



A publication for and about Kirby-Smith Machinery, Inc. customers
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Connection

REECE ALBERT, INC.

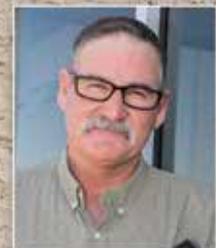
Learn how this west Texas paving firm is approaching 80 years of growth and customer satisfaction



Roger Albert,
President



Lon Albert,
Vice President
of Operations



Rob McNew,
Vice President-
Midland Operations





MESSAGE FROM THE PRESIDENT



Ed Kirby

**Construction
remains
in positive
territory**



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Dear Valued Customer:

An article in this issue of your Kirby-Smith Connection takes a look at what industry professionals foresee for the construction industry in 2018. As with the last few years, the outlook is largely positive and driven by a boom in single-family housing construction. Other market sectors are expected to rise as well.

That includes infrastructure, which has been strong throughout much of Texas for many years and was a factor in Kirby-Smith Machinery making a move to acquire the Komatsu dealership for the northern and western areas of the state. Read more about our Lone Star story in the Taking on Texas article. There is also a piece on our participation in the Amarillo Farm & Ranch Show.

Komatsu is one of our flagship equipment lines because it manufactures what we believe are the best products in the construction industry, including its Tier 4 Final Dash-11 excavators that are highlighted in this issue. They are highly productive and efficient, with features that help them stand out from the competition.

One Texas customer that we are proud to serve is Reece Albert, Inc., as well as its sister company CSA Materials. Read how they are using Komatsu WA500 Yard Loaders in CSA's quarry operations, as well as how Reece Albert utilizes Wirtgen Group products such as Vögele pavers and Hamm rollers to lay and compact asphalt and roller-compacted concrete on everything from driveways to highways to test tracks. Another customer, Silver Star Construction, also uses Wirtgen products, including mills and a soil stabilizer/cold recycler. Both offer good versatility and allow the Moore, Okla., company to complete projects more effectively.

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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REECE ALBERT, INC.

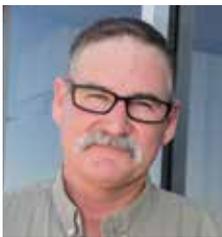
West Texas paving firm approaching 80 years of growth and customer satisfaction



Roger Albert,
President



Lon Albert,
Vice President
of Operations



Rob McNew,
Vice President-Midland
Operations

An operator from CSA Materials (a sister company to Reece Albert, Inc.) moves material with a Komatsu WA500-8 Yard Loader. "Our operators like the smooth ride, ease of the controls and the cab comfort," said Reece Albert, Inc. Equipment Manager Daniel Rowzee.

When a tire manufacturer wants a test track built, it doesn't hire just any paving company to do the job. The parameters and specifications are rigorous and exacting, and few contractors can complete the challenge once, let alone multiple times.

"In essence, we are building a laboratory, and it's like playing the Super Bowl and the World Series at the same time," emphasized Rob McNew, Vice President-Midland Operations for Reece Albert, Inc. "In some cases, we have to develop an asphalt mix design and ship in specialty aggregates. Everything has to be perfect in a very imperfect world, so it's excruciatingly demanding, but also very rewarding."

Reece Albert, Inc. has been on the right track for nearly 80 years, since Reece Albert founded the firm in 1940 with one truck, a tractor and a small blade. The company flourished and became one of Texas' most highly respected paving and earthwork contractors. It serves the state from locations in San Angelo and Midland.

"Our capabilities run from constructing driveways to highways," stated President Roger Albert, Reece's son and part of a second generation at the helm of Reece Albert, Inc. His

cousin, Lon, is Vice President of Operations. "In addition to asphalt, we do concrete work for roads, sidewalks, curb and gutter, culverts, bridge decks and more. We are one of few companies that offers roller-compacted concrete."

Throughout the years, several family members have been involved in the company, including Reece's nephew, Jack, who became the President in the late 1960s when Reece retired. Jack oversaw the company for nearly five decades before handing it off to Roger six years ago, who joined the company full time in 1975. Together, Jack and Roger ushered in a new era for the organization.

"The first 30 years our focus was mainly on private commercial projects, but those started drying up around San Angelo," explained Roger. "We could either close or move into new markets, so we started doing highway work, and that's been approximately 70 percent of our total business ever since."

CSA Materials added

In the mid-1970s, the Alberts opened their first quarry. They have since added a dozen more, and all are operated by a sister company, CSA (Crushed Stone & Asphalt) Materials. It produces

▶ VIDEO





▶ VIDEO

Reece Albert employs four Vögele pavers, including this 5203-2i, which a crew uses to pave on Interstate 20 near Abilene. “Mainline paving is done with the 5203s, while the 5103 is great for shoulders,” said Shop Manager Jason Wright. “If we have a roller-compacted concrete job, the 2100 handles that. All of our Wirtgen products are highly productive, and just as important, don’t cost us considerable downtime.”

nearly 20 products, including commercial, city, Texas Department of Transportation (TxDOT) road base, bedding rock and hot mix asphalt. In addition to supplying Reece Albert, Inc., CSA Materials sells to outside contractors.

“There wasn’t much TxDOT work around here in the early 1970s, so the major quarry companies pretty much ignored the area,” said Roger. “We started crushing in 1975 and have done it ever since. Having a dedicated source of materials helps us better control a project as well as the quality. The state highway jobs eventually picked up through the years, so that enabled us to grow and add locations. We also supply a fair amount of aggregate to the West Texas energy sector.”

Additional expansion began about 20 years ago when the Alberts decided to look beyond San Angelo. The Midland-Odessa marketplace seemed solid, so Jack and Roger studied the area carefully.

“The decision to move into that market became an easy one,” Roger said. “A dirt contractor wanted to sell and approached us about buying him out. We did, and the purchase came with almost 60 employees. That gave us the ability to largely self-perform nearly every aspect of a project. We can provide full site packages that include clearing; mass excavation; subgrade prep; installation of water, sewer and

storm utilities; and finish grading. Very little is subcontracted and what is, goes to highly regarded companies that we trust.”

Between Reece Albert, Inc. and CSA Materials, the organizations have close to 400 employees, including key individuals such as McNew, Equipment Manager Daniel Rowzee and Shop Manager Jason Wright all of whom work for Reece Albert, Inc. Roger credits the entire staff for the organization’s ability to complete dozens of projects on time and on budget each year.

Productive equipment, excellent service

Rowzee and Wright collaborate in evaluating the two companies’ fleets and deciding whether repairs or replacements are necessary. They consider life-cycle costs, age of equipment, hours and other factors.

“If we believe a machine still has a lot of life left, refurbishing it is a viable option,” said Rowzee. “But, when the upkeep and maintenance cost us considerable time and money, getting a new machine makes sense. It’s a balancing act and not always a quick, easy decision.”

Approximately six years ago, the organization started working with Kirby-Smith Machinery. The firm already used Wirtgen Group products, which

Continued . . .



Daniel Rowzee, Equipment Manager



Jason Wright, Shop Manager



Discover more at KirbySmithConnection.com

Yard Loaders provide fuel savings

... continued

Kirby-Smith Machinery began carrying and servicing around that same time. Today, Reece Albert, Inc. runs four Vögele pavers (two 5203s, a 5103 and a 2100), Hamm HD+ 140i VO rollers and a Wirtgen WR 240i soil stabilizer/cold recycler.

“Our maintenance and repair history with Wirtgen products is outstanding,” said Wright. “They are very productive, and we have varying sizes because our work is so diverse. Mainline paving is done with the 5203s, while the 5103 is great for shoulders. If we have a roller-compacted concrete job, the 2100 handles that. All of our Wirtgen products are highly productive, and just as important, don’t cost us considerable downtime.”

About a year ago, the organization began adding Komatsu WA500-8 Yard Loaders with

7.5-yard buckets to the CSA Materials locations, using them to feed crushers and load trucks. As with some of the Wirtgen Group purchases, Reece Albert, Inc. called on Kirby-Smith Machinery Territory Manager Todd Coffey to acquire the loaders.

“Our operators like the smooth ride, ease of the controls and the cab comfort,” detailed Rowzee. “We appreciate the fuel efficiency. For example, in one quarry where we also have a competitive loader of the same size, the Komatsu loader burns about 20 gallons less fuel per day. It’s saving us a couple thousand a month; and when you project that across the board, the numbers add up pretty favorably.”

Reece Albert, Inc. and Kirby-Smith Machinery have a close relationship. Personnel from the two companies meet occasionally to discuss equipment performance, maintenance items and other needs.

“Todd and Kirby-Smith have become more than a rep and a dealer. We consider them partners,” said Wright. “They have done an excellent job the last couple of years of ensuring that we have the right equipment and proper support to back it. I can call anytime and know that if we have an issue, they will make it a priority to fix it. Kirby-Smith is excellent about having parts on hand or getting them quickly, if needed.”

Maintain the approach

The Alberts have a controlled-growth business philosophy. Roger said that mindset has helped maintain the firm’s stability and proven to be a path to success.

“Diversity has been another key,” he said. “We moved into other markets to survive, and those moves paid off. West Texas has grown considerably during the past few years, and that benefited us, too. TxDOT has invested more in this area, so there has been plenty of work. Of course, that brought additional competition, so we have had to sharpen our pencils a little more, but we continue to progress.

“And, we have built great relationships with our customers,” Roger added. “Many of them use us exclusively, and I think that says a lot about us as a company. I believe that if we keep the same approach, we will be around a good while longer.” ■



(L-R) Kirby-Smith Machinery Territory Manager Todd Coffey meets with Reece Albert, Inc. Shop Manager Jason Wright and Equipment Manager Daniel Rowzee. “Todd and Kirby-Smith have become more than a rep and a dealer. We consider them partners,” said Wright. “They have done an excellent job the last couple of years of ensuring that we have the right equipment and proper support to back it.”

