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# Connection

Featured in this issue:

## BRET BARNHART EXCAVATING

Tulsa-area site, utility contractor decided career path long before graduating high school



**KOMATSU**®

Bret Barnhart,  
Owner





## MESSAGE FROM THE PRESIDENT



Ed Kirby

**Time to step up  
infrastructure  
spending**



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Dear Valued Customer:

Our country faces an infrastructure crisis. Congested and deficient roadways and unsound bridges are safety hazards. Clean and safe water-supply pipelines are vital to our everyday needs. Yet, we consistently underinvest in these and other basic items. There is talk in Washington about addressing these issues with a \$1 trillion – or more – infrastructure plan, but nothing is concrete, and lawmakers continue to put it off.

A hearty investment in infrastructure would create numerous jobs. It's no secret that the construction industry is in the midst of a labor shortage. We hope that lawmakers can address this topic too with ways to help fund more vocational programs. In this issue of your Kirby-Smith Connection magazine, you can read how the construction industry is taking steps to encourage young people to consider construction as a career.

What could be better than running equipment such as Komatsu *intelligent* Machine Control excavators? You can learn about the latest model, the second-generation PC210LCi-11, inside. There are also articles on new rigid-frame trucks and more, showcasing the broad range of equipment that Komatsu manufactures.

In this issue, you can read about how Bret Barnhart Excavating increases production with *intelligent* Machine Control. This business has invested heavily in technology, including GPS systems and adding two Komatsu D51i dozers. The company bought its first one roughly three years ago and noticed an increase in production and efficiency right away. The accuracy is spot-on, and materials are not wasted due to overcutting. You can also read about how Northeastern Pavers has expanded its business by continuing to provide seal coating, milling, and laying of asphalt for large, heavy highway contracts. Northwestern Pavers utilizes several products including the Wirtgen W 250i mill and Hamm GRW 280i pneumatic rollers.

As always, if there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,

Ed Kirby,  
President

KIRBY-SMITH MACHINERY, INC.



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Published by Construction Publications, Inc. for



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# BRET BARNHART EXCAVATING

## Tulsa-area site, utility contractor decided career path long before graduating high school

CONSTRUCTION



**Bret Barnhart,**  
Owner

▶ VIDEO

From the time he was 10 years old, it was a foregone conclusion that Bret Barnhart would own a construction business. The only question was when it would happen.

“My family has a rich history in the industry,” said Barnhart. “About 80 years ago my great grandfather started an excavating business that used mules and slips to move dirt. My grandfather, uncle and dad all had construction businesses of their own. I grew up working for my dad, beginning with odd jobs around the shop when I was 10 and then running equipment as I got older. I knew before I graduated high school that this is what I wanted to do for my career.”

Barnhart noted that his family doesn’t believe in passing businesses from one generation to the next, so he either had to continue working

for his father and someday buy him out or go his own way. With a little help, in 2002 at the age of 18, he purchased a backhoe, truck and trailer and established Bret Barnhart Excavating, based in Mounds, Okla.

“I started small, digging by the hour for plumbers, electricians or anyone who would hire me,” Barnhart recalled. “My first job was as a sub to my dad’s business, digging all the utility trenches for a new retirement facility in Tulsa. Within a year, I was basically sustainable and had a good-sized client list. Many of them referred me to other customers. Eventually, I bought a box blade, then a dozer as I steadily built the business. If a job came up where I didn’t have all the equipment needed to get it done, I rented. Whatever it took to make it happen, I was willing to do.”

### Full site packages, break out services

Barnhart’s persistence and inclination to look at new opportunities proved fruitful. His family specialized in the oil field and residential sectors. Instead, he decided to focus more on commercial and municipal projects, and today those comprise nearly 75 percent of the firm’s work load.

“It was challenging because commercial was new to me, so there was a fairly steep learning curve,” Barnhart said. “I was comfortable doing basic site work, but I lacked experience in utility installation, and I really wanted to do that. I reached out to some people for advice and invested in software technology to help in bidding. We grew to the point where we can offer full site packages that include everything from clearing to final grading for commercial, residential and municipal customers.”



Operator Eugene McNew moves a concrete structure with a Komatsu PC270LC excavator on a jobsite near downtown Tulsa. “The PC270 has good power, and it’s big enough to handle just about anything we do,” said McNew.

▶ VIDEO





▶ VIDEO



CONSTRUCTION

Site Work Superintendent Justin Delcours finish grades a pad with one of Bret Barnhart Excavating's two Komatsu *intelligent* Machine Control D51i dozers. "We got the first one roughly three years ago and noticed an increase in production and efficiency right away," said Delcours. "The accuracy is spot-on, and we aren't wasting materials due to overcutting."

In addition to earthwork and utilities, Bret Barnhart Excavating provides concrete services such as street patches and construction of turning lanes, curbs and gutters, sidewalks, trickle channels and headwalls. The company usually does concrete work in conjunction with other types of projects, but in the future Barnhart expects to handle comprehensive street projects as a general contractor.

"We are certified by the City of Tulsa to do paving and bridges. I think we will be ready to tackle those larger projects in a couple years," explained Barnhart. "But, we do general some smaller municipal jobs. In the past, we did a lot of utility projects for municipalities where we would take out the old street, tie into an existing line and have a subcontractor come in and pour a patch. Now, we patch ourselves, and we're continuing to build the concrete aspect of the business.

"On 80 to 90 percent of our commercial projects we are a sub, and we tend to work with developers and general contractors with whom we have established long-standing relationships," he added. "They usually ask us for a full site package price, as well as for each individual service. It's our preference to do all we can, but we're more than happy to break out items and do just an earthwork, utility or concrete job."

Bret Barnhart Excavating primarily covers central and northeastern Oklahoma. It ventures farther when required to do so under its nine-year federal contract that includes numerous jobs for the U.S. Army Corps of Engineers.

"We rebuilt parks in Kansas and completed work at Tinker Air Force Base in Oklahoma City," noted Barnhart. "The contract calls for us to do all types of assignments. The Corps has had us lay riprap, rehab dams, run utilities and maintain channels and lakes. At one time, the contract made up a fairly significant portion of our business, but it's now down to around 10 percent and will end in a couple of years."

In total, the company handles roughly 150 jobs per year. Barnhart said those in the \$300,000 to \$500,000 range are the company's "sweet spot." Approximately 20 employees help complete projects on time and budget, including key individuals such as Superintendents Justin Delcours, Weston McCaskey and Larry Taylor; Foreman Garrett McCaskey; and Estimator/Project Manager Chris Drenner.

"My name is on the door, but we make business decisions together," Barnhart emphasized. "Those guys are part of a core group that's the foundation of the company. They pour their hearts and souls into it, and I have great respect for them and their opinions."



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Continued . . .

# Steady expansion has been the key

...continued



Weston McCaskey,  
Utility Superintendent

## Increased production with Komatsu D51i dozers

Throughout the past few years, Bret Barnhart Excavating invested heavily in technology, including GPS systems for its machinery. The company added two Komatsu *intelligent* Machine Control D51i dozers. Barnhart acquired the equipment with the help of Kirby-Smith Machinery and Territory Manager Peyton Chatham.

"We got the first one roughly three years ago and noticed an increase in production and efficiency right away," said Delcours, who oversees dirt operations. "The accuracy is spot-on, and we aren't wasting materials due to overcutting. The technology is easy to use – download a file to the machine, and

you're ready to roll in just a few minutes. The visibility to the blade is exceptional; they are quiet and fuel-efficient."

Barnhart Excavating added the D51i dozers to a fleet that already consisted of a standard D65 dozer as well as PC160, PC200 and PC270 excavators.

"The first new machine I bought was the PC160 in 2008, and other than routine services and maintenance items, we have done nothing to it," Barnhart said. "That's been the case with each Komatsu machine we added. If we're not moving dirt or putting pipe in the ground, we're not making money. Komatsu's reliability gives us peace-of-mind. We know that they will start and perform every day without costing us a lot of downtime."

The company handles routine maintenance internally, calling on Kirby-Smith Machinery for help as needed. "Peyton, Kirby and Komatsu have all been terrific," affirmed Barnhart. "My relationship with Kirby-Smith goes back to the start of my business and beyond even, as my family has relied on Kirby for a very long time. I continue to count on them for sales and rentals, because I know I can trust Peyton and Kirby to deliver."

## Credit to family

Even though he's built the business himself, Barnhart still shares credit with the previous generations of his family for the company's success.

"I thank them for giving me the values and work ethic needed to build a business like this," Barnhart stated. "I would not be where I am today without them – especially my dad – and what they passed down to me, including a strong emphasis on customer satisfaction."

Barnhart intends to ensure that his business continues to provide that.

"If we can keep the same margins and hire the right people, I'm not afraid to grow," Barnhart said. "I could see us doing larger street projects and even bridgework if that were the case, but if getting bigger means sacrificing quality, then I'm not interested. Steady expansion has been key for us, and I want that to continue." ■

(L-R) Kirby-Smith Machinery Territory Manager Peyton Chatham meets with Bret Barnhart Excavating Owner Bret Barnhart and Site Work Superintendent Justin Delcours. "Peyton, Kirby and Komatsu have all been terrific," Barnhart said. "I continue to count on Kirby and Peyton for sales and rentals, because I know I can trust them to deliver."



Operator Carl Lewis digs a utility trench on a jobsite near Owasso, Okla., with a Komatsu PC200LC excavator.



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# PE BEN USA

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CONSTRUCTION



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Pipeline projects are generally measured in miles. Putting thousands of feet of pipe in one central location and constantly going back to it would be unproductive and inefficient, so contractors choose several sites along the route to stockpile supplies. To ensure the pipe and other materials get from the supplier to those stockpile locations, they often call Pe Ben USA.

“The common term for what we do is logistics,” said Dale Mykyte, CEO of Houston-based Pe Ben USA. “We assist contractors and engineering firms in moving pipe from Point A, such as a steel mill, to Point B, which are locations along the pipeline’s route so that it’s readily available when needed. In some cases, the customer already has sites selected and leased, and other times we help them find locations for their stockpiles.”

Mykyte explained that in most cases materials are moved from Point A via rail car. In those instances, the supplies come to a rail yard close to the project site where Pe Ben, the pipeline contractor or another firm offloads it. Then, Pe Ben often moves it to various points

along the pipeline’s route using trucks and trailers from its fleet of nearly 200 units.

“Usually the contractor wants a stockpile every so many miles along the right-of-way,” Mykyte pointed out. “Depending on how much pipe there is, it may take a few truckloads or a few hundred to get it to those points. Whatever is needed, we can handle it, and that’s why contractors rely on us for trucking as opposed to doing it themselves. Our fleet is modern, with approximately half of our trucks a year old or less, and a large percentage of those newer units are automatic, which increases our efficiency.”

### Stringing it out

Pe Ben’s service offerings don’t stop there. The company contracts to “string” the pipe, meaning it moves the pipe from stockpiles and lays it out along the route. Pe Ben also offers removal of excess pipe and remediation of stockpile sites at the end of a project.

“Hiring us to string pipe removes another task for the customer,” said Mykyte. “That allows the contractor to concentrate on what they do best, putting pipe in the ground. Installing pipe is not something that we handle. We are strictly a service provider and do not compete with our customers.”

Mykyte emphasized that stringing involves more than just placing pipe along the right-of-way.

