



Connection

A publication for and about Kirby-Smith Machinery Inc. customers
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FOLDS OF HONOR

Organizations, contractors
team up and donate resources
to build Folds of Honor's
new headquarters



Retired Col. Nick Nichols,
Executive Vice President of
Operations and Relationships,
Folds of Honor



KOMATSU





MESSAGE FROM THE PRESIDENT



Ed Kirby

Dear Valued Customer:

It's no secret that our nation's infrastructure needs to be updated. There appears to be growing optimism, and even confidence, that real support for this will happen. Congress continues to work on plans that will hopefully be passed sooner rather than later. Long-term legislation is in the works to replace the current Fixing America's Surface Transportation (FAST) Act that expires at the end of September.

That could be a boon for the construction industry. There would be a significant increase in the need for aggregate products, concrete and earthwork. If you service any of those or related industries, we have the equipment you need to get your job done more productively and efficiently.

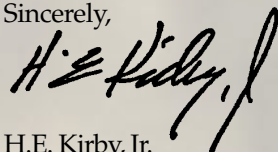
Kirby-Smith Machinery was excited to help participate in the construction of the new Folds of Honor building in Owasso, Okla., earlier this year. Folds of Honor has provided over 29,000 scholarships worth more than \$145 million to the children and spouses of military members disabled or killed during their service. Several contractors, including customer Tri-Star Construction, have coordinated with Associated Builders and Contractors (ABC) of Oklahoma to donate time and labor to assist in the construction of the new building. Kirby-Smith happily donated a Komatsu D51EXi-24 dozer to Tri-Star for site preparation and earthwork. The Komatsu dozer's iMC technology helped Tri-Star cut down on project time and realize significant cost savings for their donated efforts. Please take time to read the full article and learn more about the important work Folds of Honor is doing.

There has been a great deal of excitement about Komatsu's new D71-24 base and intelligent Machine Control (iMC) 2.0 D71i-24 models. Previewed at CONEXPO last year, they were introduced to rave reviews. Advanced technology in the iMC models allows operators to run in automatics from grass to grade. This saves time, labor, surveying and staking. As one Komatsu product manager said, "They are equally adept at precise, high-speed grading and rough dozing."

If you are working in tight quarters, such as a lane of traffic or against a building, a compact excavator is a great choice. Check out the new PC88MR-11, which has several updated features that increase productivity and efficiency — including a swing boom that moves independently of the cab.

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

Sincerely,



H.E. Kirby, Jr.
President, Kirby-Smith Machinery Inc.



Connection

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FOLDS OF HONOR



Organizations, contractors team up and donate resources to build Folds of Honor's new headquarters

Fourteen years ago, as Lt. Col. Dan Rooney's flight home from his second tour of Iraq was landing, he heard the pilot announce that the remains of a deceased military service member were on board. He watched as the twin brother of the fallen corporal escorted the flag-draped coffin to where family members had gathered. Among them was the soldier's young son.

The somber occasion not only moved Rooney deeply, but was the catalyst to his commitment to take care of those directly affected. Within a few months, the F-16 fighter pilot in the Oklahoma Air National Guard had put the process in motion to found Folds of Honor, of which he is now CEO.

"It would have been very easy to say, 'I'm sorry,' and move on," said retired Air Force Col. Nick Nichols,



Retired Col. Nick Nichols,
Executive Vice President
of Operations and
Relationships,
Folds of Honor

who is Folds of Honor's executive vice president of operations and relationships. "Dan decided to take action to provide educational support to the children and spouses of military members disabled or killed during their service. It started with a grassroots effort, which was a golf event, and has grown from there."

To date, the organization has provided 29,000-plus scholarships worth more than \$145 million. The son of the fallen service member on Rooney's flight home was the first recipient. Funding comes from various avenues, including memorials and tributes, online and mail-in donations, and events put on by the organization. There are also donations from monthly "Squadron" pledges of \$13. That amount was chosen because it signifies the number of times an American flag is folded at a fallen service member's burial.

Being built with donated equipment, labor, time and money, Fold of Honor's new headquarters will give it significantly more space. The organization provides scholarships to spouses and children of military members disabled or killed during service.

Excited to be involved

Last year, Folds of Honor broke ground on a new, larger headquarters just steps away from its original building, which was constructed about 10 years ago. Both buildings are located on the campus of The Patriot Golf Club in Owasso, Okla., near Tulsa. Folds of Honor also has cottages at the golf club, which are rented out, providing additional funding.

"Every year we have been blessed to grow in revenue, allowing us to increase the number of scholarships we are able to grant," stated Nichols. "Our goal is to continue that trend. However, with growth comes the need for additional staff to meet our commitments, and we eventually ran out of space. The new facility will have 10 times more square footage with greater amenities than we currently have, and there are plans to turn that original building into another cottage."

The new building is expected to be completed in early 2022. Just like the construction of the original headquarters, nearly all of the design work, labor, time and materials are being donated by local contractors — some of whom were involved in the first. The Associated Builders and Contractors (ABC) of Oklahoma coordinated the efforts on both projects.

"After hearing Lt. Col. Rooney speak about his vision for Folds of Honor, we decided to help with the original, and when they contacted us about the new building there was no hesitation to be involved again," stated John Smaligo, president and CEO of ABC of Oklahoma. "The same

▶ VIDEO



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Continued . . .

Donated iMC dozer helps Tri-Star Construction reach target grade faster



Operator Alex Grover pushes dirt with an intelligent Machine Control D51EXi-24 dozer with integrated GPS. "The machine knows what to do based on the plans and where it is in relation to finish grade," said Grover. "The savings go beyond staking and surveying because you are not overcutting and having to replace dirt or handling it multiple times. You also don't lose production time putting up and taking down masts and cables."

When Tri-Star Construction LLC owner Mark Huff contacted Kirby-Smith Machinery Inc. Territory Manager Dan Rutz about donating a machine to help build the new Folds of Honor headquarters near Tulsa, Okla., the answer was an emphatic yes.

"We had a similar conversation 10 years ago when Tri-Star was involved with the construction of the first Folds of Honor building," said Huff. "I knew Dan would be in again because it's a great cause. We have been doing business together for 25 years, and he and Kirby have always been great resources for things like this — and for equipment and service in general."

Huff and Rutz decided a Komatsu intelligent Machine Control (iMC) D51EXi-24 dozer with integrated GPS would be a good choice. "The first time around intelligent machines didn't exist," Rutz noted.

"We liked the idea of using one this time because plans can be uploaded to the machine, and the operator can basically get in and go. Staking and surveying are limited, so there is a cost savings, which is helpful to Tri-Star, as it is donating its time and labor."

Tri-Star cleared trees and stripped topsoil for initial site prep last fall. Earlier this year, it provided bulk earthwork that included multiple depths of cut, as well as installation of select fill and base materials.

"It was easy to get set up and running," stated operator Alex Grover. "Our survey crew put up the base station and within five minutes I was cutting to grade. The machine knows what to do based on the plans and where it is in relation to finish grade. The savings go beyond staking and surveying because you are not overcutting and having to replace

dirt or handle it multiple times. You also don't lose production time putting up and taking down masts and cables."

Kirby-Smith's Rebecca McNatt, director of construction technology, and her team of technology solutions experts help customers navigate technology, such as iMC equipment, and incorporate it into their operations.

"The ability to use automatics from grass to grade, with features such as proactive dozing control, speeds up production and increases efficiency," said McNatt. "It is shown to significantly cut project times — in some cases, by half. It's easy to use, so even novice operators can be productive quickly. We were excited when Dan told us about this project because we know how much it is helping Tri-Star and Folds of Honor reach their goals faster." ■

'I can't think of a better organization to give back to'

... continued

goes for our members who work in this area. More than 100 of them stepped forward to participate in the project, and many more have donated dollars. They are excited and honored to be a part of it."

Among the volunteers is Creekmore Consulting LLC, who is overseeing the new headquarters as the acting superintendent — coordinating contractors and suppliers.

"Some of the contractors are serious competitors, but that all gets put aside for this," said Creekmore Consulting owner Larry Creekmore. "One of the unique things about the project is that there was an initial plan, but it's also a design-build, so there is some flexibility based on the services that each contractor can offer."

Tri-Star Construction provided service and labor for the first headquarters and is donating on a similar scale for the new project. The heavy civil contractor performed clearing and initial site prep last fall and earlier this year came back for bulk earthwork and subbase installation. About 3,000 cubic yards of export was called for, with a similar amount of import needed.

"We have stayed involved with Folds of Honor for the past decade," stated Tri-Star Construction owner Mark Huff, whose office is located about five miles away. "This is a passion project for us. I can't think of a better organization to give back to. When John from ABC called, we didn't think twice. It was a matter of, 'How can we help?'"

The response was the same when Huff reached out to Kirby-Smith Machinery Inc. Territory Manager Dan Rutz about a machine donation. Kirby-Smith is also an ABC of Oklahoma member.