A Reece Albert operator compacts asphalt with a Hamm HD+ 140i VO roller.



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SILVER STAR CONSTRUCTION CO., INC.

Customers drive growth of employee-owned firm

Ten years ago when Silver Star Construction Co., Inc. became employee-owned, it gave more than 200 people a stake in their own business and future. Although the structure of the company changed, the leadership at the top remained the same.

Steve Shawn, who founded Silver Star Construction in 1976, remained as President, a role he still fills today for the earthwork and paving contractor based in Moore, Okla. Longtime staff member Craig Parker is Executive Vice President. Additional key personnel include Vice President Tim Caudle and Secretary/Treasurer Bob Crawley.

“Being part of an ESOP (employee stock ownership plan) gives people the incentive to always focus on doing their best, a quality job done right and customer satisfaction,” said Shawn.

That sense of purpose has been a hallmark of Silver Star Construction since Shawn bought a box-blade tractor and a single-axle dump truck to do small residential jobs on his own. He leveled house pads and cut driveways for local homebuilders in Moore.

“If you do good work, the word gets around,” Shawn stated. “Customers referred me to other homebuilders and developers, and things really took off.”

Expanding list of services

Through the years, customers asked Shawn to provide additional services and work in other markets, and he grew to accommodate them.

“We were on a commercial job in Oklahoma City when a potential customer approached us about putting down some lime slurry for a subdivision,” he recalled. “That spurred us into larger residential jobs.”

Silver Star Construction started building subdivision roads as well as providing mass excavating and grading services to shape the landscape for new housing tracts. It began taking responsibility for entire projects, including finding subs to pour concrete and lay down asphalt.

“It became evident that we could handle the paving and take a better hold of the marketplace,” Shawn recalled. “Approximately 25 years ago, I started looking for an asphalt plant, and Craig got wind of it. He said he would like to be a part of making it happen. We shook hands, and he’s been here ever since.”

At the time, a local paving contractor had a plant he was looking to sell and contacted Shawn about buying it. Silver Star added more paving equipment and put together an asphalt paving crew.



Discover more at KirbySmithConnection.com

PAVING

President Steve Shawn (left) and Executive Vice President Craig Parker lead the management team of Silver Star Construction Co., Inc.

▶ VIDEO





▶ VIDEO

Milling and Asphalt Foreman Anthony McFarland (left) and Operator Christopher Regaldo mill a street in Norman, Okla., with a Wirtgen W 250i. “It handles really well,” said McFarland. “Our production has doubled with the Wirtgen mill. It’s easy to set up, too. In five to ten minutes we’re ready to roll.”

Today, it has three asphalt crews, as well as three mass excavation, six stabilization, two concrete, two miscellaneous and two municipal crews. The company typically has close to a dozen jobs going at any time. In addition to its home office in Moore, Silver Star Construction has a satellite location in Ardmore.

“We provide complete turnkey packages, managing the entire site,” Parker noted. “Silver Star Construction does the dirt work, paving, storm-sewer installation and, if necessary, stabilization. Other utilities and bridges are subbed out, along with some other ancillary items. In total, we handle probably 85 percent of any project where we are the prime.”

The firm also subs to other general contractors when paving is not the primary component of a contract, such as large bridge construction. Additionally, it does strictly stabilization jobs and serves as the street department for the cities of Moore and Mustang, which privatized their public works a few years ago.

“Our projects range in size from \$50,000 to more than \$20 million, from parking lots to state department of transportation highways,” shared Parker. “In terms of concrete paving, we are very proficient in pouring streets and sidewalks as well as curb and gutter. We don’t do much heavy highway concrete at this point – and I stress, at this point.”

New Wirtgen machines from Kirby-Smith

Asphalt paving jobs include new construction, rehabilitation and overlay projects. The latter two often involve milling old pavement. To improve production, the company recently added a W 250i, the largest in Wirtgen’s lineup of cold milling machines.

“We realized we couldn’t continue to be competitive with our old mill, so I started shopping,” said Shawn. “The equipment manager and I took a trip to the Wirtgen factory and were impressed with the engineering that went into the mill. It’s sturdy, well-built, technologically advanced and offers great versatility.”

“Another deciding factor in why we chose Wirtgen is its prevalence in the industry,” added Parker, who is the National Asphalt Pavement Association’s 2018 Chairman of the Board. “I talked to a lot of contractors across the country, and a large number told me they have Wirtgen mills.”

Silver Star Construction has used the mill on several contracts, including the removal of 40,000 square yards of asphalt at an airport in Oklahoma City. “We did it in roughly half the time it would have taken before,” noted Parker. “Some of the pavement was old and not very deep, so it went right through it. We have found

Continued . . .

Always seeking new ways to grow

...continued

it to be highly productive even on newer roads where we mill six to eight inches deep.

"It allows us to mill a full highway lane at once with a 12-and-a-half-foot head," Parker added. "We also have a 7-and-a-half-foot head that we use for city streets because those are typically 10 feet from the gutter to the center line. We get further versatility from the variable-speed milling head, and we can use a micro-mill head for fine-texture milling, which is becoming more prominent in our market."

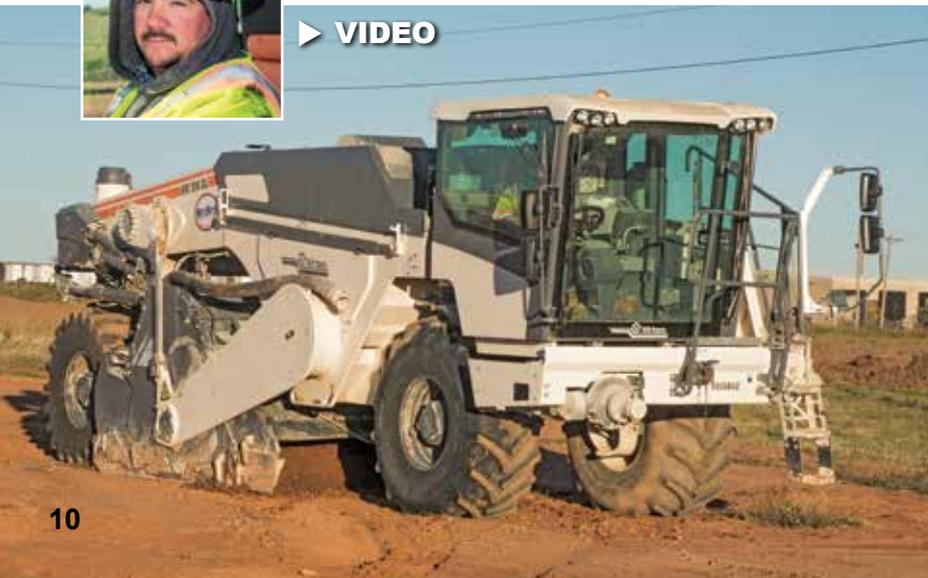


(L-R) Silver Star Construction President Steve Shawn and Executive Vice President Craig Parker meet with Kirby-Smith Territory Manager Ryan Bebee at Silver Star's office. "Kirby-Smith has always provided good service, and they and Ryan were outstanding about getting us the information we needed to make solid, informed decisions on the Wirtgen products," said Parker.



Operator Dustin Black runs a Wirtgen WR 200 XLi soil stabilizer/cold recycler on a jobsite in Oklahoma City. "It's an efficient, one-pass machine," said Black. "Fuel consumption and water usage is lower with the Wirtgen machine."

▶ VIDEO



On some occasions, the asphalt is too deteriorated to mill. In those instances, Silver Star turns to cold recycling, and recently added a Wirtgen WR 200 XLi soil stabilizer/cold recycler. Silver Star uses the dual-purpose machine to chew up and incorporate the old pavement with existing dirt as part of subgrade preparation and/or stabilization.

"We use lime, fly ash or cement kiln dust for stabilization as well," said Parker. "The WR 200 has water injection, so you can run it straight through the machine – as opposed to dumping it down the front like others. It gives us good production and is efficient."

Silver Star Construction purchased both Wirtgen products from Kirby-Smith Machinery with the help of Territory Manager Ryan Bebee. Under a maintenance agreement, Kirby-Smith handles service for the first two years.

"Kirby-Smith has always provided good service, and they and Ryan were outstanding about getting us the information we needed to make solid, informed decisions on the Wirtgen products," said Parker.

Highly experienced staff

Silver Star Construction grew from approximately 30 employees to more than 200 during the past 25 years. Like Shawn and Parker, many staff members have been with the company for two decades or more. Its leaders say that experience plays a vital role in the firm's success.

"This business wouldn't be where it is without the staff, and that was true before we became an ESOP," said Shawn, noting that Silver Star Construction has only had one layoff in its 40-year-plus history. "I can't give them enough credit. At the same time, we're not content to rest on our laurels. We're always seeking new blood and ways to grow."

"There have been a lot of companies that expanded dramatically in a short time, and that rarely works out," he added. "We take a controlled-growth approach, and if new opportunities arise, we'll look at those too, as long as they don't interfere with our ability to continue providing excellent service. We expect Silver Star to be here for a long time to come." ■

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IMPROVED TECH AND TRAINING

Kirby-Smith leads the way in promoting paving industry advancements

One thing that has become a constant in the asphalt paving industry is change. As in so many other fields of endeavor, increased knowledge and evolving technology have become both a blessing and a burden. Leading the way in these changes are advances in asphalt mix designs. The old standards of Type C and Type D mixes have given way to more effective, yet complex mix designs like stone matrix asphalt, thin overlaying mixtures and the new standard, Superpave.

Correspondingly, to handle the intricacies of these designs, improved technologies are being applied to the paving process to address placement needs and quality control. These include infrared technology, intelligent compaction, and material transfer units – all of this with a steady stream of more innovation on the horizon.

Cutting-edge information

This is not your father’s asphalt industry. Maintaining profitability today while producing durable and high quality pavements requires a well-trained and motivated workforce. As many know, finding such qualified people is quite a challenge in the current competitive labor market.