“There is a lot of planning because it’s imperative that the correct pipe is put in the right place,” said Mykyte. “The wall thickness of pipe in one area can be much different than another. It’s up to us to know where each size of pipe belongs and deliver it, so that it’s ready

(L-R) The management team of Pe Ben USA includes Vice President of Equipment Operations Blake Culp, CEO Dale Mykyte and President Dustin Mykyte. The Houston-based company offers logistics and pipe stringing to pipeline contractors throughout the United States.





Pe Ben USA rents several Komatsu machines from Kirby-Smith Machinery, including PC490LC excavators to move pipe on the Dakota Access Pipeline. "The excavators have good hydraulic power to run the attachments," said Blake Culp, Vice President of Equipment Operations. "Each lift was roughly 23,000 pounds, including the pipe and attachment, so the Komatsus demonstrated they were strong machines."

for the pipeline contractor to bend, weld and put in the ground.

"Additionally, we have to take into account the proper quantity for a particular area," he added. "Certainly, the pipeline contractor can't have too little pipe and get held up waiting for more. We have to ensure that we're matching the proper footage with the survey stakes. A lot of good communication with the contractor and/or the engineering firms is crucial."

### Decade of service

The firm celebrated its 10th anniversary last year, but its roots date back to the 1950s when the original business, Pe Ben Canada, was founded. Mykyte joined that organization in 1988 and in 1995 came to the United States for a project in Nevada. A year later, he returned for a second job with the same customer and never left.

In 2006, another company acquired Pe Ben Canada, so Mykyte and the new owners reached an agreement allowing him to purchase the U.S. assets and start Pe Ben USA. At the time, Mykyte's company had 20 trucks and trailers as well as a handful of employees.

"We used to think that it was a busy year if we had four or five crews running," recalled Mykyte. "Last year, we had 15 to 17 stockpiling and stringing crews operating at any one time. Our staff numbers almost 500 now, including close to 20 in the office. When

we started, the office staff was myself and a couple of people."

In addition to Mykyte, Pe Ben USA's management team includes his sons, Dustin and Alex, who are President and Chief Estimator, respectively. Stepson Blake Culp is Vice President of Equipment Operations. Additional key personnel includes CFO Gary Shell, Operations Manager Jimmy Gregory and General Manager Bernie Bermac. Bermac is serving as President of the Pipeline Contractors Association this year.

Pe Ben USA works throughout the United States, including Alaska and Hawaii, as well as Canada. It has completed multiple, large-scale endeavors such as the Ruby Pipeline that runs through parts of Wyoming, Idaho, Utah, Nevada and Oregon. Pe Ben located rail yards and had nearly 630 miles of 42-inch steel pipe shipped and then stockpiled it for this project.

The company received supplies from Italy and unloaded at the Port of Albany for the Millennium Pipeline, which runs across upper New York. Other jobs include the TransCanada Keystone, Northern Border, Vector and Dakota Access Pipelines.

"Every project is different, and each presents unique challenges," said Mykyte. "We all have many years of experience, and I think that plays a major role in our ability to provide exceptional

*Continued . . .*

# Ready for the next generation

... continued

service. Our staff knows the most efficient ways to move pipe because they have managed nearly every situation imaginable."

## Good machines, excellent service

Pe Ben USA rented Komatsu PC490LC-11 excavators and a D85 dozer from Kirby-Smith Machinery last year for the Dakota Access Pipeline project. The PC490s were equipped with vacuum attachments to conveniently lift and move pipe. In addition to a six-way blade, the D85 dozer had a winch.

"The excavators have good hydraulic power to run the attachments," said Culp. "Each lift was roughly 23,000 pounds, including the pipe and attachment, so the Komatsus demonstrated they were strong machines. We need strength in our dozers too, because we use them to pull trucks through mud and across rough terrain, and the D85 handled that with ease. Typically, we only use the blade for cleaning up any ruts we make. The D85 took care of those, so it proved to be a versatile machine."

Pe Ben USA worked with Kirby-Smith Machinery Director of Pipeline Services Joe Trapani and Account Manager, Pipeline

Services Division Woody Ferrell to acquire the machines.

"We picked up the equipment from Kirby-Smith and transported them ourselves," said Culp. "Kirby-Smith tracked them and let us know when services were due. Because the machines were being used so far away, Kirby-Smith arranged for another Komatsu distributor to take care of the maintenance under the Komatsu CARE program. We appreciate the high level of service that Komatsu, Kirby-Smith, Joe and Woody provide. It's why we are renting more units from them for other jobs."

## Long-lasting relationships

Pe Ben USA purchased 40 additional trucks and trailers in order to have the capacity to keep up with a growing project list. Mykyte said the company actively seeks expansion in its area of expertise, but not into additional service offerings.

"We have our niche and want to stick to it," Mykyte emphasized. "That has served us well and helped us grow for more than a decade to beyond what I believed we would achieve when Pe Ben USA started. It's set up for another generation to take it even farther if that's what it chooses to do." ■

A Pe Ben USA operator unloads pipe from a truck with a Komatsu PC490LC excavator equipped with a vacuum attachment.



CONSTRUCTION



## Oklahoma governor signs law aimed at curbing protesters

Pipeline protesters in Oklahoma could face fines and jail time for trespassing or in any way impeding progress of critical infrastructure, such as pipelines, under a new law signed by Governor Mary Fallin in May. Additional critical infrastructure that falls under the law includes refineries, chemical plants, railways and industrial sites. The law went into effect immediately upon the governor's signing.

The penalty for trespassing at such sites starts at \$1,000. If convicted of trespassing

at critical infrastructure facilities to impede operations, offenders could be fined \$10,000 and sentenced up to a year in jail if the intent was to halt progress of a pipeline or interfere with operations. Penalties increase to 10 years and \$100,000 if damage, vandalizing, defacing or tampering with equipment occurs.

In addition to individuals, the measure also aims to stop groups that "conspire with protesters." They face penalties of ten times that imposed on trespassers if convicted. ■



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# UNDENIABLE ADVANTAGE

## Komatsu's *intelligent* Machine Control is revolutionizing the industry



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

There are no shortcuts to success in construction, but Komatsu's *intelligent* Machine Control dozers and excavators are the next best thing. By slashing project times, reducing wasted material and optimizing the efficiency of crews, these groundbreaking products are revolutionizing the industry.

Five years ago, Komatsu's *intelligent* Machine Control dozers made grade-control automation possible without the masts and cables that aftermarket GPS systems require. The fully integrated technology works with dozers to maximize efficiency by automatically reducing track slippage, monitoring blade loads and maintaining grade from the first cut to final pass. Today, Komatsu applies the grade-control system to its full family of dozers.

In 2015, Komatsu raised the bar again by incorporating the semi-automated technology into its excavators with its PC210LCi and subsequent PC360LCi and PC490LCi models. Featuring grade-control technology through a semi-automated bucket and boom, the *intelligent* Machine Control excavators redefine how projects are completed as they can dig and grade complicated slopes with ease.

### Greater efficiency

"With this equipment, anywhere you work on a jobsite, you can be on-grade thanks to the technology. Also, because it's built-in at the factory, it's designed to work with the machine in all facets of operation," said Ron Schwieters, Komatsu Product Manager *intelligent* Machine Control.

Kirby-Smith customers with Komatsu *intelligent* Machine Control equipment in their fleets are reaping the benefits.

"The iMC dozers and excavators have been really productive," noted Kirby-Smith VP of Sales Del Keffer. "Operators are more efficient. With the technology, the machine maintains grade for them. This allows operators to focus on other parts of the job and companies to use smaller crews."

Kirby-Smith understands that even the best operators need to know how to use the technology for it to be valuable. That's why it has Technology Solutions Experts (TSE) on staff, who are trained to ensure that owners understand how to achieve maximum results.

"We want to help customers boost their return on investment," explained TSE Nathan Woodward. "We go to the site, work with the operators and show them the best way to use the technology and get them comfortable with it." ■

Komatsu's *intelligent* Machine Control equipment, like this PC490LCi excavator, allow owners to complete projects faster, reduce wasted material and use smaller crews while constantly remaining on grade.



Ron Schwieters, Komatsu Product Manager, *intelligent* Machine Control



Del Keffer, Kirby-Smith VP of Sales

CONSTRUCTION

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"Komatsu support keeps us going."

**MATT SMITH**

PRESIDENT / SITEWORX / LEBANON, OH

## THE CUSTOMER IS ALWAYS RIGHT.

"Product performance, brand reputation and good pricing were a big part of why I switched to Komatsu.

I saw their commitment to the customer, and once we tried the product we were instantly blown away!

Komatsu's and my distributor's support are first class. And Komatsu was first to market with *intelligent* Machine Control. They're always adding innovations that keep me more efficient, and more profitable."



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# SECOND-GENERATION PC210LCi

## New *intelligent* Machine Control excavator offers improved efficiency, joystick functionality

When Komatsu first introduced *intelligent* Machine Control excavators, it started with a PC210LCi-10. Two years later, it brings the second generation to market with the PC210LCi-11 that leverages the proven track record of its pioneering predecessor while adding eagerly awaited machine-control-joystick functionality.

Like other Komatsu *intelligent* Machine Control excavators, the PC210LCi-11 has factory-integrated technology. It offers up to a 63-percent improvement in efficiency compared to a standard PC210LC-11 and traditional stake-plus-grade-checker method.

### Reduced costs through work function automation

The PC210LCi-11 saves time and money by minimizing the need and expense of grading dozers and grade checkers, as well as the costs associated with overexcavating, such as extra materials, fuel and time.

The machine has full, 3-D Global Navigation Satellite System capabilities that are tied into machine hydraulics. This allows actual automation of work equipment functions, not just the indication/manual-only operation typically found in aftermarket systems.

Advanced features of the PC210LCi-11 include a facing-angle compass and minimum-distance bucket control that deliver in a simple, intuitive manner. It is also equipped with Auto Grade Assist, Auto Stop Control and Minimum Distance Control, which contribute to the machine's ability to effectively reach target elevation without overexcavating.

"With increased productivity, jobs can be completed on-time, under budget and with less equipment," said Sebastian Witkowski, Komatsu Product Marketing Manager. "The PC210LCi-11 is productive and precise enough to be a fixture on jobsites ranging from basements and foundation pads to utility work. In addition to the efficiency that machine owners look for, the added convenience of the machine-control-joystick functionality should make operators happy, too." ■



Sebastian Witkowski,  
Komatsu Product  
Marketing Manager

CONSTRUCTION

### Quick specs on Komatsu's PC210LCi-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC210LCi-11	165 hp	50,706 - 51,599 lb	0.89 - 2.56 cu yd

Komatsu's new *intelligent* Machine Control PC210LCi-11 features machine-control-joystick functionality. Industry-leading technology offers up to a 63-percent improvement in excavating efficiency compared to a standard PC210LC-11 and traditional stake-plus-grade-checker method.



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019



# NEW PRODUCTION EXCAVATOR

## PC650LC-11 built for mass excavation and deep trenching

Whether loading trucks or working in deep sewer and water-trenching applications, Komatsu's new PC650LC-11 delivers. This newcomer to the company's excavator lineup maintains the productivity and transportability of the previous Dash-8 model while at the same time improving fuel efficiency, cab design and serviceability.

With nearly 2 percent more horsepower compared to its predecessor, the PC650LC-11 still lowers fuel consumption. The 436-hp engine is Tier 4 Final emissions-certified and has an integrated selective catalytic reduction system that uses diesel exhaust fluid (DEF) to meet EPA NO<sub>x</sub> regulations.

The powerful engine, combined with a highly efficient hydraulic system, gives the excavator excellent digging force at depths of up to 33 feet 6 inches. Operators can choose from three working modes to match material and work load. A one-touch Power Max function increases horsepower on demand by 8 percent for eight seconds when needed.

