



Connection

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

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BLACK JACK ENERGY SERVICES, LLC

See how West Texas earthwork firm's versatility, experience spur growth beyond oil and gas projects



Cliff Price,
Owner/President



Lonny Hergert,
Owner/Managing
Partner

KOMATSU®



MESSAGE FROM THE PRESIDENT



Ed Kirby

Dear Valued Customer:

Komatsu's innovation stands out, regardless of machine size. Case in point, this issue of your Kirby-Smith Connection highlights a couple of ways that Komatsu places itself at the forefront of technology at different ends of the equipment spectrum.

One is Komatsu's Autonomous Haulage System (AHS), which celebrates its 10th anniversary this year. The driverless trucks remain on course, thanks to high-precision GPS and other systems. During the past decade, these massive machines have successfully moved more than 1.5 billion tons of material efficiently and safely in mines throughout the world.

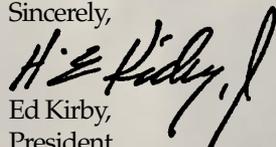
Mines typically pair AHS trucks with large excavators. On the other hand, construction companies may rely on smaller machines such as the new PC238USLC-11 tight-tail-swing excavator. Its swing radius is the same as the counterweight, so it's well-suited for applications with limited space.

In between those two machines is Komatsu's PC390LCi-11 that offers exceptional stability and lift capacity while providing the technological edge of *intelligent* Machine Control. It's a great fit for trenching and heavy applications and could easily be incorporated into a SMARTCONSTRUCTION initiative.

In this issue you can read about how Black Jack Energy Services uses the Komatsu PC360LC excavator to feed mobile crushers on their windmill site in West Texas. They also utilize a Komatsu D155AXi *intelligent* Machine Control dozer with a 12.3-yard blade and ripper – both help with tough rocks and landscaping. Additionally, the fact that the dozer performs accurately and without masts or cables that take time to install and remove or get damaged, makes it a terrific value. High production and reliable equipment allow them to get jobs done faster and with greater accuracy because there is less staking, surveying and resurveying.

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.



Connection

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BLACK JACK ENERGY SERVICES, LLC

West Texas earthwork firm's versatility, experience spur growth beyond oil and gas projects

When Owners Cliff Price and Lonny Hergert started Black Jack Energy Services, LLC in 2012, they focused the business directly on building well sites for oilfield companies in West Texas. The company's services included everything from clearing and grubbing to putting pads to grade to constructing access roads and reserve pits.

"Even though our name says energy services, in essence, we're an earthwork company," explained Price, who is President. "Both of us had a background in the industry and were looking to open a business of our own. I had been with a highway contractor for 18 years and helped start its energy

division. Lonny joined that same business in 2005 as CFO. When the opportunity came for the two of us to go out on our own, we took it."

The relationships Price and Hergert built with energy companies throughout the years proved fruitful. They contacted several to let them know they were in business for themselves.

"We had a customer base right away," recalled Hergert, who is the Managing Partner. "That gave us a good start, and when customers saw that Black Jack could be trusted to get jobs done on time and on budget, they spurred our growth by offering us additional locations and contracts."

Growing diversity

As the list of projects grew, so did Black Jack's customer base. Instead of putting all of their eggs into one basket, the owners began to look for and make their own additional

opportunities. They found a big one in the burgeoning West Texas wind-energy market.

"Wind sites are fairly similar to oilfield locations," shared Price. "We still build roads and level the site. We're even digging a hole, like to the oilfields' reserve pits. The difference is that for the wind side, it's used for the concrete base of the mill instead of the holding pen for mud or water on the oil sites. The holes also get backfilled on the wind locations."

In most cases, Black Jack Energy Services supplies the backfill as well as rock for



▶ VIDEO

(L-R) Black Jack Energy Services Owner/President Cliff Price, Owner/ Managing Partner Lonny Hergert and Equipment Manager T.C. Stipe meet with Kirby-Smith Machinery Territory Manager J.P. Cotton. "Kirby-Smith and J.P. have been terrific to work with," said Stipe. "They have equipment available when we need it and back it with great service."



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"Even though our name says energy services, in essence, we're an earthwork company."

An operator with Black Jack Energy Services feeds a mobile crusher on a windmill site in West Texas with a Komatsu PC360LC excavator. "We started putting Komatsu equipment in our fleet approximately three years ago because Kirby-Smith had availability, and it was competitively priced," said Equipment Manager T.C. Stipe. "It proved durable, reliable and productive, so we kept adding more."

▶ VIDEO

the pads and roads on all types of energy projects, either reusing on-site crushed rock or hauled-in materials. The company runs mobile-crushing spreads to make base and backfill from excavated caliche. In addition, the business operates several leased limestone pits and produces three to four products at each, including ballast, pea gravel and two-inch-minus base.

Black Jack does the same for its logistics customers. Nearly a year ago, the firm ramped up its number of projects for railroad businesses looking to expand their facilities in order to bring in more of the “frac sand” that is used in fracking oil and gas wells.

“We are constructing the base underneath the tracks,” Hergert pointed out. “The concept is similar to building a road to a well or wind site. The largest one we have done was a mile of circular base, and that was finished within the first few months we were in business. It involved 75,000 yards of cut and fill as well as approximately 42,000 tons of base material.”

In addition to its energy-related offerings, Black Jack Energy Services provides traditional road construction for heavy highways and residential subdivisions. Crews complete the dirt work and put down base material for subgrade preparation.

“We stick with what we know, so that’s the extent of that type of work,” Price explained. “Others put in the pipe and lay the asphalt or concrete.

We operate as either a sub or a general contractor on state DOT, municipal and county projects. The biggest job we have done involved roughly 22 miles of new road around Seminole as a general contractor. We balanced the dirt, put down close to 150,000 tons of base material and subbed out the seal coating.”

High production, reliability with Komatsu equipment

During the past few years, Black Jack Energy Services has turned to GPS technology to ensure greater efficiency

and productivity. It started by outfitting all of its motor graders with aftermarket systems.

“It allows us to get jobs done faster and with greater accuracy because there is less staking, surveying and resurveying,” noted Hergert. “That maximizes our time and ensures that when we build a road or a pond, it’s dead-on accurate.”

Black Jack took that to the next level with the recent purchase of a Komatsu D155AXi-8, which features a factory-integrated system that requires no masts or cables. At 354 net horsepower and an operating weight of 90,610-pounds, it’s the largest in Komatsu’s line of *intelligent* Machine Control dozers.

“The D155AXi fills two big requirements. One, it pushes a large amount of material over a long run very effectively,” said Equipment Manager T.C. Stipe, noting it has a 12.3-yard blade. “Secondly, we have a lot of rock in West Texas, so you need a machine that will handle it with a blade or a ripper. The dozer does that with no problems. The fact that the D155AXi checks those boxes, plus does it accurately and without masts or cables that take time to install and remove or get damaged, makes it a terrific value.”

Black Jack Energy Services worked with Kirby-Smith Machinery and Territory Manager J.P. Cotton to purchase the D155AXi-8. Black Jack also uses Komatsu PC290LC and PC360LC excavators to excavate and feed crushers, and relies on WA380 wheel loaders to stockpile materials and load trucks.

“We started putting Komatsu equipment in our fleet approximately three years ago because Kirby-Smith had availability, and it was competitively priced,” stated Stipe. “It proved durable,

Continued . . .

'The Komatsus don't break down'

... continued

reliable and productive, so we kept adding more. One thing that really impresses us is that our Komatsu machines have no DEF (diesel exhaust fluid) issues. We had four dozers from a competitive brand, and it seemed like one of them was down every other week due to a DEF



Nolan Landes,
Foreman

problem. That took a serious bite out of our productivity."

The majority of Black Jack's Komatsu equipment is Tier 4, so scheduled services are complimentary for the first 2,000 hours or three years through Komatsu CARE. Kirby-Smith Machinery's Odessa branch tracks the hours

through KOMTRAX and contacts Stipe when a machine is due for service.

"They take care of it at a convenient time and location, minimizing our downtime," noted Stipe. "I like that they handle it because as busy as we are, it ensures those service intervals are done right and on time by one of Kirby-Smith's certified technicians. Komatsu CARE is a tremendous added-value.

"Kirby-Smith and J.P. have been terrific to work with," he added. "They have equipment available when we need it and back it with great service. Other than routine maintenance, Kirby hasn't done much on our machines. The Komatsus don't break down."

Something to consider

Price and Hergert have paving experience from earlier in their careers, and that may be the next step in Black Jack Energy Services' evolution. The firm already produces rock that can be used for asphalt materials in its quarry operations.

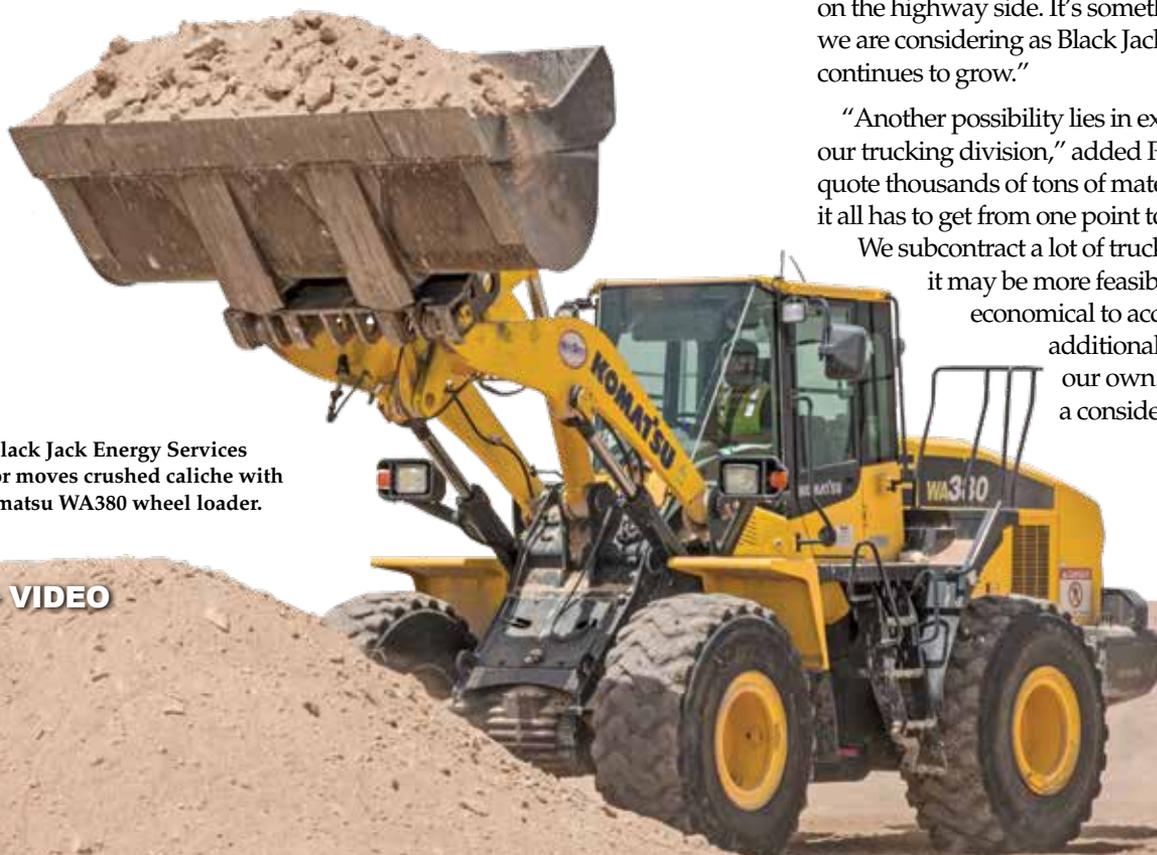
"First, we would probably take on sealcoating, then go into hot mix," predicted Hergert. "That would make us even more of a full-service contractor on the highway side. It's something we are considering as Black Jack continues to grow."

