



CONNECTION

A publication for and about Kirby-Smith Machinery customers • 2008 No. 2

Featured in this issue:

“ADDED VALUE” EXCAVATORS

Komatsu’s Dash-8 mid-size excavator features make you more productive

See article inside...

Road work paved the way to growth and success for this Oklahoma City contractor



Jay Lemon, President

Larry Lemon, Chairman

Also in this issue: HASKELL LEMON CONSTRUCTION CO.



KOMATSU

A MESSAGE FROM THE PRESIDENT



Ed Kirby



**RELIABLE
EQUIPMENT**

**RESPONSIVE
SERVICE**



Dear Equipment User:

The economic stimulus package that the President signed into law can have a significant impact on your business this year. The law states that companies buying new equipment in 2008 can depreciate an additional 50 percent of the cost in this year. If you elect to use it, the bonus depreciation can lower your 2008 tax bill. There are other benefits of the stimulus package, and you can get more detailed information in the Guest Opinion article in this issue of the Kirby-Smith *Connection*.

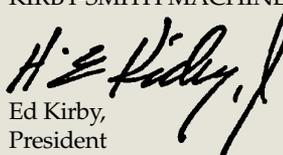
You may want to consider using the bonus depreciation on purchases of new Komatsu equipment that offers benefits such as lower owning and operating costs. In the past several years, Komatsu has made tremendous improvements across its extensive machinery line, including the addition of ecot3 engines designed to meet Tier 3 standards for reduced emissions. Komatsu not only made reduced emissions standards a priority, but in the process, made its equipment more productive with better fuel economy.

It's that kind of commitment that makes us proud to represent Komatsu utility, construction and mining machines at Kirby-Smith Machinery. Komatsu machines are among the most technologically advanced in the industry, and many include Komatsu's KOMTRAX remote equipment-monitoring and management system that helps you track your machine's performance and service schedules. If an error code appears, Komatsu alerts Kirby-Smith and you right away so the issue can be diagnosed and fixed quickly. It also alerts you to upcoming routine service in advance, allowing you to schedule it at a convenient time. Komatsu was the first manufacturer to install such a monitoring and management tool as standard equipment.

Of course, we believe that service is important in keeping your machine running at maximum productivity throughout its entire life. That's why we make it a priority to have trained technicians who can service your Komatsu and competitive brands of equipment quickly and efficiently with little downtime. If you choose to do the work yourself, rest assured we have nearly every part you need on hand, and if we don't, in most cases we can have it the next morning.

At Kirby-Smith, we stand ready to make your owning and operating costs as minimal as possible, and we'll be happy to work with you in any way we can to make that happen.

Sincerely,
KIRBY-SMITH MACHINERY, INC.


Ed Kirby,
President



CONNECTION

IN THIS ISSUE...

HASKELL LEMON CONSTRUCTION CO.

Learn how road work has paved the way to success for this third-generation Oklahoma City contractor.

GUEST OPINION

Here's good news about a new depreciation bonus that can help you lower your tax bill this year. AED VP of Government Affairs Christian A. Klein explains how you can benefit.

INDUSTRY OUTLOOK

If you didn't make it to Las Vegas for CONEXPO-CON/AGG, here's a full report of the largest show in its history and what Komatsu had to offer.

NEW PRODUCTS

Just when you thought they couldn't get any better, Komatsu added an extensive list of features to its Dash-8 mid-size excavators to make them even more productive.

MORE PRODUCT NEWS

Find out how Komatsu's new PZ tool carriers with parallel Z-Bar linkage help users keep loads on the level.

UTILITY NEWS

A recent survey shows 93 percent of compact excavator owners say tight tail swing is a jobsite benefit. Learn why these units have taken off in popularity.

Published by Construction Publications, Inc. for



**RELIABLE EQUIPMENT
RESPONSIVE SERVICE**

www.kirby-smith.com

OKLAHOMA CITY, OK

6715 W. Reno
Oklahoma City, OK 73127
(405) 495-7820 (800) 375-3339
FAX: (405) 787-5973

TULSA, OK

12321 E. Pine St.
Tulsa, OK 74116
(918) 438-1700 (800) 375-3733
FAX: (918) 437-7065

FT. WORTH, TX

5300 Lone Star Blvd.
Ft. Worth, TX 76106
(817) 378-0600 (877) 851-9977
FAX: (817) 378-0080

KANSAS CITY, KS

P.O. Box 8170
Prairie Village, KS 66208
(913) 314-4188
FAX: (913) 831-6040

ST. LOUIS, MO

12920 Gravois Rd.
St. Louis, MO 63127
(314) 729-0125 (866) 279-1392
FAX: (314) 729-1317

Printed in U.S.A © 2008 Construction Publications, Inc.



THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

CORPORATE

Ed Kirby, President
Glen Townsend, VP & General Manager
Ben Graham, VP & Crane Division Manager
Kelly Littlefield, VP & Heavy Equip. Div. Manager
Keith Tippett, VP & Chief Financial Officer
David Baker, VP & Product Support Manager
Bob Williams, General Parts Manager
Randy Coffey, General Manager - Rental/Used Equipment
Chris Kirby, Used Equipment Manager
Steve Harcourt, Governmental Sales Manager
Brandon Stephens, Director of Marketing
Cynthia Jessen, Marketing Manager
Lonnie Kilgore, Retail Finance Manager
Jay Van Duzer, Internal Systems Trainer
John Arterberry, Crane Rental and Internet Sales Manager
Kathy Dunn, Human Resources Manager

OKLAHOMA CITY

Greg Otts, OKC Sales Manager
Jeff Cavaness, Crane Sales
Terry Bridwell, Heavy Equipment Sales
Preston Brown, Heavy Equipment Sales
Bill Gustafson, Heavy Equipment Sales
Dean Traylor, Heavy Equipment Sales
Chad Murphy, Heavy Equipment Sales
Pud Wood, Governmental Sales
Bryce Puckett, Utility Product Sales Manager
Jason Leggett, Utility Equipment Sales
Clint Meadors, Equipment Sales
David Cochran, Industrial Sales
Rick Nielsen, Rental Manager
Josh Lee, Rental Coordinator
Jack Groom, Rent-To-Rent
Casey Beasley, Product Support
Bud Sears, Product Support
Larry Hollen, Product Support
Stan Collier, Product Support, Cranes
Terry Miles, Parts Manager
John Martin, Service Manager
Jerry Hunter, Product Service Manager
Kelly Shuffield, Product Service Manager, Cranes
Mark Fortin, Product Service Manager
Gordon Hargrave, Product Service Manager
Robert Oldham, Product Service Manager

TULSA

Bruce Taylor, Tulsa Branch Manager
Kelly Littlefield, Tulsa Sales Manager
Mike Green, Heavy Equipment Sales
Clay Lineback, Heavy Equipment Sales
Dave Murphy, Heavy Equipment Sales
Dan Rutz, Heavy Equipment Sales
Leo Olivarez, Heavy Equipment Sales
Bass Conseen, Industrial Sales
Todd York, Industrial Sales
Ted Terwort, Governmental Sales
Dewayne McDaris, Rental Manager
David Watkins, Rental Coordinator
James Purcell, Product Support
Marvin Holloway, Parts Manager
Kurt Maxwell, Product Service Manager
Ben Sitton, Service Manager
George Cross, Product Service Manager
Daniel Looper, Crane Product Service Manager

FT. WORTH

Mike Ferguson, Branch Manager
Fred Leach, Crane Sales
Jim Crouch, Heavy Equipment & Crane Sales
Charles Harris, Equipment Sales
Matt Phillips, Rental Sales
Doug Pritchett, Parts Manager

ST. LOUIS

Ray Jost, Branch Manager
Dave Hoeft, Crane Sales
Jim Iannazzo, Crane Sales
Ceily Davis, Parts Manager
Tim Carothers, Service Manager

KANSAS CITY

Jim Piepenbring, Crane Sales
Pat McKenna, Crane Sales

A SALUTE TO A CUSTOMER

HASKELL LEMON CONSTRUCTION CO.

Road work paved the way to growth and success for this Oklahoma City contractor



Larry Lemon,
Chairman

One way to appreciate the many years of experience and contributions of Haskell Lemon Construction is to simply drive on Interstate 35 from downtown Oklahoma City and head south. Current President Jay Lemon said the accomplishments of this longtime paving contractor can be seen for more than 40 miles.

Haskell Lemon Construction employs 265 people and specializes in paving construction in a roughly 75-mile radius of Oklahoma City. Those projects might include roads, streets, highways, airport runways or commercial developments.

“Our work can be the full-depth construction project, or it may be a piece of a project that we overlay or do maintenance on,” said Jay, the third generation of the Lemon family who is leading the Oklahoma-City-based company. “We’ve been here a long time and it’s rewarding to see where our work has contributed to the growth of this area.”

“We generally take either an existing two-lane road or an open field and turn it into a four-lane facility with stripe, curb and gutter, street lights and signals,” said Chairman Larry Lemon, Jay’s father, who was part of the second generation of leadership of the company. “We build surface transportation.”

The vast majority of that work is for public agencies like cities, counties, ODOT, OTA and the FAA. “Every year we have a mix where about 25 percent of our work will be new roads and about 75 percent will be reconstruction and resurfacing,” Larry said. “For instance, we’re doing a two-mile project right now in the city of Norman that includes one mile of reconstruction and one mile of new roadway where there’s never been a road before. When completed, it will provide new access and transportation into the city.”