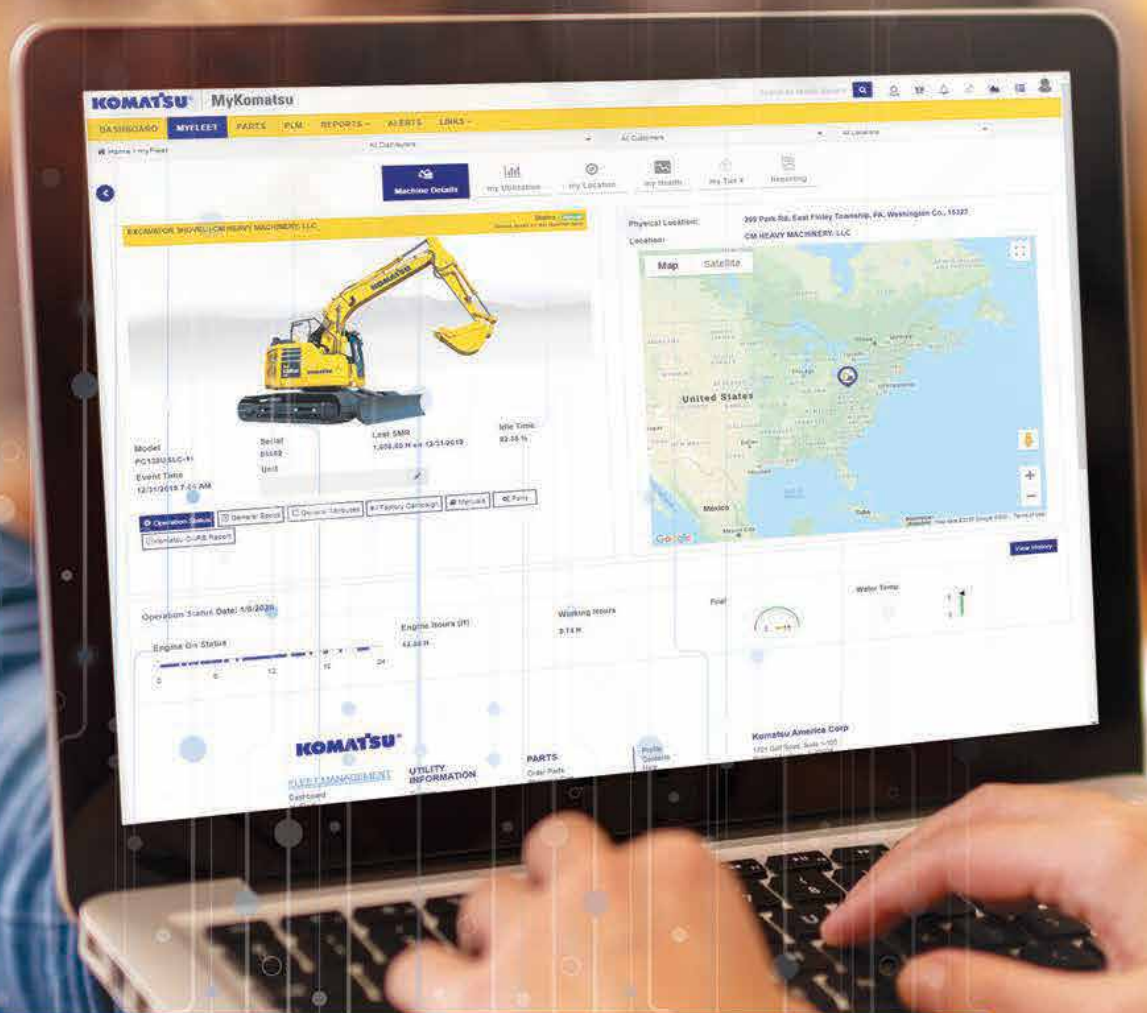
"Mark asked me and Kirby to be involved in the first push. Of course, the answer was yes the first time and was also yes this time," said Rutz. "Kirby-Smith donated equipment then, and we knew we had to be involved again."

Nichols said he appreciates everything all of the ABC of Oklahoma members have done and continue to do for Folds of Honor.

"ABC and its members are incredibly generous to donate their time and money to our cause," said Nichols. "That allows us to use the foundation's money for what is most needed — providing education funds." ■

(L-R) Kirby-Smith Machinery Inc.'s Dan Rutz, Isaac Lawrence, Rebecca McNatt and Andrew Clouse meet with Creekmore Consulting's Larry Creekmore, Tri-State Construction's Mark Huff and Associated Builders and Contractors (ABC) of Oklahoma President and CEO John Smaligo at the site of the new Folds of Honor headquarters. "ABC and its members are incredibly generous to donate their time and money to our cause," said retired Col. Nick Nichols, executive vice president of operations and relationships for Folds of Honor. "That allows us to use the foundation's money for what is most needed — providing education funds."



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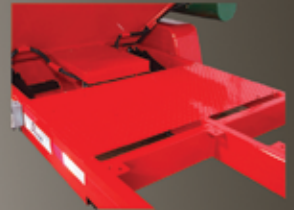
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TARRANT COUNTY PRECINCT 3

Taking care of projects in-house gives constituents the best bang for their buck

Tarrant County, the third largest county in Texas and the 15th biggest in the country, has a population of over 2 million and is split into four precincts. Considered one of the most urbanized regions in the state of Texas, Precinct 3 is the fastest growing precinct in the county and has a population of over 500,000. It is located in the northeast corner of Tarrant County, which has a footprint of approximately 900 square miles. Precinct 3 includes Fort Worth, Bedford, Colleyville, Euless and North Richland Hills among its 16 municipalities.

As Precinct 3 continues to expand, so does the need for new and updated infrastructure. Similar to other precincts in Tarrant County, it partners with the cities on services, including road projects. Precinct 3 handles nearly all the work itself with a staff of 36 people, which includes equipment operators, mechanics and office staff. Helping oversee operations

are Director of Field Operations Richard Schiller, P.E., Assistant Director of Field Operations Anthony Jaramillo and Equipment Maintenance Supervisor Ed Haidusek.

"We have agreements with the cities in the precinct to provide them with construction services," said Schiller. "That includes all the labor and equipment costs that come with it. By doing it ourselves and not contracting out, there is a significant cost savings, and our constituents get the best bang for their tax dollars."

Faster, cleaner with new WIRTGEN WR 200 XLi

Roadwork remains one of Tarrant County Precinct 3's largest



Richard Schiller,
P.E., Director of Field
Operations



Ed Haidusek,
Equipment
Maintenance Supervisor



Anthony Jaramillo,
Assistant Director of
Field Operations

undertakings, including full-depth reclamation (FDR) of city streets. It has approximately 26 lane miles slated for FDR this year. The process involves pulverizing old pavement and mixing it with the existing subbase and a stabilizing agent, such as a cement/lime slurry.



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Continued . . .

Operator Ian Patterson injects slurry into existing roadway materials with a WIRTGEN WR 200 XLi recycler/stabilizer on a job site to expand the intersection of Wagley Robertson Road and Bonds Ranch Road in Fort Worth, Texas. "The machine is easy to operate, and it speeds up the process of redoing roads because you don't have to tear them out and completely rebuild. The machine mixes everything together, so we can get more stabilization done in a shorter amount of time," Patterson said.

▶ VIDEO



'FDR is significantly less expensive and faster'

... continued

"FDR is significantly less expensive and faster than traditional methods of removing the existing pavement layers and completely rebuilding subgrade with new materials," said Schiller. "Direct inject of the stabilizing agent into the reclaimed materials creates a much more uniform and homogenous mixture. We can typically stabilize and resurface — including 2-inch asphalt binder and 2-inch asphalt surface — about 7,500 square yards every two weeks, even with restricted hours of operation. It's usually done with one lane/one-way traffic control, and roadways are reopened to all traffic every afternoon."

Tarrant County Precinct 3 performs FDR with its recently added WIRTGEN WR 200 XLi recycler/soil stabilizer. It has a maximum depth of 19.7 inches and a working width of 7 feet, 10 inches. Drivers bring the stabilizing agent to the job site where the trailer is hooked up to the WR 200 XLi. It is mixed with the existing materials in the recycler/stabilizer's mixing chamber

and the new product is put down as a subbase. Jaramillo said it has increased the amount of stabilization that can be done each day.

"The process not only saves time and expense, but it's much cleaner," Jaramillo added. "There is no prechewing of the roadway, and because it's direct injection, we don't have to build berms to contain the slurry. The equipment that comes behind it — typically a Komatsu motor grader and a HAMM roller — doesn't get dirty. We also like how quiet it is. When you are working in a neighborhood, that's really nice. You can walk beside it and have a conversation."

Schiller said the correct moisture content is critical to successful stabilization. After the stabilized subbase is put down, the crew hooks the precinct's water truck to the WR 200 XLi and injects water into it.