"Another possibility lies in expanding our trucking division," added Price. "We quote thousands of tons of material, and it all has to get from one point to another.

We subcontract a lot of trucks, and it may be more feasible and economical to acquire additional trucks of our own. Again, it's a consideration." ■



A Komatsu *intelligent* Machine Control D155AXi-8 dozer is put to work constructing reserve pits and roads on well and wind sites. "The D155AXi pushes a large amount of material over a long run very effectively," said Black Jack Energy Services Equipment Manager T.C. Stipe. "The fact that the D155AXi does it accurately and without masts or cables that take time to install and remove or get damaged, makes it a terrific value."



A Black Jack Energy Services operator moves crushed caliche with a Komatsu WA380 wheel loader.

▶ VIDEO

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MOSS UTILITIES, LLC

After this Irving, Texas, contractor landed its first job 'they just kept coming'

Nearly all new construction business owners experience the anxiety of securing that first job, even those with extensive backgrounds that give them plenty of experience to tackle almost any size of project.

"It took a while, and there was a period where we were kind of scared that we weren't going to land any work," admitted Garrett Moss, president of Moss Utilities, LLC. "We knocked on doors and put in a lot of bids before the first one popped. Once it did, they just kept coming."

Moss Utilities' first assignment involved the installation of a fire hydrant, approximately 60 feet of fire line and a

riser inside a vault. Two men completed the \$35,000 project.

"That was our first crew," recalled Vice President Case Whitfield. "From there, we went to another site, then another and so on. Once customers saw our capabilities, they started asking us to do more, which led to growth. We now have 12 mainline pipe crews and three punch-list crews. We have also started a separate business, Moss Excavation, which opened in October 2017."

Moss Utilities specializes in turnkey underground pipe installation and associated structures for water, storm drain, sewer, duct banks and fire lines.

The company handles nearly every aspect itself, with very little subbed out. It started with small commercial work, but the firm now also does private, multi-family subdivision and public works projects with a staff of nearly 170.

"Both Garrett and I have a solid background and history in utilities," said Whitfield. "My dad had his own residential plumbing

business. I worked for him for several years, and I'm a master plumber. Garrett is the fifth generation in the industry as his family has been in the business since the early 1900s."

"History and experience are not a guarantee that you will be successful, though," added Moss. "We marketed ourselves diligently at the start, and we still do so through banners on our jobsites and with our logo on equipment. But, our best marketing tool is providing quality, professional service. That has gained us several repeat customers in a relatively short time."

Filling a niche

All of Moss Utilities' growth came in just a little more than a year. Moss and Whitfield founded the Irving, Texas, business in September 2016 after working together for another company. Co-worker Tommy White joined them shortly thereafter as a Foreman and is now General



(L-R) President Garrett Moss, Vice President Case Whitfield and Equipment Manager Shawn Lain are part of Moss Utilities' management team. The firm specializes in turnkey underground pipe installation and associated structures.



Superintendent. Additional key individuals include Chief Financial Officer Richard Fleissner, Estimators Brad Moss, Mike Smith and Sid Hines as well as Equipment Manager Shawn Lain.

“There was a niche in smaller commercial jobs in the Dallas-Fort Worth area that existing contractors were not able to fill,” Moss stated. “The metroplex continues to expand rapidly, so there is a lot of opportunity. We decided to go out on our own and fill that void, and it’s paid off rather well.”

White said that Moss Utilities has 12 to 16 jobs in various stages of development going at any time. Its largest to date was Caraway, a 160-lot subdivision with 10,000 feet of water and sewer line as well as 5,500 feet of storm drainage line.

“Those are fairly typical quantities for that type of job,” White noted.

“Subdivisions tend to be that much and maybe more because we put in the main lines and branch off of those for services to each house. We did one in Southlake that had 40 good-size lots.”

With an abundance of opportunities in the Dallas-Ft. Worth area, Moss Utilities has stayed fairly close to home, but the owners consider the firm’s territory to be as far as an hour-and-a-half drive from the metroplex.

“If there is a project farther out, we will consider it,” said Whitfield. “Customers have asked us to look at work in Houston and Austin. We haven’t really been able to commit to that yet, but we certainly are not ruling out anything.”

Versatile Komatsu equipment

Members of the Moss Utilities team used Komatsu equipment at their previous company, so it was natural for them to rent excavators and wheel loaders through Kirby-Smith Machinery. They decided to start with rental purchase options, later converting several machines into purchases.

“Our Territory Manager, Pat Farquharson, helped us find machines. Komatsu Financial really stepped up with financing options, so we were able to acquire equipment and build a fleet rather quickly,” said Moss. “Komatsu equipment has good power, it’s durable and holds its resale value. It is also competitively priced, so we’re getting the most bang for our buck.”

Moss Utilities gets versatility from its Komatsu equipment as well. It uses excavators ranging from a

Continued . . .



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“Our best marketing tool is providing quality, professional service.”

Moss Utilities utilizes a variety of Komatsu equipment, including these PC490LC (foreground) and PC360LC excavators. “Komatsu excavators are our mainline machines,” said Equipment Manager Shawn Lain. “We dig, set pipe and structures, backfill and compact with them.”

▶ VIDEO

'The sky is the limit' for Moss Utilities

... continued

tight-tail-swing PC138USLC to a 104,000-pound-plus PC490LC. Additionally, the company has WA270 and WA320 wheel loaders.

"Komatsu excavators are our mainline machines," explained Lain. "We dig, set pipe and structures, backfill and compact with them. The PC138 is especially handy because it allows us to get into tight spaces and still be very productive, without the worry of a large counterweight swinging into an obstruction.

"The loaders are multi-purpose, too," Lain added. "We backfill, move pipe and materials as well as load trucks with them. They are highly maneuverable and easy to operate."

All of Moss Utilities' Komatsu equipment is Tier 4, so scheduled maintenance is covered under the Komatsu CARE program for the first three years or 2,000 hours. Kirby-Smiths

tracks the machines' hours and locations with Komatsu's KOMTRAX telematics system.

"When a service is due, they call me and set it up at a convenient time to take care of it," shared Lain. "That lets us concentrate on production and gives us peace of mind knowing that the intervals are done on time by certified technicians. I track the machines with KOMTRAX for hours, idle time and other critical information. It's a helpful management tool."

"Pat and Kirby-Smith in general have been great to work with," added Whitfield. "I feel like I can call Pat anytime of the day or night and get a response. They have certainly taken excellent care of us."

Accelerated expansion

Whitfield stated that Moss Utilities blew its first-year projections out of the water. He and Moss expected the

company to be roughly half the size it is at this point.

"We quickly realized accelerated growth was necessary in order to maintain our work load and relationships with customers," said Whitfield. "Right now, we're slowing the pace, catching our breath and planning for what's ahead."

Moss says the future likely holds additional expansion, not only in terms of size, but also markets and services.

"Diversity is critical, because companies that do one type of project become really good at it but tend to be pigeon-holed," Moss pointed out. "We have the experience to move into other work areas like highway projects. The possibility also is there for us to expand into general excavation. By offering more, we can better serve our clients and further improve relations with them. The sky is the limit as far as we are concerned." ■



Richard Fleissner,
CFO



Tommy White,
General Superintendent



Brad Moss,
Estimator



A Komatsu WA320 wheel loader is put to work moving sand to backfill a trench. "The loaders are multi-purpose," said Equipment Manager Shawn Lain. "We backfill, move pipe and materials as well as load trucks with them. They are highly maneuverable and easy to operate."

(L-R) Kirby-Smith Machinery Territory Manager Pat Farquharson meets with Moss Utilities Owners Case Whitfield (Vice President) and Garrett Moss (President) at their office in Irving, Texas. "Pat and Kirby-Smith in general have been great to work with," said Whitfield. "I feel like I can call Pat anytime of the day or night and get a response."





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HIGHWAY CONTRACTORS, INC.

Oklahoma paving company's storied history spans more than 50 years and three generations

The history of Highway Contractors, Inc. is long and varied. It includes changes in names, ownership and types of work. However, one thing has remained nearly constant through more than five decades – the Adams family lineage.

“What we specialize in may have shifted, but with a slight exception, a family member has been at the helm from day one,” said President Ashley Adams. “It’s rare for that to be the case in any industry, especially construction, so that’s a real source of pride for us.”

Ashley and her nephew, Jake Kerl, are the current owners of the Guymon, Okla.-based business, which today mainly focuses on state, municipal and county asphalt overlay projects throughout Oklahoma. It also does some work in Texas and Kansas. Kerl joined the company full-time approximately four years ago and is the Vice President.

“Overlays account for close to 90 percent of our total workload,” Jake estimated. “The rest is some new



Ashley Adams,
President



Jake Kerl,
Vice President

road construction and a little grade stabilization. Oklahoma Department of Transportation jobs have been our bread and butter for the past few years.”

That’s somewhat been the case since Ashley’s father, J.R. Adams, founded the company, along with some partners in the early 1960s that would later become Highway Contractors. Known then as J.R. Adams, Inc., its mainline offering was excavation. During its early years, the firm helped construct several miles of Interstate 40 across Oklahoma.

Production Superintendent Mike Potter started as an operator with the company in 1973 and witnessed its transition from earthwork to asphalt. Nearly a decade after Mike joined the company, Highway Contractors purchased its first asphalt plant, which is still in operation today at its

Guymon headquarters. The business also has a portable plant that it moves on-site for projects requiring a sizeable amount of asphalt.

“It went from dirt to soil asphalt first,” Mike recalled. “That was back before hot mix. We did a lot of chip sealing and progressed from that to hot mix throughout the course of a few years, and that’s been our main offering ever since.”

Ownership transitions

Eventually, a change to the Highway Contractors name occurred in addition to a shift in ownership. In the mid 1970s, J.R. and his wife, JoAnn, became the sole owners of J.R. Adams, Inc. They would sell it to another individual who ran it for just a few years before JoAnn bought it back in 1979.