Family leadership

Overseeing this work is an ownership team composed of four men. Chairman Larry Lemon, the son of company founder Haskell Lemon, continues to help oversee the operations of the company. As President, Jay Lemon manages much of the field operations. His brother, Bob Lemon, is a Vice President specializing in estimating and finding the next job. Ken Wert, Larry’s nephew, is Secretary/Treasurer and oversees the administrative end of the business.

“We have a good team that complements each other,” commented Larry. “Bob gets the work, Jay builds the work and Ken administers it. I help look after the sales and administration end of things. We all work well together.”

It’s a family tradition in business that Larry’s parents, Haskell and Irene Lemon, began in 1945 as a small company selling lime to farmers in the southeast Oklahoma town of Tishomingo. After a couple of years, Haskell began using his dump trucks to haul gravel and build rural roads. By 1950, the family had moved to Oklahoma City and began growing the business as an asphalt-paving company.

“Dad was the production visionary of the company,” Larry said. “My mother kept



Jay Lemon,
President

A Haskell Lemon Construction crew works a Blaw Knox road widener at a jobsite on Interstate 40 in Caddo County, Okla.





An Ingersoll Rand double drum asphalt roller (left) and a nine-wheel pneumatic Ingersoll Rand roller are valuable pieces in Haskell Lemon Construction's equipment fleet at this jobsite on Interstate 40 in Caddo County, Okla.



Stu Gragg
Highway Division
Manager

the books, answered the phone and ran the administrative end of things. That's the way the business grew, with one person working inside and one person on the outside."

Larry joined the company in the 1960s after graduating from the University of Oklahoma. He eventually assumed ownership with Pete Wert (Ken Wert's father), who had married Larry's sister. The current ownership structure was put in place around the time Pete retired in 2000.

Growing with Oklahoma

Larry says the growth of the company has mirrored the growth and development of the area economy, flourishing with the oil boom of the early 1980s before going into survival mode with the following oil bust and subsequent financial crises.

"Oklahoma's highway program lives and dies on the reauthorization of the federal highway bill, so the flow of federal dollars for federal work in the state does well every six years or so as the highway program is reauthorized," Larry said. "Likewise, we'll go through a couple of slower years while Congress fights over the reauthorization and the funds are on a restricted basis.

"But, we're a well-established, family company that can weather those ups and downs. We grow and expand and have good years and not-as-good years. Oklahoma City is home and it's been good to us."

Among the projects that have helped the company grow was the construction of an 8,000-foot runway at Will Rogers Airport in



This Broce Broom, configured here with a conveyor, is one of the many pieces of productive equipment Haskell Lemon Construction has acquired from Kirby-Smith Machinery, Inc.

1984. "It was a full-depth asphalt construction and won a national award for the best asphalt runway in America that year," Larry recalled.

In 1997, Haskell Lemon Construction received one of its highest honors for its work on a seven-mile stretch of Interstate 40 west of Oklahoma City. "Everything worked well and clicked for us that year. When the project was complete, the National Asphalt Paving Association recognized us for having the best stretch of asphalt paving in America that year," Jay explained. "We received the Sheldon G. Hayes Award and it was a great honor for our family company to be recognized among all our peers across the nation.

"Every year, we have two or three projects that will be recognized on a state level for quality in construction," Jay continued. "It's something that our guys really take pride in, not only for having done a good job, but consistently turning out quality work."

Equipment support

To continue to produce at such a high level requires a fleet of dependable equipment,

Continued . . .



Bob Lemon,
Vice President



Ken Wert,
Vice President

Reputation for integrity pays off

... continued

much of which has come from Kirby-Smith Machinery, Inc. with the assistance of Sales Representative Bill Gustafson. Jay estimates 80 percent of Haskell Lemon's compaction equipment, which includes four new Ingersoll Rand dirt compactors and four new asphalt compactors, is from Kirby-Smith, along with light plants, air compressors and a widener. The company also has Blaw-Knox pavers, Gomaco concrete paving equipment and Broce Brooms sweepers as part of its fleet. In addition, Haskell Lemon has also used Komatsu wheel loaders.

"High-quality machinery is what helps us build quality construction," Larry said. "That's what makes us successful."

"The equipment we get from Kirby-Smith has always been premier equipment," Jay added. "What I appreciate most from Kirby-Smith is that they've always provided us with very strong support. I'm always very confident that when we call Kirby-Smith we'll get the information and the support we need."

Haskell Lemon employs its own team of mechanics to handle routine maintenance issues. For more complicated problems, Kirby-Smith has provided valuable support.