"Water application with a spray bar on a water truck is uncontrolled and leaves wet and dry areas, and it doesn't always make it to the bottom of the

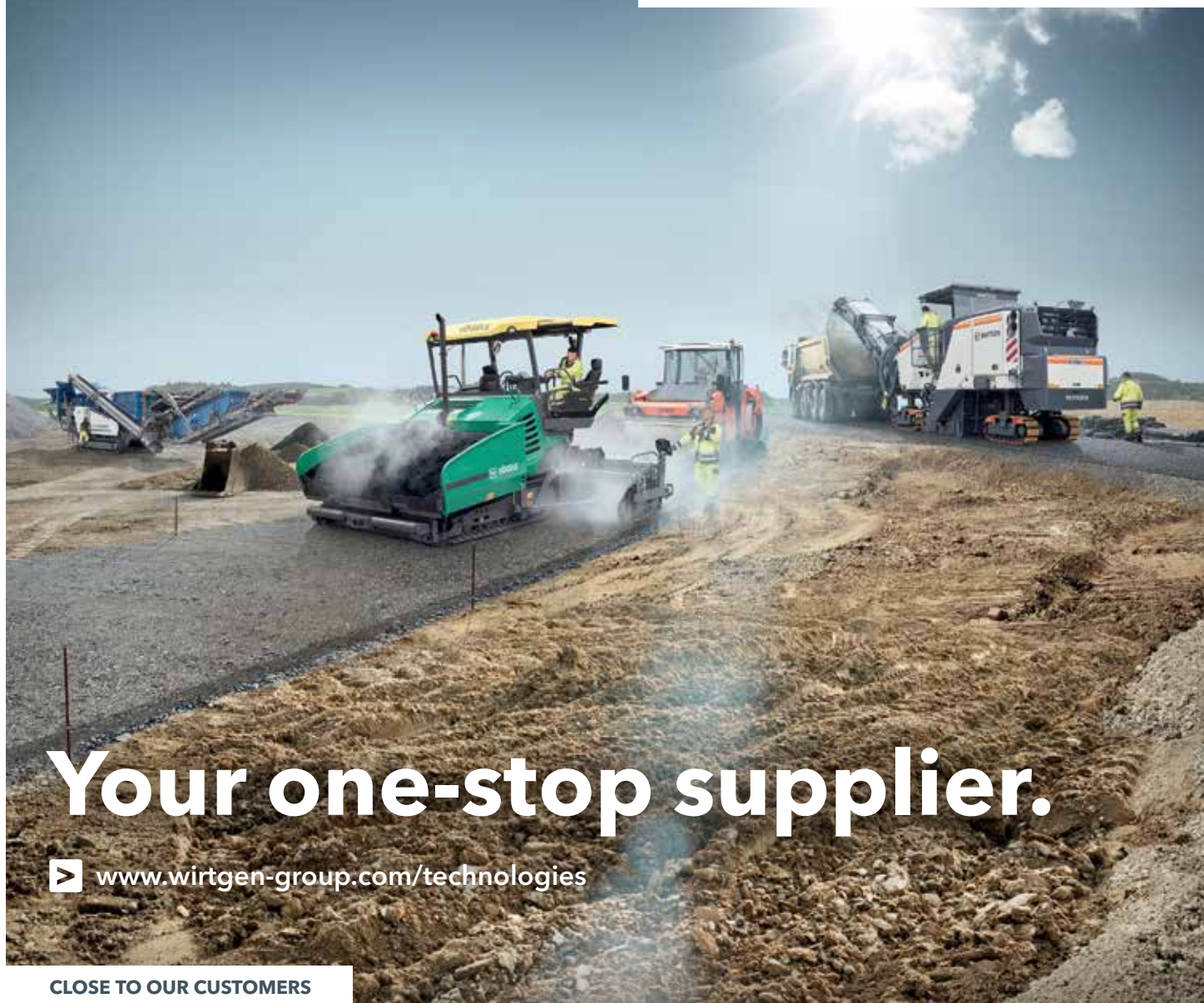
recycled material," explained Schiller. "The recycler/stabilizer gives us precise control and confidence that the moisture content is uniform and homogenous throughout the entire depth. It also washes out the pump end mixing chamber, which is a nice bonus."

Tarrant County Precinct 3's leaders collaborated with James McDonnell, governmental sales representative for Kirby-Smith Machinery Inc., on the acquisition of the WR 200 XLi. He set up a demonstration on a project in Colleyville. After the purchase, McDonnell assisted with training, along with personnel from the WIRTGEN GROUP.

"Anything we have needed, James and Kirby-Smith are right there to help," said Haidusek. "James comes out on a consistent basis to make sure everything is running smoothly, and if there are any questions, he has or will find the answer quickly. We are very pleased with the equipment and the relationships we have with James and Kirby-Smith." ■

(L-R) Tarrant County Precinct 3's Richard Schiller, Anthony Jaramillo and Ed Haidusek meet with Kirby-Smith Machinery Inc.'s James McDonnell outside of Precinct 3's offices. "Anything we have needed, James and Kirby-Smith are right there to help," said Haidusek. "James comes out on a consistent basis to make sure everything is running smoothly, and if there are any questions, he has or will find the answer quickly. We are very pleased with the equipment and the relationships we have with James and Kirby-Smith."





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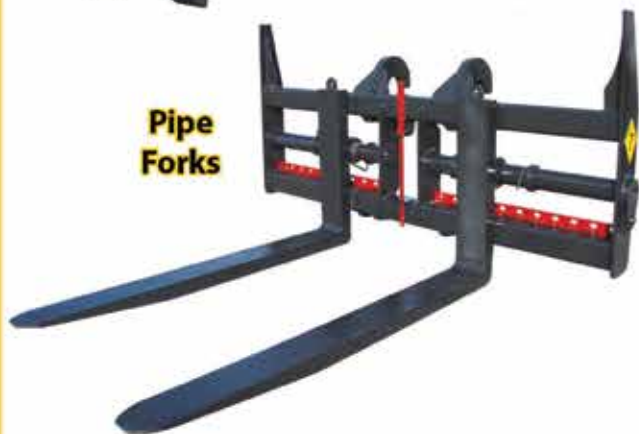
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IMPROVE OUTCOMES

Value engineering should empower project teams to optimize designs by examining all functions and their associated costs

Completing construction projects on time and within budget can seem like a daunting task. With additional pressures like fluctuating material costs, skilled labor availability and operational costs, clear and creative planning from the start become even more crucial. This is where value engineering can offer several benefits.

When value engineering is referenced in our industry, our minds may immediately go to a process that reduces project cost by slashing the scope or decreasing the quality of materials used. However, that is not necessarily what the definition should be.

In construction, value engineering empowers project teams to improve value by examining the function of each element and its associated cost. By examining the cost-benefit ratio, integrated design and construction teams can make suggestions for alternate delivery methods, designs or materials that enhance project value.

It's critical to note that boosting the value of projects does not mean reducing costs. It means optimizing project components through an analysis of all factors — cost, upkeep, wear and tear, aesthetic value, etc. To provide truly advantageous value engineering, design and construction teams must first understand the project as a holistic effort. Every project is different, as is every business' definition of value.

Live and breathe entire project life cycle

Value engineering assesses the functionality of a product, good or service in relation to cost. With this service, consideration is provided right from the beginning of the project regarding availability of materials, labor



John Maranowicz,
Regional Construction/
Design-Build Group
Manager, Burns &
McDonnell

and material costs, construction delivery methods, construction site constraints and more. By evaluating these factors upfront and limiting possible difficulties that could arise during the project, owner expenses may be reduced, and the schedule can be tightened.

In combination with value engineering, the best way to achieve successful results during a project is to have a fully integrated design and construction team that lives and breathes the entire project life cycle. The design, construction and, ultimately, the end user need to be joined together on every decision, from design inception through training and turnover. This allows the

team to not only suggest innovations and value propositions during the project, but also to offer solutions for the most efficient yet reliable results for years to come. ■

Author bio: John Maranowicz oversees design-build projects ranging from major airport expansions to work involving industrial manufacturing, food and consumer products, aerospace, and surface transportation at Burns & McDonnell. He is experienced in every facet of construction management, including preconstruction, estimating, design management, value engineering, scheduling and direct supervision of self-perform projects.

Editor's note: This article is excerpted from a blog by John Maranowicz at Burns & McDonnell. To read the piece in its entirety, visit: <https://blog.burnsmcd.com/optimizing-construction-projects-with-value-engineering>.

John Maranowicz, Regional Construction/Design-Build Group Manager with Burns & McDonnell, says, "Value engineering empowers project teams to optimize designs by examining the function of each element and its associated cost. By examining the cost-benefit ratio, integrated design and construction teams can make suggestions for alternate delivery methods, designs or materials that enhance project value."



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VACCINE Q&A

AGC, Fisher Phillips offer guidance to employers about policies related to COVID-19 vaccinations

In February, President Joe Biden said that the United States would have enough COVID-19 vaccines to inoculate 300 million Americans. That would mean everyone in the country could potentially be vaccinated by this summer — which is significant considering the drive to put shots in the population's arms began in late 2020.

The plan to vaccinate Americans included phasing the shots in with essential frontline workers, such as healthcare professionals, in Phase 1A. Those in the construction industry were slated for Phase 1C, which was expected to begin in late spring of this year.

The Associated General Contractors of America (AGC) and the law firm Fisher Phillips put together a document to help construction employers answer questions with regards to vaccines and their employees. The piece is for informational purposes and should not be considered legal advice or recommendations, according to the

organization and attorneys. Here are a few of the highlights.

Can we require employees to be vaccinated? The Equal Employment Opportunity Commission (EEOC) issued updated guidance on this issue in December of 2020. The agency's updated FAQs do not unequivocally state that "employers can require the vaccine." However, it repeatedly answers questions discussing what actions employers can take in response to various circumstances after an employer has mandated the vaccine. This language plainly suggests there are circumstances where employers may require vaccine immunization of their workers without violating the Americans with Disabilities Act (ADA), Title VII, and other federal anti-discrimination laws.

The only scenario explicitly described by the EEOC as a permissible basis to mandate vaccination under the ADA is when a worker poses a "direct

threat" to themselves or others by their physical presence in the workplace without being immunized.

Should we require our employees to get a vaccine? AGC takes no position. This is a decision that employers should make based on their particular legal obligations and business needs.

One factor to consider is the "general duty" clause of the OSH Act, which requires that employers "shall furnish to each of his employees employment and a place of employment which are free from recognized hazards

Continued . . .

Editor's note: Information provided here is excerpted from a piece by the Associated General Contractors of America and the law firm Fisher Phillips. The full piece can be accessed at https://www.agc.org/sites/default/files/Galleries/enviro_members_file/Vaccine%20QAs.pdf.

