	**Amarillo** 806.373.2826	**Chico** 940.678.5046
Dallas 214.371.7777	**Ft. Worth** 817.378.0600	**Hewitt** 254.261.1370	**Lubbock** 806.745.2112	**Odessa** 432.333.7000	**Van Alstyne** 877.809.5986

Pipeline and Energy Solutions



Pipeline, Wind and Solar Farms, Other Alternative Energy

Rentals – Sales – Parts – Service – Financing

Loaders • Dozers w/A Blade • Winch • Excavators • Articulated Trucks • Pipelayers • Cranes and Boom Trucks • Telehandlers • Trailers • Rubber Tracked Carriers • Padding Buckets • Mulchers

888.861.0219 • sales@kirby-smith.com

Abilene • Amarillo • Chico • Dallas • Ft. Worth • Hewitt • Lubbock • Odessa • Van Alstyne • Oklahoma City • Tulsa • McAlester • Kansas City • St. Louis

All machines are not available at all locations.

FACES OF KIRBY-SMITH MACHINERY

Steven Griggs' background helps customers see the benefits of using hydro excavating to potentially expand their portfolios of offerings

When Steven Griggs joined Kirby-Smith Machinery Inc. (KSM) in early 2026, he brought something very valuable to his new role as a territory manager for Vacall and Ring-O-Matic: years of experience not only selling hydro and vacuum excavation equipment but operating it in the field.

"My phone's always available. If you need me, I will be there."

- Steven Griggs, Territory Manager – Vacall & Ring-O-Matic, KSM

Griggs has spent approximately 15 years in the equipment industry. He began his career as a service technician in 2011, eventually moving into sales. He later put his experience to work in his own hydro excavation company, where he operated vacuum excavation units while performing work such as utility locating and exposing underground infrastructure. That hands-on experience shapes the way Griggs approaches his role today.

"I'm not just another guy; I'm not just another salesman," Griggs stated. "I have the years of experience behind me, so I understand the application, the systems and how to best match up the units for customers who are looking to expand their capabilities. I believe we carry the top of the line when it comes to hydro and vacuum machinery."

For Griggs, being a specialist means being available when customers need help. He supports customers throughout KSM's footprint, from Missouri and Kansas through Oklahoma and Texas, assisting with everything from equipment questions and troubleshooting to startups and walkarounds.

"My phone's always available," shared Griggs. "If you need me, I will be there. If I can't get there, we will get somebody there for you."

Griggs' experience also gives him an appreciation for the practical details that can make a difference to operators and fleet managers. He believes the products stand out for their simplicity, serviceability and ease of operation, and he enjoys helping customers understand what the equipment can do for their businesses.

A natural fit

Griggs' path into the industry was not something he planned from childhood. A native of Yukon, Okla., Griggs said he simply found that he enjoyed the construction and equipment world when he got into it and was a quick learner. Hydro excavation eventually became a natural fit.

"I've always loved the construction industry," Griggs said. "Hydro kind of fit the niche for me, and I'm hoping to introduce it to more customers, so they can hopefully expand their businesses."

Away from work, Griggs is a family man. He and his wife have been married for 17 years and have three children. Much of his free time revolves around family activities, including fishing and RZR riding. ■



Steven Griggs, Territory Manager – Vacall & Ring-O-Matic, offers a wealth of experience in hydro and vacuum excavation to KSM's entire footprint.

Finish on grade, on time, and on budget

with Trimble® Earthworks Grade Control Platform.



Flexible
same system, mixed fleet

Upgradeable
from 2D to 3D automatics

Accurate
job-specific configuration

Durable
tough, robust, and proven components

Trimble® Authorized Dealer

KIRBY-SMITH MACHINERY, INC.®
www.kirby-smith.com

© 2025, Trimble Inc. All rights reserved. TC-399 (12/25)

KIRBY-SMITH MACHINERY, INC.®
www.kirby-smith.com

OKLAHOMA CITY, OK
6715 W. Reno Ave. • (405) 495-7820

FT. WORTH, TX
1450 NE Loop 820 • (817) 378-0600

HEWITT, TX
1151 Enterprise Blvd. • (254) 261-1370

TULSA, OK
12321 E. Pine St. • (918) 438-1700

DALLAS, TX
8505 S. Central Expy. • (214) 371-7777

CHICO, TX
749 S. Weatherford St. • (940) 678-5046

ODESSA, TX
7301 E. Interstate 20 E. • (432) 333-7000

LUBBOCK, TX
3419 East Slaton Rd. • (806) 745-2112

FACES OF KIRBY-SMITH MACHINERY

Pat Mollo combines relationship-building and problem-solving at Kirby-Smith Machinery Inc.