"We're able to identify very quickly the professionals in this industry," Larry said. "There are those who represent their company and their products and are knowledgeable and do business professionally, and there are those who just take orders and don't know their product. Kirby-Smith is a team of professionals and that's nice to deal with."

"They're committed to being here a long time, just like Haskell Lemon Construction," Jay added. "We don't buy equipment with the idea of using it and then turning it around and selling it in a year or two. Everything we purchase is here for a long time."

Formula for success

Although good people and equipment are important to growth, not to be overlooked is Haskell Lemon Construction's longstanding reputation for integrity, which dates back to its founding.

"It's vitally important to us to be true to our word," Larry asserted. "Haskell always believed that your word is your bond. If we agree on it and shake hands on it, it will be done. We want to continue that reputation."

With more than a half-century in business, it's an approach that's continuing to produce results for Haskell Lemon Construction. Larry and Jay estimate the company did about \$60 million in construction work in 2007, which is about 50 percent more than 10 years ago.

Jay doesn't foresee any major changes in the company's strategic plan in the foreseeable future, although one significant change will occur when Larry retires after Christmas 2009, placing the leadership of the company completely into the hands of the third generation. Now taking part in his second generational transition, Larry said an exchange of ideas is what helps to make it seamless — and that's already taken place.

"I've seen it now from both sides," he explained. "When I was a young man, I was pushing my parents to do more things and adapt to new methods. Now that I'm about to retire, the next generation is really pushing me, saying we really need to do this or that. That's why we make a good team. It takes the sharing of new ideas and experience to keep growing."

"Through the 1970s, we did mostly new construction. Then, once the highways were built, it's been mostly reconstruction from about the 1980s on. We have built and rebuilt some pieces of roadway and Interstate several times. So long as the public continues to use and need wider and safer roadways, we're in the business of providing them." ■

(L-R) Haskell Lemon Construction Co. President Jay Lemon, Chairman Larry Lemon and Vice President Bob Lemon can call on Kirby-Smith Machinery Sales Rep Bill Gustafson for assistance with their equipment needs.





Everything you need. Nothing you don't.

Hard-working machines for hard-working people. That's the thinking that made SkyTrak® all-wheel steer telehandlers the industry's most popular brand. These machines are basic, reliable and operator friendly. You get the power and maneuverability to handle the toughest terrain, the patented Stabil-Trak system for improved stability, plus versatile attachments to keep your productivity high. All backed by the service and support of JLG®.

Visit www.jlg.com or call 877-JLG-LIFT.

JLG

An Oshkosh Truck Corporation Company

SKYTRAK

SALE • LEASE • RENTAL • PARTS • SERVICE



www.kirby-smith.com

OKLAHOMA CITY

6715 W. Reno • (405) 495-7820

TULSA

12321 E. Pine St. • (918) 438-1700

DEPRECIATION BONUS

Congress and the President have prescribed powerful medicine to stimulate the U.S. economy



Christian A. Klein

On February 13, President Bush signed the Economic Stimulus Act (ESA). In addition to providing tax rebate checks to middle-income families and making it easier to refinance mortgages, the ESA temporarily reinstates the depreciation bonus and increases Sec. 179 expensing limits. The goal: encourage business purchasing.

Under the new law, companies that buy equipment (and other eligible property) in 2008 can depreciate an additional 50 percent of the cost in the year. To be eligible for bonus depreciation, the equipment must be new and placed in service before January 1, 2009. The depreciation bonus is elective (you do not have to use it) and applies for both regular and alternative minimum tax purposes.

The ESA also significantly boosts Sec. 179 expensing limits for 2008. Companies

can now expense up to \$250,000 as long as total purchasing does not exceed \$800,000. For each dollar over, the eligible expensing amount correspondingly drops by one dollar. Companies that spend more than \$1,050,000 on tangible personal property cannot take advantage of Sec. 179 (but can still use the depreciation bonus). Unlike the depreciation bonus, Sec. 179 expensing can be applied to both new and used equipment. Companies eligible for Sec. 179 can also combine it with the depreciation bonus for even bigger tax savings.

Trimming this year's tax bill

By lowering your taxable income, the depreciation bonus and Sec. 179 can dramatically cut your 2008 tax bill, thereby freeing up cash in the near term. But there is a catch: The more you depreciate now, the less you will be able to depreciate later. In other words, your tax bill in future years will be slightly higher because you have less to deduct.

If history is any guide, the temporary capital investment incentives will boost equipment purchasing in the months ahead as savvy companies take advantage of the law to buy newer, more efficient, and more environmentally friendly equipment. Check with your tax professional to learn about making Sec. 179 and the depreciation bonus work for you. ■

The Economic Stimulus Act provides for temporary bonus depreciation on new equipment purchases in 2008, helping trim tax bills in the short term.