"The PC650LC-11 matches perfectly with 30- to 40-ton trucks for high-production loading, and it is well-suited for mass excavation and deep sewer and water-trenching applications," said Justin Lantin, Komatsu Product Marketing Manager. "It is also designed to accommodate flexible job operations that require frequent transportation with reduced time needed for disassembly."

### 'Greater value'

Komatsu specifically designed the cab for excavators, giving it both strength and comfort. It features a reinforced box structure framework and is mounted on viscous isolation dampers for low vibration levels. Its monitor shows DEF level, ecology guidance, operational records,

fuel consumption and utilization information. A new display combines machine information and a wide, landscape view from the standard rearview camera, allowing operators to easily see the working area behind the machine.

"With our Level 5 KOMTRAX telematics system, operators and owners have access to increased data to better manage their operational costs," said Lantin. "Like other Tier 4 machines, this excavator comes with our Operator Identification System and Auto Idle Shutdown. Whether rented, leased or purchased, the PC650LC-11 is covered by Komatsu CARE, which provides complimentary scheduled maintenance and a 50-point inspection at each service for the first three years or 2,000 hours. It all adds up to greater value." ■



Justin Lantin, Komatsu Product Marketing Manager

CONSTRUCTION

### Quick Specs on Komatsu's PC650LC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC650LC-11	436 hp	140,4567-145,284 lb	2.05-4.98 cu yd

The 436-horsepower PC650LC-11 improves fuel efficiency, cab design and serviceability compared to its predecessor. It matches perfectly with 30- to 40-ton trucks for high-production loading, and it is well-suited for mass excavation and deep sewer and water-trenching applications.



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020



# NEW RIGID-FRAME TRUCKS

## Increased horsepower, traction control system improve productivity and per-ton costs to move materials

Haulage is all about moving materials from point A to point B at the lowest per-ton cost possible. Komatsu's new Dash-8 HD465 and HD605 rigid-frame trucks improve on the already-stellar record of its predecessors with a higher horsepower engine (724 hp) and a Komatsu Traction Control System (KTCS) that increase productivity.

In addition to higher horsepower, the Tier 4 Final engine reduces fuel consumption by up to 12 percent in the HD465-8 and up to 7 percent in the HD605-8 compared to the Dash-7 models they replace, further lowering costs. Hydraulically actuated Exhaust Gas Recirculation working with the Variable Geometry Turbocharger ensures precise operation and quick response.

### System delivers optimum traction

Now standard, the KTCS automatically applies independent brake assemblies to achieve optimum traction in varying ground conditions. Because the system operates without the need for differential lock-up, steering performance is not compromised. The Komatsu Advanced Transmission with Optimum Modulation Control System (K-ATOMiCS) adjusts shifting performance, according to demand, for a more comfortable ride and reduced material spillage.

### Cab upgrades

Komatsu improved cab access with sloped stairs and handrails in front, replacing the previous ladder configuration. Additional new features include a 7-inch LCD color screen, a dedicated rearview monitor,

fast-fill fuel system, an engine compartment light and a premium heated and ventilated operator's seat with air suspension.

"With an increase in horsepower and improved fuel economy, the HD465-8 and HD605-8 are designed to maximize production efficiency," said Rob McMahon, Komatsu Product Marketing Manager. "Enhancements to the cab layout and maintenance access, combined with new technology features, give these trucks something everyone will like." ■



Rob McMahon, Komatsu Product Marketing Manager

CONSTRUCTION

### Quick Specs on Komatsu's HD465-8 and HD605-8 Models

Model	Net Horsepower	Gross Vehicle Weight	Payload Capacity
HD465-8	724 hp	228,179 lb	61 ton
HD605-8	724 hp	252,870 lb	69.4 ton

Komatsu's new HD465-8 and HD605-8 feature higher horsepower engines than their predecessors, as well as the Komatsu Traction Control System. The combination helps improve productivity.



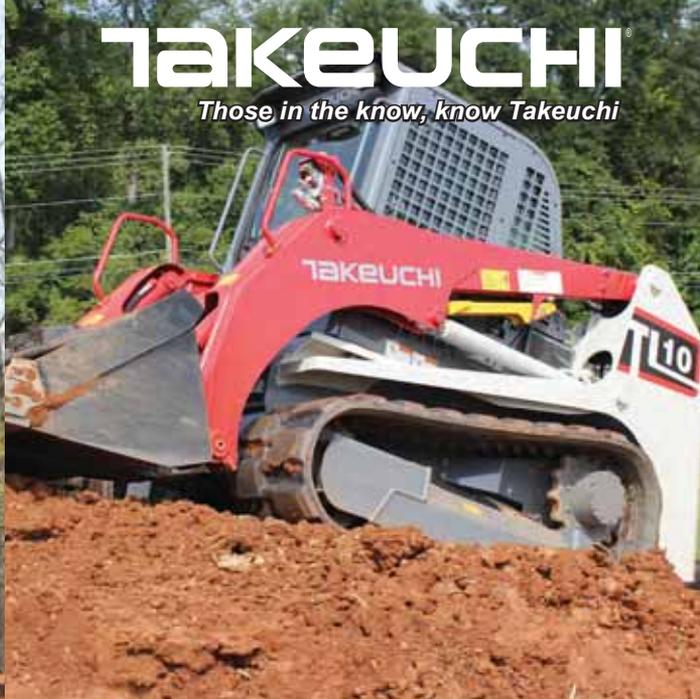
HD465-8



HD605-8



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# NEW PRODUCT LINE

## Kirby-Smith adds Takeuchi compact machinery at Texas and Oklahoma locations

Takeuchi is credited with several innovations, including production of the world's first compact excavator and introduction of the first compact, rubber-track loader in North America. Kirby-Smith Machinery now carries the full lineup of Takeuchi products, including excavators, skid steers, track loaders and wheel loaders at its West Texas and Oklahoma locations.

Kirby-Smith personnel have been fully trained in the application, sales, rental and service of Takeuchi products. Applications include construction, agriculture, landscaping, paving, mining, pipelining, aggregate and industrial among others.

"Takeuchi is a great product line and our customers will appreciate how they stand

behind it fully," said Ed Kirby, President of Kirby-Smith. "This compact equipment opens up a new market that we were missing with landscapers and small utility contractors. We already have a lot of interest from customers and are looking forward to working with Takeuchi."

The feeling is mutual.

"Kirby-Smith has tremendous customer loyalty due to its strong service reputation," said Kim Robinson, Director of Sales at Takeuchi-US. "This, along with taking an active role in our industries, has led them to expand throughout the south. We are looking forward to our partnership and know they will do a great job with the Takeuchi offering." ■



Kirby-Smith Machinery now carries the full lineup of Takeuchi products, including excavators, skid steers, track loaders and wheel loaders at its West Texas and Oklahoma locations. Applications include construction, agriculture, landscaping, paving, mining, pipelining, aggregate and industrial among others.

# NORTHEASTERN PAVERS

## Contractor achieves goal, expands business as sons come on board



Discover more at  
KirbySmithConnection.com

When Shane Barrington was a high school sophomore in 1979, he told his dad, Ron, he wanted to do two things when he graduated. At the time, his family, originally from Texas, was ranching in Oklahoma after Ron sold the asphalt paving company he owned.

“One was to move back to Texas and the second was to run my own asphalt business,” recalled Shane, who founded Northeastern Pavers with Ron and is President of the company. “I grew up watching and helping my dad, so I guess asphalt was in my blood. I couldn’t see myself doing anything else.”

Shane is passing the legacy on to his sons – Cody and Marc, Vice Presidents; and Casey, Asphalt Plant Manager. They are now part owners of the Granbury, Texas-based firm. Another son, Caleb, is a full-time employee in the asphalt plant’s lab where he designs and tests

mixes. He will also gain ownership in the near future. Ron also retired from Northeastern Pavers in 1995.

Shane and his father actually started the business while Shane was still in high school. They performed small tasks such as seal coating, as well as paving driveways and parking lots, with just a few pieces of equipment. After graduation in 1981, Shane landed a project in Texas where he seal coated residential streets for the city of North Richland Hills.

“We could not have had a worse start,” Shane recounted. “We had everything ready, then it rained for nearly two weeks straight. We sat in a hotel thinking it had to break some time. This was a difficult introduction to Texas.”

### Increase in TxDOT work

Adding to the early misery was a slow economy at the time, so prospects were limited. Shane took anything he could get, working for private individuals, developers and municipalities alike.

“Perseverance paid off eventually,” said Shane. “In the late 1980s we landed TxDOT (Texas Department of Transportation) contracts. At the same time and during the early 1990s, we were doing all the seal coating for a large developer, which was close to 95 percent of our business. I realized that I had too many eggs in one basket, so I started looking for more opportunities with the TxDOT, mainly as a sub, as well as other markets and services.”

In the late 1990s, Northeastern Pavers was awarded more than \$16 million worth of seal-coating contracts for TxDOT as a general contractor. The company successfully completed assignments for the Lubbock and San Angelo districts.

President Shane Barrington’s father, Ron, (inset) helped found Northeastern Pavers and retired in 1995. Shane (center) and his sons (L-R), Casey, Caleb, Cody and Marc, operate the firm, as well as sister companies Northeastern Asphalt and Northeastern Transportation. They focus mainly on large highway projects for the Texas Department of Transportation.





▶ VIDEO

Operators David Davis (first inset, L-R) and Bubba Pratt run the upper controls of Northeastern Pavers' Wirtgen W 250i mill, while Operator Chuck Barrington (second inset) runs the lower. "It's very easy to control the grade of the machine," said Barrington. "When you want it to cut something, it cuts it right on the money with no variance."

"I decided that general contracting for the TxDOT was the right avenue for us, and, for the most part, that has been our niche ever since," said Barrington. "I made a few mistakes along the way, but I learned from them, expanded the business and we became a more solid, stable company."

Today, Northeastern Pavers continues to provide seal coating. In addition, it mills and lays asphalt for large, heavy highway contracts. Asphalt comes from its plant in Granbury, known as Northeastern Asphalt. The Barrington's trucking company, Northeastern Transportation, delivers hot mix to projects and also hauls asphalt millings.

Northeastern Pavers does seal coating across the state and has contracts with several transportation districts. It paves in roughly a 75-mile radius of Granbury.

"From a paving standpoint, we seek opportunities that involve milling old pavement and putting down new," said Casey. "Total rehab projects with subgrade prep is not in our interest, because they are just too slow for us. We want to get in and get out quickly."

### Earning bonuses

Expertise comes from a staff of approximately 112 people, including Shane's brother Chuck, who works in the field on one of three crews. In addition to the Barringtons, key management personnel include Chief Financial Officer Jamie Barnes, Project Director Suellen Wooldridge, Accounts Payable/Payroll Director Missy Mussetter and Operations Director Lisa Lawson.

Field crews have carried out numerous large highway projects such as the \$12 million



▶ VIDEO

Northeast Pavers uses Hamm GRW 280i pneumatic rollers in its seal-coating operations. "We believe they are the fastest in the industry as far as ground speed, bar none," said Vice President Cody Barrington. "They have excellent visibility. You can see all four corners of the machine from any operator chair position."

seal-coating job for the Amarillo District that involved putting down 2.8 million gallons of seal coat and 60,000 tons of rock during a two-month period. Northeastern Pavers recently accomplished its biggest paving job with 90,000 tons of asphalt for what's known as the Somervell 67 Project.