Pat Mollo's journey to the equipment industry was anything but traditional. Recently promoted to Assistant Sales & Operations Manager for Kirby-Smith Machinery Inc.'s (KSM) Dallas branch, Mollo handles sales and operational initiatives by working closely with customers and other KSM employees while also handling the day-to-day needs of the branch. However, his career began with a very different focus.



Pat Mollo, Assistant Sales & Operations Manager, KSM

Mollo attended Illinois Wesleyan University in Bloomington, Ill., where he studied English and initially planned to pursue a career in journalism while also playing collegiate baseball. Following graduation, a networking opportunity led him to Komatsu Financial, where he spent seven years working in retail finance and credit. During that time, he worked closely with equipment dealers, including KSM, and developed a strong appreciation for both the industry and the company.

"When you think about having the option of working at a dealership, there are only a couple that come to mind, and Kirby-Smith is at the top of that list for a lot of people, including myself," Mollo said. "The more I got to know the people and the way they do things here, the more appealing it became."

That reputation, combined with the opportunity for a new chapter in Texas, made joining KSM in 2024 an easy decision. As a finance manager, Mollo helped Texas customers throughout Dallas, Amarillo and Abilene secure financing solutions that supported their businesses and kept projects moving. Nearly two years and one promotion later, Mollo says the move has exceeded expectations.

Finding solutions for every customer

Finance plays a critical role in the equipment industry, where major purchases often represent significant investments. In his previous role, Mollo enjoyed helping customers navigate those decisions and find solutions that fit their operations and cash-flow needs, and his new position expands on those possibilities.

"What drew me to this career was the opportunity to work with people while finding solutions that help their businesses grow," Mollo explained. "Every situation is different, and we pride ourselves on finding a solution for everybody. The most enjoyable part of the job is helping customers and building those relationships. You get the chance to understand their needs, work through challenges together and feel like you're helping somebody at the same time."

"The most enjoyable part of the job is helping customers and building those relationships. You get the chance to understand their needs, work through challenges together and feel like you're helping somebody at the same time."

– Pat Mollo, Assistant Sales & Operations Manager, KSM

Recently, Mollo and his wife, Elyse, got married after relocating from Illinois to Texas. The couple are excited about building their future together. In his free time, Mollo also enjoys traveling, following sports, and spending time with friends and family. ■



Assistant Sales & Operations Manager Pat Mollo (right) talks about a machinery deal with Territory Manager Craig Doran at KSM's Dallas, Texas, branch.



KOMATSU

Get the parts you need, *faster* and *with fewer clicks*

Ordering parts on **My Komatsu just got a major upgrade.** Find what you need quickly, order with confidence and keep your machines running without delays:

- Faster ordering with a streamlined, easy-to-use interface
- Clear visibility of images with lead and cutoff times, so you can plan ahead
- More availability options to help you choose the right parts, right now
- Recommendations based on your cart, so you don't miss a part you might need

Discover more
mykomatsu.komatsu

© 2026 Komatsu Ltd. or one of its subsidiaries. All rights reserved.