Around that time, J.R. became ill and had to step away from daily operations (he passed away in 2000). JoAnn began

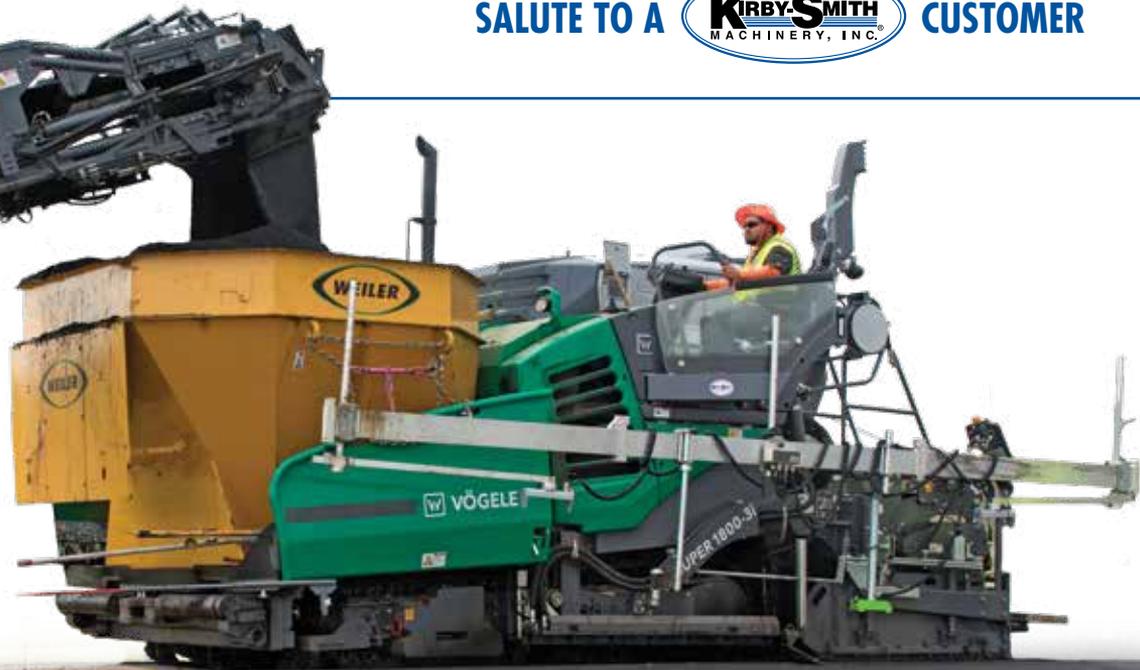
This Highway Contractors operator loads material into hoppers using a Komatsu WA470 wheel loader at the company’s portable plant.

“We like the bigger WA470 compared to our older WA380s,” said Production Superintendent Mike Potter. “Our operators don’t have to dig into the piles as often and can feed the plant faster, so it reduces cycles as well as wear and tear.”



▶ VIDEO

“The SprayJet eliminates the need for a distributor truck, so it’s more efficient and cost-effective.”



▶ VIDEO

building the business up again in the mid-1980s with the help of longtime staff member George Davidson, who was known as “Junior.”

“Because Highway Contractors was a small woman-owned company at the time, it was considered a DBE (Disadvantaged Business Enterprise) in Oklahoma and Texas,” Ashley said. “That special designation helped in bidding certain projects. Within a few years, however, she and Junior had grown it to a point where that was no longer the case.”

Ashley and Junior bought shares in the firm in 1998, and they operated Highway Contractors with JoAnn until she passed away in 2013. Junior died a couple of years later, and Jake purchased his shares. Now, Ashley handles billing, accounts payable and other inside items while Jake runs the field operations.

Vögele SprayJet increases production, speed

Highway Contractors has several other longtime staff members. During peak season it employs around 30, including General Superintendent Jim Ellison. The company is able to keep about half of its workforce when work slows during the winter months.



A new Vögele Super 1800-3i SprayJet paver is put to work on an overlay job on Highway 183 near Taloga, Okla. Highway Contractors uses the unique machine in conjunction with a Vögele MT3000-2i Offset PowerFeeder material transfer feeder it rented from Kirby-Smith (inset). “The SprayJet eliminates the need for a distributor truck, so it’s more efficient and cost-effective,” said General Superintendent Jim Ellison.

The firm typically operates within a three- to four-hour drive of Guymon, which is located in Oklahoma’s panhandle. Recent projects took a crew into Texas where it completed a 77,000-ton overlay on Highway 54 from Texhoma to Stratford.

In western Oklahoma, Highway Contractors finished three jobs on Highway 183 near Taloga that together totaled nearly 150,000 tons of material. The company set up the portable plant on the outskirts of town and put it into action along with a brand new Vögele Super 1800-3i SprayJet paver – a Wirtgen Group product that it purchased from

Kirby-Smith Machinery with the help of Territory Manager Britt Stubblefield.

The unique 170-horsepower (156 hp in ECO mode) Super 1800-3i SprayJet can be used for paving thin asphalt overlays as well as for conventional binder and surface courses. With this machine, operators can spray a thin layer of tack and go right over it with asphalt.

Continued . . .



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KirbySmithConnection.com

'Komatsu gives us great value at a fair price'

... continued

"The SprayJet eliminates the need for a distributor truck, so it's more efficient and cost-effective," said Jim. "It's cleaner, too. Normally, you would have to put the tack down and wait for it to 'break' or set before paving on top of it. That's usually a 30-minute wait, and during that time people are walking through it or cars drive over it because the truck sprays into the open lane of traffic."

The Super 1800-3i has a maximum spray width of 19 feet, 8 inches, with the emulsion tank holding up to 550 gallons. It paves up to the same width, and can go to nearly 30 feet with extensions. The hopper capacity is approximately 14 tons.

"It's very user-friendly, so it didn't take long for the crew to learn the features and how to operate it effectively," explained Jake, noting that a Wirtgen Group rep came to the paving project and provided training. "It replaced a fairly new paver, and what we noticed right away was how straight it runs compared to the competitive brand. It seemed like our operators were constantly having to oversteer that one, where the Vögele paver holds its line."

Highway Contractors used the Super 1800-3i SprayJet in tandem with a Vögele MT3000-2i Offset PowerFeeder material transfer feeder it rented from Kirby-Smith and Stubblefield.

The company occasionally rents a Wirtgen stabilizer as well and has purchased several Komatsu products, including WA470 and WA380 wheel loaders and a GD655 motor grader it uses for "light-duty" dirt work such as knocking down shoulders and trimming grade.

"Komatsu gives us great value at a fair price," said Potter. "We have had the WA380s for a while, but we now have a bigger dryer on our portable plant than when we bought those, so we went to the WA470. Our operators don't have to dig into the piles as often and can feed the plant faster, so it's reducing cycles. That equates to less wear and tear on equipment as well as reduced costs."

In addition to Wirtgen Group and Komatsu machinery, Highway Contractors has purchased and rented Trail King trailers and other products from Kirby-Smith. The Adams and Kirby families have a long relationship. "I remember my parents talking about their friendship with Ed Kirby's parents," said Ashley. "Kirby-Smith and Britt are outstanding to work with. Anytime we have needed something, they have been right there to take care of us. We appreciate everything they do."

Possible big moves ahead?

Highway Contractors works one job at a time, and the owners would like to see the number rise.

"With the right circumstances and opportunities, growth is a possibility," said Ashley. "I'd like to add a second crew and another portable plant within the next few years. I believe it's possible, and maybe even probable, especially with Jake's ambition."

Another probability involves branching out into other markets. "We have talked about having a dedicated crew for work such as parking lots," said Jake. "Our current fleet of equipment is highway-class, so we will need to invest in some smaller machinery. It's definitely under consideration." ■



(L-R) Highway Contractors Production Superintendent Mike Potter, Vice President Jake Kerl and General Superintendent Jim Ellison meet with Kirby-Smith Machinery Territory Manager Britt Stubblefield. "Britt and Kirby-Smith do an outstanding job of taking care of our equipment needs from every standpoint – sales, rentals, service and parts," said Kerl.

For "light-duty" dirt work, such as knocking down shoulders and trimming grade, Highway Contractors uses its Komatsu GD655 motor grader.

▶ VIDEO



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WIRTGEN TECHNOLOGY DAYS

Event features demos, the latest technology and Nashville hospitality

A great challenge is to stay hungry for knowledge and grow in our life's work. One of Kirby-Smith's core philosophies is to seek avenues for growth and improvement through training and exposure to new technologies. One such opportunity was Wirtgen Technology Days held in Nashville, Tenn., in late March.

Technology Days is an extraordinary event by any measure – certainly by the scale of the technology presented and demonstrations, as well as off-the-charts hospitality. Approximately 1,200 Wirtgen distributor personnel and their customers converged on Nashville for a day and a half of fun, fellowship and learning about the new trends



Gary Corley,
Paving & Compaction
Specialist

Editor's note: This article was written by Gary Corley, Kirby-Smith Machinery

and technologies of our ever-changing industry. Team Kirby-Smith was pleased to be joined by our friends from Reece Albert, Inc., Austin Bridge & Road and Madden Contracting. This was a cordial group that proved most able to absorb technology and hospitality, both of which were in abundance.

Upon our arrival, there was a welcome dinner and entertainment at the famous Wild Horse Saloon

in downtown Nashville. Wirtgen rented the entire facility exclusively for the enjoyment of their guests. After opening remarks from Wirtgen Group President Jim McEvoy, attendees enjoyed a fine meal and were then treated to some top-notch entertainment, which ranged from artistic to raucous.

The opening act featured an incredibly talented "sand artist." Her presentation was a transition of the Wirtgen company history by a series of artistic renderings drawn in sand on a lighted pallet. These images were transmitted in real time onto screens throughout the three floors of the venue to the amazement and delight of the guests. One image after another was replaced by a fresh handful of sand, and a new, very meaningful image would follow. The artist's presentation was representative of the reason for our gathering. In the local tradition, musicians followed with some fine offerings. However, the headliner of the evening was the incredible Sammy Hagar. This rock legend seems to have defied time and still puts on one heck of a show.

On display

The next morning brought lines of buses curbside to the numerous

Continued . . .

Guests at Wirtgen's Technology Days event enjoyed a welcome dinner and entertainment at the Wild Horse Saloon in downtown Nashville.



Classroom sessions cover infrared imaging and more

... continued

downtown hotels accommodating the attendees. With a boxed breakfast in hand, we boarded the buses for the short trip to the Wirtgen Group's North American headquarters in Antioch, the site of our event. Some wet weather had moved in, but never rose above a mild annoyance level, and the show went on in grand style. There were many static equipment displays featuring all four of the Wirtgen family brand names – Hamm, Vögele, Kleemann and Wirtgen.

In addition, there were half-hour classroom breakout sessions covering a variety of new technologies such

as infrared imaging, intelligent compaction and 3-D asphalt screeds. These classes were just a sampling of Wirtgen's wide-ranging training agenda offered year round at the Center for Training and Technology, which is a beautiful facility. Food and drink were a constant throughout the event. Excellent pastries and coffees were available all day and a bit later one could find home-style pretzels to accompany some fine Bavarian beer. A delicious barbeque lunch was served in a huge tent erected adjacent to the training center. The hospitality was truly amazing.

There were two large equipment demonstrations of about an hour in length, one in the morning and a slightly different one in the afternoon. The scale of these demonstrations was quite remarkable – multiple pieces of equipment performing designed tasks in concert with one another on a large, created jobsite. Attendees witnessed all of this from a covered grandstand that was built especially for the event.

First-hand look

By the way, Wirtgen personnel set up the jobsite, operated the equipment and handled the logistics to deliver an excellent presentation for their guests. It was as much a demonstration of the Wirtgen Group's in-house talent as their quality equipment. At the conclusion of the demonstrations, the area was opened so that attendees could examine the equipment, see the results of the work and ask questions. The KMA 220 recycler, the single tamper bar screed 2000 asphalt paver and the Hamm H 25i with a rock crushing drum, were just a few of the units that caught our group's attention.