"Between general contracting and a bit of subcontracting, we usually have about five projects going at any one time," said Caleb. "In a typical year, we put down approximately 200,000 tons of asphalt and complete about \$20 million in seal coating. We can do that because we have an excellent group of employees. They are experienced, hard-working and conscientious about doing the job right. Nearly every public paving project we do has a bonus tied to it based on the quality of material and the density of it on the road. We consistently achieve those bonuses."

Continued . . .

# Asphalt is in their blood

...continued

## Wirtgen products improve production, speed

Northeastern Pavers bought its first mill, a Wirtgen W 2200, about 10 years ago. It continues to use that along with a W 220i and W 250i the company purchased within the past two years from Kirby-Smith Machinery with the help of Territory Manager Ron Weaver.

"Longevity is an attribute we take into consideration when buying equipment, and the Wirtgen W 2200 definitely proved itself," said Marc. "We recently replaced the gearbox, and other than that, there hasn't been much done to the mill. When we looked at the newer machines, we considered trading it in, but

decided it was best to keep it and use it in tandem with the W 220i, which we bought first. Each mills a half-lane width.

"With a lot of TxDOT activity coming up, we thought it was a good time to invest in a larger machine, so we added the W 250i, which mills up to 12 feet or a full lane," he added. "Our production with it is unlike anything we've seen to this point. We're milling at 22 feet per minute. The other mills are not far behind at 18 to 20 feet."

Northeastern Pavers relies on Hamm GRW 280i pneumatic rollers in its seal-coating operations for several reasons, according to Cody. "We believe they are the fastest in the industry as far as ground speed, bar none. They have excellent visibility. You can see all four corners of the machine from any operator chair position. The Hamm rollers have a tighter turning radius than the competition, allowing us to turn around in the middle of a highway. Additionally, they are low profile, so we can haul them on tri-axle trailers. We own two and rent five more during seal-coating season."

The Barringtons call on Kirby-Smith Machinery Rental Sales Rep Jacky Miller to rent the Hamm rollers. "Our relationship with Kirby-Smith began several years ago when we rented some Wirtgen stabilizers, and it has expanded since then because they take excellent care of us on sales and rentals, as well as with parts and service," said Shane. "Ron, Jacky and the entire Kirby-Smith team are great to work with."

## The sky's the limit

Shane sees a bright future for Northeastern Pavers. He says he will retire within a few years, and his sons will fully take the reins.

"They have a great potential," Shane said. "Each has their own area they oversee, and no one is competing to be the top dog. They are hard-working, but maybe more importantly, they are honest and genuinely care about delivering quality results. I foresee a future where Northeastern Pavers has a second asphalt plant, additional crews and a larger trucking fleet. I may be fishing somewhere when it happens, but I believe if the boys and staff want something to happen, they have the vision and drive to do it. Asphalt is in their blood, too." ■



(L-R) The management team at Northeastern Pavers includes Operations Director Lisa Lawson, Project Director Suellen Wooldridge, Accounts Payable/Payroll Director Missy Mussetter and Chief Financial Officer Jamie Barnes.

(L-R) Northeastern Pavers President Shane Barrington meets with Kirby-Smith Machinery Territory Manager Ron Weaver and Rental Sales Rep Jacky Miller. "Our relationship with Kirby-Smith began several years ago when we rented some Wirtgen stabilizers, and it has expanded since because they take excellent care of us on sales and rentals, as well as parts and service," said Shane. "Ron, Jacky and the entire Kirby-Smith team are great to work with."



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# SETTING A NEW TREND

## Hamm's DV+ 70i ensures perfectly compacted asphalt on a variety of jobsites

Hamm is setting a new trend for compaction with the introduction of its DV+ Series tandem rollers, recently unveiling the first model in the series, the 7.7-ton DV+ 70i. Other models will follow next year.

The highly productive, pivot-steered rollers represent the pinnacle in asphalt compaction, and meet all requirements for optimum compaction quality. The standard, split drums feature vibration and ensure perfectly compacted asphalt layers, even in tight curves. There is also a very generous turning angle,

and the large offset of the pivot steering allows operators to steer the DV+ 70i with great precision in four different modes.

Three versions of the DV+ 70i are available: a double vibration roller (VV); an oscillation roller (VO) with a vibration drum at front and oscillation drum at rear; and a combi roller (VT) with vibratory drum front and pneumatic tires at the rear.

Hamm offers the DV+ 70i with a ROPS roof or with a fully glazed ROPS panoramic cab, both of which give the operator an excellent way to see the drum edges at all times. This is possible through an innovative design of the platform or cab, including a glass viewing pane in the floor that allows an unobstructed view of the drums from above.

The DV+ 70i compacts surfaces to a high standard because all roller components are perfectly matched to one another, and the machine's weight is evenly distributed due to the center positioning of the 75-horsepower engine and two-part water tank. The machine also features sophisticated automatic reverse transmission, gentle braking and reversing, simultaneous seat reversal and subsequent acceleration. The result is perfectly smooth asphalt paving with no bumps or hollows.

### Easy Drive operation

The DV+ 70i is intuitive and quickly learned with Hamm's innovative Easy Drive operating concept. At its heart is an ergonomically optimized operator platform with inventive details such as a seat that allows drivers to adopt a relaxed position and face in the direction of travel in all situations. The seat can be turned mechanically by 90 degrees in either direction and shifted to the left or right. ■

Hamm is providing new options for compaction with the introduction of its DV+ Series tandem rollers, recently unveiling the first model in the series, the 7.7-ton DV+ 70i. Three versions of the DV+ 70i are available.

PAVING



# SADDLE UP

## City of Dallas Mobility & Street Services Department holds road-eo with Kirby-Smith Machinery equipment

New games and a change of scenery greeted City of Dallas employees who attended the fourth annual equipment road-eo, which was held in the parking lot next to the Fair Park Coliseum for the first time. The event gave participants a chance to take part in some friendly competition as they operated equipment and earned prizes, both supplied by Kirby-Smith Machinery.

“When you have 700 workers, it’s difficult for them to come together in fellowship and get to know one another better,” said Jerry Ortega, Assistant Director for the City of Dallas Mobility & Street Services Department. “The road-eo is an opportunity for training, networking, visiting and more, all in a very fun atmosphere.”

### Spirited competition

Kirby-Smith provided Komatsu PC88MR tight-tail-swing excavators for the familiar excavator basketball that involved moving the balls from traffic cones to a garbage can. Along the same lines, participants operated Takeuchi TL8 track loaders with forks to pluck basketballs from cones and put them through hoops.

Kirby-Smith also brought along Takeuchi TB108 excavators for the bowling game as well as a Hamm HD 14i smooth-drum roller for a timed course where operators took on the challenge of driving from start to finish without hitting cones.

*Continued . . .*



PAVING

▶ VIDEO



The City of Dallas Mobility & Street Services Department held an equipment road-eo with several games, including excavator basketball.



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

# A fun event to build camaraderie

... continued



Participants try to move plastic Easter eggs from piles of sand to "nests" using Gradall excavators equipped with spoons attached to the buckets.



One attendee operates a Takeuchi TL8 track loader with forks to pluck basketballs from cones and put them through a hoop.



Familiar events included excavator bowling with a Takeuchi TB108.

Kirby-Smith Machinery Texas Governmental Sales Manager Sol Gieser (far left) and Assistant Director for the City of Dallas Mobility & Street Services Department Jerry Ortega (far right) present prizes to individual event winners as well as to Grand Champion Shawn Gray (next to Ortega).



Gradall XL 4100 and D 152 excavators equipped with spoons attached to their buckets were employed for moving plastic Easter eggs from a pile of sand to "nests" in a new game. Other first-time events included a dump-truck driving competition that saw participants navigate through a circular course and back a trailer into position. Attendees could also hoist themselves up in the cherry picker of a bucket truck to grab a ring about 20 feet in the air and attach it to a pole.

"In addition to the equipment, there were administrative events, so office and field personnel had a chance to see what the other side of the City of Dallas' operations does," said Sol Gieser, Kirby-Smith Machinery Texas Governmental Sales Manager. "It's a great day that builds morale, respect and camaraderie. Kirby-Smith is pleased to supply the equipment and sponsor the road-eo."

Kirby-Smith Machinery staff members were on-hand, as were representatives from Komatsu and Gradall, to help train participants to use the equipment. This year's Grand Champion Shawn Gray received a plaque and a Yeti cooler.

"I tried every event," said Gray. "The road-eo was held on my day off, but I came in to participate anyway. I would do it every year. It was a fun day and a nice break from the work routine."

Ortega echoed those sentiments, "I believe everyone had a great time with the friendly competition, plus music, lunch and more on a nice day off. We thank the Kirby-Smith team and the manufacturers' reps who helped us. It was much appreciated." ■

Larry Edens navigates a Hamm HD 14i roller through a timed course.



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# CONTINUING EDUCATION

## Kirby-Smith, TXAPA and North Central Texas Council of Governments host paving, compaction workshop



Larry Welch,  
TXAPA Industry  
Relations Consultant

Kirby-Smith Machinery, Inc. partnered with the Texas Asphalt Pavement Association (TXAPA) and the North Central Texas Council of Governments to host an Asphalt Paving and Compaction Workshop in April for various government entities in the Dallas/Fort Worth area. Kirby-Smith helped organize the seminar for TXAPA, hosting the event at the North Central Texas Council of Governments' Arlington office. Approximately 100 attendees from 34 government entities participated in the comprehensive workshop, which covered best practices for asphalt paving, compaction, milling, and cold recycling as well as operational safety and a review of appropriate mix types for asphalt projects in Texas.

Represented at the workshop were the cities of Dallas, Fort Worth, Celina, Carrollton, Grand Prairie, Kennedale, Euless, Benbrook, Mansfield, Lewisville, Rockwall, Irving, Weatherford, Denton, Rowlett, Arlington, North Richland Hills, Duncanville, Richardson, Coppell, Frisco, Lancaster, and Grapevine as well as Tarrant and Collin counties, the town of Addison, the North Texas Tollway Authority and the Texas Department of Transportation.

Sol Gieser, Texas Governmental Sales Manager for Kirby-Smith, appreciated the group effort that went into creating a successful event. "I want to thank TXAPA for providing such quality training to the various entities represented at the workshop, as well as the North Central Texas Council of Governments for their help in hosting and co-marketing the event with us," noted Gieser.

Larry Welch, Industry Relations Consultant for TXAPA's Hot Mix Asphalt Center, provided the instruction for all topics covered throughout the seminar. A proponent of continuing education for organizations that operate in the asphalt paving industry, Welch was pleased with the overall participation level of the workshop, and the opportunity to work with such a diverse group of governmental employees.

"TXAPA has been expanding its training opportunities for several years now, working to get everyone on the same page regarding asphalt paving. The opportunity to reach out to so many cities, counties, and other groups at once was amazing. This has been one of our biggest training events so far," shared Welch.

TXAPA Executive Vice President Harold Mullen recognized Kirby-Smith for its efforts in organizing the event. "TXAPA is grateful for industry partners, like Kirby-Smith, who understand the value of training and education for their customers. I look forward to working with Kirby-Smith on future training events," said Mullen.

Kirby-Smith plans to expand its training opportunities for asphalt paving, both for government entities and private contractors. The heavy-equipment distributor is a dealer for the Wirtgen Group line of paving equipment throughout Oklahoma and North/West Texas and VT LeeBoy in Oklahoma and Kansas. ■

Attendees from more than 34 entities take part in an Asphalt Paving and Compaction Workshop organized in part by Kirby-Smith Machinery.