We encourage you to visit the site for more comprehensive information.

In February, President Joe Biden said that the United States would have enough COVID-19 vaccines to inoculate 300 million Americans. Those in the construction industry were slated for Phase 1C, which was expected to begin in late spring of this year.



Employers can and should educate themselves and employees

... continued

that are causing or are likely to cause death or serious physical harm to his employees.”

If we decide not to require employees to be vaccinated, how could we best encourage employees to get vaccinated? Employers can and should educate themselves and their employees regarding the benefits and safety of the vaccine, especially compared to the risks of not being vaccinated. They should also explore ways to make it easier for employees to get access to the vaccines, such as providing information about local vaccination providers, arranging for mobile units or clinics at or near job sites, paying for any vaccination costs, and allowing employees to get vaccinated during paid work hours.

What should employers consider before requiring employees to be vaccinated? Employers should

ensure that they can articulate the reason for the mandate, specifically how the vaccination is job-related and consistent with business necessity. Employers should also ensure that policies fully inform employees of applicable requirement and explain how employees may seek an exemption as an accommodation, based on a medical condition or a sincerely held religious belief. If an employee seeks an exemption on either or both bases, employers must engage in and document an interactive exchange with the employee to determine whether a reasonable accommodation would enable them to perform their essential job functions without compromising workplace safety.

Are there state and local laws that should be considered? Yes. Fisher Phillips has a 50-state chart on vaccines, exemptions and related issues.

If we require our employees to be vaccinated, are we liable for any adverse reaction an employee might have from taking the vaccine? Individuals who experience adverse side effects may assert claims against the manufacturer, the pharmacy or provider who administers it and possibly the employer, depending on the facts. This does not mean the claims would be successful. In most states, workers’ compensation is the exclusive remedy for illness or injury acquired at work, in the absence of an intentional action or gross negligence.

Do we have to pay for our employees to get a vaccine? If the employer requires the vaccine, the employer must ensure the employee pays no cost. Further, the most conservative approach would be for the employee to be paid for the time spent getting the vaccine in that scenario. ■

The Associated General Contractors of America and the law firm of Fisher Phillips put together a Q&A for construction employers to give them guidance on employee vaccinations. To view the entire piece, visit https://www.agc.org/sites/default/files/Galleries/enviro_members_file/Vaccine%20QAs.pdf.





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WANT INCREASED PRODUCTIVITY?

Here's a single mid-sized dozer that saves you time, lowers your costs and makes your new operators more effective

Do bigger jobs always require larger or multiple machines? What if you could get the same amount of work done with a mid-sized dozer that allows you to push large loads while also giving you the ability to get to finish grade? How much savings in time, owning and operating costs would that give you?

"These are considerations you should take into account when approaching every project," said Jon Jennings, Komatsu Product Marketing Manager. "Choosing the right machinery makes a significant difference in production, efficiency and profitability. A single dozer that can push, side cut, finish and work in soft ground gives you a real advantage."

Jennings added that technology such as GPS systems can make the dozer and the operator even more effective at moving dirt productively and efficiently. These systems decrease the time it takes to get to grade, which reduces staking and surveying costs, and virtually eliminate overcutting and the need for expensive fill.

"GPS systems and additional technologies continue to reduce

owning and operating costs," stated Jennings. "They are also helping new operators become productive faster. With a shortage of skilled operators, that's a tremendous help."

Manufacturers such as Komatsu are factoring in all of these needs as they design and build new machines, according to Jennings. Komatsu introduced its first intelligent Machine Control (iMC) dozer with factory-integrated GPS about eight years ago and has developed several new models with additional technology since. This includes their new iMC 2.0 models with added satellite systems to improve satellite coverage – which gives operators the ability to work in more challenging areas, such as near woods or on urban job sites.

New technology features

The newest iMC 2.0 D71EXi-24, D71PXi-24 and D71PXi-24 Wide dozers combine several features designed to further increase production. Among them are:

- Lift layer control that optimizes earthwork productivity with the press of a button. It maintains compaction quality by automatically controlling lifts to the desired height. Excess fill is eliminated as automatic blade control follows the finished surface once lifts have reached finished grade.

Continued . . .



Discover more

Quick Specs

Model	Net horsepower	Operating weight	Blade capacity*
D71EX-24	237 hp	49,824 lb	5.8 cu yd
D71PX-24	237 hp	50,927 lb	6.1 cu yd
D71 PX-24 Wide	237 hp	52,690 lb	6.6 cu yd
D71EXi-24	237 hp	50,045 lb	5.8 cu yd
D71PXi-24	237 hp	51,147 lb	6.1 cu yd
D71PXi-24 Wide	237 hp	52,911 lb	6.6 cu yd

* Power angle tilt blade

The new D71i-24 intelligent Machine Control 2.0 dozers feature the super-slant nose design that offers outstanding visibility to the cutting edges. "Seeing the front of the machine with reduced blind spots increases awareness of the job site," said Jon Jennings, Komatsu Product Marketing Manager.



Patent-pending Proactive Dozing Control logic

... continued

- Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing and reduces operator steering input by up to 80%.
- Quick surface creation lets operators create a temporary design surface with the press of a button. Combined with other iMC 2.0 functions, crews can begin stripping or spreading using automated input while waiting for the finish grade model.

“The D71i-24s also have our patent-pending Proactive Dozing Control logic that enables even less-experienced operators to cut/strip automatically from existing terrain,” said Jennings. “The dozer measures the terrain while tracking over it and uses that data to plan the next pass, improving productivity by up to 60% compared to previous-generation models. The ability to use automatics from first pass to last, instead of just

during finish grading, significantly reduces the time it takes to reach target elevation. Proactive Dozing Control decides on the action of the blade — such as whether to cut and carry material, spread or fill that material or whether it should finish grade.”

Better visibility for more efficient grading

Jennings said visibility plays an important role in operator productivity. Being able to see the blade’s cutting edges increases production, especially during fine grading work near curbs. The D71i-24 is now the largest of Komatsu’s hydrostatic dozers, and it maintains the unique super-slant nose design.

“Seeing the front of the machine with reduced blind spots increases awareness of the job site,” said Jennings. “That’s important when running a large machine such as the D71, which has the biggest standard blade in its class size. It increases

operator confidence and, in turn, their ability to be more productive.”

In addition to the iMC 2.0 D71i-24 models, base D71-24 dozers are also available. EX dozers have a ground pressure of 6.3 psi. With a ground pressure of 5.8 psi, the PX models work well in soft conditions; and for highly sensitive areas, PX Wide models with a ground pressure of 5 psi are available.

“With the D71-24s, we specifically matched the track shoes’ width to the blade length to ensure optimal performance,” said Jennings. “Additional new performance features include improved steering response and maneuverability. In the new Fast Mode during turns, the outside track speeds up while the inside track slows down.”

“From golf course construction to highway projects, the D71-24s are all-around crawler dozers,” said Jennings. “Equally adept at both precise, high-speed grading and at rough dozing, they are designed to provide outstanding wearability and functionality with a high-capacity, wear-resistant dozer blade. We encourage anyone looking for a solid mid-sized dozer with the versatility to perform on practically any job site to contact their distributor to set up a demonstration.” ■

New technology combined with integrated intelligent Machine Control allows automatic grade control from rough cut to finish grade on a wide range of job sites. “Choosing the right machinery makes a significant difference in production, efficiency and profitability. A single dozer that can push, side cut, finish and work in soft ground gives you a real advantage,” noted Jon Jennings, Komatsu Product Marketing Manager.



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COMPACT CONSIDERATIONS

Are you looking for an excavator that can get close to structures, traffic without the worry of a large counterweight?

Tight job sites present unique challenges. In order to be the most productive in those instances you have to carefully consider the type of equipment to use. For instance, an excavator with a large counterweight could swing into an obstruction or into a lane of traffic.

"Tight-tail-swing and compact excavators continue to gain popularity because they are a great solution for these kinds of sites," said Jonathan Tolomeo, Komatsu Product Manager. "On projects where space is at a premium, such as urban areas or during highway reconstruction where you can only work in a single lane, they deliver outstanding production results in a small package.



Jonathan Tolomeo,
Komatsu Product
Manager

They are also great for tasks that require you to place the machine very close to a house or other type of building."

Tolomeo added that not all tight-tail-swing and compact excavators are right for every limited-space situation. Take foundation repair for example. He emphasized that the best fit for the job is a machine with a swing boom that can work independently of the cab.

"The operator positions the tracks very close to the structure, then only moves the boom," Tolomeo explained. "This allows for digging at various angles while the cab stays in a fixed position. There is virtually no chance of a counterweight swinging into the

house or other building as you dig and pile dirt."

Attachments increase versatility

Komatsu recently introduced its latest model, the PC88MR-11, with a host of new features that improve production and fuel efficiency with a viscous fan clutch.

"An improved design of the standard blade rolls material better for more efficient dozing or backfill work, which increases the PC88MR-11's versatility and may provide costs savings by not having to use an additional machine," said Tolomeo. "You can further increase versatility with attachments such as hammers and grapples.

The excavator has two-way auxiliary control with a dual-stage relief valve, as well as a thumb mounting bracket – so it will run practically any tool in the industry. That capability increases its availability and gives you additional applications and potentially better profitability and return on investment."

He added that productivity increases when you can set hydraulic pressure and flow from inside. The PC88MR-11 lets operators do that, which is a change from the previous model. Additional upgrades include better serviceability with larger service doors and centralized ground-level access to filters located within a common area.