The need for a highly skilled workforce to meet infrastructure and pavement needs of the future is greater than ever. In recent years, Kirby-Smith Machinery’s response to meeting this challenge has led to a keen awareness and a proactive approach in training and education. We are engaging this issue in two ways.

With assistance from our manufacturing partners such as Wirtgen and LeeBoy, we offer a wide variety of training to our industry partners. LeeBoy provides quality application training for their paving and road-widening

products. In addition, our customers, along with Kirby-Smith Machinery personnel, frequently enjoy the extensive training that Wirtgen offers at its excellent facilities in Nashville, Tenn. Wirtgen delivers a broad spectrum of expertise that is second-to-none in the industry.

In addition, Kirby-Smith Machinery has taken the lead in curriculum development through associations such as the Associated General Contractors (AGC) of Texas and the Texas Asphalt Pavement Association (TxAPA). For example, I have served on the AGC’s task force for new technologies such as intelligent compaction that has helped establish the Texas Department of Transportation’s policies for the best and most responsible use of emerging technologies.

Continued . . .



Gary Corley,
Paving & Compaction
Specialist

Editor’s note: This article was written by Gary Corley, Kirby-Smith Machinery Paving & Compaction Specialist

The need for a highly skilled workforce is greater than ever. Kirby-Smith Machinery teams with Wirtgen to provide a variety of training options with cutting-edge expertise.



Promoting quality pavement

...continued

Seminars provide valuable service

During the last three years, I have had the good fortune to help create TxAPA's committee for training and education and presently serve as its chair. During this period, we have created an impressive array of seminars and webinars that have been welcomed by the asphalt industry as well as many engineering design companies and governmental agencies.

As an example, Kirby-Smith Machinery was instrumental in developing a generic paving and compaction seminar focused on best practices. In addition, we helped create a fundamentals of asphalt pavements seminar, which has educated many consumers and designers of roads,

airports, parking lots and highways about the value and quality of asphalt paving.

The appetite for and acceptance of these programs are certainly the proof of their success and the tremendous demand for training. TxAPA representatives delivered the paving and compaction seminar 38 times in 2017 all across the state of Texas. The fundamentals of asphalt course was presented on eight occasions. In addition, TxAPA offered eight webinars on a variety of asphalt topics last year, and that number will be doubled in 2018.

As a part of this busy schedule, Kirby-Smith's Governmental Sales Manager Sol Geiser organized a seminar through the North Central Texas Council of Governments (NCTCOG) that more than 100 people representing 38 jurisdictions attended. Two more NCTCOG seminars are on tap for 2018 in the Texoma area and the Panhandle region.

To maintain our leadership role in the asphalt paving industry, we are finding new and innovative ways to add value for our customers and the industry at large. In addition to providing excellent paving products and top-notch service, we will continue to do our part to educate those in the industry with the emerging technologies and best practices in order to promote quality pavement. These times demand no less. As the industry continues to change, which it surely will, our customers will always find a willing and able partner in Kirby-Smith to meet the challenges of the future. ■



Kirby-Smith Machinery organized a seminar through the North Central Texas Council of Governments that more than 100 people from 38 jurisdictions attended. Two additional seminars are slated for 2018.

Staying profitable while producing durable and high quality pavement requires a well-trained and motivated workforce. Kirby-Smith Machinery partners with LeeBoy to offer application training for paving and road-widening products.





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ON-SITE DEMO DAYS

Kirby-Smith, Komatsu team up for exclusive two-day event at Martin Marietta's Mill Creek, Okla., location

Kirby-Smith Machinery and Komatsu gave Martin Marietta staff members the opportunity to see and operate Komatsu equipment during a Demo Days event held at Martin Marietta's Mill Creek Limestone Quarry. The two-day spectacle saw more than 100 attendees climb in the cabs of nearly a dozen pieces of machinery.

"Martin Marietta owns a couple of Komatsus that are on site, and we brought in additional machines to let operators and personnel from Mill Creek and other quarries around the area participate in a fun couple of days," said John Arapidis, Kirby-Smith Machinery Vice President of Major Accounts. "We wanted them to get in the seats and see first-hand what the machines can do."

The lineup featured some of Komatsu's most popular quarry loaders, including an 856-horsepower WA900-3EO with a 17-yard bucket. It was paired with a 100-ton-capacity HD785-7 mechanical dump truck that attendees could drive around the site. Dash-8 WA600, WA500 and WA380 wheel loaders were available as well as a 70-ton HD605-8 truck.

Komatsu introduction

"We have had great success with our Komatsu equipment, and we are right-sizing our fleet across the region with trucks of those sizes," explained Donovan Stowe, Regional Equipment Manager, SW Division, North Region for Martin Marietta. "Some of our operators generally only run competitive brands, and Demo Days was a good introduction to what Komatsu offers."

One of the highlights of the excavator group was the 429-horsepower PC650LC-11, as well as a PC490LC-11, which was positioned on a

dirt pile so operators could load an HM400-5 articulated haul truck. A D155AX-8 dozer was also available in the demonstration arena.

"Because this is a quarry site, we brought out select machines that are most commonly found in this environment," noted Vince Sheridan, Account Manager, National Accounts for

Continued . . .



John Arapidis,
Vice President of Major
Accounts, Kirby-Smith
Machinery



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A Komatsu PC490LC-11
excavator was paired
with an HM400-5
articulated haul truck.



Attendees could operate a Komatsu WA900-3EO wheel loader with a 17-yard bucket to load a 100-ton-capacity HD785-7 mechanical dump truck. "We wanted the Martin Marietta staff to take away that Komatsu equipment is second-to-none in the quarry," said Vince Sheridan, Account Manager, National Accounts for Komatsu America Corp.

▶ VIDEO



Chance to operate popular quarry loaders and more

...continued

CONSTRUCTION



A Komatsu PC650LC-11 excavator was on site for operation.

Komatsu America Corp. "It's great for the Martin Marietta staff to be able to pull some sticks, turn the wheels and move machinery. We wanted them to take away that Komatsu equipment is second-to-none in the quarry. It's durable, productive machinery that's as good as or better, than the competition."

Both days of the event began in the Mill Creek Limestone Quarry's training center where attendees received information about the equipment. Several vendors were available to answer questions regarding attachments, and a virtual-reality simulator was set up for operation. Lunch was also provided.

"We were extremely pleased with the turnout and how well-received Demo Days was," said Arapidis. "It was our pleasure to team with Komatsu and Martin Marietta to put on this event." ■



Attendees gathered for a group photo each day at the demo event held at Martin Marietta's Mill Creek Limestone Quarry in Oklahoma.

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027

EXTRA BENEFITS

Tier 4 Final technology brings more than fuel efficiency to Komatsu excavators



Justin Lantin,
Komatsu Product
Manager,
Excavators

Whether your business loads trucks, digs trenches, provides mass excavation or all of the above, Komatsu has a Tier 4 Final construction-size excavator equipped to get the job done. Komatsu designed the excavators to do more than meet the stringent emissions standards that come with Tier 4 Final regulations.

“They maintain, or improve, the production of their predecessors, while being more fuel-efficient,” said Justin Lantin, Komatsu Product Manager, Excavators. “As an added bonus, with new Komatsu technology and innovation, in some cases you can do the same work with a Dash-11 excavator that’s a size-class-smaller than the one you are replacing. For example, a customer who owns an older PC400, which we no longer manufacture, may be able to get as much or

more production with a new PC390LC-11. In that case, they wouldn’t need to go to the next size class to replace it. We would work with them to find the right fit.”

Performance and production

Production is the name of the game when it comes to excavators. Each Komatsu Tier 4 Final machine features a Closed-Center Load Sensing Hydraulic System that provides quick response and smooth operation to maximize productivity. An electronic-control system optimally controls the engine and hydraulic system according to the operating conditions.

Operators can match the machine to the work at hand by selecting the proper working mode, each of which matches the engine speed, pump delivery and system pressure to the application for maximum efficiency. Six modes are available, including Power, Economy, Lifting, Breaker, Attachment Power and Attachment Economy.

“Today’s market requires excavators to be more than digging machines. For example, customers want hydraulic packages to run multiple attachments,” said Lantin. “Our Dash-11 excavators have standard electrical connectors that allow users to easily add proportional joysticks, either at the factory or as a kit that doesn’t require extensive wiring. Operators can control attachments with a thumb button on the joysticks.”

The PC360LC-11 and PC390LC-11 feature an enhanced Power mode that provides improved performance in demanding applications. In standard Power mode, the new logic provides up to a 12 percent increase in production, compared to Dash-10 models.

The PC210LC-11 features additional horsepower and increased operating weight, compared to its predecessor.





Quick Specs on Komatsu's Dash-11 Excavators

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC138USLC-11	97.2 hp	34,563-37,547 lb	0.34-1.00 cu yd
PC238USLC-11	165 hp	54,230-55,660 lb	0.66-1.57 cu yd
PC170LC-11	121 hp	38,720-43,115 lb	0.48-1.24 cu yd
PC210LC-11	165 hp	51,397-53,882 lb	0.66-1.57 cu yd
PC240LC-11	177 hp	55,763-56,360 lb	0.76-1.85 cu yd
PC290LC-11	196 hp	70,702-72,091 lb	0.76-2.13 cu yd
PC360LC-11	257 hp	78,645-80,547 lb	0.89-2.56 cu yd
PC390LC-11	257 hp	87,867-90,441 lb	0.89-2.91 cu yd
PC490LC-11	359 hp	105,670-110,220 lb	1.47-4.15 cu yd

Komatsu's standard Dash-11 excavator lineup features nine models, ranging in size from the tight-tail-swing 97.2-horsepower PC138USLC-11 to the 359-horsepower PC490LC-11. Each provides excellent production, stability, durability and power along with features that make them more efficient and offer lower owning and operating costs, compared to their predecessors.