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# SMALL AND MIGHTY

## Grove's new GHC30 provides exceptional lift capacity with a small footprint

If you already have a strong lineup of hydraulic crawler cranes what do you do? You add to it like Grove did with its new 30-ton GHC30. The crane's compact size provides exceptional maneuverability for utility, energy, construction, barge-mounted and other applications.

"The GHC30 introduction is a direct result of positive customer feedback from the successful launch of the GHC line in 2015," said Rickey Bailey, Kirby-Smith Machinery Vice President, Crane Division. "Customers requested a 30-ton unit. Manitowoc listened and delivered."

The GHC30 offers the ability to pick and carry at 100 percent of its load chart on inclinations up to 4 percent, and it can swing loads a full 360 degrees. It has a footprint of 34.7 feet by 9.8 feet by 10 feet, and a tail swing of only 10.8 feet. As the smallest of the GHC cranes, it can work on jobsites with tighter working quarters that require precise movement, while providing the same powerful lifting performance, which customers have come to expect from GHC cranes.

With a full-power, three-section 83-foot telescoping boom, operators can easily handle a variety of lifts at radii without setting up on outriggers like traditional, hydraulic boom cranes. This saves time on the job and provides a better return on investment.

The crawler's tracks easily navigate tough jobsite conditions, such as swampy or mountainous terrain. The undercarriage is driven by two-stage hydraulic traction motors that provide best-in-class gradeability and mobility. The track side frames can

be hydraulically extended and retracted, providing three track spans with lifting capabilities at each span.

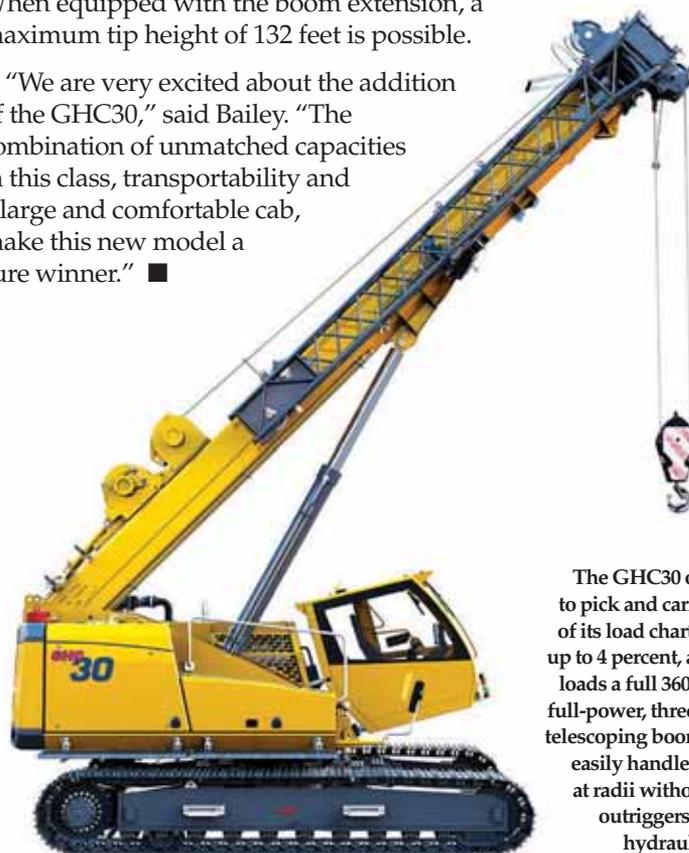
### Easy transport, setup

The GHC30 saves time and money for lifters even before jobs begin. It transports easily in one load, and once it reaches the jobsite, it can roll off the truck and immediately begin work with minimal setup. A variety of attachments are available, including an offsettable, swingaway boom extension with lengths that range from 21.3 feet to 42.7 feet. When equipped with the boom extension, a maximum tip height of 132 feet is possible.

"We are very excited about the addition of the GHC30," said Bailey. "The combination of unmatched capacities in this class, transportability and a large and comfortable cab, make this new model a sure winner." ■



Rickey Bailey,  
Kirby-Smith  
Vice President,  
Crane Division



The GHC30 offers the ability to pick and carry at 100 percent of its load chart on inclinations up to 4 percent, and it can swing loads a full 360 degrees. With a full-power, three-section 83-foot telescoping boom, operators can easily handle a variety of lifts at radii without setting up on outriggers like traditional, hydraulic boom cranes.

# DUAL DUTY

## National Crane NTC55 combines traditional truck model with reach, capacity of boom truck

Manitowoc continues to prove that it listens to customers by delivering products such as its National Crane NTC55 truck crane. This new model offers exceptional versatility for a wide variety of jobs in commercial construction, steel erection or HVAC installation, among others.

Customers heavily influenced the design of the NTC55, specifically those who perform taxi applications. They asked for a maneuverable, transportable 40-ton-capacity truck crane that could also take on the jobs of higher-capacity boom trucks, which require a larger area for outrigger setup. Also included at their request is a more modern commercial chassis.

Key to the NTC55's versatility is its ability to set up with a reduced 20-foot outrigger span, such as with traditional 40-ton truck cranes. It exceeds all class lifting requirements with this configuration, thanks to a main boom that's 18 feet to 34 feet longer than competing truck cranes. If space allows, it can fully extend its outriggers to a 24-foot span, enabling greatly improved reach and capacity and opening up additional job opportunities, compared to a traditional 40-ton truck crane.

### Counterweight flexibility

The NTC55 offers a standard hydraulically self-removable counterweight system that consists of one 3,000-pound counterweight slab and two smaller 1,250-pound counterweights, giving it greater flexibility for roading. If axle-weight limits in a given area are particularly stringent, or a user can't road the crane at full weight, the counterweight can be removed or stowed on the vehicle itself for transport.

The NTC55 is the first National Crane to have a 20-degree hydraulically tilting cab, allowing for greater comfort, convenience and load visibility. Combined with the crane's 80-degree maximum boom angle, it is a solid lifting solution where maintaining visibility of the load is crucial.

"The introduction of the NTC55 gives crane-rental companies like Kirby-Smith a new option for a taxi-fleet crane, and the multi-slab counterweight makes it roadable in virtually any jurisdiction," said Rickey Bailey, Kirby-Smith Machinery Vice President, Crane Division. "Removable counterweights, a tilt cab and the boom/jib combination make this crane a real winner." ■



Discover more

Customers heavily influenced the design of the National Crane NTC55. They wanted a maneuverable, transportable 40-ton-capacity truck crane that could also take on the jobs of higher-capacity boom trucks that require a larger area for outrigger setup. Also included at their request is a more modern commercial chassis.



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# WE LISTEN AND LEARN

## Rich Smith says direct customer engagement leads to productive changes in Komatsu machinery

**QUESTION:** What does the construction market look like?

**ANSWER:** The market was down slightly last year, but despite that, Komatsu still delivered a lot of machines into the field. This year is off to a good start, and our customers are telling us there may be a bit more strength in the back half of the year.

**QUESTION:** How does Komatsu meet the demands of a seemingly ever-changing marketplace?

**ANSWER:** No matter the market situation, we continue to engage customers directly. We make a concerted effort to get out of the office and into the field. During the past few years, we have made more than 15,000 visits to customers, and that's helped us to better understand the markets and our customers' needs.

Further, demonstrations at our Cartersville Customer Center allow us to bring current and potential users of Komatsu equipment to our training and demonstration facility where they can operate our latest machinery and give us feedback.

Customers often share ideas on how they can use the machines in ways that we had not considered. One of the benefits is that we are taking this information and driving it back into our development processes. We use it to manufacture machines that are more specific to the North American construction marketplace and customer needs.

**QUESTION:** Can you provide some examples?

**ANSWER:** Our Tier 4 Final Dash-11 excavators are performing at a much higher level than the Interim Dash-10s. When the Interim machines



**Rich Smith, Vice President,  
Product and Services Division**

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

Rich Smith has been with Komatsu America for 27 years, beginning his career in manufacturing. He has served a variety of functions at Komatsu, including manufacturing, product support, contract administration, technical support and product marketing. His wide range of experience is particularly valuable in developing new products and expanding business into new markets.

"When I started with Komatsu it was at the forefront of machine technology with autonomous trucks," recalled Smith. "It remains there today with innovative products such as our *intelligent* Machine Control excavators and dozers. I remember when I first saw aftermarket, grade-control systems on dozers and thinking that those masts and cables are going to get ripped off, figuratively and literally. Komatsu solved that by integrating grade control into the machines."

Smith serves on the National Mining Association Board of Directors; is the current President of the National Mining Association Manufacturers and Services Board of Governors; and is also on the Board of Directors of the Energy Equipment and Infrastructure Alliance. He graduated summa cum laude from the University of Illinois at Springfield with a degree in Business Administration and Management.

"I started on the shipping dock at our plant in Peoria, Ill., and worked my way up," said Smith. "I value three things highly: honesty, integrity and work ethic. So does Komatsu, and that's part of why I've stayed here so long. It's like a family-owned business inside of a large organization. I can't imagine ever working for another manufacturer."

*Continued . . .*

# Helping customers be productive and profitable

... continued

were introduced, there was a strong push for fuel efficiency. North American customers appreciate that, but it's not as important to them as in countries where fuel prices are much higher. Instead, those in North America want to maximize productivity. So, we talked to them directly to find the right ratio of

Rich Smith recalls seeing the first aftermarket, grade-control systems on dozers. "I remember ... thinking that those masts and cables are going to get ripped off, figuratively and literally. Komatsu solved that by integrating grade control into the machines."



Some product improvements, such as Advanced Joystick Steering in the WA500-8 wheel loaders, are a result of customer input, noted Rich Smith, Vice President, Product and Services Division. "Customers often share ideas on how they can use the machines in ways we had not considered," said Smith. "One of the benefits is that we are taking this information and driving it back into our development processes."

Komatsu Vice President, Product and Services Division Rich Smith says visiting with customers provides valuable feedback. "No matter the market situation, we continue to engage customers directly," said Smith. "During the past few years we have made more than 15,000 visits to customers, and that's helped us to better understand the markets and our customers' needs."



economy and production. For example, the PC360LC-11 is now approximately 12 percent more productive than its predecessor while still being quite fuel-efficient.

Another example is the introduction of an Advanced Joystick Steering System (AJSS) in our WA500 wheel loaders, something not previously available in that size of machine. Customers told us they sometimes use it in load-and-carry applications, and AJSS allows them to maximize productivity and minimize cycle times. With standard joystick steering, the top speed is limited for controllability issues and comfort. With AJSS you don't have to do that, so operators can run at top speed in the load-and-carry application.

**QUESTION:** Attendees could see some of these machines at CONEXPO, along with *intelligent* Machine Control excavators and dozers. What's on the horizon for those products?

**ANSWER:** We recently introduced the Tier 4 Final PC210LCi-11 excavator (*see related article*), and we are developing other products. But, we're looking well beyond the iron. CONEXPO was our formal launch of Komatsu's future vision of SMARTCONSTRUCTION, which provides jobsite solutions with items such as 3-D aerial mapping, personnel training for machine usage and optimization, progress and cost tracking, project management and potentially much more. The possibilities are virtually limitless. Again, customers want to be productive and profitable, and we're implementing ways to further help them from both machinery and support standpoints. Komatsu aims to be their total solutions provider. ■



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# CELEBRATING 20 YEARS

## OSUIT Komatsu training program develops technicians through classroom, hands-on experience

Komatsu recently earned an award from The AED (Associated Equipment Distributors) Foundation for its efforts in promoting education, something the company has been committed to for decades. The Komatsu Advanced Career Training (ACT) program at Oklahoma State University Institute of Technology (OSUIT) – celebrating its 20th anniversary – is a shining example of this dedication.