"The list of enhancements, improvements and upgrades is long, and we encourage anyone who is looking for a productive compact excavator that increases versatility to contact their distributor for a comprehensive list and a demonstration," said Tolomeo. ■

Quick Specs

Net horsepower
68 hp

Operating weight
18,739-19,224 lb

Bucket capacity
0.12-0.26 cu yd

The new PC88MR-11 with a swing boom lets operators position the tracks very close to the structure, then only move the boom. "This allows for digging at various angles while the cab stays in a fixed position," said Jonathan Tolomeo, Komatsu Product Manager. "There is virtually no chance of a counterweight swinging into the house or building as you dig and pile dirt."



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Tight conditions meant Tarrant Regional Water District had to stockpile materials far away from their trench during pipeline installation. After heavy rains, only rubber tracked machines could finish the job. Tarrant rented several Terramac crawler carriers.

“Dump trucks of any kind were really not an option. We ran the Terramac machines on some really sloppy, nasty ground and they floated right over it. They helped us complete the project on time.”

Mike Weaver

*Pipeline and Right-of-Way
Supervisor*

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- Aerial Lift



MEETING AN INDUSTRY'S NEED

Pipelayer designed with input from customers delivers exceptional stability on energy-sector projects

Equipment performance and stability are critical to successfully lay pipe in the ground across miles and miles of varying terrain. Komatsu worked closely with crews from pipeline companies to develop a new pipelayer to meet those needs, according to Chuck Murawski, Komatsu Product Manager, Dozers.



Chuck Murawski,
Komatsu Product
Manager, Dozers

"It's essential to get feedback from the contractors who will ultimately use a pipelayer, like our new D155CX-8," said Murawski. "They suggested a larger steering motor, so we incorporated one into the machine and that gives it better displacement and more steering torque."

Murawski added that the D155CX-8's stability comes from an oval design, nine-roller undercarriage that has 12 feet, 10 inches of track on ground, making it Komatsu's largest. The pipelayer has a track gauge that is approximately 10 inches wider

than on the standard D155AX-8 dozer and it features 32-inch track shoes.

Large footprint, better ground contact

"The heavy, final-drive components are close to the ground, which lowers the center of gravity and improves stability," Murawski explained. "The rollers are fixed suspension and don't oscillate like with a dozer. That improves ground contact. The pipelayer has a big

footprint and was designed to handle heavy loads."

With a 170,000-pound lift capacity, Murawski said the D155CX-8 can move steel pipe up to 36-inches in diameter. It features a pipelayer package with a standard 24-foot boom length. An optional 28-foot boom is available.

"It's ideal for gas and oil projects in the energy sector and, after conversations at CONEXPO last year, we believe there may be other application possibilities to explore," Murawski said. ■

Quick Specs on Komatsu's D155CX-8 Pipelayer

Model	Net Horsepower	Operating Weight	Lift Capacity	Industries
D155CX-8	354 hp	120,970 lb*	170,000 lb**	Pipeline, Energy
		*With pipelayer package	**Maximum lift at tipping point	

The new D155CX-8 pipelayer was designed with pipeline contractors' input and includes a long track on ground and a wider track gauge for stability. It can handle up to 36-inch steel pipe, making it ideal for gas and oil projects, according to Chuck Murawski, Komatsu Product Manager, Dozers.





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- Former VÖGELE Applications Specialist for Wirtgen Group
- Project Manager/ Estimator Experience in Civil and Private Sectors



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PAVING CORNER

Paving technology changes, but the objective remains the same: build long-lasting asphalt pavement at the lowest practical cost

The asphalt paving industry has witnessed significant technological change over the last two decades. VÖGELE has been an industry technology leader and remains on the cutting edge of new processes and techniques that will shape the future, such as incorporating thermal imaging into the paving unit. Even in the midst of new technologies, mix designs and specification changes, the objective has remained the same — to produce high-quality, long-lasting asphalt pavement at the lowest practical cost. Best practices, team building and operational training are still the keys to success.

At Kirby-Smith Machinery Inc., our experience has shown us that a robust, on-the-job training session at the time of demonstration or delivery of a new paver is the best way to teach and reinforce these concepts. A crew that is well-versed in the correct operation and technical capabilities of an asphalt paver is more productive, confident and safe. A crew equipped with proper maintenance of the paver will result in lower operating costs and greater efficiency over time. Our philosophy is to achieve these training goals from the beginning to enhance the ownership experience for our customers. Having in-house asphalt paving expertise in conjunction with the reliable team for VÖGELE gives us more latitude and flexibility to accommodate our customers' needs.

Our VÖGELE asphalt paving and compaction expert at Kirby-Smith is Robert Perkins, who has 19 years of industry experience. He has worked in the contracting sector as a project manager and estimator, and at the manufacturing level as an application specialist for WIRTGEN AMERICA. He now works at the distributor level



Robert Perkins,
Paving and
Compaction Specialist

directly with our customer base. His experience level and easy demeanor make Perkins a great asset as a trainer, advisor and source of information for our customers.

As Perkins explains, "Each customer has different needs based on the crews' experience level, the equipment that they are putting into service, and the job to be performed. Our paving customers range from small cities doing minor street repairs and overlays to large highway contractors building major projects for TxDOT. In any case, teaching the fundamentals of best practices, operational team building and achieving good densities are essential to a good delivery. Job safety is always a priority with us.

Beyond the initial training, I like to establish a good relationship with our customers so they feel that they can call on me for advice in the future. It's always good to return to a happy customer to help them with any job issues that they may have."

More than ever, the asphalt paving business is demanding and competitive. With increasing costs and skilled labor in high demand, the challenges of our COVID-19 environment are clear. Whether you are a city or county administrator trying to stretch budget dollars to do more work, or a contractor in the private sector seeking to be more competitive, paving fundamentals and best practices are essential to success. Investing in our customers' success with expertise and training is another way that Kirby-Smith adds value. ■



A crew that is well-versed in the correct operation and technical capabilities of an asphalt paver is more productive, confident and safe. Having in-house asphalt paving expertise in conjunction with the reliable team for VÖGELE gives Kirby-Smith Machinery Inc. more latitude and flexibility to accommodate our customers' needs.

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MORE WORK IN A DAY

Grove all-terrain crane features additional reach for added productivity on a wide range of job sites

Last year, Manitowoc presented a virtual introduction of the GMK6400-1 all-terrain crane at CONEXPO. While it was exciting to see the machine via technology, it's even more impressive when viewed in the real world, where customers can get up close and see why it's setting new standards in the increasingly competitive 450-ton class.

The GMK 6400-1 follows in the footsteps of its predecessor, the GMK6400, but includes additional reach, enabling it to take on jobs that usually require a seven- or eight-axle crane. This delivers a clear competitive advantage and ensures an accelerated return



Rickey Bailey,
Vice President,
Crane Division

on investment, according to Andreas Cremer, vice president of product management for all-terrain cranes at Manitowoc.

"We have upgraded this crane to use all of the latest technological advances, including our Crane Control System and MAXbase variable outrigger system, which increases capacities on the main boom," said Cremer. "On top of that, the easy and fast setup enables it to handle more work in a day."

The GMK6400-1 has a main boom of 197 feet, and when fitted with its full complement of jib, it can achieve a maximum tip height of 448 feet. Despite its

class-leading performance, the crane boasts a compact overall package with a length of 57.5 feet and boom overhang of 5.9 feet.

A capacity-enhancing MegaWingLift attachment is available as an option, and the self-rigging addition can be ready in less than 20 minutes — without the need for an assist crane. This attachment increases lifting capacities up to 70% and makes the crane well-suited to applications such as bridge construction, wind farm work or tower crane assembly. The crane is also likely to prove popular in general construction or industrial plants.

As with the GMK6400, the new unit has a single engine, but the hydraulic system was improved for the GMK6400-1 with higher oil flow, which delivers higher operating speeds. Movement both on and off the road is seamless, thanks to the best-in-class driveline that includes the Megatrak suspension system and the Megadrive hydrostatic drive for on-site positioning. ■

"It's really impressive that Grove has this crane pushing the performance abilities of the larger classes of all-terrains."

— Rickey Bailey

Grove's 450-ton-class GMK6400-1 all-terrain crane takes on jobs that usually require a seven- or eight-axle crane. This delivers a clear competitive advantage and ensures an accelerated return on investment. It has a main boom of 197 feet, and when fitted with its full complement of jib, it can achieve a maximum tip height of 448 feet.



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INDUSTRY PROFILE

Joe Trapani grows Kirby-Smith's services for pipeline, electrical transmission and renewable energy contractors

What's the best advice you ever received?

If you always do what you've already done, you'll always get what you already got.

Who has been the biggest influence on your career?

Many excellent managers along my journey added a piece to my education. My leadership skills were influenced by one of my previous managers.

What lessons have you learned in your professional life?

I've learned many lessons over the years, including patience, leadership, managing people, developing a plan, understanding customer's applications, setting targets, and treating customers with respect.

What professional achievement makes you proudest?

I'm proud of the development, implementation and execution of Kirby-Smith's Pipeline Services. It's grown beyond my wildest dreams.

When was Kirby-Smith's Energy Services Division formed?