KIRBY-SMITH MACHINERY, INC.®

www.kirby-smith.com

OKLAHOMA CITY, OK
6715 W. Reno Ave. • (405) 495-7820

FT. WORTH, TX
1450 NE Loop 820 • (817) 378-0600

AMARILLO, TX
3922 I-40 East • (806) 373-2826

HEWITT, TX
1151 Enterprise Blvd. • (254) 261-1370

MCALESTER, OK
142 Powell St. • (918) 310-1550

DALLAS, TX
8505 S. Central Expy. • (214) 371-7777

ABILENE, TX
12035 Interstate 20 W. • (325) 692-6334

CHICO, TX
749 S. Weatherford St. • (940) 678-5046

TULSA, OK
12321 E. Pine St. • (918) 438-1700

ODESSA, TX
7301 E. Interstate 20 E. • (432) 333-7000

LUBBOCK, TX
3419 East Slaton Rd. • (806) 745-2112

VAN ALSTYNE, TX
1400 N. Henry Hynds Expy. • (469) 329-3280

KIRBY-SMITH MACHINERY, INC.®

806-855-7123

www.KirbyUsed.com

*LIMITED TIME OFFER! 3.99% FINANCE RATE | 48 MONTHS

LARGE INVENTORY KOMATSU WIRTGEN GROUP TAKEUCHI

ce16qa



2018 KOMATSU D65EX-18 Stk# KM18026X, 4,891 Hrs. . . . **$139,500**

cl91ch



2020 KOMATSU D61EX-24 Stk# K20066MX, 3,952 Hrs. **$187,500**

cp41iw



2015 KOMATSU D61EXI-23 Stk# KM15312X, 9,219 Hrs. **$79,500**

cl95ed



2020 KOMATSU D65EX-18 Stk# K20462X, 2,822 Hrs. **$268,000**

cm21id



2019 KOMATSU D85EXI-18 Stk# K191154X, 8,874 Hrs. **$196,900**

cf87jh



2020 KOMATSU D155AX-8 Stk# K20470X, 3,599 Hrs. **$449,000**

cj64rh



2022 DEERE 850L WLT Stk# JD22002X, 6,691 Hrs. **$189,000**

cl91dp



2018 KOMATSU PC360LC-11 Stk# K181295X, 6,709 Hrs. **$129,500**

bv88fq



2018 KOMATSU PC360LC-11 Stk# KM18551M, 6,023 Hrs. **$99,500**

bz51ci



2019 KOMATSU PC360LC-11 Stk# K191446M, 8,126 Hrs. **$99,500**

cj40eq



2019 KOMATSU PC490LCI-11 Stk# K191055X, 8,772 Hrs. **$139,500**

cm07pa



2020 KOMATSU PC490LCI-11 Stk# K20045X, 8,937 Hrs. **$148,000**

bz51ey



2018 KOMATSU PC360LC-11 Stk# K181070X, 6,292 Hrs. **$109,000**

cg04vh



2022 BOBCAT E60 Stk# ZZ22076X, 1,189 Hrs. **$59,900**

cj21xm



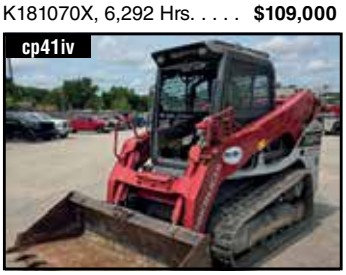
2021 KOMATSU HM400-5 Stk# K21449U, 9,541 Hrs. **$469,000**

cm07ut



2023 TAKEUCHI TL12V2 Stk# TL23648X, 939 Hrs. **$75,000**

cp41iv



2023 TAKEUCHI TL12V2 Stk# TL23603U, 1,907 Hrs. **$64,000**

cm21hy



2022 TAKEUCHI TL8R2 Stk# TL22253X, 1,150 Hrs. **$57,500**

cc78ag



2019 KOMATSU HM400-5 Stk# K191188X, 9,616 Hrs. **$399,000**

cf87lk



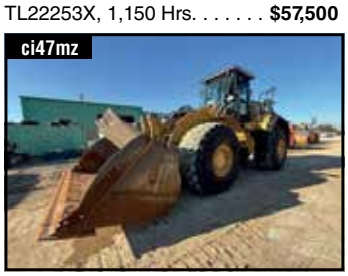
2020 KOMATSU WA380-8 Stk# K20620X, 12,583 Hrs. **$83,500**

cm21hs



2019 KOMATSU WA270-8 Stk# K19921X, 6,394 Hrs. **$115,000**

ci47mz



2015 CATERPILLAR 980M Stk# CT15772X, 32,241 Hrs. . . . **$89,000**

ci57bz



2003 JLG 660SJ Stk# ZZ03862X, 3,255 Hrs. **$18,500**

cm07ul



2007 SAKAI GW750 Stk# ZZ07402X, 4,715 Hrs. **$23,000**

Locations in Texas, Oklahoma, Kansas & Missouri *Subject to credit review and availability. Terms & conditions apply.