“The program gives students the skill set they need to become successful technicians and work on heavy equipment, specifically Komatsu machinery,” said Mike Hayes, Komatsu Director of Distributor Development. “Komatsu supports the program by providing machinery, componentry, and technical information, the latter of which includes the latest diagnostic tools.”

Students in the program are recruited by Komatsu distributors who sponsor their education. Distributors often give financial assistance toward education costs, including tool incentives, as well as other support. After successfully completing the program, all students are guaranteed a job with the sponsoring distributor, and their education continues through company and manufacturer training.

“We believe the Komatsu ACT program at OSUIT is the oldest partnership of its kind,” explained Hayes. “It definitely has the longest history on the OSUIT campus. Students learn the fundamentals, and once they are on the job, they further their training and skills. Eventually, they could move into management at the dealership using their formal education and trade skills.”

### On campus, in the shop

Komatsu ACT students divide their time between OSUIT and the sponsoring distributor. During each 16-week semester, students spend eight weeks on campus, where they receive classroom and hands-on basic training in hydraulics, electrical systems, engines and more. The balance of the semester is spent in a service department at one of the branch locations of their distributors to utilize the skills they learned in the classroom.

“I was a technician, and I wish there was a program like this when I started,” said OSUIT Instructor Hector Garrido-Guevara. “It’s a great way for students to learn about systems and machinery and then apply their classroom knowledge in real-world settings. That is invaluable.”

Students graduate with an Associate of Applied Science in Diesel & Heavy Equipment, Komatsu ACT Technology



Mike Hayes,  
Komatsu Director  
of Distributor  
Development



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*Continued . . .*

Dylan Brown and other students in the Oklahoma State University Institute of Technology program get hands-on training on campus and work in their sponsoring distributor’s service department. “The program gives students the skill set they need to become successful technicians,” said Mike Hayes, Komatsu Director of Distributor Development.



▶ VIDEO

# Distributors sponsor students, see return-on-investment

...continued



Terry Lindsey,  
Dean



Hector  
Garrido-Guevara,  
Instructor

degree. The program totals 87 credit hours. In addition to classes specific to Komatsu, students take courses in math, writing and history.

Terry Lindsey, who is Dean of the program, has been at OSUIT nearly 25 years and was an instructor in the Komatsu ACT program at its outset. "Twenty years ago we had a hodgepodge of componentry and no equipment. Today, we have an excellent selection of parts and components, such as hydroshift transmissions, that students can work with as well as several pieces of machinery. Komatsu and its distributors continue to show a strong commitment to the program, and that's made it a huge success."

## Proof in the numbers

Student Dylan Brown recently graduated from OSUIT Komatsu ACT. He said the hands-on opportunities in the classroom and during the half of each semester spent in one of his sponsoring distributor's shops were his favorite parts of the program.

"I went from no knowledge of construction machinery systems to being able to work on my own or with a mentor if I need to," shared Brown. "There is no substitute for actually working on a component or a machine. For example, advanced labs included seeing the inner designs of travel motors and final drives. That has real-world application because I have seen it in the dealer's shop."

In addition to earning an associate degree, students who have finished the program since 2011 also receive their first-level technician career-path certificate recognizing them as Certified Komatsu Technicians. Beyond the core credit hours at OSUIT, students complete the Komatsu Virtual Campus (KVTC) online training courses, one new-model course and two years of employment, which are required for this level of certification.

"Graduates of this program often earn six-figure salaries within a few years," reported Hayes. "That's an obvious benefit for them. The distributors see a terrific return-on-investment because they are getting a proficient technician. Ultimately, that's good for customers because they can rely on dealers to have skilled, experienced personnel who can diagnose and fix machinery with minimal downtime."

Lindsey said that's been the focus from day one. It's why the program took off, grew and remains a model of success.

"We have an 85-percent graduation rate, and 99.8 percent of students who complete the program are hired full-time when they complete the program," noted Lindsey. "Because Komatsu distributors sponsor them, most students leave with little to no debt. Our follow-up data show that five years after graduation, 80 percent are still with the distributor from their internship. This program works; we have a 20-year history that proves it." ■

(L-R) Instructor Hector Garrido-Guevara looks on as students Roby Herchenhahn and Christian Harris perform a lab in the OSUIT Komatsu ACT program. "I was as a technician, and I wish there was a program like this when I started," said Garrido-Guevara. "It's a great way for students to learn about systems and machinery and then apply their classroom knowledge in real-world settings. That is invaluable."





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# NEW PATH TO CONSTRUCTION JOBS

## Industry finds creative solutions to recruit millennials, address employee shortage

Ask any contractor what is the biggest challenge facing his or her business, and the answer will likely center on finding qualified workers. Since the Great Recession ended, recruiting capable employees with construction experience has presented a problem for many companies.

Recently, however, hiring employees to work in the industry at all – regardless of their experience level – has become a larger issue that is impacting the skills gap. Baby boomers make up 40 percent of the construction workforce. The generations that followed haven't joined the industry with as much regularity, setting the stage for a significant worker shortfall as the baby boomers begin to retire.

The Bureau of Labor Statistics on Occupational Outlook predicts the construction industry will need 1.7 million workers by 2020. With the national housing market experiencing tremendous growth and infrastructure projects continuing to get the green light, construction companies are often unable to keep pace by hiring additional employees. This can create dire

consequences for an industry that is crucial to the health of the American economy.

### The millennial issue

While there is no quick fix to the shortage of workers, the solution is fairly obvious – the industry needs to recruit millennials, those born between the early 1980s and the early 2000s. This is no small task, and it will require employers to drastically change their mindsets as well as that of those in the hiring pool.

Select a reason for millennials' lack of interest in the construction field – an education system that values four-year degrees, lack of blue-collar work ethic, addictions to smartphones and video games or a sense of unearned entitlement – and there is a study to back up the claim. However, construction isn't the only industry scrambling to learn how to employ this generation.

According to a 2016 study by staffing agency Adecco, 92 percent of business leaders across multiple industries said that Americans are not as skilled as needed for employment. The study also reported that 64 percent of the leaders interviewed think this shortage of skilled workers will result in a serious lack of investment in their companies.

With several industries, including education, health care and tech, vying for the services of the millennial workforce, some employers are in an unfamiliar position of needing to become more marketable to potential employees after decades of the reverse being true. Industries that adapt their recruiting practices to attract millennials will be better-positioned for success.

### Back to school

Thanks to budget cuts and a growing emphasis on preparing teens to enter four-year colleges or universities, trade programs have been reduced or cut completely from the public school system. This

Baby boomers account for 40 percent of the workforce in the construction industry. As this generation enters retirement, the construction industry is in a race against time to find workers to fill the void.





The Bureau of Labor Statistics on Occupational Outlook predicts the construction industry will need 1.7 million workers by 2020. With a national housing-market boom and more infrastructure projects getting the green light, construction companies are often unable to keep up with demand.

has shrunk the pool of qualified workers who can trade their caps and gowns for hard hats and steel toes upon graduation.

One strategy delivering positive results is to tailor education that fits the prevailing college-bound mindset of today's students. Such programs allow young people to have the college experience, yet still learn the skills necessary for a trade. These options provide an attractive alternative to the growing price tag of a four-year degree. By completing a vocational program, students save the expense of two years of college – while also paying lower annual tuition compared to four-year programs – and enter well-paying careers sooner and with far less or no debt.

It is a trend that has gained significant traction. Diesel-technology programs at North Dakota State College of Science (NDSCS) and Oklahoma State University Institute of Technology offer a blend of classroom and hands-on learning to prepare students for careers in just two years. Additionally, agreements with manufacturers and distributors allow participants to work in local dealers' garages as part of the course, with many students guaranteed employment with those dealers after graduation. *(See related story in this issue about the Komatsu Advanced Training program at Oklahoma State University Institute of Technology.)*

A Technician and Career Developer for the Komatsu distributor in North Dakota reports that the company has seen great returns from



Reinhardt University student Russell Goemaere (left) meets with a hiring representative at a Komatsu Recruitment Day in Cartersville, Ga. Events aimed at bringing more millennial workers into the industry are common as companies try to overcome the worker shortage.

its partnership with NDSCS. "The students are part of our culture for two years. There's no learning curve. Once they walk across that stage at graduation, they are full-time employees."

### Creative programs

Cramming for tests and writing endless term papers can make even the brightest students sweat. Research shows that programs which blend real-world experience with traditional classroom teaching yield the deepest level of learning by combining theory with practice. For educators catering to the construction industry, designing programs in this way is now a key focus.

One school demonstrating success with this model is Ohio's Butler Tech, which offers hands-on, technical training for high schoolers. Butler Tech students in construction and landscaping programs recently remodeled a local Little League complex, in addition to taking academic courses. Supervisor

*Continued . . .*

# Incentives, flexibility are key factors

...continued

Jon Graft says that the program gives students an education which translates to their future jobs and also introduces them to industry professionals, creating a pipeline between employers and potential employees. The Association for Career and Technical Education says that students enrolled in similar programs have a high school graduation rate of 93 percent, with 60 percent of students pursuing careers in the field for which they received technical training.

Middle Tennessee State University (MTSU) applies a similar model at the four-year university level with its concrete-industry degree. While in the program, students combine classwork with hands-on learning on their way to a bachelor's degree. Another program aim is to match students with potential employers for summer jobs that pay as much as \$20 an hour and can produce multiple job offers upon graduation.



Extreme Sandbox hosts several high school heavy-equipment camps annually at its Hastings, Minn., facility to familiarize students with the construction industry through hands-on activities.

Komatsu Director of Distributor Development Mike Hayes (center) poses with the 2016 Komatsu Diesel Program graduates at North Dakota State College of Science. Sponsored two-year vocational programs are a popular option for both equipment distributors looking to hire qualified workers and students who want a college experience.



"If we can't get students out to the industry, our goal is to bring the industry (to them)," explained Nicole Green, Marketing and Recruiting Coordinator for the MTSU concrete-industry program, in an April 2017 interview with online media outlet, Construction Dive.

Third-party entities are stepping up to meet the construction-industry recruiting challenge as well. For example, Extreme Sandbox specializes in the use of construction equipment for entertainment purposes, with packages typically geared toward fun outings for adults. However, it also addresses the worker shortage through its high school heavy-equipment camps. Owner Randy Stenger refers to the camps as "edu-tainment" sessions to familiarize kids with the construction industry and generate excitement about careers in the field. (See related article in this issue about heavy-equipment camps at Extreme Sandbox.)

Individual companies are also taking matters into their own hands. In an effort to boost recruiting, some have begun sponsoring high school graduates, offering them summer internships while paying the expenses for a portion or all of their two-year college programs. For graduates planning to work in construction, but who don't want to attend college, firms are incorporating more training and accepting that the learning curve for new hires may be steeper than it was 20 years ago. Employers see sponsorships and extended training as viable methods to build loyalty with new employees, while also ensuring that they have well-qualified workers.

## What does the future hold?

The path that tomorrow's construction workers take to employment will look quite different from the generations that preceded them. To solve this critical issue, both future employees and employers need to change their thinking to find answers.