Energy Services was envisioned in 2020 during the pandemic lockdown and the downturn in demand for fuel. We knew we had to expand our focus beyond pipelines to similar industries, so we started looking at the renewable energy segment. I visited project sites and interviewed customers and numerous suppliers. Through those activities, I learned that the renewable energy segment is very similar to the pipeline segment — contractors are transient, work



Joe Trapani,
Vice President/General
Manager, Energy Services

When the demand for fuel decreased during the COVID-19 pandemic, Joe Trapani led efforts to expand the services of the Pipeline Division at Kirby-Smith Machinery Inc. He found new opportunities in the renewable energy segment and now serves as vice president and general manager of the company's new Energy Services, which is focused on supporting the growing wind and solar construction markets, as well as large-scale energy transmission and pipeline construction.

Through the new division, "We can help with most construction equipment needs — big or small — from building roads to crushing rock, lifting towers, digging trenches, transporting materials and dirt, and loading trucks," Trapani said.

Born in St. Louis, Trapani graduated from the University of Missouri–Rolla (now known as Missouri University of Science and Technology) in 1981 with a bachelor's degree in engineering management and has worked his entire career in the construction machinery business.

Over the last 15 years, Trapani focused on services for energy contractors. In 2016, he joined Kirby-Smith to grow its new Pipeline Services Division, providing equipment and support nationwide to customers in the mainline, regional and local pipeline construction industry.

In his interview with Texas Contractor magazine, Trapani shares the lessons he learned throughout his career and how Kirby-Smith set up its new Energy Services to address the ongoing challenges faced by contractors.

Continued . . .

'We truly care about our customers'

... continued

remotely on projects that last six to 12 months, and they enjoy personal relationships. They're loyal to dealers that follow them from project to project and understand their business.

How is your team organized?

We're not headquartered in any specific location. Our team members work from their homes and travel most of the time, visiting projects and customers' corporate offices. We work closely with Kirby-Smith's different branches, utilizing Dallas as our administrative and rental resource. However, our services are not geographically restricted; we follow contractors throughout the U.S.

What makes your services unique?

First, it's our depth and scope of complementary products and the size of our rental fleet — a one-stop shop for contractors. We have one of the largest Komatsu rental fleets in the U.S. and we're ranked among the top 50 companies in the Rental Equipment Register. When customers work outside our geographical territories, we partner with local dealers. Our services are fully scalable to meet customers' equipment needs, such as on-site parts and service support. Most importantly, we truly care about our customers. We provide a single point of contact for all communication and customer concerns. In addition, our service department brings a

high sense of urgency because they understand what downtime means for our customers.

What challenges do you see ahead for the energy sector?

I don't think there are any new challenges. Energy companies are always challenged, and the challenges change as federal administrations change. However, there are issues unique to the industry that we understand and support, including constantly changing site conditions, often in isolated environments subject to extreme weather conditions; stringent environmental and safety regulations; production requirements; and pressure from time and budget constraints. ■

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All machines are not available at all locations.

KEEP TEMPERATURES STEADY

Using the proper coolant at correct intervals helps ensure that your equipment delivers maximum performance

If you are looking to protect critical engine components and keep operating temperatures steady, you need the right engine coolant/antifreeze. While the word “antifreeze” implies protection from freezing, engine coolant is actually critical in all weather applications, because it transfers heat to prevent both freezing and overheating.

Choosing a coolant specifically designed to work with your machinery is your best option, as it’s been tested and developed for those particular systems. Not using the correct type can potentially create issues because each coolant brand has a unique formulation.

“It comes down to how that coolant performs with the other components of the cooling system,” said Alexis Crawford, Komatsu Parts Marketing Associate. “If the wrong coolant is used, you are introducing chemicals that may cause premature wear such as leaking seals, which can ultimately affect machine performance.”

Each manufacturer has its own stated engine coolant life. Some claim that theirs will last the life of the machine. Crawford said that while this statement may be appealing, equipment users should be cautious about relying on it, as the protection will likely degrade over time. Coolant, like other fluids, should be monitored and replaced as part of your preventive maintenance schedule.

Komatsu distributors can provide oil and fluid wear analysis (KOWA) lab testing to show if there are metals or other minerals in the coolant that have leached in and may indicate



Alexis Crawford,
Komatsu Parts
Marketing Associate

a breakdown of internal components. Checking the coolant level daily can tell you if there is any evaporation due to a leak that needs to be addressed.

Product offering

Komatsu recommends using their genuine Supercoolant that is specifically designed to work across the entire product line. It offers two types: a 50/50 pre-mix product that is ready to use and a concentrate product that is mixed with distilled water. Its nitrite-free formula contains a blend of phosphate and organic acid technology (OAT) to help prevent corrosion and oxidation in modern engines. Supercoolant exceeds all ASTM D3306 and JIS K2234 standards, and is available

from your Komatsu distributor or can be ordered directly through My Komatsu.

“Komatsu Supercoolant should be replaced every 4,000 hours but could extend up to 6,000 hours for our 50/50 offering,” said Crawford. “Your machine operation and maintenance manuals will tell you how much coolant (refill capacity) your machines need.”

Coolant color – why does it matter?

You will notice that Supercoolant has a distinctive blue color. It is important to never mix different brands or colors of coolant as this can cause contamination and damage to the cooling system. If you are using Supercoolant for the first time, be sure to perform a system flush to avoid contamination. ■



The right engine coolant/antifreeze keeps operating temperatures steady. Coolant, like other fluids, should be monitored and replaced as part of your preventive maintenance schedule. It is recommended that you use a genuine product manufactured specifically for your machinery such as Komatsu Supercoolant.

MAKING CONNECTIONS

Tracey Drechsel says new structure delivers better service as regional teams work together to be your one point of contact

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.



Tracey Drechsel,
Komatsu Business Director,
East Region

Tracey Drechsel's career with Komatsu began right out of college. The 1998 Austin Peay State University graduate started with Komatsu Financial and held various roles in operations, sales and marketing. She spent six years as the Finance Sales Manager, working at Komatsu's Newberry, S.C., plant before returning to the Chicago area. Along the way, she earned a master's degree from North Central College.

"As a kid, I never thought construction equipment would be my life. I wanted to be a marine biologist and swim with dolphins," shared Drechsel. "The gig

with Flipper didn't work out, so here I am helping people dig holes and push dirt.

"The best part of the industry, and personally, the most rewarding, is the human interaction," she added. "I get to meet people from different backgrounds and find ways to make a difference in their lives. I have been very fortunate to wake up every day for 22 years and enjoy who I work for and who I work with; and I don't take that for granted."

In 2017, Drechsel was promoted to Director/Sales Marketing for the North Region of Komatsu's construction equipment division. In late 2020, she was named Business Director, East Region, which includes states from Michigan to Maine and down to Florida.

A two-sport athlete in college, basketball and softball, she enjoys staying active today. Drechsel likes to run, workout, boat, walk her dogs and travel. She also may be the only person in Chicago who cheers for both the Cubs and White Sox and dislikes deep-dish pizza.

QUESTION: Komatsu has made some structural changes with personnel taking on new roles, including those of regional business directors. What's the customer benefit?

ANSWER: As always, our focus is on helping customers find solutions by utilizing our dealer network,

products, technology and, most importantly, our people who care at all levels. Speed to market and technical resolution is something we really focused on improving with this new structure. We empowered our people to make more decisions in the field to improve our response times to customers and distributors.

With this new concept, all business units within a region – parts, sales, finance, warranty, etc. – are now part of the same channel, whereas before it was more individualized. We've created small, focused regional teams with diverse skills to address the entire life cycle of customer needs. We are packaging our solutions as "Komatsu" and are aligned to act in the best interest of the customer.

QUESTION: How are members of each regional team working together?

ANSWER: Internally, we are leveraging each other's skill sets in more proactive ways to add value to our individual knowledge base as well as to our customer interactions. In the past, our collaboration had a tendency to be more reactive.

Now, we're meeting and talking on a consistent basis about what's happening within our region. Individuals and groups can bounce ideas off of each other; and we can discuss best practices in customer satisfaction as we share success stories and customer feedback.

Ultimately, it's a great opportunity to better serve our markets and moves us toward our goal of creating one point of contact that our customer value chain can trust and rely on.

QUESTION: Last year was certainly different from many perspectives. How did events affect the construction markets and what do you see looking forward?

ANSWER: COVID-19 accelerated the acknowledgment and need for digital solutions in our industry. The pandemic provided a real-life example of the role technologies, such as online meetings and Smart Construction (the digital transformation of the job site),



Komatsu's focus is on helping customers find solutions by utilizing its dealer network, products, technology and, most importantly, its people who care at all levels said Tracey Drechsel, Komatsu Business Director, East Region.

can play in keeping customers' businesses and projects on track. Those customers who were hesitant or skeptical about adopting GPS systems, intelligent machines and Smart Construction, now see the value in investing in those solutions.

Many are also utilizing our fleet management site, My Komatsu, more often. It enables them to remotely track production, idle time, fuel usage and other data with a tablet, smartphone or desktop computer. It allows them to reference manuals for their fleet, find the needed parts and purchase them quickly and easily. Again, it's actionable information they get without the need to be present at the job site. The complimentary service can save time and improve practices. ■



The use of Smart Construction solutions and My Komatsu for fleet management increased during the past year. "COVID-19 accelerated the acknowledgment and need for digital solutions in our industry," said Tracey Drechsel, Komatsu Business Director, East Region. "The pandemic provided a real-life example of the role technologies, such as online meetings and Smart Construction (the digital transformation of the job site), can play in keeping customers' businesses and projects on track."

KNOW YOUR TCO

Could a new extended warranty program help you better determine total cost of ownership over the life of large machinery?