Christian A. Klein is Vice President of Government Affairs and Washington counsel for the Associated Equipment Distributors. More information about the new capital investment incentives is available at <http://www.depreciationbonus.org>. This article is provided for informational purposes only and is not tax or legal advice.

NPK

ATTACHMENTS
...designed, built and backed by NPK.



NPK manufactures an extensive line of the most productive attachments, offering you a wide variety of solutions to most of your construction, demolition, recycling, mining and quarrying needs! The NPK trademark has become a symbol for quality products worldwide, including the greatest selection of hydraulic hammers, compactor/drivers, quick attach couplers, grapples, material processors, primary/secondary crushers, pedestal boom systems and our latest product offering the versatile Breaker Bucket.

An experienced engineering and service team is ready to help you with special applications and installation kits.

NPK

NPK CONSTRUCTION EQUIPMENT, INC.
7550 Independence Drive
Walton Hills, Ohio 44146-5541
Phone: 440-232-7900 or 800-225-4379
Fax: 440-232-4382
Internet: www.npkce.com



www.kirby-smith.com

OKLAHOMA CITY
6715 W. Reno
Oklahoma City, OK 73127
(405) 495-7820 (800) 375-3339
FAX: (405) 787-5973

TULSA
12321 E. Pine St.
Tulsa, OK 74116
(918) 438-1700 (800) 375-3733
FAX: (918) 437-7065

FORT WORTH
5300 Lone Star Blvd.
Fort Worth, TX 76106
(817) 378-0600 (877) 851-9977
FAX: (817) 378-0080

CONEXPO IN FOCUS

Huge crowds see latest innovations in construction equipment at record-setting event

Three years ago, CONEXPO-CON/AGG was the largest show in its history, but that record fell by the wayside this year as the triennial event ended its 2008 run with more than 2 million square feet of exhibit space that was seen by crowds topping 144,000.

Attendees easily navigated their way through some 2,000 indoor and outdoor exhibits from leading manufacturers, such as Komatsu, which were grouped together by category. This year's show surpassed its 2005 predecessor by 21 percent in terms of size and number of exhibits.

As in the past, Komatsu had one of the largest equipment displays at the show at the Las Vegas Convention Center, which ended its run March 15. Komatsu displayed 24 products from its construction and utility lines, including excavators, wheel loaders and parallel tool carriers, dozers, skid steer

and compact track loaders, backhoe loaders, articulated and rigid-frame haul trucks, plus a mobile crusher and a motor grader. Sizes ranged from the 1,900-pound-plus PC09 excavator to the massive WA800 wheel loader.

Komatsu introduced new products such as the D39EX-22 dozer — a D39PX-22 model is also available — and the PC35MR-3 and PC45MR-3 compact excavators. To highlight how products could be paired for maximum efficiency, Komatsu placed a PC400LC-8 excavator with an HM300-2 articulated truck for moving massive amounts of material quickly and efficiently. A D65 dozer from Komatsu's ReMarketing program (see related article) showed how the program takes used equipment and updates it with new components and paint as needed. The "half-and-half" machine drew large numbers of people interested in how Distributor Certified used machines could benefit their business.

Komatsu displayed more than 20 machines ranging from the PC09 excavator to the WA800 wheel loader at one of CONEXPO's largest displays.

Komatsu sponsors team in first Construction Challenge

Komatsu sponsored a high school team in the first Association of Equipment Manufacturers (AEM) Construction Challenge. It's part of AEM's ongoing effort to attract young people into the construction industry in professions such as manufacturing and in-the-field careers. The seven-member Komatsu-sponsored team was from North Springs Charter School in Atlanta, Ga. They were one of 50 teams competing at CONEXPO after qualifying during regional rallies and competitions held across the country earlier this year involving 146 teams.

The Challenge finals included an Infrastructure Dialog segment on





Attendees got a good look at how Komatsu's KOMTRAX remote machine-monitoring system works by standing on an interactive pod that activated a display screen of information (above). They could further see how the system works by viewing machines being monitored via computer in real time (below).



Komatsu personnel were on hand to answer attendees' questions about Komatsu equipment.

infrastructure awareness, especially roads/ highways and water/sewer; an Equipment & Careers segment that required the team to develop an interactive educational resource or product; and a Road Warrior segment that required building and using construction equipment.

Continued . . .



Komatsu introduced new products including the D39EX-22 dozer, which features better visibility and a Tier 3 engine for maximum production with less fuel usage and lower emissions.



Komatsu's Construction Challenge team answers questions during the Infrastructure Dialog portion of the competition, which also included Equipment & Careers and Road Warrior segments. The high school group was from North Springs Charter School in Atlanta, Ga.



Visitors to Komatsu's display could compete against other drivers in a simulated driving contest.