There are solutions. From technical education programs backed by corporate manufacturers, to local contractors allocating more time and funds to train new hires, the industry is taking steps to recalibrate its approach and strengthen its future. ■

# 'EDU-TAINMENT'

## Heavy-equipment camp encourages young people to learn about construction jobs

With a severe skills gap facing the American construction industry, targeting and cultivating the next generation of potential employees is imperative to its success. The worker shortage will have serious consequences, if not addressed.

Warren County High School Career Development Coordinator Odessa Perry knows this and began looking for opportunities to educate her Warrenton, N.C., teens about careers in the construction industry. With students and administration onboard and a grant from the North Carolina Department of Transportation (NCDOT) in hand, she turned to Extreme Sandbox and Komatsu to make the experience happen.

"In 2014, our district created four high school career academies, and engineering construction technology is a specific area," explained Perry. "This year, we received an NCDOT grant to take a trip that would allow our kids to learn more about equipment and the industry. We're so grateful this worked out the way it did."

In late April, Perry and 40 students boarded a bus and made the 20-hour trip to Minnesota to take part in Extreme Sandbox's heavy-equipment camp, a full day of hands-on training with Komatsu equipment and information sessions about careers in the construction industry.

### Closing the skills gap

"Our heavy-equipment camps are geared specifically for high school students," said Extreme Sandbox Owner Randy Stenger. "They are a great opportunity for the kids to get in machines and gain a better understanding of these types of careers. We

try to educate and entertain them. We call it edu-tainment. We're a fun company, but we're also committed to strengthening the industry. The skills gap is real, and days like this are a great first step to closing it."

Thanks to a partnership between Extreme Sandbox and Komatsu, the students could operate a pair of D61PX dozers, two PC35MR and two PC210LC excavators as well as two WA270 wheel loaders. Representatives from the local Komatsu distributor were also on-hand to host interactive demonstrations with a service truck and meet with students.

"This was an experience that will stick with these kids for a while," stated Perry. "It was such a great opportunity for them. Extreme Sandbox and Komatsu went above and beyond for us, and we are so thankful." ■



**Odessa Perry,**  
Career Development  
Coordinator



**Randy Stenger,**  
Owner

Extreme Sandbox Owner Randy Stenger (left) provides direction to a Warren County High School student operating a Komatsu PC35MR excavator at a heavy-equipment camp. Students from Warren County High School traveled 20 hours to the Hastings, Minn., facility thanks to a grant from the North Carolina Department of Transportation.



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



# TEST-DRIVING THE FUTURE

## Customers have opportunity to experience the latest offerings from Komatsu



Tom Suess,  
Komatsu Director  
of Training and  
Publications

Nearly 180 customers attended Komatsu’s spring Demo Days at its Cartersville Customer Center in Georgia. The three-day event featured the company’s latest products, including its industry-leading *intelligent* Machine Control equipment and new SMARTCONSTRUCTION service that debuted at CONEXPO-CON/AGG 2017.

“Our Demo Days are great events because they give customers the chance to operate equipment and talk to our experts, so they get a real feel for everything these machines can do,” said Komatsu Director of Training and Publications Tom Suess. “The technology on our *intelligent* Machine Control pieces is amazing, and to give customers the chance to experience them first-hand is really valuable.”

In the morning, attendees had the option to tour Komatsu’s Chattanooga Manufacturing Operation in Tennessee or take part in a SMARTCONSTRUCTION session and learn more about the service that helps customers achieve maximum performance through their *intelligent* Machine Control equipment. The SMARTCONSTRUCTION session was held in the recently renovated theatre at the Cartersville Customer Center.

After lunch, attendees had the remainder of the afternoon to operate more than 30 machines, including Komatsu’s latest releases, the HB365LC-3 hybrid excavator, PC650LC-11 excavator, PC170LC-11 excavator, HD605-8 haul truck and D51PX-24 dozer. The lineup also featured the entire family of *intelligent* Machine Control excavators and dozers.

Komatsu’s operator-training simulator, Worksite VR, unveiled at CONEXPO-CON/AGG, was available for customers to try out as well. Attendees completed a series of excavator tasks using a pair of virtual-reality goggles and working joysticks.

### Many firsts

The event also served as a welcome for Komatsu America’s new President and Chief Operating Officer Hank Takatsuki.

“Demo Days are always exciting, but this was special because there were so many firsts,” said Suess. “It was our initial event after CONEXPO-CON/AGG that gave customers the chance to test all of the things they may have seen or heard about from the exhibit; we were able to show off our recent renovations; and we had the opportunity to welcome Hank. It was an awesome week and a great springboard into the future.” ■

Using Komatsu’s Worksite VR operator-training simulator, this customer completes a series of tasks on a computer-generated excavator.



A customer tests Komatsu’s PC650LC-11 excavator at Demo Days in Cartersville, Ga.

### ▶ VIDEO



Discover more at  
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# SUPER-SIZED EXPERIENCE

## Spring break event gives children a chance to check out heavy equipment

The Myriad Botanical Gardens in Oklahoma City provided local children with an opportunity for a unique experience with its Adventure Week in The Gardens, a four-day camp that introduced them to science, equipment, construction and theatre. The Oklahoma City branch of Kirby-Smith Machinery, Inc., took part in the event's Touch-A-Truck Tuesday as it provided a Komatsu HM300-5 truck for the campers to explore.

"This is the first time we've done something like this, and it was a lot of fun," said Marketing Manager Jennifer Gordon. "We've participated in food banks and blood drives before, but this was pretty neat."

The event, which aligned with spring break for many of the local schools, provided a different adventure each day to get young students interested in new areas and topics. Touch-A-Truck Tuesday joined a lineup that included Myriad Science Monday, Workshop Wednesday and Theatrical Thursday. The four-hour sessions were hands-on and informative.

The 30-ton-class HM300-5 joined other large trucks on display in the parking lot and children had the opportunity to climb in the

Michael Hudson smiles to his grandmother from the top of a Komatsu HM300-5 truck.



cab, play around and ask questions about the large pieces of equipment.

"Community service is important to us, so to be able to provide that and introduce young kids to Komatsu equipment is a big win-win for us," said Marketing and Business Development Associate Andrew Clouse. ■



Wade Gibson (left) and Landon Nittler pretend to drive a Komatsu HM300-5 truck at Touch-A-Truck Tuesday in Oklahoma City.

Children and parents gather around a Komatsu HM300-5 truck from Kirby-Smith Machinery during Touch-A-Truck Tuesday as part of Myriad Botanical Gardens' Adventure Week in The Gardens.



▶ VIDEO



Jennifer Gordon,  
Marketing Manager



Andrew Clouse,  
Marketing and  
Business Development  
Associate



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### Kirby-Smith promotes Rogers to Service Manager, Pipeline Services

Kirby-Smith Machinery recently promoted Jason Rogers to Service Manager, Pipeline Services from his previous role as Product Service Manager in Tulsa. He now supports the needs of pipeline customers throughout the country.

Rogers has more than 20 years of experience in the heavy equipment industry, providing him with hands-on product knowledge and application, as well as prior involvement in the oversight and management of large-scale projects. He is a Master Service Technician with supervisory and field technician positions on his resume, placing Rogers in a unique position to provide pipeline contractors with full-service solutions.

“I know the challenges my customers face,” said Rogers. “The key is to keep issues simple and have an open mind in solving them. We are going to work together to maximize machine uptime and productivity, so that customers can meet their project goals.”

Joe Trapani, Director of Kirby-Smith Machinery’s Pipeline Services, believes Rogers is a significant asset for the company and for customers. “Jason brings an extraordinary skill set to his new role. He has a stellar reputation in this industry, a wealth of product knowledge and experience as well as the willingness to go the extra mile for our customers.” ■



**Jason Rogers,**  
Service Manager,  
Pipeline Services

### Rickey Bailey named Vice President, Crane Division

Rickey Bailey was named Kirby-Smith Machinery’s Vice President, Crane Division. He is responsible for the strategy and oversight of the organization’s crane operations, replacing the recently retired Ben Graham, who led the company’s Crane Division for more than 16 years.

Prior to joining Kirby-Smith, Bailey served as Manager – Major Accounts for Link-Belt Construction Equipment Company. Bailey has more than two decades of crane industry experience with management roles at the manufacturer, distributor, and end-user levels. He has also worked for Link-Belt Mid-Atlantic and Bulldog Erectors, Inc.

Jeff Weller, Executive Vice President and Chief Operating Officer for Kirby-Smith, believes Bailey will build upon the foundation that Kirby-Smith has established for its Crane Division. “When choosing a successor for Ben, we needed someone with the right experience who would fit our culture, uphold our expectations for excellence, and be comfortable in Oklahoma. Rickey fits all those criteria,” said Weller. “He is a ‘known commodity’ in this industry, and possesses both a strong work ethic and customer-facing mentality. I trust that he will

take great care of our customers and am excited to welcome him to our family at Kirby-Smith.”

Weller also praised the retiring Graham for his role in building Kirby-Smith’s presence in the crane market. “Under Ben’s leadership, our Crane Division grew immensely and developed an industry-wide reputation for quality and customer service,” said Weller. “I know he is happy for the opportunity to spend more time with his four grandchildren. I am grateful for everything Ben has done to get us to this level and wish him the best in his retirement.”

Bailey is ready to serve Kirby-Smith’s customers and seize new opportunities for the Crane Division. “It is an honor to join this great team. Ben and his group have established an incredible division, and I look forward to continuing the great work here,” he said.

Bailey’s road map to success is similar to the one that helped Kirby-Smith grow into a top-10 Manitowoc dealer. “Our expectation is to provide the best service and support in the industry. We will continue to work hard each day to help our customers with their lifting needs,” said Bailey. ■



**Rickey Bailey,**  
Vice President,  
Crane Division

## Yauilla to serve as Kansas City Operations Manager



**Tim Yauilla,**  
Kansas City  
Operations Manager

Kirby-Smith Machinery, Inc. has announced the hiring of Tim Yauilla as Operations Manager for its new Kansas City location. Yauilla will be responsible for branch operations, including parts, service, sales and rental operations oversight. He spent the past 26 years with Link-Belt Construction Equipment in various roles such as Branch Manager in Norfolk, Va., and District Manager for the Southeastern United States.

Yauilla credits his eleven-plus years as a contractor for shaping his vision of how to serve customers effectively. "Having that background (as a contractor) has shown me what a great need there is for a strong product-support presence with customers. We must go the extra mile to solve the issues they face each day, such as maximizing equipment uptime," shared Yauilla. "The smallest things can impede jobsite productivity, so we need to partner with customers to make sure their jobs are on-track and profitable. I'm excited to introduce Kirby-Smith to new and current customers in Kansas City and share our values and commitment with them."

Kirby-Smith has a long-standing presence in the Kansas City area where it offers sales, rentals, parts, and service for the Manitowoc, Grove, National Crane, and Broderson crane product lines. In addition, the new location will carry a complete line of LeeBoy asphalt pavers and paving-related products, Link-Belt excavators, and Kawasaki wheel loaders.

Chief Operating Officer and Executive Vice President Jeff Weller believes Yauilla's leadership will provide a key advantage for Kirby-Smith as it expands operations in Kansas City. "This new branch reflects our commitment to ensuring that we meet our customers' needs and expectations for quality equipment and support. Tim knows this industry well. Both his experience and guidance will be vital as we continue to grow our business in Kansas. I am excited to welcome him to Kirby-Smith," said Weller.