Understanding total cost of ownership (TCO) over the lifetime of a machine helps you make highly informed decisions about which equipment to buy. Several factors go into calculating TCO. Some costs are fixed, such as the initial purchase price, while other costs — repair and maintenance, fuel and operators' hourly wages, for example — fluctuate.

Making the variable costs more predictable can help with budgeting and avoiding large, unplanned expenses. It also contributes to higher



Felipe Cueva,
Manager,
Genuine Care

accuracy in estimating, bidding and determining operating expenses. One way to make costs predictable is by purchasing an extended warranty and extended periodic maintenance with fixed costs for maintenance and repairs.

"Machinery comes with a standard warranty that covers any repairs for the first 12 months," said Felipe Cueva, Manager, Genuine Care for Komatsu. "Once the machine hits those marks, the expenses can be unpredictable and are all covered by you. Car manufacturers started offering

extended warranties years ago, and equipment manufacturers have taken up the concept more recently. The advantage is that for a relatively nominal monthly charge, you have the peace of mind that when service or repairs are needed, you won't be hit with a potentially big bill."

Cueva noted that there have been options available for up to 10,000 hours of extended maintenance and repair coverages for some time. Some examples are Komatsu's recently introduced Komatsu Care Plus and Komatsu Care Plus II, as well as its Advantage Coverage. Soon it will offer Komatsu Care Plus III for larger machines, including wheel loaders, rigid-frame trucks and dozers.

"What's been missing is a program designed for those businesses such as quarries or mines that keep equipment for 30,000 hours before rebuilding it or taking it out of service," said Cueva. "Our new Komatsu Care III is a full, comprehensive maintenance and repair program for the first life of the machine. Like the other Komatsu Care programs, it covers scheduled maintenance and repairs. Care Plus III is even more comprehensive because it includes the equipment's consumables or wear parts such as brakes, hoses, pins and bushings."

Clearer profitability picture

Cueva added that Care Plus III's cost is based on utilization. Customers pay a per-hour rate, and Komatsu tracks the machine's hours through its telematics systems. Coverage extends across the country, and contracts are transferrable.

"This is really the first commercialized TCO from a manufacturer," said Cueva. "It makes your profitability clearer because there are no surprises. We encourage anyone who would like to better know their lifetime costs to contact their dealer about any of the Care Plus programs." ■



Komatsu Care Plus III is designed for total cost of ownership for businesses such as quarries or mines that keep equipment for 30,000 hours before rebuilding it or taking it out of service. "Like the other Komatsu Care programs, it covers scheduled maintenance and repairs," said Felipe Cueva, Manager, Genuine Care. "Care Plus III is even more comprehensive because it includes the equipment's consumables or wear parts such as brakes, hoses, pins and bushings."



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THE FACES OF KIRBY-SMITH

Danelle Cochran believes long-standing relationships prove that focusing on quality customer service is a great value proposition

For more than 20 years, Danelle Cochran has been a fixture for two different companies at Kirby-Smith Machinery Inc.'s Dallas location. She started working at the branch in 2000 in the rental department of Continental Equipment Company.

"I worked in parts and sales as well as rentals," recalled Cochran. "When Kirby-Smith purchased Continental in 2009, I moved up front to the reception desk where I worked with incoming customers. I really enjoyed it and formed some good relationships with them."

Kirby-Smith moved Cochran away from the front desk when it promoted her to sales administrator, giving her an office behind the back wall of the reception desk. Customers still seek her out when they stop in the store.

"That's a great feeling," stated Cochran. "It shows that we have more than a customer/vendor connection. It's friendship. Additionally, I think it tells me that they appreciate and value the service that Kirby-Smith and I provide."

Cochran has developed strong relationships with co-workers, too. As sales administrator, she works closely with the Dallas-based territory managers and Sales & Operations Manager Chad Cox. Danelle also oversees sales administration for Kirby-Smith Machinery's corporate Pipeline Division.

"We all have a common goal – to provide outstanding customer experiences," emphasized Cochran.



Danelle Cochran has been a fixture at Kirby-Smith Machinery's Dallas location. She started working at the branch in 2000 in the rental department of Continental Equipment Company. Today she serves customers as a sales administrator for the Dallas branch and Pipeline Division.

"My role is to help process sales contracts and see them through from beginning to end. I'm very detail-oriented, so this is a good fit for me. Everyone is great to work with and that makes it even more enjoyable."

Family-oriented

Cochran joined Continental Equipment after being laid off from a job in the mortgage industry. She describes that experience as a blessing in disguise.

"It brought me here," she explained. "Becoming part of Kirby-Smith made it even better. The company culture is fantastic. We're like one big family who cheer each other on as the company grows and excels."

Cochran added that Kirby-Smith Machinery understands the importance of balancing family and work. She is very close to her two sons and enjoys spending time with them, including attending their events. She also likes to exercise and watch football, especially the Dallas Cowboys. ■

Researchers say masks can be recycled into road building process

Researchers at RMIT University in Australia showed how disposable face masks could be recycled as part of the road-building process. Their study indicated that using them to make just one kilometer (0.6 mile) of a two-lane road would use up to

3 million masks, preventing tens of tons of waste from going to landfills.

The new road-making material developed by RMIT researchers is a mix of shredded single-use face masks and processed building

rubble that meets civil engineering safety standards. Their analysis showed that the masks help to add stiffness and strength to the final product, designed to be used for base layers of road and pavement. ■



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FACES OF KIRBY-SMITH MACHINERY

A recruiting fair for military veterans leads to a rewarding career for Chase Barber, who recently moved into a field service PSM role

Aircrafts are often essential to military missions, so keeping them in top shape is critical. During Chase Barber's service in the Navy, he repaired everything from helicopters to C-130 Hercules turboprops.

"I grew up working on machinery — my grandfather's tractors, go-karts, motorcycles, lawn mowers, cars. You name it," recalled Barber. "That gave me a good background I could apply to the military aircraft. Of course, those were more critical and technical."

After leaving the service, Barber attended a job fair where he was recruited by several companies who wanted to put his skills to use. The one that stood out to him the most was a heavy equipment distributor.



Chase Barber,
Field Service
Product Service
Manager

"I believed I could relate to that the best," he said. "I also had some friends who were service techs that told me what a rewarding career it can be. They suggested I give it a try. I started out in the shop, but I knew that eventually I would transition to field service. The idea of my own truck was really appealing."

Barber eventually got his wish and quickly realized it was everything he expected. "Being on-site and getting that immediate positive feedback after helping somebody get up and running again is great. The customer appreciates it, and you can't wait to do it again."

Moving up

Barber brought his skills to Kirby-Smith Machinery Inc.'s Fort Worth, Texas branch about five years ago. It was a return home after several years in southern Texas, and he liked the idea of working for Kirby-Smith.

"I had friends who worked here, and they told me what a great company it is," said Barber. "Kirby-Smith invests in its employees with training and cares about you as a person. One of the things that really stood out to me was the advancement opportunities."

Barber recently got his chance to move up, taking on the role of field service product service manager. He's now responsible for scheduling service calls, dispatching field techs, communicating with customers on work order statuses and more.

"It's a nice mix of customer interaction and helping technicians, which is important to me after being in that role myself," said Barber. "I'm trying to get others interested in becoming a service tech and a career with Kirby-Smith. It's definitely rewarding."

Chase Barber likes to spend time with his wife and daughter. He also enjoys fishing, especially chasing crappies. ■

Chase Barber (left) talks shop with John Imhoff at Kirby-Smith Machinery Inc.'s Fort Worth, Texas branch. Barber was recently promoted to field service product service manager. "It's a nice mix of customer interaction and helping technicians, which is important to me after being in that role myself," said Barber. "I'm trying to get others interested in becoming a service tech and a career with Kirby-Smith. It's definitely rewarding."



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FACES OF KIRBY-SMITH MACHINERY

Third-generation technician loves the feeling that comes with resolving issues and getting customers back into production

Trent Norton joked that he's not sure if being from a family of mechanics is a blessing or a curse. "It's definitely in the blood," he said with a laugh. "Both my grandpas and my dad were mechanics. From an early age I knew what I wanted to do."



Trent Norton,
Field Service
Technician

Norton remembered having his own set of tools at a very young age. They were kept in a special drawer in his dad's toolbox.

"I had motorcycles when I was little and working on the bikes were my first experiences at repairing and servicing pieces of machinery," Norton recalled. "Next came cars, then heavy equipment. I admit that I was intimidated by the big machines at first, but once I got into it, I learned to love it. I can't imagine doing anything else now."

Norton joined Kirby-Smith Machinery Inc.'s Fort Worth, Texas branch as a field service technician about five years ago, after working for another heavy equipment distributor. His supervisor at that company left to work for Kirby-Smith and ended up recruiting Norton to join him.

"He said the culture was amazing, and Kirby-Smith got great support from its manufacturers with training," Norton said. "Kirby-Smith definitely lives up to its hype. They help with specialty tooling and other items needed to ensure we are able to minimize downtime. Everyone is focused on customer service. As techs, we talk to each other quite a lot about what we see in the field and how we can apply what we have learned from unique situations."

Instant gratification

Norton emphasized that it's satisfying knowing that he's helping

customers. "It's a great feeling to get a customer up and going when their machine is down. It's instant gratification when they move the machine and start producing again. Some of them treat you like you're a hero, but it's just a matter of doing the job."

He said those situations create long-lasting relationships. "You get to know customers well, and that's another thing I really enjoy about being a service technician. I also like that no two days are ever the same, and that there is always something new to learn. It's just a great career, and I often encourage people to consider it for themselves."