"The enhanced Power mode combines flow from both pumps and provides greater available torque to the hydraulic pumps when digging," said Lantin. "That creates better cycle times and digging performance and lowers per-ton costs."

Durability, stability

All Komatsu excavators are built to last. Komatsu uses one-piece steel castings in the booms and arms, providing increased durability to the front work equipment. The loads are spread out through the use of castings, minimizing high-stress areas. Larger machines used for heavier workloads have unique characteristics that further improve their durability and stability. The PC290LC-11 has a longer arm and boom for extended reach and a heavy-duty undercarriage for stability and long life.

"The PC240LC-11 is a great machine that fits a lot of contractors. The next-size-larger PC290 is a PC240 on steroids," said Lantin. "It has a larger counterweight, and a larger and longer boom, as well as bigger arm and bucket cylinders. The PC290 also has improved lifting and digging performance. The productivity is fantastic."

The PC360LC-11, PC390LC-11 and PC490LC-11 feature a heavy-duty design. For instance, the PC390LC-11 has a more robust undercarriage that uses larger-size-class

components. The bigger undercarriage has a 6 percent wider track gauge and offers up to 18 percent greater over-the-side lift capacity than the PC360LC-11.

"The PC360LC-11 is a good fit, right in between a utility-size machine and bigger excavators," said Lantin. "It's great for pipeline and general construction, site development and trenching. When a company needs extra lift capacity, that's where the PC390LC-11 comes in, and the PC490LC-11 is great for moving mass quantities of material in short order."

New standards

Komatsu added standard features to the Dash-11 excavators to increase operator comfort, efficiency and monitoring. Enhanced work environments in the ROPS-certified cab meet Level 1 Operator Protective Guard requirements. Features include a high-back, heated, air-suspension seat with adjustable arm rests; a large, LCD color-monitor panel with a 7-inch, high-resolution screen; Eco-Guidance that offers tips for lowering fuel consumption; and enhanced attachment control. In addition, an Equipment Management Monitoring System continuously checks the machine operation and vital systems to identify issues and assist with troubleshooting.

Continued . . .

Dash-11 excavators armed with latest technology

...continued

Komatsu carried over the standard rearview camera from its Dash-10 models and improved operator usage. The monitor now has a combination screen that shows a view from the camera, and it sits alongside all the main gauges.

“That gives operators greater situational awareness and helps improve productivity,” according to Lantin. “They don’t have to pause operation and push a button to get the camera view.”

All Tier 4 Final excavators have Komatsu Auto Idle Shutdown that helps reduce unnecessary idle time and operating costs. They also include a standard Operator Identification System, which reports key machine information for multiple operators, applications and job locations.

“Operators are only limited by their imaginations when it comes to using the system,” Lantin pointed out. “They can get data for a particular project, do bucket-versus-hammer or other attachment analyses and a whole lot more. It allows them to set very specific benchmarks.”

All Dash-11 excavators feature the latest version of KOMTRAX monitoring technology, which is available via the Internet or through a mobile app on a smart phone or tablet. Data now includes

diesel exhaust fluid (DEF) levels, ambient air temperatures and pressures, as well as standard items, such as locations, hours and codes.

“Every manufacturer is required to use DEF in Tier 4 Final equipment, but we stand out in a couple of ways,” said Lantin. “I believe Komatsu is the only manufacturer that puts a site gauge on the tank, which allows users to quickly check the DEF level without getting in and turning on the machine to read the gauge. More significantly, we separated the DEF pump from the tank, placing the pump in a more accessible location. If the pump needs a new filter, it’s done in minutes, whereas other manufacturers combine the pump and tank, requiring a lengthy process to simply change a pump filter.

“Another standout feature is that Komatsu’s design gives operators some peace of mind when it comes to DEF level and working on slope,” he added. “Even if the gauge reads empty, there is actually enough reserve margin in the tank. The DEF pick-up will remain submerged up to the slope limit of 70 percent. Overall, we’re seeing that DEF usage is running close to where we expected it to be – at about two gallons for every 100 gallons of fuel, if not a little lower. Komatsu has also designed DEF tank capacity to run through two full tanks of fuel before requiring DEF.”

When Komatsu rolled out its Tier 4 Interim machines, it also introduced Komatsu CARE, which provides complimentary scheduled service for the first three years or 2,000 hours. Factory-trained technicians perform all work at a convenient time and location and conduct a 50-point inspection at the same time. Komatsu distributors track the machines through KOMTRAX, contact the owner when a service is due and schedule the work.

“Komatsu CARE also covers two Komatsu Diesel Particulate Filter (DPF) exchanges in the first five years,” Lantin noted. “Most manufacturers charge for changing the DPF. That is complimentary with Komatsu and done with minimal downtime because the service tech puts in a fresh filter, versus waiting for the old filter to be cleaned and reinstalled. Komatsu CARE is a great program that provides world-class support to world-class machines.” ■

The PC390LC-11 has a robust undercarriage that uses larger-size-class components. The bigger undercarriage has a 6 percent wider track gauge and offers up to 18 percent greater over-the-side lift capacity than the PC360LC-11. “When a company needs extra lift capacity, that’s where the PC390LC-11 comes in,” said Justin Lantin, Komatsu Product Manager, Excavators.





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INTELLIGENT DOZING

Experienced earthmoving contractor boosts efficiency with Komatsu D51EXi dozer



Cody Weaver,
Owner,
CW Construction



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KirbySmithConnection.com

Cody Weaver started moving dirt at the age of 12 and hasn't stopped. Throughout the years, the Owner of CW Construction learned how to do it as efficiently and competitively as possible by maximizing production time. Approximately a year ago, he upped the ante further with the addition of a Komatsu D51EXi *intelligent* Machine Control dozer.

Weaver uses it to prep subgrade for roadways, level pads, cut and move massive amounts of dirt, as well as place sub-base materials, among other tasks. The dozer features factory-integrated machine control that requires no masts or cables like traditional aftermarket GPS grading systems.

"I love that it provides automatic dozing from rough cut to finish grade, and that the system is integrated into the machine," said Weaver. "The accuracy is impressive. It eliminates overcutting and the need to replace materials with expensive fill."

Once engaged, Komatsu's *intelligent* Machine Control system automatically starts the cut and

lowers to grade in a typical dozing pass. If the load increases to maximum capacity, the blade automatically raises to minimize track slip, ensuring productive dozing. This allows the dozer to achieve up to 8 percent greater efficiency in moving materials, based on start-to-finish grade testing against typical aftermarket machine-control systems.

Four modes

Operators can select from four distinct operating modes (Cut and Cutting, Spreading and Simple Grading) to optimize performance to the application. They can also tailor blade loads to material conditions by choosing from light, normal or heavy blade-load settings.

"It virtually eliminates the need for staking and grade checkers," Weaver stated. "You can just plug in the plans, set the machine and it does the work, making even the newest operators look like they have been running a dozer for years. Our time, material and labor savings are remarkable." ■

CW Construction's *intelligent* Machine Control D51EXi dozer cuts, grades and pushes material. "I love that it provides automatic dozing from rough cut to finish grade, and that the system is integrated into the machine, so there are no masts or cables to install or remove," said Owner Cody Weaver. "The accuracy is impressive. Our time, material and labor savings are remarkable."

▶ VIDEO



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020

JUMP RIGHT IN

Komatsu Demo Days gives customers opportunity to operate latest equipment

More than 300 customers and industry professionals attended Komatsu’s most recent Demo Days event at its Cartersville Customer Center in Cartersville, Ga. Attendees were treated to an abundance of sunshine and warm temperatures as they enjoyed the latest Komatsu has to offer.

“It was a great event to showcase our machines, technology and employees to a large group of customers,” explained Director of Training and Publications Bill Chimley. “Demo Days is the perfect opportunity for customers because they can come here and operate the newest machines, and our staff members can answer any questions they have.”

The entire lineup of Komatsu *intelligent* Machine Control dozers and excavators – the industry’s first machines with integrated GPS and machine control technology – were available

for attendees to operate. In total, nearly 30 pieces of equipment were on-hand for demonstration, including a remote-control D155AXi *intelligent*

Continued . . .



Ryan Haney of Manhattan Road and Bridge (left) meets with Dan Rutz of Kirby-Smith Machinery.



Bill Chimley,
Director of Training
and Publications



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KirbySmithConnection.com

CONSTRUCTION

Komatsu’s recent Demo Days event in Cartersville, Ga., featured nearly 30 pieces of equipment – including excavators, dozers, wheel loaders, haul trucks and a motor grader – available for customers to operate.

▶ **VIDEO**



Great time to demo new technology

...continued

Machine Control dozer and a Hybrid HB365LC excavator in addition to haul trucks, dozers, excavators and wheel loaders.

"The *intelligent* Machine Control pieces are always a big hit at Demo Days," noted

Chimley. "Customers get the chance to jump in an integrated dozer or excavator and see exactly what the technology can offer. Plus, they can operate it in a safe, controlled environment with an expert right there to provide proper training. There is a lot of interest in the technology, and Demo Days is a great opportunity to test it out."

Manufacturing operation tour

Customers had two options for the morning. They could attend information sessions at the Cartersville Customer Center focused on Komatsu technology or tour the Chattanooga Manufacturing Operation (CMO) facility in Tennessee to see how the machines are made. The two groups then came together for lunch and a safety briefing before operating machines in the afternoon.

"We want everyone who attends Demo Days to get all the information they need, and the morning sessions are a great way to do that," said Chimley. "Our product managers and technology solutions experts lead sessions on emerging technology and also host question-and-answer sessions.

"The CMO tour is a neat experience as well," he added. "Seeing the machines being assembled and then operating them that afternoon gives customers a chance to really get a feel for our equipment – from fabrication to operation. Sometimes we'll have customers on tour when their machines are being assembled, and we let them sign the frame or do something to personalize it. This year, we had a customer whose excavator was just assembled, and he took a photo with it."