Family is important to Yauilla, who has been married to his wife, Connie, for 34 years. They are very proud of their son, Brad, and his wife, Meagen. An avid outdoorsman, Yauilla enjoys camping as well as deer hunting. ■

## David Marston named Product Support Sales Manager



**David Marston,**  
Product Support  
Sales Manager

David Marston was named by Kirby-Smith Machinery, Inc. as its new Product Support Sales Manager. He is responsible for managing product support sales operations for all of the company's locations. This role includes partnering with industry suppliers and engaging Kirby-Smith's customer base to identify needs and ensure customer satisfaction.

Prior to joining Kirby-Smith, Marston worked for another equipment dealer as Product Support Manager for Mining Operations. He was also a Mining Account Manager for that company, helping customers with rentals, sales and product applications related to lignite mining.

"I can tell we have a great product support team at Kirby-Smith, and my goal is to keep them empowered to do what it takes to effectively support our customers," said Marston.

Vice President of Customer Care Tom Montgomery believes that Marston will be an important asset to Kirby-Smith's product support operations. "David has a great feel for building and maintaining successful relationships, including those with customers, employees and vendors. He brings significant knowledge and experience to the position, and I am impressed by his enthusiasm to make sure we are doing everything we can to help our customers." ■

## Five new members join Kirby-Smith Machinery sales team

Kirby-Smith Machinery, Inc., has hired five new salesmen to offer more comprehensive sales coverage for its customer base in North and West Texas.

Kirby-Smith's Vice President of Sales, Del Keffer, believes the hires will ensure that Kirby-Smith can better partner with customers to provide one-of-a-kind business relationships.

"We believe it is our responsibility to be in the trenches with customers every day, and we will do what it takes for them to be successful. Our continued investment and the growth of our sales team in Texas puts us in the best possible position to effectively serve them."

### Meet Kirby-Smith's new salesmen

Braxton Britting will work out of Kirby-Smith's Dallas branch and serve customers in Dallas County. He joins Kirby-Smith from Holt CAT and brings 15 years of heavy equipment sales experience to the position.

JP Cotton will serve as Territory Manager out of Kirby-Smith's Odessa branch. Cotton previously worked as a Territory Manager for Werk-Brau Co., Inc. and has more than a decade of experience in heavy equipment sales.

Keelan Crosby was promoted from his role as Dallas Rental Manager and will serve as a Territory Manager from the Fort Worth location. He has been with Kirby-Smith since 2012.

Trey McNeel is now a Territory Manager for the Fort Worth location. He has more than 15 years of heavy equipment sales experience and has held sales positions with Bane Machinery, ASCO Equipment, ROMCO Equipment, and Sunstate Equipment.

Colin Brown was named a Governmental Sales Rep in the Dallas office and is responsible for Dallas, Collin and Grayson Counties. He was promoted from his role as Product Service Manager in Dallas. ■



Keelan Crosby,  
Territory Manager



Trey McNeel,  
Territory Manager



Braxton Britting,  
Territory Manager



JP Cotton,  
Territory Manager



Colin Brown,  
Governmental Sales Rep

## Transportation a winner in spending plan

The Congressional spending plan passed in May spares transportation funding from proposed cuts, instead boosting the amount the Department of Transportation (DOT) was set to receive. The plan gave the DOT \$19.3 billion – \$681 million above the original allocation.

The bill also preserved funding for Transportation Investment Generating Economic Recovery (TIGER) grants, which

were created under the Obama administration. It increased money to the Federal Transit Administration Capital Investment program and maintained spending for the Essential Air Service subsidy program that serves rural communities. Other provisions call for \$16.4 billion for the Federal Aviation Administration and added funding for grants to implement Positive Train Control Technology and other initiatives. ■

# The people of Kirby-Smith Machinery who are always proud to serve you



## CORPORATE CONTACTS

Ed Kirby, President  
Jeff Weller, Chief Operating Officer & EVP  
Del Keffer, VP Sales  
JD Young, VP & Chief Financial Officer  
Tom Montgomery, VP Customer Care  
Chris Kirby, VP Property Management  
Rickey Bailey, VP Crane Division  
John Arapidis, VP Major Accounts  
David Baker, Senior VP, Oklahoma City Branch Mgr.  
Bradley Campbell, General Service Mgr.  
Phil Belcher, Controller  
Randy Short, Corporate Inventory Mgr.  
John Arterberry, Crane Division Sales Mgr.  
James Powell, Director of Paving and Minerals  
Rick Nielsen, Internet Sales & Used Equip. Sales  
Randy Coffey, Director of ReMarketing & Used Equipment  
Bryce Puckett, General Rentals Mgr.  
David Marston, Product Support Sales Mgr.  
Christopher Carroll, Rental Fleet Maintenance Mgr.  
Tim Peterson, General Parts Mgr.  
James Lincoln, Safety & Environmental Director  
Lonnie Kilgore, Finance Mgr.  
Susan Rader, Finance Mgr.  
Cynthia Jessen, Purchasing Mgr.  
Jennifer Gordon, Marketing Mgr.  
Kathy Dunn, Director of Human Resources  
Bill Sinkinson, Technician Recruiter and Retention Specialist  
Ben Sitton, Internal Technical Trainer  
Jay Van Duzer, Product Trainer  
Kelly Shuffield, Cranes Rapid Response Team Mgr.

## PIPELINE SERVICES DIVISION

Joe Trapani, Director, Pipeline Services  
Woody Ferrell, Account Manager, Pipeline Services  
Jason Rogers, Service Mgr., Pipeline Services

## DALLAS, TX

Chad Cox, Sales & Operations Mgr.  
Craig Doran, Territory Mgr.  
Pat Farquharson, Territory Mgr.  
Bill Hitchcock, Territory Mgr.  
Justin Kahle, Territory Mgr.  
Braxton Britting, Territory Mgr.  
Sol Gieser, TX Governmental Sales Mgr.  
Alan Soab, Rental Mgr.  
Chase McKinney, Rental Sales Rep.  
Roddy Conner, Parts & Service Sales Rep.  
Stephen Moore, Parts & Service Sales Rep.  
Mike DeLaTorres, Parts Mgr.  
J.D. Berryhill, Service Mgr.  
Gary Boyd, Product Service Mgr.  
Colin Brown, Governmental Sales  
Tyler Grant, Product Service Mgr.  
Jim Faunce, Product Service Mgr.  
Harrold Clemons, Industry Mgr., Crushing & Screening Equipment  
Rebecca McNatt, Komtrax Mgr.  
Gary Corley, Paving & Compaction Specialist

## ABILENE, TX

Paul Bell, Sales and Operations Mgr.  
Todd Coffey, Territory Mgr.  
Allen Stevens, Territory Mgr.  
Kraig Gilliam, Rental Mgr.  
Christopher Raymond, Parts Mgr.  
Cody Christopher, Parts & Service Sales Rep.

## FT. WORTH, TX

Paul Bell, Sales and Operations Mgr.  
Keelan Crosby, Territory Mgr.  
Terry Lyness, Territory Mgr.  
Trey McNeel, Territory Mgr.  
Ron Weaver, Territory Mgr.  
Jason Wolfe, Territory Mgr.  
Kevin Taylor, Territory Mgr.  
James McDonnell, Governmental Sales  
Kraig Gilliam, Rental Mgr.  
Jacky Miller, Rental Sales Rep.  
Jay Carroll, Parts & Service Sales Rep.  
Philip Hearrean, Parts & Service Sales Rep.  
Christopher Raymond, Parts Mgr.  
Tom Richards, Service Mgr.  
Justin Csader, Product Service Mgr.  
Kent Flanagan, Product Service Mgr.  
Chad White, Product Service Mgr.  
Eddie Middleton, Crane Product Service Mgr.  
Nathan Woodward, Product Specialist

## AMARILLO, TX

Chuck Thompson, West TX Area Mgr.  
Brady McAlister, Territory Mgr.  
Britt Stubblefield, Territory Mgr.  
Shane Westbrook, Parts & Service Sales Rep.  
Joe Phillips, Parts Mgr.  
Kevin Hart, Service Mgr.  
Joe Jenkins, Product Service Mgr.

## ODESSA, TX

Chuck Thompson, West TX Area Mgr.  
Shawn Ballard, Operations Mgr.  
JP Cotton, Territory Mgr.  
Kevin Demel, Territory Mgr.  
Mike Fuentes, Rental Mgr.  
David Miller, Parts Mgr.  
Troy Coonrod, Service Mgr.  
Angelica Aguilar, Service Supervisor  
Casey Smith, Parts & Service Sales Rep.  
Moises Vega, Product Service Mgr.

## LUBBOCK, TX

Chuck Thompson, West TX Area Mgr.  
Brent Snapp, Territory Mgr.  
Joe Phillips, Parts Mgr.  
Kevin Hart, Service Mgr.

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## KANSAS CITY, KS

Tim Yauilla, Branch Mgr.  
Joel Thomason, Territory Mgr.  
Scott Hansenclever, Crane Div. Account Mgr.

## ST. LOUIS, MO

Ray Jost, Branch Mgr.  
Bruce Bayless, Crane Div. Account Mgr.  
Christopher Ware, Crane Div. Account Mgr.  
Tim Carothers, Service Mgr.

## TULSA, OK

Bruce Taylor, Branch Mgr.  
Bill Gustafson, OK Senior Director Sales  
Peyton Chatham, Territory Mgr.  
Mike Green, Territory Mgr.  
Dan Rutz, Territory Mgr.  
Ronald Allen, Territory Mgr.  
Ted Terwort, Governmental Sales  
Brian Burris, Rental Mgr.  
Chad Lair, Rental Sales Rep.  
Jeff Statum, Parts & Service Sales Rep.  
Brian DeVore, Parts & Service Sales Rep.  
Gregg Ash, Parts Mgr.  
George Cross, Service Mgr.  
Aaron Cox, Product Service Mgr.  
Kurt Maxwell, Product Service Mgr.  
John Martin Jr., Product Service Mgr.

## OKLAHOMA CITY, OK

David Baker, Senior VP, Oklahoma City Branch Mgr.  
Bill Gustafson, OK Senior Director Sales  
Ryan Bebee, Territory Mgr.  
Brad Howard, Territory Mgr.  
Don Jacobson, Territory Mgr.  
Chad Murphy, Territory Mgr.  
Dean Traylor, Territory Mgr.  
Pud Wood, Governmental Sales  
Mike Wolf, Governmental Sales  
Jeff Cavaness, Crane Div. Account Mgr.  
Dewayne McDaris, Rental Mgr.  
Josh Layman, Rental Sales Rep.  
Larry Hollen, Parts & Service Sales Rep.  
Bud Sears, Parts & Service Sales Rep.  
Wayne Walker, Parts & Service Sales Rep.  
Reuben Crenshaw, Parts & Service Sales Rep.  
Dusty Odom, Parts Mgr.  
John Martin, Service Mgr.  
Jason Edens, Product Service Mgr.  
Darrin Gourley, Product Service Mgr.  
Scott Maple, Product Service Mgr.  
Austine Redwine, Product Service Mgr.  
Michael Jarriel, Crane Product Service Mgr.



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2000 Grove GMK5120B	GR00273X	4,300	\$375,000
2008 National 9103AWL	NC08497	3,800	\$120,000
2008 National 18103	NC08478	10,152	\$202,500
2007 EFFER 550.6	ZZ07309	1,750	\$179,900

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2012 Komatsu PC360LC-10	KMU12245	7,832	\$112,000
2013 Komatsu PC360LC-10	KM13251X	4,510	\$178,900
2004 Komatsu PC400LC-7	KM0485XC	12,900	\$45,000
2012 Komatsu PC490LC-10	KM12454X	6,433	\$165,000
2000 Bobcat 325	ZZ16009X	2,200	\$14,000



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