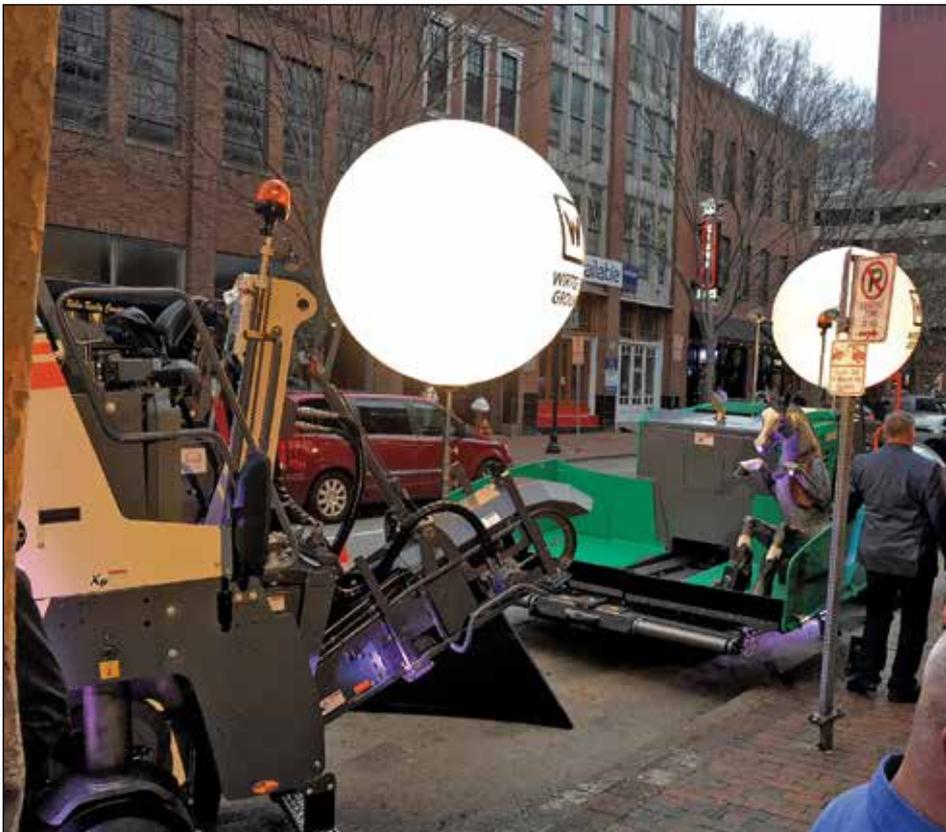
At the end of the day, we headed back to the buses a bit tired, but still filled with the excitement of the event and what we had seen and learned. That night we had a concluding dinner with our team and guests. The quiet evening was a nice contrast to the earlier non-stop action and offered a chance to share some good humor and review everything we had seen together.

After discussing the trip and the events of the day, the consensus of the group was that Technology Days was very worthwhile and time well spent. Clearly, as we made our journey home the next morning, we all had a better grasp of industry trends, and simply put, how we can be better at our respective jobs, either as equipment distributors or road-building contractors. Given insight into the future of our industry and challenged to improve ourselves with it, we came away better for our time spent together at Wirtgen Technology Days. ■



Wirtgen personnel salute those in attendance at the company's Technology Days event held in Nashville, Tenn., this spring.

All four of the Wirtgen family brands were on display, including Hamm, Vögele, Kleemann and Wirtgen.





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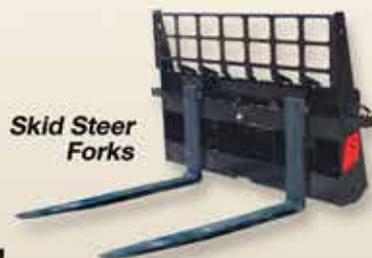
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NEW OSHA RULES

Standards reduce silica dust exposure limit, add compliance requirements

A new Occupational Safety and Health Administration (OSHA) rule regarding respirable crystalline silica dust in the construction industry requires covered employers to comply with stricter exposure limits and take steps to protect workers. OSHA reduced the exposure for construction activities to 20 percent of the previous permissible limit (from 250 micrograms per cubic meter of air to 50) averaged throughout an eight-hour shift.

The previous standard had been in place since 1971. These new regulations for the construction industry went into effect last fall.

Crystalline silica is a common earth mineral that can be found in sand, stone and other materials. Respirable crystalline silica – very small particles, at least 100 times smaller than ordinary sand – is generated when cutting, sawing, grinding, drilling and crushing stone, rock, concrete, brick, block and mortar, among others, as well as in general excavation. The smaller the particles, the deeper they penetrate into the respiratory tract.

“Silica particles are thrown into the air, and at 10 micrograms they get into your mouth and the top of your throat,” said attorney and author James R. Waite, Esq., who helps companies comply with regulatory standards. “At three to five micrograms, it gets into the chest area and under 2.5, silica dust settles into the lungs and never leaves, which can lead to silicosis and other conditions.”

Silicosis is an incurable lung disease that can lead to death or disability.



James R. Waite, Esq., Attorney at Law

James R. Waite, Esq. is an equipment industry attorney. He authored the American Rental Association's book on rental contracts and represents equipment sellers and lessors throughout North America on a wide range of issues.

Lung cancer, chronic obstructive pulmonary disease and kidney disease can also result from respirable silica dust exposure. OSHA estimates the updated standard will prevent 600 deaths and more than 900 cases of silicosis annually.

Options, added steps

About 2.3 million people in the United States are exposed to silica at work each year. Employers have options to meet the standard such as using water to keep dust from getting into the air and proper vacuum dust-collection systems that include HEPA filtration.

Utilizing approved respirators with an assigned protection factor of at least 10 under certain conditions, such as sawing more than four hours per day outside or anytime inside, is required.

Additional requirements of the new OSHA standard include:

- Assessing employee exposure to silica, if it is at or above an action level of 25 micrograms per cubic meter of air averaged throughout an eight-hour day and limiting access to high-exposure areas.
- Establishing and implementing a written exposure-control plan, which identifies tasks that involve exposure as well as methods used to protect workers, including procedures to restrict access to work areas where high exposures may occur.
- Designating a competent person to implement the written control plan.
- Restricting housekeeping practices that expose workers to silica, such as the use of compressed air without a ventilation system to capture the dust and dry sweeping where effective, safe alternatives are available.

Continued . . .

Respirable crystalline silica is generated when cutting, sawing, grinding, drilling and crushing stone, rock, concrete, brick, block and mortar, as well as in general excavation. About 2.3 million people in the United States are exposed to silica at work annually.



'It's best to monitor'

... continued

- Offering medical exams – including chest X-rays and lung-function tests – every three years for workers who are required by the standard to wear a respirator for 30 or more days in a given year.

- Training workers on the health effects of silica exposure, workplace tasks that can bring them into contact with silica, and implementing alternative means of limiting exposure.

- Keeping records of workers' silica exposure and medical exams.

OSHA training requirements for workers must include instructions on the health hazards of silica dust, a list of workplace tasks that can result in exposure, steps their employer has taken to protect employees and the purpose of the medical exams. Workers should be able to demonstrate knowledge of the topics during an OSHA investigation. Penalties include

a fine of \$12,741 per violation, generally assessed per day for failure to abate and \$124,709 per violation for “willful” or “repeat” violations.

“No one can tell by just looking if they're at or above the monitoring level, so it's best to monitor,” said Waite. “If you are below 25 micrograms per cubic meter, great. If not, it's critical to meet the requirements to avoid violations and potential liability that could lead to legal claims.”

Waite said there are additional steps that companies can take to protect themselves and workers such as putting stickers on equipment that warn of potential exposure and posting signs at all entry and exit points to and from regulated areas. When cleaning equipment, individuals should never use compressed air and the person(s)

performing the task should wear protection such as a proper respirator.

No excuses

A separate standard was created for general and maritime industries. It, along with rules for hydraulic fracturing, goes into effect June 23, 2018.

OSHA has programs that provide assistance to help small- and medium-size firms comply with the standards. It also has fact sheets available online at osha.gov.

“Contamination and the associated legal liabilities are nothing new,” said Waite. “But, when governmental agencies like OSHA begin modifying long-accepted standards, business owners are wise to take action. Enhanced focus on regulations tends to yield similar enhancements in enforcement, making arguments such as, ‘We've done it this way for 30 years,’ largely irrelevant.” ■

A new Occupational Safety and Health Administration rule regarding respirable crystalline silica dust reduced the previous exposure limit to 50 micrograms per cubic meter of air averaged throughout an eight-hour shift. Employers have options to meet the standard such as using water to keep dust from getting into the air, proper vacuum-dust collection systems and approved respirators.



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GROVE CRANE ROLL OUT

GMK6300L-1 features improved load charts, increased capacity when working at height

When it launched in 2010, the Grove GMK6300L all-terrain crane became an immediate hit worldwide. Manitowoc expects the same from its replacement, the new 300-ton GMK6300L-1, which continues its predecessor's legacy, bringing new levels of performance leadership to the six-axle category.

In line with other Grove introductions in recent years, the GMK6300L-1 offers unique innovations and class-leading capabilities. Several upgrades have been made to the structural strengths of the crane, which have upgraded load charts when compared to the previous model. Users will appreciate the added capacity when working at height, with improvements of up to 16 percent in the boom length ranges of 226 feet to 263 feet.

Overall capacities will set a new benchmark for the industry. The crane provides a maximum tip height of 394 feet when working with its full 263-foot main boom and 121 feet of jib. When lifting with the main boom, it can hoist up to 15.4 tons at full height and can handle the load within a 46-foot to 90-foot working radius, offering a flexible range for applications such as rigging a tower crane.

Powered by a Tier 4 Final 580-horsepower engine

in the carrier, the GMK6300L-1 delivers improved fuel economy compared to its forerunner, and is paired with a reliable Allison torque converter transmission. A 280-hp engine powers the superstructure.

Like its predecessor, the new crane has Megatrak suspension, along with Manitowoc's standard, all-wheel steering. Its counterweight slabs and



Rickey Bailey,
Vice President,
Crane Division

auxiliary hoist are interchangeable with the GMK5180-1, GMK5200-1, GMK5250L and GMK6300L, making it a particularly attractive investment for existing Grove customers.

"Grove got it right again with the new GMK6300L-1. Additional

features, improved fuel economy and carry-over benefits from the original are all very impressive," said Vice President, Crane Division Rickey Bailey. "The crane's increased capabilities are also noteworthy." ■

"Additional features, improved fuel economy and carry-over benefits from the original are all very impressive."