Komatsu had major presence at CONEXPO

... continued

Education, technology a hit

Attendees also showed up in record numbers to take advantage of the numerous educational opportunities offered at CONEXPO. One hundred and thirty seminars, the most ever, were available in several categories, including Aggregates, Asphalt, Concrete, Construction Project Management,

Equipment Maintenance Management, Environmental, Management and Personnel Development. Those not able to attend a seminar could still catch it through technology such as LiveCasts and podcasts.

An Information Technology Pavilion displayed the latest construction-related computer software, hardware and peripherals, as well as telecommunications equipment. Manufacturers displayed the latest technological advances in equipment — such as Komatsu's KOMTRAX remote machine-monitoring system — which helps owners and operators improve their productivity through production and maintenance tracking. Komatsu's interactive display allowed attendees to stand on a circular pod linked to a video screen that showed the advantages of KOMTRAX.

Contractors and material producers interested in doing business beyond U.S. borders, could get valuable information from the International Forum. A record number of 10 international exhibits were on display, including ones from Brazil, China, Finland, Germany, Italy, Korea, Spain and Turkey.

A new feature this year was the Safety Zone of exhibits and demonstrations, including ones from OSHA and MSHA.

Back to Vegas in three years

CONEXPO-CON/AGG gave those in attendance a chance to network with people like themselves from the U.S. and other countries. They could discuss topics of mutual interest and talk about ways to apply the information learned to their own businesses.

The 105 supporting organizations that helped put on CONEXPO-CON/AGG included the Association of Equipment Manufacturers (AEM); National Ready Mix Concrete Association; National Stone, Sand & Gravel Association; Associated General Contractors (AGC) and many other industry groups, including some from foreign countries.

CONEXPO-CON/AGG will return to the Las Vegas Convention Center March 22-26, 2011. ■

MinExpo returns to Las Vegas in September



MinExpo will be held Sept. 22-24 at the Las Vegas Convention Center.

Komatsu will be among more than 1,000 exhibitors displaying the latest in mining equipment, technology, parts and service, as well as other items, at MinExpo, Sept. 22-24 at the Las Vegas Convention Center.

The largest show of its kind, MinExpo features more than a half-million square feet of exhibit space with everything from massive mining machines to hand tools used to keep them running; the latest in automation and robotics; safety and communication equipment; engines and parts; material-handling and processing equipment and services; pollution-control equipment; reclamation equipment and services; computer applications and more.

The Komatsu booth will be twice as large as it was last time, filled with exciting new products, proven products with enhancements and technology displays. Modular Mining Systems, Inc. will be part of the Komatsu booth this year.

Twenty educational sessions will be offered on Sept. 23 and 24 as part of MinExpo's conference program. Sessions will cover topics such as underground and surface mining, safety, processing, bulk material handling, environmental issues, exploration and new mine development. Attendees can earn professional development credits.

Give Yourself The Positional Advantage



JRB



BADGER



CUSTOMWORKS



CP

Position yourself at the top of your game with Paladin Heavy Construction. Whether you need a coupler, bucket or fork for your wheel loader, tractor loader backhoe, excavator or mini excavator – look to us, JRB, C&P and Badger Attachments – the names you know and trust. We have the products and custom capabilities to make your machines more efficient, more versatile and most importantly more profitable.

Paladin Heavy Construction = CHECKMATE!

We invite you to learn more about our product offering at www.paladinbrands.com

Available through Kirby-Smith Machinery, Inc.



JRB



CP



BADGER

CUSTOMWORKS

PALADIN HEAVY CONSTRUCTION



KOMATSU

DASH-8 SERIES

100%_{LC}

(the LOGICAL CHOICE
for your next excavator)

KOMATSU[®]

Komatsu excavators have set the standards for productivity, operator comfort and reliability over the years. And, with the introduction of our mid-sized -8 series, the standards have been raised yet again.

- Tier-3 engines deliver reduced emissions without sacrificing power or productivity.
- Electronics, engine and hydraulics are optimized for maximum efficiency and minimum fuel consumption (10% reduction compared to -7 models).
- Multi-function LCD monitor provides critical operating information at a glance (and it can do this in 10 languages).

From enhanced safety features to extended maintenance intervals, the PC200LC-8, PC220LC-8 and PC270LC-8 show what happens when the best engineers put the latest technology to work. The results are always...

100% Komatsu.

847.437.5800

www.komatsuamerica.com

NEW PRODUCTS

“ADDED VALUE” EXCAVATORS

Komatsu’s Dash-8 mid-size excavators have an extensive list of features to make you more productive

When a manufacturer introduces a new series of excavators, you expect to find a new feature or two when compared to previous machines. With Komatsu’s new Dash-8 models of its popular PC300LC, PC300HD and PC400LC excavators, the list of new features is extensive, including the ability to get more done at a lower cost.