The Cartersville Customer Center also featured Komatsu's operator-training simulator, Worksite VR. The simulator uses a computer program in conjunction with a virtual-reality headset, an operator's chair, pedals and joysticks to recreate excavator operations at a jobsite. The simulator was available for attendees to test out throughout the day.

"Demo Days provides an opportunity to operate several machines and get a great deal of information in a short time," noted Chimley. "Customers who are interested in attending Demo Days should contact their distributor to set up a visit." ■



(L-R) Jeremy Worthington and Jimmy Minnick of Ellsworth Construction get ready to demo equipment with Payton Chatham of Kirby-Smith Machinery.



John Van Der Wal (left) of FG Minerals and Chad Murphy of Kirby-Smith Machinery inspect equipment during Demo Days.

Attendees had the opportunity to operate Komatsu's full family of *intelligent* Machine Control dozers at Demo Days.



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STRONG, YET MANEUVERABLE

Grove launches new best-in-class GMK4090 all-terrain taxi crane

Strength and maneuverability create a winning combination for construction equipment in general, and cranes are no exception. Manitowoc put that formula to work when developing its new all-terrain crane, the Grove GMK4090. The new taxi crane boasts a modern, compact design that emphasizes both roadability and maneuverability.

“The GMK4090 was designed with flexibility and mobility in mind,” said Global Product Director of Grove All-terrain Cranes Andreas Cremer. “With its best-in-class taxi load chart and compact footprint, this crane is ideal for a variety of jobs, such as general construction and plant maintenance. Various counterweight options also give it versatility in roading, which can increase efficiency and return on investment for owners.”

The GMK4090 offers a 167-foot, six-section MEGAFORM boom that utilizes Grove’s TWIN-LOCK pinning system. Boosting its overall reach is a 49-foot, bi-fold swing-away jib that can be equipped with a 20-foot boom extension for a total jib length of 69 feet.

Reduced transportation expenses

The new taxi model also offers excellent roadability features. The GMK4090 can travel with a maximum 20.2-ton counterweight, and with a 13-ton axle it can transport up to 10 tons to the jobsite without the need for an additional truck. The result is a taxi crane with a strong capacity that can minimize transportation costs.

This crane delivers with compact dimensions at a narrow 8.37-feet wide, so it can easily access and move within the tightest of jobsites. It has a minimum tail swing of 11.58 feet,

keeping it within the maximum outrigger width. The GMK4090 also offers the new MAXbase option – this variable outrigger setting gives the crane more set-up flexibility on the job, especially when erected on irregular ground, and additional capacity when compared to the 360-degree standard load chart.

This crane also provides Manitowoc’s Crane Control System, an easy-to-use operating interface that has now been standardized across the company’s crane offerings and is found on every new model.

“The new GMK4090’s capacities, 167-foot main boom and roadability make for an extremely impressive option in this class of all-terrain. Maneuverability, compact design and MAXbase Variable Outrigger Positioning really allow operators to get the most out of lift performance on jobsites,” said Kirby-Smith Machinery Vice President Crane Division, Rickey Bailey. ■



Rickey Bailey,
Vice President,
Crane Division



Grove’s new GMK4090 all-terrain taxi crane features the strongest taxi load chart in its class. With a compact design, it can easily maneuver on narrow jobsites.



Grove TMS9000-2 truck crane named to Top 100 list

Construction Equipment Guide magazine named Grove's TMS9000-2 truck crane as one of its "Top 100 of 2017." The list evaluates an array of equipment and technologies across sectors, including earthmoving, road building, lifting, drilling, trucking and hauling in order to select the best new products.

The 115-ton-capacity TMS9000-2 is significantly lighter than its predecessors, making it easier to configure to local roading regulations. Its boom is also longer, with 169 feet of main boom, plus jib options available, while strength is improved by 5 percent across the load chart.

Grove's parent company, Manitowoc, attributes the success of the new crane to its "voice-of-the-customer" process under The

Manitowoc Way. With this strategy, the company includes recommendations from its customers early in the crane-design process, ensuring that new models and technologies reflect the lifting market's application and transport needs.

"New cranes are developed in close collaboration with our customers and dealers, which helps us design what they need. All new models must benefit the customer, both on the jobsite and in boosting revenue," said Ion Warner, Vice President of Marketing and Investor Relations. "This award will act as a great motivator for our future work. We want to use this as a platform to push ourselves even further." ■



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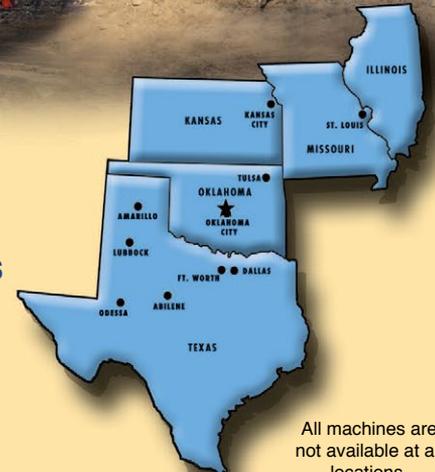
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ON DISPLAY

Kirby-Smith Machinery showcases equipment at Amarillo Farm & Ranch Show

Kirby-Smith Machinery featured Komatsu, Takeuchi and Fecon products during the annual Amarillo Farm & Ranch Show held late last year at the Amarillo Civic Center. More than 20,000 visitors attended the three-day event, including scores of children who climbed into the Komatsu WA270-8 wheel loader and Takeuchi TL12V2 track loader on display in Kirby-Smith's exhibit space.

Kirby-Smith Machinery gave away bags, prizes and other items during the show. Several staff members, as well as

representatives from Komatsu and Takeuchi, were on-hand to answer questions about the machinery. "The Amarillo Farm & Ranch Show is the largest indoor agriculture show in the country, and this gives us the opportunity to meet a large number of people who work in that industry," said Chuck Thompson, West Texas Area Manager.

The 149-net-horsepower Komatsu WA270-8 wheel loader featured a fork attachment that

Continued . . .



Chuck Thompson,
West Texas Area
Manager



Kirby-Smith Machinery West Texas Area Manager Chuck Thompson (left) and Takeuchi Regional Product Manager Sam Schneider (right) talk to an attendee about the Takeuchi TL12V2 track loader. Kirby-Smith Machinery displayed the machine with a Fecon Bull Hog mulching attachment.

▶ VIDEO



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Multi-purpose products for ag industry

...continued



Sarah Warminski and her dad, Chad, stop by the Kirby-Smith Machinery display to check out the Komatsu WA270-8 wheel loader.



Kate'Lynn Bichard gets behind the wheel of the Komatsu WA270-8 wheel loader.

Kirby-Smith Machinery personnel, as well as representatives from Komatsu and Takeuchi, were on-hand to answer questions and sign up attendees for prize drawings.



can be used for a variety of tasks such as picking up large cotton bales. It can also be equipped with 2.5- to 3.5-yard buckets as well as other attachments.

“The WA270-8 is a hydrostatic loader with variable speed control and an inching pedal that works well for agricultural tasks such as moving and stacking hay or loading wagons,” explained Komatsu District Manager Buck Lawson. “It also has a wide-core cooler and a screening package, which are beneficial for the high-dust-and-debris applications that are often encountered in ag.”

Versatile track loader

Attendees could also see the versatility of the 111-horsepower, 13,000-pound Takeuchi TL12VZ2 equipped with a Fecon Bull Hog mulching head attachment.

“This track loader takes a variety of attachments, including mulchers and grapples, that allow operators to manipulate whatever vegetation they encounter,” noted Takeuchi Regional Product Manager Sam Schneider. “With a bucket, it’s ideal for cleaning pens or loading feed and with forks you can move hay. It also has side-by-side coolers at the rear of the machine to protect it from the West Texas heat.”

“Kirby-Smith Machinery is a full-line dealer that covers nearly every industry, including an extensive lineup of machines for agriculture,” said Thompson. “We appreciate everyone who stopped by to visit our exhibit space. We enjoyed seeing some old friends and making new ones.” ■

Tod (left) and Nik Barker have fun looking over the Komatsu WA270-8 wheel loader.





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ALL ABOUT QUALITY

General Manager Walt Nichols says Komatsu's CMO builds products to stringent standards

QUESTION: What products are produced at the Chattanooga Manufacturing Operation (CMO)?

ANSWER: From a construction standpoint, our focus is standard hydraulic excavators from the 21-ton PC210LC-11 to the 49-ton PC490LC-11, as well as *intelligent* Machine Control PC360LCi-11 and PC490LCi-11 models. We mainly supply the North American market. In addition, CMO produces forestry excavators, tracked harvesters and tracked feller bunchers. This is the only Komatsu plant in the world that builds those forestry-tracked machines. Nearly everything we manufacture is Tier 4 Final. CMO is the only plant in North America that cleans diesel particulate filters from Tier 4 Final machines.

QUESTION: Why is it a good choice to buy a machine built at CMO?

ANSWER: It's all about quality. Komatsu has stringent standards, from the fabrication and welding of frames to genuine Komatsu parts and components. Outside vendors who supply certain items have to meet Komatsu's engineering standards, or we don't use them.

Our team of more than 400 people takes great pride in assembling what we all believe are the best machines in the construction and forestry industries. Many staff members have been here 20 years or more. Each is dedicated to ensuring that every piece of equipment is built correctly, tested and ready to move dirt or timber productively and efficiently.

QUESTION: How do you determine how many machines to build?

ANSWER: There are several factors that come into play. Markets are one of them. We also



Walt Nichols,
General Manager, Chattanooga
Manufacturing Operation

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.

Approximately 12 years ago, Walt Nichols and his wife, Kelly, were looking to make a change. The couple was living in the Atlanta area with their young daughter. However, both were natives of Chattanooga, Tenn., and still had family there, so they wanted to move back.

They relocated to Chattanooga, and Nichols landed a job with Komatsu in the Supply Chain Division. "Growing up, I actually lived close to Komatsu's Chattanooga Manufacturing Operation. I drove past it nearly every day.