KIRBY-SMITH MACHINERY, INC.®

MAXIMIZE YOUR 2026 TAX SAVINGS

Bonus Depreciation & Section 179 Tax Deduction

AVAILABLE ON NEW & USED EQUIPMENT

PLACED IN SERVICE BY DECEMBER 31, 2026

100% BONUS DEPRECIATION

FOR THE FIRST YEAR | NOW PERMANENT

SECTION 179

DEDUCTION LIMIT	$2.56M
PHASE-OUT BEGINS	$4.09M

EXAMPLE SCENARIOS

Potential Tax Benefit Breakdowns for C-Corporations (Taxed at 21%)

Equipment Cost	$250,000	$500,000	$1,500,000	$3,000,000
Section 179 Deduction	$250,000	$500,000	$1,500,000	$2,560,000
Bonus Depreciation (100%)	$0	$0	$0	$440,000
Total First Year Deduction	$250,000	$500,000	$1,500,000	$3,000,000
Tax Savings	**$52,500**	**$105,000**	**$315,000**	**$630,000**
Net Cost After Savings	**$197,500**	**$395,000**	**$1,185,000**	**$2,370,000**

Potential Tax Benefit Breakdowns for Sole Proprietors, Partnerships, S-Corporations (This Example Taxed at 32%)

Equipment Cost	$250,000	$500,000	$1,500,000	$3,000,000
Section 179 Deduction	$250,000	$500,000	$1,500,000	$2,560,000
Bonus Depreciation (100%)	$0	$0	$0	$440,000
Total First Year Deduction	$250,000	$500,000	$1,500,000	$3,000,000
Tax Savings	**$80,000**	**$160,000**	**$480,000**	**$960,000**
Net Cost After Savings	**$170,000**	**$340,000**	**$1,020,000**	**$2,040,000**

Talk to your sales representative about what's in stock and ready to deliver before December 31.

Scan to view tax savings calculator

Kirby-Smith Machinery does not provide tax or legal advice. Please consult a licensed CPA or tax professional to evaluate your specific situation.

TAX BENEFITS

Section 179 offers construction companies potential tax benefits on qualifying purchases

Replacing an aging excavator or adding a dozer for upcoming projects can strengthen a contractor's fleet. Section 179 may also help accelerate the tax benefits of that investment.

For tax years beginning in 2026, qualifying businesses can elect to deduct up to $2.56 million of eligible equipment costs.[1] That limit decreases dollar for dollar when qualifying property placed in service exceeds $4.09 million.[1] Business income limits and other restrictions apply.

"Whether businesses are looking to replace aging equipment or expand their fleets to meet growing market opportunities, Section 179 and 100% bonus depreciation could provide valuable tax advantages that help them move forward with those investments," said Gavin Cole, Executive Vice President of Sales, Kirby-Smith Machinery Inc. (KSM).



Gavin Cole, Executive Vice President of Sales, KSM

Plan for year-end

Qualifying new and used equipment may be eligible. For calendar-year taxpayers seeking a 2026 deduction, equipment must be ready and available for its intended business use by Dec. 31.[1] Ordering alone does not qualify.

Cole noted that attachments, configuration and transportation can affect delivery schedules, making early coordination valuable.

Contractors should also evaluate bonus depreciation, which generally allows a 100% deduction for qualifying property acquired and placed in service after Jan. 19, 2025.[2] ■

> ***"Whether businesses are looking to replace aging equipment or expand their fleets to meet growing market opportunities, Section 179 and 100% bonus depreciation could provide valuable tax advantages that help them move forward with those investments."***
>
> *-Gavin Cole*
> *Executive Vice President of Sales, KSM*

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

Sources

1. *https://www.irs.gov/publications/p946#en_US_2024_publink100070018*
2. *https://www.irs.gov/newsroom/treasury-irs-issue-guidance-on-the-additional-first-year-depreciation-deduction-amended-as-part-of-the-one-big-beautiful-bill*

Qualifying new and used construction equipment placed in service during 2026 may be eligible for a Section 179 deduction of up to $2.56 million, subject to applicable limits.



C.P.I.
P.O. Box 1689
C.R., IA 52406-1689

Presorted Standard
US Postage Paid
C.P.I.

26 no3

THANK YOU!



KIRBY-SMITH MACHINERY, INC.®

SALES · RENTALS · PARTS · SERVICE

Committed to Customer Service Since 1983

Scan To Find All Branches!