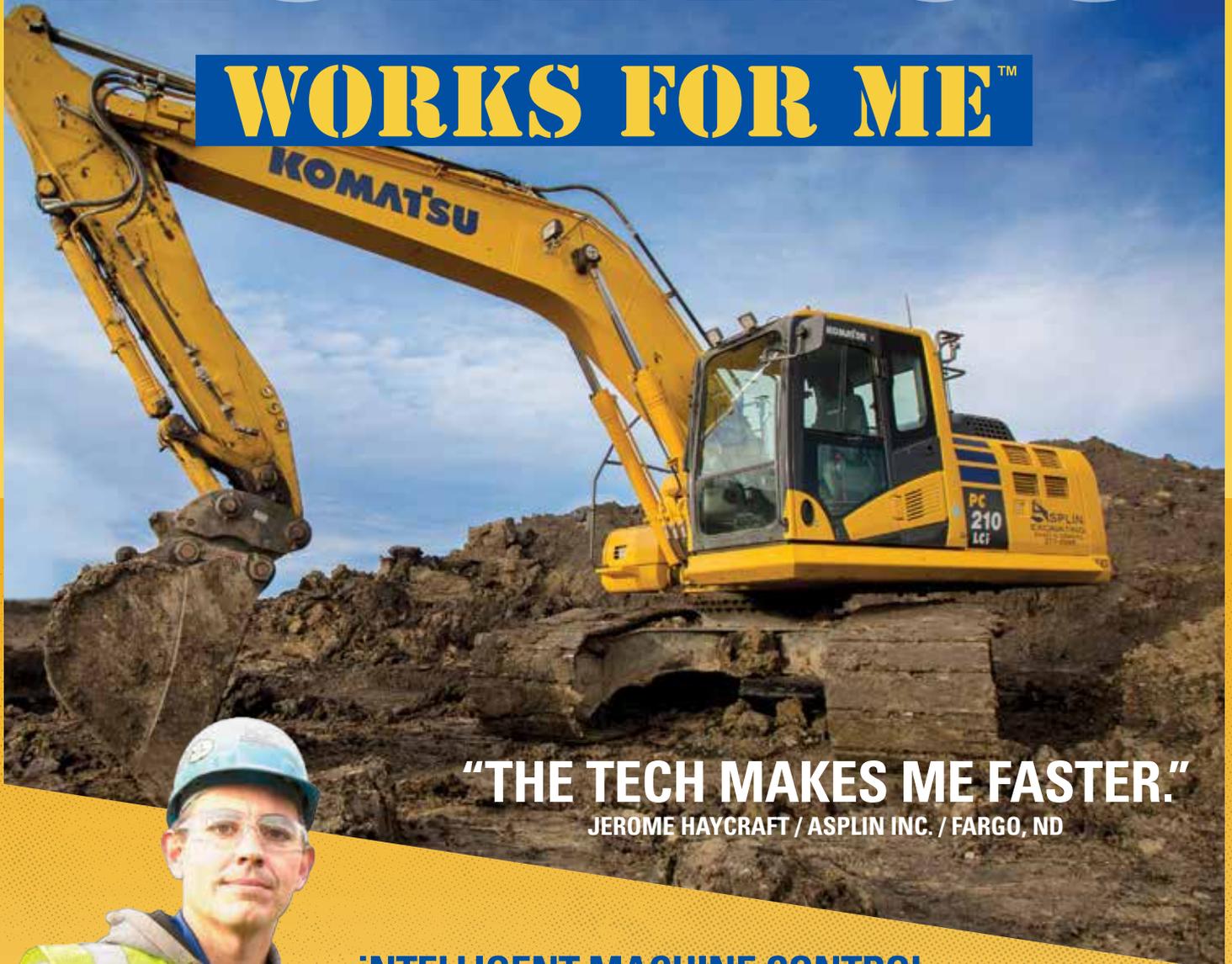
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When lifting with the main boom, it can hoist up to 15.4 tons at full height and can handle the load within a 46-foot to 90-foot working radius.



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INTELLIGENT EXCAVATOR

New model offers added stability, excellent over-the-side lift capacity in efficient combo package

Have you ever wanted more? The PC390LCi-11 excavator from Komatsu provides more stability, achieving excellent balance among power, speed and fine control. This machine utilizes the upper structure and engine of the PC360LC models and the undercarriage of a 400-class machine. Now, Komatsu has taken that concept and made it intelligent with the introduction of its new Tier 4 Final PC390LCi-11.

“The *intelligent* Machine Control PC390LCi-11 delivers the exceptional production and speed of the PC360LCi-11, with full-factory, 3-D Global Navigation Satellite System machine control along with increased stability from its up-sized undercarriage,” said Komatsu Product Specialist Renee Kafka. “This makes for the perfect combination in applications such as utility or wherever heavy lifting occurs.”

The 257-horsepower PC390LCi-11 is the fourth installment in the *intelligent* Machine Control excavator lineup. It leverages the proven technology first introduced on the PC210LCi-10, including semi-automatic operation that goes beyond traditional indicate-only systems. Once target elevation is reached, the machine keeps the operator from digging deeper, eliminating overexcavation and the need for expensive fill.

intelligent Machine Control benefits

The Steer-to-Polyline feature helps operators

actively dig to a center line, keeping a utility trench on track and minimizing waste. It's also easy for operators to create simple surfaces quickly for pipe runs by themselves.

“To increase comfort and convenience, the PC390LCi-11 comes standard with the machine-control-enhanced



Renee Kafka,
Komatsu Product
Specialist

joysticks that were initially introduced on the PC210LCi-11,” noted Kafka. “Whether it is production excavating, utility trenching or heavy-attachment work, this machine helps make operators’ jobs easier, while reducing material costs by minimizing overexcavation.” ■

Quick Specs on Komatsu’s PC390LCi-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC390LCi-11	257 hp	87,867-90,441 lb	.89-2.91 cu yd

Komatsu’s PC390LCi-11 delivers the exceptional production and speed of the PC360LCi-11, with full-factory, 3-D Global Navigation Satellite System machine control along with increased stability from its up-sized undercarriage, making it a great fit for trenching or heavy-application work.



Discover more

“This machine helps make operators’ jobs easier.”



TIGHT-TAIL-SWING PERFORMANCE

New excavator delivers outstanding lift capacity; KomVision bird's-eye-view camera available

You can get dynamite performance in a small package. Komatsu's Tier 4 Final PC238USLC-11 proves it with a heavy counterweight mass and rounded cab that provide true tight-tail-swing performance and greater lift capacity than most conventional excavators of the same size. And, it boosts productivity up to 4 percent compared to the Dash-10 with a new viscous fan clutch that lowers engine parasitic loads.

"The PC238USLC-11 maintains the tight-tail-swing radius of its predecessor, making it well suited for utility and highway applications and when working in confined spaces," said Andrew Earing, Product Manager, Tracked Machines. "The machine's contoured cab profile and sliding door allow the cab to swing within the same radius as the counterweight. The additional counterweight remains standard, giving the PC238USLC-11 equal or better lift capacity than conventional models in the same size class."



Andrew Earing,
Product Manager,
Tracked Machines

The PC238USLC-11 is available with Komatsu's new KomVision, a bird's-eye-view camera system that combines input from three cameras into a surround-view image of the machine and its environment that improves operators' situational awareness.

Monitor panel improvements

Komatsu upgraded the high-resolution, LCD monitor panel, incorporating the standard rearview camera display with gauges. "Ecology Guidance" provides fuel-saving information to the operators, and they can still choose from six working modes to

most effectively match the application, attachment and working conditions.

"In addition to the PC238USLC-11 measuring 40 percent shorter than the conventional PC210LC-11, this machine offers class-leading serviceability with quick access to the DEF pump and filter, PPC valves, batteries and aftertreatment components," said Earing. "Durability is second-to-none, with thick-plate steel used on the revolving frame, heavy-duty boom and arm structures, and easy-to-access cooling-system-debris screens. Overall, the PC238USLC-11 is a true purpose-built, short-tail excavator designed and crafted to outlast the competition." ■

Komatsu's PC238USLC-11 excavator features a heavy counterweight mass and rounded cab that provide true tight-tail-swing performance and better lift capacity than most conventional excavators of the same size. A new viscous fan clutch lowers engine parasitic loads, increasing productivity up to 4 percent.



Discover more

"Overall, the PC238USLC-11 is a true purpose-built, short-tail excavator designed and crafted to outlast the competition."

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029

GETTING TO GRADE FASTER

Earthwork, pipeline contractor eliminates overcutting with Komatsu PC490LCi-11 excavator

When Randy Ellis and his wife, Trisha, prepared to build a home on the family's ranch, he was shocked at the price to purchase 300 loads of dirt for the pad. Instead of paying for the material, Ellis bought a dump truck and a rubber-tire backhoe, dug a pond on his property and used the dirt for the house pad. While he didn't realize it at the time, this was the origin of what today is a successful earthwork and pipeline business, R&T Ellis, Inc.

Nearly a year ago, R&T Ellis purchased its first Komatsu excavator, an *intelligent* Machine Control PC490LCi-11.

"We already had used Topcon aftermarket GPS, so I liked that Komatsu integrated it into its *intelligent* Machine Control products," said Ellis.



Randy Ellis,
President

"It saves us time and money by eliminating the need to put up and take down the masts, and we no longer worry about them getting damaged or stolen."

R&T Ellis recently put the PC490LCi to work on a project that involved digging a canal from a river to a treatment plant in preparation for bringing a new supply of drinking water to a major U.S. city. The company's role included clearing 350 acres, building a six-and-a-half mile gravel access road to the canal, installing piping and moving more than 650,000 yards of earth.

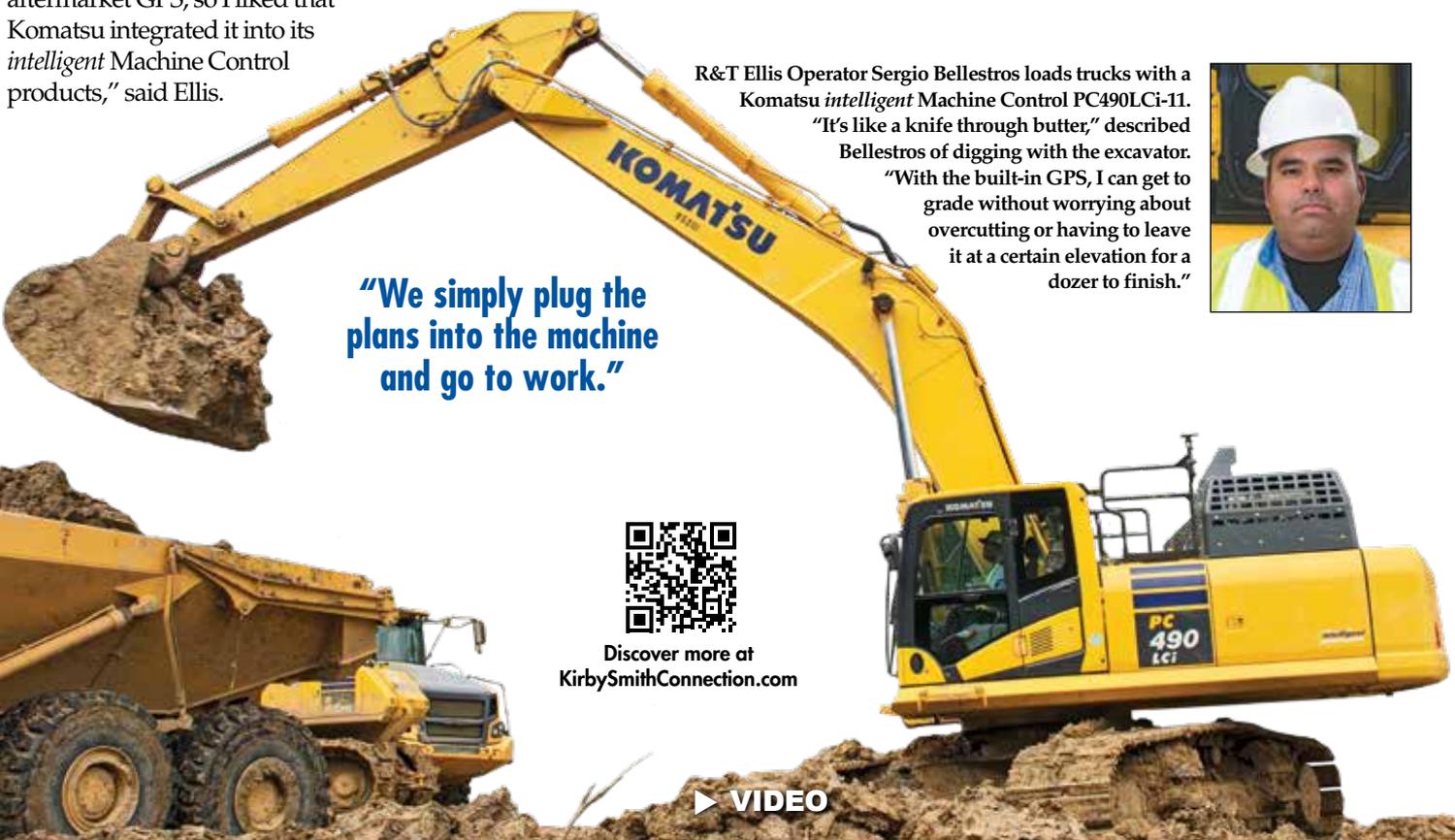
"It's like a knife through butter," shared R&T Ellis Operator Sergio Bellestros about his experience in