"My background was in operations and management with one of the major delivery companies. I didn't know much about manufacturing, but I learned quickly and was hooked," he said.

Within a year he was managing the Import Department, procuring machines from all over the world. A move into the role of Production, Planning and Control Manager for the plant followed.

From there, he became Director of Manufacturing Administration, a position he held for the past seven years before becoming General Manager in October 2017. Nichols is now responsible for overseeing every department within the plant, including quality, safety, production, material management and more. "Each successive role was good preparation for this position," said Nichols. "I really enjoy it here. We have a dedicated staff with many years of experience who take great pride in building Komatsu equipment."

Continued . . .

Long-tenured staff takes pride in craftsmanship

...continued



The 21-ton PC210LC-11 is the smallest excavator that Komatsu's Chattanooga Manufacturing Operation produces. The largest is the 49-ton PC490LC-11.



Four sizes of forestry-tracked harvesters and tracked feller bunchers are built at the Chattanooga Manufacturing Operation, including the XT460L-3.

work closely with distributors and customers to ensure we are meeting their needs. There are other Komatsu factories around the world that build the same machines, and we coordinate with them. For instance, if they can't meet their current demand for some reason, CMO may ramp up to help and vice versa. As an example, when a tsunami hit Japan a few years ago, it devastated many areas of the country. Our Japanese excavator plant was occupied building machines to assist with the cleanup. That caused a spike in our production because, for a time, we had to build all the machines to supply North America.

QUESTION: Do you manufacture custom-order machines?

ANSWER: From a planning standpoint we keep ourselves flexible enough to be able to accommodate those requests. Our commitment on an order is eight days from when it's submitted to the time we have it on a truck ready to ship. In most instances, we beat that. Some super-specialty items might take a little longer.

QUESTION: Speaking of customers, do you encourage them to visit CMO?

ANSWER: Absolutely, and the public as well! We have a lot of visitors come through every year. We want them to see how Komatsu machines are manufactured and the quality that's built in. ■



Komatsu's Chattanooga Manufacturing Operation builds standard excavators ranging from the PC210LC-11 to the PC490LC-11, as well as *intelligent* Machine Control PC360LCi-11 and PC490LCi-11 models. Additionally, it produces log loaders as well as tracked harvesters and feller bunchers for the forestry industry.



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TAKING ON TEXAS

Kirby Smith Machinery's Ed Kirby says business environment made Lone Star state move an easy choice



Ed Kirby,
President

Nearly a decade ago, Kirby-Smith Machinery made a major expansion into North and West Texas with the acquisition of the former Komatsu dealership serving those areas. President Ed Kirby believed the Lone Star State's business-friendly environment, diverse construction opportunities and large highway budget were attractive to his Oklahoma City-based company.

"The size of the markets and the potential they offered made Texas a logical choice for us to expand," recalled Kirby. "We had a very small dealership in Gainesville, and we wanted to grow. Fortunately, the right opportunity presented itself, and, in 2009, we became the new Komatsu distributor for all of North and West Texas."

Since the initial expansion, Kirby-Smith Machinery has continued to add product lines, staff and locations to its Texas operations.

Today, it operates six branches in the state: Dallas, Fort Worth, Abilene, Midland-Odessa, Lubbock and Amarillo. Plans are in the works for a new facility in Lubbock, a major expansion to the Midland-Odessa branch and a new store and yard in Anna – just north of the Dallas/Fort Worth Metroplex – that will better serve the greater North Texas area. Kirby anticipates those facilities will be completed by the end of 2018 and looks to add future locations in Waco and Wichita Falls.

"We anticipate that within the next year or two the company will have more than 300 employees in Texas," said Kirby, noting that Kirby-Smith Machinery also has two locations in its home state, as well as one each in Kansas and Missouri. "That's up from approximately 60 employees in 2009 to around 200 today."

The staff expansion in Texas includes an increase in both sales representatives and management personnel. Kirby has placed several new managers there to address market needs quickly and efficiently.

"Top individuals with the ability and autonomy to make key decisions are a necessity," shared Kirby. "Without question, putting those people in place has and will continue to create growth and opportunities. I know that I can trust them to do what's right for Kirby-Smith and its customers."

Kirby pointed out that the company serves a diverse customer base. In North Texas and the Metroplex, it tends to include largely earthwork contractors that offer services such as grading, utility installation, paving and more for residential, commercial, industrial and municipal clients. West Texas is more rural, with a focus on agricultural as well as oil and gas.

Kirby-Smith Machinery actively seeks technicians and pairs new hires with veteran service personnel in an on-the-job training program. "Mentors and training are effective in teaching technicians how to be more efficient in diagnosing and fixing equipment," said President Ed Kirby.





Kirby-Smith Machinery is the Komatsu distributor for North and West Texas. "With a wide-ranging customer base, you need a broad equipment lineup, and we provide that with machinery from what we believe are the leading manufacturers," said President Ed Kirby.

"With a wide-ranging customer base, you need a broad equipment lineup, and we provide that with machinery from what we believe are the leading manufacturers," said Kirby. "No matter what business sectors they are from, we have knowledgeable people who can find the right products to meet customers' needs. In addition, Kirby-Smith fully supports manufacturers with a sizable parts inventory at each location, as well as comprehensive service capabilities that include everything from routine maintenance to complete rebuilds."

Highway funding fuels growth

Texas voters overwhelmingly approved highway-funding-related propositions in 2014 (Prop 1) and 2015 (Prop 7). The first splits the state's oil and gas production tax, with half continuing to flow into the Rainy Day Fund and half now going to the State Highway Fund. Prop 1 generated \$1.74 billion in additional highway funds in its first year.

In 2018, Prop 7 will create at least \$2.5 billion for highways from a portion of the state's general sales-tax revenue. Next year, a percentage of the sales tax on vehicles also will go to the highway fund.

The Associated General Contractors (AGC) of Texas estimates the propositions will increase highway funding by as much as \$70 billion throughout the next 15 years, creating projects for businesses that need equipment, materials, services and more.

"At the time we acquired the Komatsu dealership, Texas' highway budget was larger than the entire budget for the state of Oklahoma," Kirby pointed out. "That was certainly attractive, and the additional expenditures provided by the propositions make it even more so. Those factors played into our recent and future growth decisions, but ultimately it came down to the need to increase staff and facilities to service our customer base properly."

Continuous recruitment, training

Like other equipment distributors, Kirby-Smith Machinery faces a constant challenge to find new service technicians. During recent years, it took proactive steps to address the situation, including creating recruiting/mentoring programs and partnering with technical schools such as Texas State Technical College in Waco (TSTC) and Oklahoma State University Institute of

Continued . . .

Emphasizing education is a priority

...continued

Technology (OSUIT). Kirby-Smith Machinery has 86 technicians covering its Texas operations and 162 company wide. More than a quarter of all Kirby-Smith Machinery technicians graduated from either TSTC or OSUIT.

“The only way we are going to meet the labor demands in the industry’s current state is through continuous recruitment and training,” Kirby emphasized, noting that Kirby-Smith also actively recruits military veterans.

In many cases, students who commit to work for Kirby-Smith receive financial assistance and a basic set of tools upon graduation. Within the past year, Kirby-Smith has hired more than 40 graduates for positions company wide, with approximately half being in Texas. Kirby-Smith places the new hires in a branch shop where they begin the company’s on-the-job training program. They are assigned mentors, who provide assistance and guidance.

“Kirby-Smith promotes lifelong careers,” said Kirby. “We use a deliberate selection process to choose from the graduating classes those to whom we make a job offer. Maturity is a factor – not by age, but by a display of knowing what they want – as well as who shows commitment and those we believe will be a good long-term fit for our shop culture. In turn, we provide a living wage with full company benefits, and their pay increases along with their skill level.”

Kirby-Smith Machinery adds equipment lines to further serve its customers. In addition to Komatsu, it carries leading manufacturers such as the Wirtgen Group of products, which includes milling machines, stabilizers, pavers and rollers.

New hires and seasoned technicians alike receive ongoing education both from Kirby-Smith Machinery corporate trainers and the manufacturers it represents. “Mentors and training are effective in teaching technicians how to be more efficient in diagnosing and fixing equipment,” explained Kirby. “The technicians’ knowledge increases constantly, as well as their practical skill sets. Kirby-Smith and our customers both benefit from educated, well-trained service technicians.

“Today’s equipment is much more sophisticated than it was when I first got into the industry almost 50 years ago,” he added. “Changes are happening at a rapid pace now, so continual education is essential to ensure all our techs’ skills and knowledge are up-to-date. We provide training for other employees as well, including our sales and parts personnel.”

Priority to join AGC of Texas

Kirby believes in giving back, and that’s why he supports organizations such as the AGC of Texas, which provides scholarships to students committed to the construction industry. This year the organization raised nearly \$872,000 for its scholarship program.

“Joining AGC of Texas was a priority when we expanded in the state,” remembered Kirby. “It’s a close-knit group of individuals and companies that are active in promoting the construction industry. Many of our customers are involved with AGC and other institutions. They support us, and we think it’s important to support them. Members of the AGC of Texas are part of our lifeblood and success in the state. Participating in its auctions and other fundraising efforts for scholarships is an honor and helps the future of our industry.”

‘Having fun again’

Kirby admits that several years ago he “had a lull.” The opportunities – and challenges – of building a solid structure in Texas helped bring him out of it.

“I’m having fun again,” Kirby stated. “Gaining a foothold in Texas with the right people in place, a great business environment as well as the size and potential of the markets is exciting. We are growing, and business is good.” ■





K-S COMES TO K.C.

Kansas City, Kan., branch expands Kirby-Smith Machinery's reach north

Kirby-Smith Machinery, Inc. extended its service footprint with the opening of a Kansas City, Kan., branch last December. The company celebrated the occasion with a grand opening event to introduce itself to the area.