All three feature fuel-efficient, ecot3, Tier 3 engines. Those engines have high-pressure, common-rail fuel-injection systems designed to provide more productivity with less fuel and lower emissions. Each engine received a boost in horsepower and operating weight compared to its predecessor.

“It all adds up to a lower cost per yard to move dirt,” said Doug Morris, Komatsu Product Marketing Manager. “Komatsu designed these machines to provide the user more for his money. Better fuel economy and improved performance are just a few of the significant upgrades that help lower the cost per yard for any contractor who has dirt to move. Whether they’re into heavy highway work, commercial construction, underground utilities or all of the above, the PC300LC-8, PC300HD-8 and PC400LC-8 will help their bottom line.”

Morris notes that one simple way to help maintain a healthy bottom line is to track machine performance and maintenance schedules. Komatsu makes it easy to do with its KOMTRAX machine-monitoring system that’s standard on all new excavators and is free for five years. The KOMTRAX system sends operating information — such as machine utilization, fuel consumption and load factors, in addition to operating hours,

location, cautions and maintenance alerts — to a secure Web site via wireless technology.

“KOMTRAX increases machine availability, reduces the risk of theft, allows for remote diagnosis by the user’s Komatsu distributor and provides operational information that’s helpful in efficiency and productivity,” Morris explained. “It’s an excellent fleet-management tool.”

In conjunction with KOMTRAX, all three machines have Komatsu’s exclusive Equipment Management Monitoring System (EMMS). It performs three main functions and displays them on the monitor: all critical excavator systems, alerting and guiding



Doug Morris,
Komatsu Product
Marketing Manager

Continued . . .

Brief Specs on Komatsu PC300LC-8 and PC400LC-8

Model	Net hp	Operating Weight	Bucket Capacity
PC300LC-8	246 hp	77,093-79,152 lbs.	0.89-2.56 cu. yd.
PC300HD-8	246 hp	85,085-88,551 lbs.	0.89-2.56 cu. yd.
PC400LC-8	345 hp	97,148-103,834 lbs.	1.47-3.74 cu. yd.

Komatsu’s new Dash-8 PC300LC, PC300HD and PC400LC offer more productivity with less fuel consumption for a lower per-yard cost.



Dash-8 mid-size excavators offer several advantages

... continued

the operator should an abnormality occur; preventive maintenance schedule; and error codes and troubleshooting assistance to help mechanics minimize downtime.

Five working modes match specific applications

Operators can keep track of machine performance with the large multicolor monitor that displays data in 10 languages. The monitor also displays the automatic air conditioner, machine maintenance tracking and the image from the standard, counterweight-mounted rearview camera. Using the monitor, the operator can also select the best operating mode for the most efficient use of the PC300LC-8, PC300HD-8 or PC400LC-8. Five modes — Power, Economy, Lifting, Breaker and Attachment — are available.

“Each mode is designed to match engine speed, pump flow and system pressure with the application, giving the operator the ability to match equipment performance with the job at hand,” described Morris. “For example, the Power mode provides maximum production and power for faster cycle times during mass excavation. Breaker mode delivers one-way flow to the breaker, while Attachment mode will run two ways when using shears and thumbs. It’s easy to select the right mode or adjust flow rates when operating attachments. Whatever mode is selected, the machine will deliver the right amount of hydraulic pressure to get the job done.”

Komatsu’s five working modes allow operators to easily match the machine with the applications they’re performing, making it more efficient.

The monitor is located inside a more spacious cab that has a high-back operator seat for excellent support and comfort to reduce fatigue, so operators stay more productive longer. Multiposition, pressure-proportional control levers and armrests integrated with the console levers allow the operator to work comfortably while maintaining precise control.

The highly pressurized cab keeps dust from entering, while its rigid frame offers visibility and excellent sound absorption. A new cab damper mounting reduces noise and vibration levels.

“We kept the operator in mind when we designed the cabs for the PC300LC-8, PC300HD-8 and PC400LC-8,” Morris noted. “We sought input from them about what would make their environment more conducive to productivity. Extensive studies show that an operator who is more comfortable will be more productive.”

Designed to reduce downtime

Being more productive also means reducing downtime, and Komatsu’s PC300LC-8, PC300HD-8 and PC400LC-8 do that in a variety of ways. Komatsu exclusively designed all major components, such as engine, hydraulic pumps, motors and control valves, for long-term durability and reliability. It’s the same with booms and arms, which are highly resistant to bending and torsional stress, thanks to thick, high-tensile-strength steel, interior partition walls and large, one-piece castings. In addition, Komatsu-designed electronic components, such as controllers, connectors, sensors and wiring, have undergone extensive testing to ensure reliability in the harshest conditions.