digging with the excavator on the canal project. "With the built-in GPS, I can get to grade without worrying about overcutting or having to leave it at a certain elevation for a dozer to finish."

Plug in plans and go

The excavator utilizes 3-D design data loaded into the machine's monitor to accurately display machine position relative to target grade. When the bucket reaches the target surface, automation kicks in to limit overexcavation.

"What stands out (about the PC490LCi) is the increased production and efficiency. We simply plug the plans into the machine and go to work. With minimal staking, we can put everything to grade faster and without the concerns about overcutting or needing someone to constantly check grade," noted Ellis. ■

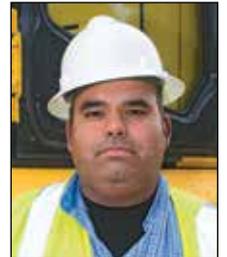


"We simply plug the plans into the machine and go to work."

R&T Ellis Operator Sergio Bellestros loads trucks with a Komatsu *intelligent* Machine Control PC490LCi-11.

"It's like a knife through butter," described Bellestros of digging with the excavator.

"With the built-in GPS, I can get to grade without worrying about overcutting or having to leave it at a certain elevation for a dozer to finish."



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BUSINESS SOLUTIONS GROUP

Team assesses Madden Materials' operations; improvements save enough to buy additional equipment

Approximately two years ago, Joe and Sofia Regalado acquired Madden Materials, adding to the couple's already hefty work load as they operated a trucking company and another material supply business. The new venture came with challenges, so they turned to their local Komatsu distributor, who connected them with the Business Solutions Group to help formulate an action plan.

The Business Solutions Group offers bottom-line tactics that maximize production and efficiency. The group studies customers' existing operations, considers alternatives and provides recommendations. The service is complimentary.

In Madden Materials' case, the Business Solutions Group partnered with the distributor to conduct an Optimized Fleet



Joe Regalado,
Owner/Chief
Executive Officer,
Madden Materials

Recommendation (OFR) study on how to move sand from the pit to a new wash plant most effectively. Members of the Business Solutions Group took into account the productive potential of various sizes of excavators, wheel loaders and trucks to identify the most efficient fleet, depending on production needs and other factors.

"They assessed the site – how we load, haul distance, tons of product the plant needed per hour – and determined that smaller units would be best," said Owner/Chief Executive Officer Joe Regalado. "They projected operating costs by considering fuel, operator pay, maintenance and more."

Before the study, Regalado was convinced he needed to add a large truck, possibly a

60-ton rigid frame, and pair it with an existing 50-ton-plus excavator. The Business Solutions Group showed him other options, including using a Komatsu 30-ton articulated dump truck and a PC360LC excavator.

Money-saving strategies

"The same production with smaller equipment means less fuel and maintenance as well as lower overall costs," said Regalado. "The study saved us enough money that we could buy a second WA380 loader. The assessment was done at no charge. That's an incredible benefit, and they have finished a second OFR study to determine our present and future needs as we continue to expand and move farther away from the plant." ■



Discover more at
KirbySmithConnection.com

Komatsu's Business Solutions Group recommended a smaller articulated haul truck, an HM300, as part of its assessment of Madden Materials' operations.

"The same production with smaller equipment means less fuel and maintenance as well as lower overall costs," said Joe Regalado, Owner/Chief Executive Officer.

▶ VIDEO



NEW REMAN FACILITY

Komatsu helps customers save money, boosts availability of high-quality remanufactured products

If you need to replace components, or even an engine, you want the most-cost effective solution possible. Oftentimes, that may involve using the high-quality remanufactured products available through Komatsu's reman facilities.



Michael Carranza,
Product Manager



Goran Zeravica,
Senior Product Manager

grew out of a fact-finding effort in Komatsu's Reman/Overhaul Group led by Senior Product Manager Goran Zeravica and Product Manager Michael Carranza.

One of their first steps involved talking with customers and Komatsu distributors to gauge their expectations.

"They provided valuable feedback to act upon, including the need

for expanding our availability and offering of reman products," shared Zeravica. "That's one of the reasons we opened a new reman facility; the other reason was to expand engine-testing ability for our customers. The new facility supplies like-new engines that meet Komatsu's stringent standards, so customers can rest assured they are getting quality, reliable products with long lives."

Substantial inventory

Komatsu has already amassed an extensive inventory. Reman products are available from various sources such as the Ripley Parts Operation, Peoria Parts Department and regional parts depots.

"Availability and fast access are vital to minimizing downtime," said Carranza. "A good inventory ensures that when an order is placed, a replacement item is shipped right away. Once the repair is complete, the customer can send in their used component, and we will give them a credit for it."

Quality confidence

Komatsu demonstrates its confidence in reman products by providing two warranties*:

Komatsu Genuine Reman Warranty Coverage (Standard):

- Applies to Genuine Reman components
- One year
- Unlimited hours

Komatsu Genuine Reman Component Quality Assurance:

- Applies to engines, transmissions, torque flows, final drives, differentials, axle assemblies, travel motors and main hydraulic pumps
- Four years
- Prorated, up to 10,000 hours ■

Recently opened, and located at the Chattanooga Manufacturing Operation, the reman facility

* Additional qualifications are required. Talk to your Komatsu distributor for more information.



Komatsu's new reman facility brings original equipment manufacturer expertise to the table, while boosting availability through reman and retesting capabilities.

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DRIVERLESS TRUCKS

Komatsu celebrates 10th anniversary of autonomous haulage system

This year marks 10 years since the commercial deployment of Komatsu's autonomous haulage system (AHS), and based on its proven track record of safety and productivity, the company plans to ramp up the pace of distribution. Komatsu was the first manufacturer in the world to commercialize AHS – driverless trucks – in the mining industry.

More than 100 AHS trucks presently operate in North America, South America and Australia. Running around the clock, they haul three different commodities in six mines. By the end of 2017, Komatsu AHS trucks had recorded a world-leading cumulative total of 1.5 billion tons moved.

According to Komatsu, each truck is equipped with vehicle controllers, a high-precision GPS system, an obstacle-detection system and a wireless network system. These

features allow the trucks to operate safely through a complex load, haul and dump cycle, as well as integrate with dozers, loaders and shovels.

Komatsu began AHS trials in 2005 at a copper mine in Chile and successfully achieved the world's first commercial deployment three years later. A second followed in late 2008 at Rio Tinto's iron ore mine in Australia. The company currently operates AHS trucks in four mines in the Pilbara region of Australia. Rio Tinto controls the system remotely and efficiently from its operations center in Perth, almost 1,000 miles away.

Using AHS, one customer reported improved productivity, reducing load and haul-unit costs by more than 15 percent compared to conventional haulage methods. In addition, optimized automatic controls reduce sudden acceleration and abrupt steering, resulting in 40 percent longer

tire life for that same customer. AHS is significantly safer in conventional mining environments, where even a minor driving error could cause a serious accident, according to Komatsu.

New initiatives

To extend the benefits to operations with manned haul fleets, Komatsu conducted and successfully completed trials of its AHS retrofit kit at a Rio Tinto mine in September 2017. It was mounted on an electric-drive standard 830E (220-ton payload) and enabled the truck to operate in autonomous mode. Komatsu plans to expand the AHS retrofit kit to additional models of electric-drive standard trucks. It will also enhance AHS's mixed-fleet operations functions to enable manned haulers of any make to safely interoperate with Komatsu's AHS trucks in a blended fleet. ■

AHS is significantly safer in conventional mining environments.

To date, Komatsu's autonomous haulage system (AHS) has recorded a world-leading cumulative total of 1.5 billion tons moved. Using AHS, one customer reduced load and haul unit costs by more than 15 percent compared to conventional haulage methods.





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A GOOD START

Guest opinion: Tax law provides positives for construction businesses, but work still needed to fix Highway Trust Fund

Congress passed comprehensive tax reform legislation that will lower rates, spur economic growth and impact construction businesses for years to come. However, this process did not start as well as it ended for the construction industry.

Initially, the tax reform bill provided little relief for many construction firms organized as pass-throughs, such as S-corporations, limited-liability corporations and partnerships; eliminated Private Activity Bonds essential for financing transportation infrastructure, low-income housing and other public construction and public-private partnership projects; and repealed the Historic Tax Credit, critical to the private construction market for the rehabilitation and renovation of historic buildings.