"This branch brings us to a new group of customers," said Executive Vice President and Chief Operating Officer Jeff Weller. "It's a greenfield location that we've owned since 2008, and we began working toward this building in 2015. The event is a celebration of the hard work that was put in, and it's the delivery of a promise to all of the people who we've told that a branch was coming."

The new location sits on nearly five acres of land south of the Kansas Speedway. The 8,730-square-foot facility features a 60- by 80-foot shop with four service bays. It also includes a "fast lane" to expedite repair, service and maintenance for customers. Seven employees, including three sales reps;

two service technicians; and a parts and service specialist, staff the branch with more joining in the future.

"We are building a team that will offer the best product support in the area," touted Sales and Operations Manager, Kansas City, Tim Yauilla. "It's our plan to have 15-20 people working out of this branch within a year and a half. It's a very exciting time; customers will really appreciate what Kirby-Smith can offer them."

The new branch marks Kirby-Smith's tenth location across Texas, Kansas, Missouri and Oklahoma. It carries Link-Belt excavators, KCM wheel loaders, LeeBoy paving products, Terramac crawler carriers, Genesis hammers, JRB attachments, Hydrema equipment, Broderson cranes and Manitowoc Group cranes including Grove and National Crane.

Continued . . .



Jeff Weller,
Executive Vice
President and Chief
Operating Officer



Tim Yauilla,
Sales and
Operations Manager,
Kansas City



Discover more at
KirbySmithConnection.com

Kirby-Smith Machinery, Inc.'s new Kansas City, Kan., branch opened in December. The 8,730-square-foot facility sits on nearly five acres of land and features a four-bay garage.

'Customers are family'

...continued



Bryce Puckett,
General Rental
Manager



Rickey Bailey,
Vice President,
Crane Division



Del Keffer,
Vice President
of Sales

(L-R) Greater Kansas City of Commerce Chief of Staff Pam Curtis looks on as Kirby-Smith's Jeff Weller, Tim Yauilla and Del Keffer cut the ceremonial ribbon at the grand opening for Kirby-Smith's Kansas City branch.



Kirby-Smith Machinery Marketing Manager Jennifer Gordon (back row, far left) meets with the Greater Kansas City Chamber of Commerce officials before a tour of the new facility.



More than 150 people attended Kirby-Smith's Kansas City branch grand-opening event.



Rentals and cranes

Two principles that Kirby-Smith has built its reputation on – a commitment to a first-class rental fleet and extensive crane options – will serve as the cornerstones of the Kansas City branch.

"People can come to us for everything from an air compressor to a crane," stated General Rental Manager Bryce Puckett. "We have customers in the area already, and this branch will help us service them more efficiently."

The rental yard has more than 85 pieces and offers a full line of equipment supported by Kirby-Smith in addition to other brands such as Takeuchi, Air Burners, JLG/SkyTrak and more.

For crane customers, the new branch will provide advantages for their businesses.

"A state-of-the-art location where cranes will be a major focus is a great support piece for the area," explained Vice President, Crane Division, Rickey Bailey. "Having the shop here gives customers the ability to drop off cranes for preventative and scheduled maintenance. Kirby-Smith has been in the crane industry for decades, so our experience is an asset to customers."

Impressive turnout

More than 150 of Kirby-Smith's new neighbors turned out for the branch's grand-opening festivities. Attendees enjoyed tours of the facility, were treated to a bar-b-que lunch and had the opportunity to win several door prizes. Customers also could meet with product representatives and demo a KCM 95Z7 wheel loader or Link-Belt 350 X4 excavator.

The event began with a ceremonial ribbon cutting with officials from the Greater Kansas City Chamber of Commerce.

"This was a great way for us to introduce ourselves and the company to the area," said Vice President of Sales Del Keffer. "When someone is working with Kirby-Smith, we want them to know they're part of our family. That's the most important thing to us. Our customers are family." ■

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▶ VIDEO

Brian Wysocki,
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Komatsu Instructor/
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explains the finer details
of the Komatsu *intelligent*
Machine Control D155AXi
dozer during a Komatsu
Service Institute session at
the Cartersville Customer
Center in Cartersville, Ga.

More than 130 employees from 26 Komatsu North American distributors attended the Komatsu Service Institute (KSI) at the Cartersville Customer Center in Georgia last fall. The week-long conference, which Komatsu has hosted annually for the last four years, enabled attendees to gain valuable leadership, organizational and interpersonal skills in addition to information on Komatsu equipment and technology.

“Our goal is both professional and technical skills development,” noted Manager of Business Development Brian Wysocki. “Originally, KSI was designed for our distributors’ service managers, but it has grown to include branch managers, general managers, vice presidents and warranty administrators. It has become a valuable experience to attain specialized skills that they can take back with them to their branches, and it helps advance their careers.”

The a la carte offerings range from technical classes focused on Tier 4 and *intelligent*

Machine Control equipment, to leadership courses geared toward identifying personality styles and developing customer service skills.

“There is no defined course schedule, some people come for a day and some for the week, depending on their needs,” said Wysocki. “We designed the classes to be a mix of lecture and hands-on training, especially with the Tier 4 and *intelligent* Machine Control topics.

“The leadership courses were developed because there was a demand for them among our distributors,” he added. “Most of our service managers have advanced their careers through technician training and similar courses, but they have never had exposure to these interpersonal-type training sessions. These classes have been attendee favorites each year.”

Scenario-based course

Another popular class is KSI’s two-day War Games simulation focused on financial-skill development and operations management.

“It’s a scenario-based game with teams of four people managing a distributor branch over a two-year simulation,” stated Wysocki. “They work together to make financial decisions and navigate issues that a distributor might encounter, like economic trends and employee morale. It’s very helpful for those employees who aspire to move into or advance in their managerial roles.”

The event also provided attendees the opportunity to operate machinery and earn a certification as an Expert of Customer Support.

“Attendees look forward to KSI each year,” shared Wysocki. “We ensure that the courses remain relevant to our industry, so that it’s a valuable asset for our distributors.” ■



TAXES, TOLLS

Most Americans want better roads, and they are willing to pay for them

Two recent surveys showed that a majority of Americans support higher taxes and/or increased tolling to fund transportation infrastructure. In one study from HNTB Corporation, more than 75 percent of respondents said they back paying more at the pump or the tollbooth, especially if the money is earmarked specifically for road projects.

Fifty-five percent supported a gas tax increase in a Bloomberg national poll. It noted that the idea has bipartisan support with 51 percent of Republicans saying yes as well as 64 percent of Democrats.

“People are fed up,” stated former U.S. Transportation Secretary and gas tax supporter Ray LaHood, in a Bloomberg article. “They’re ready for politicians to take action.”

Several states have recently raised their gas taxes – many by public vote – but the federal levy has remained at 18.4 cents per gallon since 1993. The federal tax is the primary source of revenue for the Highway Trust Fund (HTF).

Shoring up the shortfall

Factors such as inflation and more economical cars have led to a shortfall in funds needed to repair roads and bridges. Congress has transferred money from other areas of the federal budget to fill the gap. The Congressional Budget Office says the HTF will be insolvent by 2021 without additional funding.

Seventy-three percent of those surveyed are in favor of public-private partnerships,

according to HNTB’s research, which also showed that 80 percent of respondents are behind increased tolling. Avoiding congestion and saving time were major reasons why, with respondents saying they would pay on average \$1.70 to use an express lane if that saved 15 to 30 minutes of travel time.

“People are willing to pay higher taxes and tolls, if they know that the money was going to pay for transportation,” said Kevin Hoeflich, Chairman of Toll Services at HNTB in a recent Reuters article. “They’ve seen... funding get diverted to other areas and not where they expected.” ■



Recent polls show most Americans are willing to pay more at the pump, or in tolling, if it means better roads and bridges. “People are fed up,” stated former U.S. Transportation Secretary Ray LaHood in a Bloomberg article. “They’re ready for politicians to take action.”

FORECAST 2018

Industry experts predict further growth in most construction industry sectors

Ten years ago, the construction industry faced a major crisis. The nation's worst economic period since the Great Depression had pulled it down. New starts were relatively small, firms were closing at a rapid pace and many of those that were hanging on were forced to slash staff in an effort to stay afloat.

A decade later, the landscape looks quite different. The end of 2017 saw construction employment at its highest level since November 2008, totaling nearly 7 million jobs. The Associated General Contractors of America's Chief Economist Ken Simonson noted that the year-over-year growth rate in industry jobs of 2.7 percent from November 2016 to November 2017 was nearly twice the rise in total nonfarm payroll employment. He also pointed out that factors such as a lack of skilled workers and tight profit margins prevented an even higher number.

"Employment and pay in the construction industry have risen more rapidly throughout the past year than in the economy overall,

as the supply of unemployed, experienced workers continues to shrink," said Simonson. "With low overall unemployment, contractors are likely to have increasing trouble filling many types of hourly craft and salaried openings."

While there is a lack of skilled workers, there are seemingly plenty of upcoming project opportunities in 2018. Construction finished 2017 on a positive note with nearly every sector showing strong growth. Industry groups and individuals largely see more of the same for 2018, especially if Congress passes proposed infrastructure legislation that has been under discussion for nearly two years.

There is apparent consensus that construction as a whole will increase this year. Simonson expects growth of 2 to 7 percent overall. ConstructConnect forecasts a 4.8 percent increase to \$773.1 billion. The American Institute of Architects (AIA) Consensus Construction Forecast panel predicts 3.5 to 4 percent growth, and Dodge Data & Analytics sees a 3 percent climb to \$765 billion.

"For 2018, there are several positive factors which suggest that the construction expansion has further room to proceed," said Robert Murray, Chief Economist for Dodge Data & Analytics. "The U.S. economy is anticipated to demonstrate moderate job growth. Long-term interest rates may see some upward movement but not substantially. Overall, the year is likely to show some construction sectors register gains, while other project types settle back."