Norton also appreciates the relationships he's built at Kirby-Smith. "It's like a big family. Everyone gets along really well, and they understand the value of spending time with your own family, so there is no big hassle if you need to be out for a bit to take care of something, or if it's vacation time."

Trent Norton and his wife enjoy spending time in the mountains of Colorado, and he still likes to work on his trucks. They have a 2-year-old son with his own drawer in Dad's toolbox.

"There may be another generation of mechanics coming in a few years!" Norton exclaimed. ■



Trent Norton, field service technician, looks up codes before beginning work on a dozer. "It's a great feeling to get a customer up and going when their machine is down," Norton emphasized. "It's instant gratification when they move the machine and start producing again. Some of them treat you like you're a hero, but it's just a matter of doing the job."

THE FACES OF KIRBY-SMITH

Kirby-Smith hires Matt Nelson as sales & operations manager for St. Louis

Kirby-Smith Machinery Inc.'s newly-hired Matt Nelson, sales & operations manager, will be responsible for St. Louis' branch operations, including oversight of its parts, service, sales and rental departments. Nelson brings a strong understanding of the greater Missouri construction market due to his experiences as a general contractor, commercial carpenter, and director for Terramac.

Jeff Weller, executive vice president and chief operating officer for Kirby-Smith, believes Nelson is a true "renaissance man" with the abilities and character necessary to ignite new life into the St. Louis location. "Matt has achieved amazing marks in engineering in his career despite not being papered in it. He is a devoted

father with three children who have all pursued engineering because of his example. I also think of how Matt used his background as a carpenter to build a 23-acre homestead where his family could thrive and grow. In my opinion, Matt will build a new legacy for Kirby-Smith in St. Louis in much the same way — with ample amounts of patience, teaching and a strong vision for success. We are fortunate to have him join our team."

Nelson takes great pride in joining Kirby-Smith and embraces the opportunity to engage the St. Louis construction community. "I am very excited to become part of the Kirby-Smith family and to work with the highly-skilled team already in place in St. Louis," said Nelson. "By



Matt Nelson, Sales & Operations Manager

striving to be an indispensable resource for our customers new and old, together we are going to reach new levels as a premier dealer for the area." ■



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Christopher Ware, Crane Div. Account Mgr.
Tim Carothers, Service Mgr.

Komatsu Parts and Service Financing

Fix it now, pay for it later!

0.99% financing for 24 months up to \$150,000

2.99% financing for 30 months \$150,001-\$300,000

Four anytime payment skips every 12 months

Program ends March 31, 2022

AMOUNT TO FINANCE	TERM	RATE	1ST LIEN REQUIRED
Under \$100,000	Up to 24 months	0.99%	Subject to Credit Review
\$100,001-\$150,000	Up to 24 months	0.99%	Yes
\$150,001-\$300,000	Up to 30 months	2.99%	Yes
Over \$300,000	Call for custom quote		Yes
MINIMUM FINANCED \$7,500			

Parts & Service Support Program, through March 2022

- Work orders dated April 1, 2021 or after.
- Repairs or service work performed by a Komatsu Authorized Distributor Technician using Komatsu-sourced parts on any Komatsu machine currently financed with Komatsu Financial.
- Terms and conditions apply. Subject to credit approval.
- Contact your local Komatsu distributor for complete details.



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USED EQUIPMENT

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CRANES

Year/Make/Model	Stock #	Hrs.	Price
2005 GROVE GMK5120B	GR05488X	16,373	\$349,000
2001 GROVE GMK5120B	GR01294X	6,000	\$195,000

EXCAVATORS

2014 KOMATSU PC138USLC-10	KM14175X	3,600	\$107,500
2017 KOMATSU PC170LC-11	KM17473X	2,300	\$129,650
2017 KOMATSU PC138USLC-11	KM17143X	3,200	\$137,500
2018 KOMATSU PC210LC-11	KM18633X	3,300	\$139,500
2011 KOMATSU PC200LC-8	KM11901X	11,800	\$112,500
2018 KOMATSU PC240LC-11	KM18540M	1,411	\$174,500
2017 KOMATSU PC290LC-11	KM17411M	3,100	\$199,500
2017 KOMATSU PC360LC-11	KM17611X	4,400	\$169,500
2019 KOMATSU PC360LCi-11	K191040X	1,900	\$339,400
2012 KOMATSU PC88MR-8	KM12603X	10,097	\$39,500
2015 KOMATSU PC490LC-10	KM15225X	5,900	\$139,500
2017 KOMATSU PC490 LC-11	KM17685X	4,122	\$297,500
2017 GEHL Z45	GH17001X	600	\$49,750
2016 JOHN DEERE 350G LC	JD16006X	3,271	\$149,500
2012 JOHN DEERE 290G LC	JD12207X	5,329	\$99,350
2016 VOLVO EC250EL	ZZ16002X	5,104	\$89,500
2015 CATERPILLAR 336FL	CT17010X	6,900	\$164,500
2010 CATERPILLAR 336D	CT10779X	11,112	\$69,500
2008 CATERPILLAR 365CL	CT08011X	196,225	\$79,500
2018 VOLVO ECR235EL	ZZ18025X	1,700	Call for Pricing

TRUCKS

2016 KOMATSU HM400-5	KM16249M	6,800	\$439,650
2015 KOMATSU HM400-5	KM15268M	9,411	\$459,500
1997 CATERPILLAR 777D	CT97001X	36,600	\$167,750
2017 TERRAMAC RT-9	TM17030M	620	\$169,500

BACKHOE

2017 JOHN DEERE 310LEP	JD17003J	1,924	\$69,500
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CRUSHING & SCREENING

2013 SPYDER SCREEN 516T	ZZ13029X	1,400	\$129,500
2014 KLEEMANN MS19 Z	KL14004M	3,800	\$199,750
2017 KLEEMANN MR130 Zi EVO2	KL17014U	1,558	\$799,500

ROLLERS

2017 HAMM H12IP	HA17040M	1,536	\$127,500
2015 HAMM HD+ 140i VV HF	HA15001	3,410	\$79,400

WHEEL LOADERS

Year/Make/Model	Stock #	Hrs.	Price
2014 KOMATSU WA320-7	KM14086X	10,600	\$69,500
2013 KOMATSU WA200-6	KM13108X	7,493	\$67,500
2013 KOMATSU WA470-7	KM13085M	6,399	\$157,500
2016 KOMATSU WA470-8	KM16433X	7,505	\$143,500
2011 KOMATSU WA500-6	KM11843X	13,810	\$89,500
2013 KOMATSU WA200-6	KM13109X	10,050	\$49,500
2014 CATERPILLAR 972M	CT14026X	11,492	\$134,500
2012 CATERPILLAR 980K	CT12240X	21,762	\$99,500
2015 JOHN DEERE 644K	JD15001X	4,361	\$149,750

CRAWLER DOZERS

2006 KOMATSU D39EX-21	KM06425X	2,700	\$49,500
2014 KOMATSU D39PX-23	KM14199X	2,972	Call for Pricing
2017 KOMATSU D39PX-24	KM17308X	2,200	Call for Pricing
2017 KOMATSU D61EX-24	KM17479X	3,200	\$174,500
2014 KOMATSU D51EX-22	K14917XX	2,274	\$135,900
2017 KOMATSU D85EX-18	KM17443M	3,986	\$299,850
2018 KOMATSU D61PXi-24	KM18450X	2,700	\$299,750
2013 KOMATSU D65EX-17	KM13113X	5,668	\$129,150
2016 KOMATSU D65EX-18	KM16317X	3,360	\$169,500
2017 KOMATSU D85EX-18	KM16519M	2,200	\$399,500
2012 KOMATSU D375A-6	KM12476M	11,500	\$399,450
2017 KOMATSU D155AX-8	KM17627	945	\$459,500
2014 CATERPILLAR D6T XW	CT14025X	2,540	\$219,750

SKIDSTEERS

2018 TAKEUCHI TL12V2	TL18015	3,700	\$39,500
2012 GEHL V270	GH12114	700	\$27,500

PAVING & COMPACTION

2014 LEEBOY 8510C	LB14006X	2,219	\$79,500
2017 HAMM H 12i P	HA17040M	1,536	\$127,500
2015 VÖGELE 5200-2i	VO15002X	4,800	\$89,500
2015 WIRTGEN WR 200 XLi	WR15003M	2,000	\$314,500
2015 WIRTGEN WR200 XLi	WR15023	2,645	\$249,500
2015 WIRTGEN WR200XLI	WR15018	1,900	\$347,250
2008 TEREX RS-600	TX08849X	2,973	\$89,500
2015 ROSCO RA500	RS15007	200	\$207,500
1996 BOMAG MPH100R ASPHALT RECYCLER	BG96024X	4,745	\$29,500

MOTOR GRADERS

2008 KOMATSU GD655-3E0	KM08012M	6,000	Call for Pricing
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2012 KOMATSU D375A-6, KM12476M, 11,500 hrs., \$399,450



2010 CATERPILLAR 336D, CT10779X, 11,012 hrs., \$69,500



2018 KOMATSU PC210LC-11, KM18633X, 3,000 hrs., \$139,500



2005 GROVE GMK5120B, GR05488X, 16,373 hrs., \$349,000



2015 WIRTGEN WR200XLI, WR15018, 1,900 hrs., \$347,250



2015 ROSCO RA500, RS15007, 200 hrs., \$207,500

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