Lobbying pays dividends

Associated General Contractors continued to fight for a better outcome for the construction industry through a rigorous



Stephen E. Sandherr,
CEO, AGC

lobbying campaign. Efforts included connecting construction company chief financial officers and certified public accountants with tax writers as well as generating thousands of pro-construction messages from members to key legislators. Our work helped convince members of Congress to ultimately

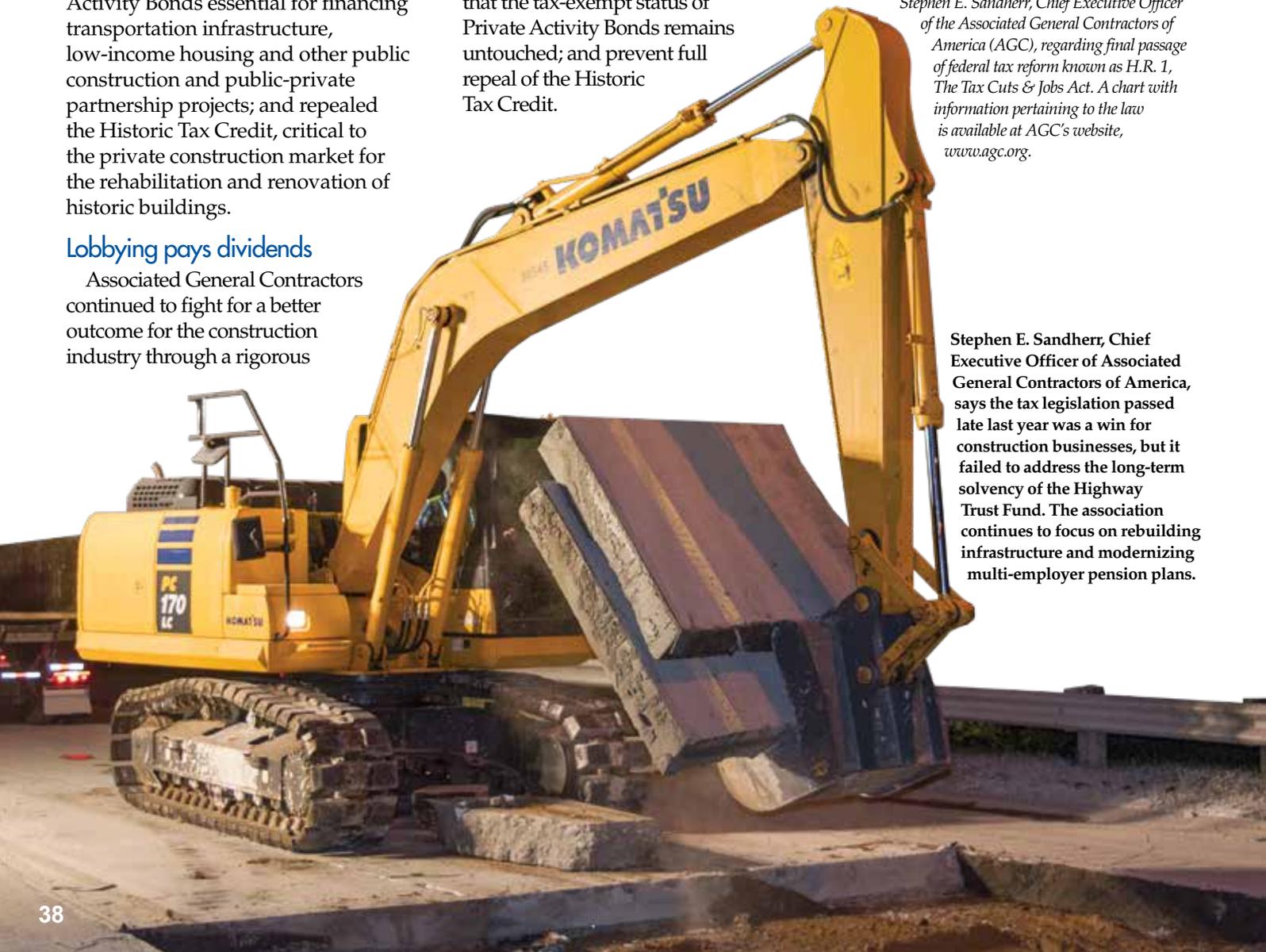
reduce the corporate rate by 14 points; lower individual and pass-through rates; double the estate and gift-tax exclusion to \$11 million; ensure that the tax-exempt status of Private Activity Bonds remains untouched; and prevent full repeal of the Historic Tax Credit.

Future focus

That stated, there is still much work to be done in our nation's capital in 2018. Although Congress missed an opportunity to address the long-term solvency of the Highway Trust Fund via tax reform, we remain focused on ensuring that this administration keeps its promise to rebuild the nation's infrastructure. And, we are committed to efforts to modernize multi-employer pension plans for the future, among other priorities for the industry. ■

Editor's note: This article is from a statement by Stephen E. Sandherr, Chief Executive Officer of the Associated General Contractors of America (AGC), regarding final passage of federal tax reform known as H.R. 1, The Tax Cuts & Jobs Act. A chart with information pertaining to the law is available at AGC's website, www.agc.org.

Stephen E. Sandherr, Chief Executive Officer of Associated General Contractors of America, says the tax legislation passed late last year was a win for construction businesses, but it failed to address the long-term solvency of the Highway Trust Fund. The association continues to focus on rebuilding infrastructure and modernizing multi-employer pension plans.



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NO FATALITIES GOAL

Research suggests Safe System and Vision Zero traffic-planning approaches would save lives

Research from the World Resources Institute (WRI) and the World Bank concludes that if all countries adopted a Safe System or Vision Zero approach to safety and traffic infrastructure, nearly a million lives could be saved around the world each year. WRI analyzed data from 53 countries and found that using Safe System tactics achieved both the lowest rates of traffic deaths and the largest reduction in fatalities in a 20-year period.

The report, “Safe and Sustainable: A Vision and Guidance for Zero Road Deaths,” emphasizes the importance of committing to no fatalities, upholding the Safe System principles of shared responsibility and reducing human error; as well as instituting structural fixes like better sidewalks, bike lanes, high-quality public transportation, safer vehicles and faster emergency response, according to WRI. The study says that it’s important for planners to take those factors into account when designing roadways.

Traffic fatalities claim more than 1.2 million lives annually. WRI found that to eliminate road deaths, policymakers must adhere to Safe System tenets: humans make errors and are vulnerable to injury; responsibility for the consequences should be shared, no death or serious injury is acceptable; and the best plan is a proactive, systemic one.

Sweden and the Netherlands began a Safe System program more than 20 years ago and have lowered their traffic fatalities to between three and four deaths per 100,000 residents annually, a decrease of more than 50 percent. The global average is 16.4 fatalities per 100,000 residents and 24.1 per 100,000 in low-income nations. More than 40,000 die on U.S. roadways every year.

Multi-pronged plan

Approximately 30 cities in the United States are using Vision

Zero, which is similar to Safe System. Vision Zero takes the view that traffic deaths and severe injuries are preventable by utilizing proven strategies such as lowering speed limits, redesigning streets, implementing meaningful behavior-change campaigns and enhancing data-driven traffic enforcement. It also demonstrates that planning fosters cross-disciplinary collaboration among local traffic planners and engineers, police officers, policymakers and public-health professionals.

“We can dramatically reduce and eventually eliminate road-crash fatalities if we follow a Safe System approach,” said Soames Job, who heads the World Bank’s Global Road Safety Facilities and is one of the report’s co-authors. “Vision Zero is becoming a popular policy to embrace, but what it really means is committing to zero deaths and building in safeguards. By designing transportation systems for inevitable human error and placing a greater responsibility on officials, road designers and decision makers, we can profoundly reduce road-crash fatalities.” ■



A report from World Resources Institute and the World Bank emphasizes a commitment to no fatalities and upholding principles such as reducing human error, and instituting structural fixes like better sidewalks, bike lanes, high-quality public transportation, safer vehicles and faster emergency response.

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NEWS & NOTES

Kirby-Smith Machinery continues expansion of Governmental Sales Team



Kirby-Smith Machinery is the fastest growing heavy-equipment distributor in the Southwest and recently added two more representatives to its Governmental Sales Team in Texas with the addition of Dan Thompson and Homero Gonzalez. Thompson will focus on markets in northeastern Texas, while Gonzalez is responsible for the western part of the state.

Thompson and Gonzalez join a team that grew significantly in 2017 to support customer needs. Kirby-Smith Machinery added three new Governmental Sales professionals in Oklahoma and Texas as part of a strategic investment in its fast-growing Governmental Sales business. The hires reflect the company's five-year strategic plan that also calls for doubling the number of service technicians at the 10 branch locations in Oklahoma, North Texas, West Texas, Kansas and Missouri.

Thompson's background includes a long tenure as the exclusive dealer for Falcon Road Maintenance Equipment

in Oklahoma and Texas. During that time, he served as a member of the asphalt pavement associations in both states. He brings decades of industry experience to the position as well as a thorough understanding of the market in his territory and the needs of his customers.

A homecoming

For Gonzalez, Kirby-Smith represents a homecoming to the heavy-equipment industry. He worked in various roles for another dealer, including territory sales and special projects, before a lengthy career in the oil and gas industry. Prior to joining Kirby-Smith, Gonzalez was President and CEO of Onpoint Energy Services in Cashion, Okla. His new position at Kirby-Smith Machinery is also a return to West



Homero Gonzalez,
Government Sales,
West Texas



Dan Thompson,
Governmental Sales,
Northeast Texas

Texas. He worked in Midland while serving as Vice President of Operations for Rusty's Oilfield Service.

Kirby-Smith Machinery Vice President of Sales Del Keffer said he believes having seasoned business professionals such as Thompson and Gonzalez in place will ensure that the company has effective coverage.

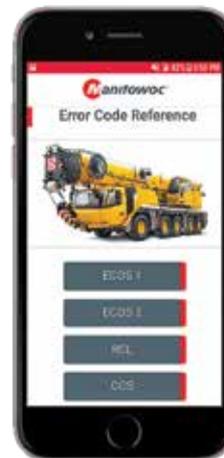
"We have made a conscious effort to grow our Governmental Sales team in the past couple of years with industry professionals who can serve as consultative resources for our customers," Keffer said. "We've hired salespeople with the ability to match the right equipment to their customers' operations and help them get the most productivity out of their machine life." ■

Manitowoc releases unique new diagnostic smartphone app for cranes

Diagnosing and fixing issues as quickly as possible limits downtime and improves production. Manitowoc made it easier to accomplish that with the release of its free smartphone app to address diagnostic codes on all Grove- and Manitowoc-branded cranes that run on the Crane Control System. The app also works with all-terrain GMK models that have ECOS 1 or ECOS 2 installed.

Manitowoc is the first manufacturer in the crane industry to release an app of this kind. It can be downloaded from the App Store (Apple) and Google Play (Android) by searching for "Manitowoc Diagnostic Code App."

In the past, when cranes experienced technical issues, Manitowoc customers had no way to interpret the diagnostic codes that would appear on the main display of the crane's cab. It was necessary to call specialized technicians with proprietary equipment to the jobsite, and any time spent waiting affected the project schedule. Now, the app instantly tells users what the codes mean, and they can begin working



The new Manitowoc Diagnostic Code app makes diagnosing and fixing technical issues easier.

on solutions immediately, boosting uptime.

"We're entering into a new era of crane operation where we can harness the power of mobile devices, and Manitowoc wants to lead the way," said John Alexander, Director of All-Terrain Crane Service, Mobile Training and Telematics at Manitowoc. "By accessing a cloud database from a smartphone, companies can quickly get valuable information to keep their cranes up and running." ■

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INDUSTRY NEWS

Komatsu acquires Quadco, Southstar forestry heads

Komatsu acquired Quadco felling heads and Southstar large harvesting heads, adding them to its already stellar lineup of Log Max and Komatsu small and medium-size harvester heads. The acquisition allows Komatsu to offer customers a full range of forestry attachments.

Quadco and Southstar will continue to operate as independent companies within the Komatsu group and will maintain their existing sales networks. To improve value to customers, Komatsu is forming a forestry attachment division within Komatsu Forest AB, which will manage the Quadco, Southstar and Log Max brands. ■



EIA: Wind to blow past hydro in renewable energy production

The U.S. Energy Information Administration (EIA) expects wind to surpass hydroelectric in domestic, renewable-energy production this year. EIA predicts hydropower will fall to 6.5 percent from 7.4 percent of the nation's overall energy output in 2018. Wind generated 6.3 percent last year, and EIA

anticipates it will rise to 6.9 percent by 2019. Weather will play a big role in what the final numbers look like at the end of 2018.