Single-family housing leads the way

All economists and organizations point to single-family housing as a bright spot in

Construction industry organizations and individuals see single-family housing continuing to gain momentum. Dodge Data & Analytics says housing starts will rise 9 percent in dollars, corresponding to a 7 percent increase in units to 850,000.





Public works spending, including highways and bridges, is expected to increase after falling last year. The American Road & Transportation Builders Association believes air terminals; public transit; Class 1 railroads; and private driveway, street and parking lot construction associated with residential and commercial developments will also be up in 2018.

the construction industry. Dodge Data & Analytics says it will rise 9 percent in dollars, corresponding to a 7 percent increase in units to 850,000. Dodge cites continued employment growth for easing caution by potential homebuyers as well as older millennials in their 30s helping to lift demand.

That fits with ConstructConnect's analysis, which notes that residential construction should remain strong in 2018, but is partially contingent on whether millennials start making the move from living in downtown metropolitan areas to becoming homeowners.

"If millennials decide they want to have single-family housing like their parents and grandparents, it will help to drive residential starts," said ConstructConnect Chief Economist Alex Carrick. "We've had 10 years when housing starts were less than the 1.4 million benchmark that represents equilibrium. So, if housing really gets going, it's going to drive the economy for years to come."

Much of the commercial and industrial sectors were red hot last year, with most up 6 to 10 percent. That growth trend will continue, albeit at a slower pace. Overall, those two categories accounted for 8.8 percent growth in 2017. AIA foresees a 4 percent uptick in 2018, with retail growth leading the way at 4.6 percent, followed by office space, hotels and industrial facilities. The latter category was down nearly 7 percent

last year, but AIA predicts a 1.1 percent rise this year.

Public spending rebound

Another area of agreement is public spending, including transportation, which fell 2.8 percent in 2017. Modest improvement is expected, although it will vary from state to state and region to region. That's due in part to several states passing referendums or legislation to increase their gas taxes to pay for infrastructure. The last surface transportation bill (FAST Act, 2015) also calls for rising federal funds for highways and bridges in 2018.

The American Road & Transportation Builders Association (ARTBA) believes air terminals; public transit; Class 1 railroads; and private driveway, street and parking lot construction associated with residential and commercial developments will be up this year.

"The fundamentals of this market are positive," said ARTBA Chief Economist Dr. Alison Premo Black in a Rock Products News article detailing the organization's outlook. "There are a lot of things going on that could support growth in the coming year, including the local and federal investment part of it. It really depends on where you are working. We are seeing much more variation in the regional, state and even local or urban level. There are states and areas that are showing very strong, significant growth and potential for growth throughout the next few years." ■

PREVIEW PAYOFF

How virtually designing infrastructure jobs with building information modeling saves taxpayer dollars



Jim Lynch,
Vice President,
Autodesk
Construction
Products Group

Jim Lynch is a 30-year veteran of the computer-aided drafting industry. He has served in a variety of senior management roles in the AEC (architecture, engineering and construction), manufacturing and electronic design automation industries.

No longer the infrastructure envy of the world, many of the United States' roads, bridges and tunnels are crumbling and in need of substantial maintenance or replacement. Compounding these challenges are the pressures of increased urbanization and population growth, which will place added stress on already strained systems.

So, while the Beltway banter continues about addressing infrastructure funding, we can no longer focus solely on the amount of spending, but rather the manner by which those dollars are spent. Secretary of Transportation Elaine Chao captured the point perfectly in her confirmation hearing last year when she said, "It's also important to recognize that the way we build and deliver projects is as important as how much we invest."

Using building information modeling – BIM – will allow the federal government to do far more with taxpayer dollars by virtually building first in order to validate the approach and costs.

But what is BIM? Simply stated, BIM allows project teams across all disciplines – designers,

engineers, construction teams and project sponsors/owners – to build in the digital world before doing so in the physical world. The benefits? Reduced risk, waste and rework in construction, which typically lead to cost overruns.

Many governments around the world have or are in the process of creating requirements for spending funds more responsibly with an eye on long-term growth and modernization of government-funded infrastructure. China, Germany, Japan, the United Kingdom (U.K.), France and others are in the lead on developing BIM policies or standards and demonstrating real value on behalf of their constituencies.

Perhaps the U.S. Department of Transportation should take a page out of the U.K.'s playbook. That nation implemented a technology policy that all government-funded projects, including infrastructure, are required to use BIM. Using the BIM process, between 2009 and 2015, the policy saved U.K. taxpayers 15 to 20 percent in construction costs, roughly the equivalent of more than \$1 billion U.S. dollars.

Ben Franklin popularized the phrase, "a penny saved is a penny earned." When it comes to spending taxpayer dollars on infrastructure, the proverb has even greater meaning. Millions saved means we can put America's roads, railways, airports and bridges reliably back to work and help create many thousands of meaningful jobs. ■

Jim Lynch, Vice President of Autodesk Construction Products Group, says using building information modeling will allow the federal government to do far more with taxpayer dollars by virtually building first in order to validate the approach and costs.



Editor's note: This article is excerpted from one that was originally published in The Hill. To see the full article, please visit <http://thehill.com/opinion/technology/363166-to-address-americas-crumbling-infrastructure-follow-britains-lead>.



THE PEOPLE INSIDE

David Mehrtens named Director of ReMarketing & Used Equipment

Kirby-Smith Machinery, Inc. has announced the hiring of David Mehrtens as Director of ReMarketing & Used Equipment. Mehrtens will be responsible for growing the firm's nationwide used equipment business, including its Komatsu ReMarketing program. He will work out of the Oklahoma City office.

Born and raised in Illinois, Mehrtens has more than 35 years of experience in the equipment industry. He established successful used equipment programs for both John Deere and Komatsu dealerships and worked with Komatsu ReMarketing to develop programs for distributors in North America.

Mehrtens sees great potential for Kirby-Smith's used equipment operations. "Our used equipment program has incredible opportunities before it," he said. "Right now, we are focused on the growth of our Komatsu ReMarketing

program and on providing our sales force members with the training and tools they need to more effectively market and sell used iron. I'm excited about the team we have here at Kirby-Smith and the future ahead of us."

Vice President of Sales Del Keffer is equally enthusiastic about the outlook for Kirby-Smith's used equipment business with Mehrtens at the helm. "Dave brings a level of used equipment proficiency rarely found today. His perspectives on the customer, wholesaler, auction and dealer levels provide Kirby-Smith customers with a well-rounded view of how any machine with hours can be used as both an asset financially and vocationally to help their business maximize its profitability."

Mehrtens has been married to his wife, Robyn, for more than 30 years. They have three daughters – Ashley, Brooke and Kirsten. ■



David Mehrtens,
Director of
ReMarketing &
Used Equipment



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2006 Grove RT650E	GR06521	4,570	\$210,000
2006 Grove RT650E	GR06525	6,443	\$205,000
2006 Grove RT650E	GR06547	6,201	\$205,000
2006 Grove RT9130E	GR06563	8,900	\$450,000
2010 Grove RT9130E	GR10814	9,375	\$600,000
2008 National 9103AWL	NC08497	5,750	\$115,000
2008 National 18103	NC08478	10,152	\$195,000
2007 EFFER 550.6	ZZ07309	1,750	\$140,000

Year/Make/Model	Stock #	Hrs.	Price
EXCAVATORS			
2012 Komatsu PC360LC-10	KMU12245	7,832	\$125,000
2013 Komatsu PC360LC-10	KM13251X	4,510	\$178,900
2012 Komatsu PC490LC-10	KM12454X	6,433	\$164,750
2012 Komatsu PC490LC-10	KM12086X	6,250	\$165,750
2015 Komatsu PC210LC-10	KM15061X	4,226	\$112,500
2009 Caterpillar 315DL	CT09004X	5,217	\$79,500

Year/Make/Model	Stock #	Hrs.	Price
SKIDSTEER			
2005 Takeuchi TL150	TC99035X	1,280	\$31,500

Year/Make/Model	Stock #	Hrs.	Price
CRAWLER DOZERS			
2014 Komatsu D39PX-23	KM14199X	2,300	\$104,500
2015 Komatsu D39EX-23	KM15324X	1,500	\$142,500
2009 Komatsu D65EX-15	KM09253X	5,050	\$89,500
2012 Komatsu D155AX-7	KM12817X	3,850	\$265,000
2016 Komatsu D61EX-23	KM16168X	980	\$217,500
2016 Komatsu D65PX-18	KM16294X	2,634	\$269,520
2012 Komatsu D39EX-22	KM12072X	4,029	\$67,500
2008 Komatsu D65EX-15E0	C020632X	5,600	\$79,500
2008 Komatsu D65EX-15E0	C024348X	5,325	\$79,500
2006 Komatsu D65EX-15E0	C018748X	4,704	\$69,500
2008 Komatsu D65EX-15E0	C022162X	5,713	\$79,500
2008 Komatsu D65EX-15E0	C020589X	6,192	\$79,500

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PAVING & COMPACTION			
2014 Vögele 5200-2i	V014002X	2,710	\$199,500
2014 Leeboy 8510	LB14006X	2,208	\$89,500
2005 Ingersoll Rand SD105F	IR05266X	NA	\$39,500
2005 Ingersoll Rand SD122F	IR05514X	3,114	\$42,500
2015 Caterpillar AP1055F	CT15000X	1,700	\$379,500

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WHEEL LOADERS			
2014 Komatsu WA200-6	KM14008X	6,860	\$65,000
2011 Komatsu WA320-6	KM11658X	3,800	\$99,500
2010 Komatsu WA320-6	KM10389X	14,112	\$47,500
2011 Deere 444K	JD11001X	4,934	\$79,500

Year/Make/Model	Stock #	Hrs.	Price
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2002 CEC Crusher	ZZ02320X	1,450	\$112,450



2014 VÖGELE 5200-2i V014002X 2,710 hrs.
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2007 GROVE RT540E GR07594 3,000 hrs.
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2005 TAKEUCHI TL150 TC99035X 1,280 hrs.
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