"Because few new hydro plants are expected to come online in the next two years, hydroelectric generation in

2018 and 2019 will largely depend on precipitation and water runoff," EIA said in its analysis. "Although changes in weather patterns also affect wind generation, the forecast for wind-power output is more dependent on the capacity and timing of new wind turbines coming online." ■

Industry pros: Infrastructure investment vital to prosperity

Eighty-two percent of respondents said adequate investment in infrastructure projects is crucial to national prosperity in a global survey by AECOM, which released the findings in a report titled the Future of Infrastructure. More than 500 industry professionals from around the world participated, and 39 percent cited a lack of public funding as a major problem.

The survey also found that 67 percent believe that the industry is not evolving fast enough to meet society's changing needs, and 90 percent said innovative funding models are needed and would be effective at bridging the funding gap. Further, 71 percent said that many of the traditional approaches to project management do not fit the demands of today's large, complex programs.

"We know that safe, secure and resilient infrastructure is critical to economic growth and social progress," said Michael S. Burke, AECOM's Chairman and CEO. "The industry must embrace innovation and develop new ways to fund and deliver projects faster, smarter and better." ■

Keene State to offer nation's first construction safety degree

Keene State College (KSC) in Keene, N.H., will offer a Construction Safety Sciences degree program beginning this fall, which the school says is the first of its kind in the nation. According to KSC, the program will prepare students for a variety of occupational safety and health program management positions in both the private and public sectors. The program is designed for three

years and two summers, with a total of 120 credits.

KSC noted that the curriculum for the Construction Safety Sciences degree program emphasizes critical thinking, hazard identification and prioritization, problem solving, cost effectiveness, professional skills in programmatic management plus safety and

environmental regulatory compliance. Graduates can pursue a master's degree or transition directly into careers in loss control, risk management, organizational safety or consulting. Students will also have the opportunity to earn a minor in construction safety sciences. Additionally, the college will offer a minor in sustainability beginning this fall. ■

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Paul Bell, Sales and Operations Mgr.
Keelan Crosby, Territory Mgr.
Terry Lyness, Territory Mgr.
Trey McNeel, Territory Mgr.
Ron Weaver, Territory Mgr.
Jason Wolfe, Territory Mgr.
Kevin Taylor, Territory Mgr.
James McDonnell, Governmental Sales
John Arterberry, National Crane Account Executive
Kraig Gilliam, Rental Mgr.
Jacky Miller, Rental Sales Rep.
Chad White, Parts & Service Sales Rep.
Philip Hearrean, Parts & Service Sales Rep.
Chip Leatherwood,
Crane Parts & Service Sales Rep.
Christopher Raymond, Parts Mgr.
Buddy Larence, Service Mgr.
Justin Csader, Product Service Mgr.
Kent Flanagan, Product Service Mgr.
Michael Jarriel, Crane Product Service Mgr.
Nathan Woodward, Product Specialist

DALLAS, TX

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

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

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Chuck Thompson, West TX Area Mgr.
Brady McAlister, Territory Mgr.
Britt Stubblefield, Territory Mgr.
Shane Westbrook, Rental Sales Rep.
Thomas Mayfield, Parts & Service Sales Rep.
Joe Phillips, Parts Mgr.
Randy Akins, Service Mgr.
Joe Jenkins, Product Service Mgr.

ODESSA, TX

Randy Bailey, Sales and Operations Mgr.
JP Cotton, Territory Mgr.
Kevin Demel, Territory Mgr.
Mike Fuentes, Rental Mgr.
David Miller, Parts Mgr.
Mike Ocon, Service Mgr.
James McGehee, Product Service Mgr.
Angelica Aguilar, Service Supervisor
Casey Smith, Parts & Service Sales Rep.
Moises Vega, Product Service Mgr.

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Chuck Thompson, West TX Area Mgr.
Brent Snapp, Territory Mgr.
Obed Hernandez, Territory Mgr.
Joe Phillips, Parts Mgr.

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Tim Yauilla, Branch Mgr.
Galen Harvey, Parts & Service Supervisor
Joel Thomason, Territory Mgr.
Scott Hansenclever, Crane Div. Account Mgr.
Philip Brown, Rental Sales Rep.

ST. LOUIS, MO

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

TULSA, OK

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

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David Baker, Senior VP, Oklahoma City Branch Mgr.
Bill Gustafson, OK Senior Director Sales
Ryan Bebee, Territory Mgr.
Brad Howard, Territory Mgr.
Don Jacobson, Territory Mgr.
Chad Murphy, Territory Mgr.
Dean Traylor, Territory Mgr.
Pud Wood, Governmental Sales
Mike Wolf, Governmental Sales
Jeff Cavaness, Crane Div. Account Mgr.
Dewayne McDaris, Rental Mgr.
Josh Layman, Rental Sales Rep.
Larry Hollen, Parts & Service Sales Rep.
Bud Sears, Parts & Service Sales Rep.
Wayne Walker, Parts & Service Sales Rep.
Dusty Odum, Parts Mgr.
John Martin, Service Mgr.
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USED EQUIPMENT



2006 Komatsu D65EX-15E0 C018748X 4,650 hrs.
\$69,500



2011 Komatsu WA320-6 KM11658X 3,800 hrs.
\$99,500



2012 Komatsu PC240LC-10 KM12426X 6,610 hrs.
\$99,500

Year/Make/Model Stock # Hrs. Price

CRANES

Year/Make/Model	Stock #	Hrs.	Price
2007 Grove RT540E	GR07594	3,000	\$185,000
2007 Grove RT540E	GR07595	5,025	\$170,000
2006 Grove RT650E	GR06521	4,570	\$210,000
2006 Grove RT650E	GR06547	6,201	\$205,000
2010 Grove RT9130E	GR10814	9,375	\$600,000
2008 Grove TMS9100E	GR08726X	12,915	\$525,000
2008 National 9103AWL	NC08497	5,750	\$115,000
2010 Tadano TM1052	TD10036	7,300	\$99,750
2007 EFFER 550.6S	ZZ07309	1,750	\$140,000

PAVING & COMPACTION

Year/Make/Model	Stock #	Hrs.	Price
2014 Vögele 5200-2i	VO14002X	2,710	\$189,500
2014 Leeboy 8510	LB14006X	2,208	\$89,500
2014 Leeboy 8510C	LB14015X	2,510	\$79,500
2007 Leeboy L8515T	LB07014X	2,442	\$29,500
1992 Rosco SPR-H	ZZ92002X	2,065	\$11,750
2008 Bomag MPH122-2	BG08075X	1,500	\$199,500
2011 Wirtgen WR2000XL	WR11030	1,724	\$199,500
2012 Wirtgen WR2000XL	WR12035	2,300	\$199,500
2005 Ingersol Rand SD122F	IR05514X	3,114	\$42,500
2010 Hamm HD+140VO	HA10042	3,930	\$57,500
2011 Hamm HD140 WHF	HA11094X	2,240	\$79,500
2015 Cat AP1055F	CT15000X	1,700	\$379,500

WHEEL LOADERS

Year/Make/Model	Stock #	Hrs.	Price
2013 Komatsu WA200-6	KM13108X	7,200	\$59,500
2007 Komatsu WA200-5	KM00537X	12,000	\$39,500
2011 Komatsu WA320-6	KM11658X	3,800	\$99,500
2010 Komatsu WA320-6	KM10389X	14,112	\$54,500
2012 Komatsu WA380-6	KM12390D	2,145	\$149,900
2016 Deere 524K	JD16000X	6,397	\$89,500
2016 Deere 524K	JD16001X	5,257	\$96,500
2016 Deere 524K	JD16002X	7,615	\$77,250
2016 Deere 524K	JD16003X	7,280	\$79,500
1997 Deere 544G	JD097001X	6,343	\$44,500
2008 Deere 844J	JD08005X	7,700	\$119,500
2001 Cat IT28G	CT01002X	18,800	\$36,500

CRUSHING & SCREENING

Year/Make/Model	Stock #	Hrs.	Price
2013 Spyder Screen 516T	ZZ13029X	NA	\$189,500
2008 CEC 102X115 Impact Crusher	ZZ02320X	1,450	\$112,450
2012 Kleeman MR110Z3	KL12012X	3,550	\$379,500



2007 LEEBOY L8515T LB07014X 2,442 hrs.
\$29,500



2006 GROVE RT650E GR06547 6,201 hrs.
\$205,000



2011 Wirtgen WR2000XL WR11030 1,724 hrs.
\$199,500

Year/Make/Model Stock # Hrs. Price

EXCAVATORS

Year/Make/Model	Stock #	Hrs.	Price
2011 Komatsu PC138USLC-8	KM11737X	5,800	\$69,500
2012 Komatsu PC160LC-8	KM12784X	3,000	\$89,900
2015 Komatsu PC210LC-10	KM15061X	4,226	\$112,500
2007 Komatsu PC228USLC-3E0	KM07589X	8,254	\$59,500
2012 Komatsu PC240LC-10	KM12426X	6,610	\$99,500
2012 Komatsu PC290LC-10	KM12084D	6,910	\$94,500
2012 Komatsu PC290LC-10	KM12433D	5,860	\$104,600
2012 Komatsu PC360LC-10	KM12273D	4,560	\$137,300
2012 Komatsu PC360LC-10	KM12957D	6,110	\$149,900
2012 Komatsu PC360LC-10	KMU12245	7,832	\$125,000
2013 Komatsu PC360LC-10	KM13251X	4,510	\$178,900
2008 Komatsu PC400LC-8	KM08948X	9,360	\$99,500
2010 Komatsu PC400LC-10	KM10289D	6,550	\$124,500
2012 Komatsu PC490LC-10	KM12454X	6,433	\$164,750
2012 Komatsu PC490LC-10	KM12086X	6,250	\$164,750
2009 Cat 315DL	CT09004X	5,217	\$79,500

CRAWLER DOZERS

Year/Make/Model	Stock #	Hrs.	Price
2014 Komatsu D39PX-23	KM14199X	2,300	\$104,500
2015 Komatsu D39EX-23	KM15324X	1,500	\$127,300
2008 Komatsu D61EX-18E0	KM08720D	5,800	\$85,000
2014 Komatsu D65WX-17	KM14133X	7,130	\$129,500
2009 Komatsu D65EX-15	KM09253X	5,050	\$89,500
2016 Komatsu D65PX-18	KM16294X	2,634	\$269,520
2006 Komatsu D65EX-15E0	C018748X	4,650	\$69,500
2006 Komatsu D65EX-15E0	C187480X	4,704	\$69,500
2008 Komatsu D65EX-15E0	C020632X	5,600	\$79,500
2011 Komatsu D65EX-17	KM11736	4,505	\$139,500
2012 Komatsu D155AX-7	KM12817X	3,850	\$265,000
2005 Deere 450J	JD05002X	3,690	\$37,500
2008 Deere 450J	JD08003X	4,522	\$44,750
1994 Deere 850C	JD94001X	4,365	\$59,500
2011 Cat D6T	CT11020X	13,207	\$99,500

SKIDSTEER

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

TRUCK & TRAILERS

Year/Make/Model	Stock #	Hrs.	Price
2011 Specialized XL110HGD	TK11055X	na	\$49,500
2008 Rosco DS4000	RS08057	3,227	\$61,750

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