Komatsu made maintaining and servicing simpler with easy access to the radiator and hydraulic oil cooler, which are mounted side by side.

“Komatsu set out to design a machine that had all the advantages an owner and user need: speed, power, fuel efficiency, lower emissions and reduced downtime,” said Morris. “We believe we achieved just that.” ■





100% responsive
(HST puts the power at your fingertips)

KOMATSU[®]

Here are three excellent examples of wheel loaders engineered to work in harmony with the operator. The WA200-5, WA250-5 and WA320-5 feature Komatsu's electronically controlled Hydrostatic Transmission (HST) for smooth, precise power when digging, loading or moving material on your site.

- HST delivers high efficiency and maximum power.
- Fully automatic shifting lets the operator focus on the task at hand with the right balance of hydraulic response and travel speed.
- Traction control system reduces tire slippage.

If you're looking for high productivity, low fuel consumption, easy maintenance and superior operator comfort, you're looking for machines that are...

100% Komatsu.

847.437.5800 www.komatsuamerica.com

MORE PRODUCT NEWS

NEW PZ TOOL CARRIERS

Parallel Z-Bar linkage helps users keep loads on the level



Mike Gidaspow,
Product Marketing
Manager Wheel
Loaders

Komatsu’s new parallel tool carriers have all the latest features of its new Dash-6 wheel loaders — plus the added advantage of a Z-Bar linkage that offers parallel movements in both fork and bucket applications. Two models, WA200PZ-6 and WA250PZ-6, are available and replace previous PT machines.

“The parallel Z-Bar linkage gives these wheel loaders both parallel lift and good digging ability,” said Mike Gidaspow, Product Marketing Manager Wheel Loaders. “It allows the bucket and forks to stay more level than regular wheel loaders, so operators don’t have to continually adjust to keep the load from

tipping forward. They are great for a variety of applications, including utility work and warehouses, where users want to keep a load even throughout the entire cycle.

“Users will also appreciate the PZ models for their excellent visibility throughout the cycle,” he added. “For example, when using forks, the operator can see the end of the tines at all times. That makes it easier for him to see the load he’s picking up, and helps him avoid bumping into objects. Added advantages of the parallel Z-Bar linkage include large tilt force at all heights, large dump angle at maximum boom height and a two-mode bucket leveler.”

Similar advantages to Dash-6 wheel loaders

Both machines got a boost in horsepower compared to their predecessors and, like their Dash-6 wheel loader counterparts, are powered by high-torque, ecot3, Tier 3 engines that offer high performance with less fuel consumption and lower emissions. Electronically controlled hydrostatic transmissions provide quick travel response and aggressive drive into the pile. An inching pedal gives the operator simultaneous control of travel and equipment hydraulic speeds. The new variable traction control system with S-Mode allows the operator to adjust the tractive effort to the job conditions and reduce tire slippage.

“As with many of our new products, the PZ machines come standard with the KOMTRAX monitoring system that can be used to track machine location, error codes and other items that help owners and operators better track maintenance,” said Gidaspow. “Users will find these machines among the most highly productive and efficient they’ve ever used.” ■

Brief Specs on Komatsu PZ Parallel Tool Carriers

Model	Net hp	Operating Weight	Bucket Capacity	Breakout Force
WA200PZ-6	126 hp	25,275-25,420 lbs.	2.5-2.75 cu.yd.	18,990-20,210 lbs.
WA250PZ-6	138 hp	26,808-27,778 lbs.	2.5-3.0 cu. yd.	24,250-26,490 lbs.

Komatsu’s new PZ tool carriers feature parallel Z-Bar linkage that keeps loads level. They also offer excellent visibility so operators can see the end of the tines when using forks.





BACKHOE LOADERS

100%
productive

KOMATSU®

Komatsu backhoe loaders are designed to deliver. Attention to every detail ensures the highest levels of operator safety, comfort and convenience, productivity, ease of service, durability, reliability and quality. Komatsu backhoe loaders provide the ultimate comfort and productivity package.

- Low-effort Proportional Pressure Control (PPC) loader and backhoe joysticks with SAE/ISO pattern changer
- Spacious and ergonomically designed operator platform and exceptional visibility
- Narrow S-shaped backhoe boom and high-performance hydraulics
- Tilting engine hood with easy access to service check and fill points
- Heavy-duty, 1.25-yard loader with parallel lift and over 6½ tons breakout force

When you want the most from your backhoe loader investment, the choice is 100% clear. Put a Komatsu backhoe loader to work today and enjoy the confidence that comes from machines that are...

100% Komatsu.

847.437.5800 www.komatsuamerica.com

COMPACT EXCAVATORS

The tale of the short tail

The terms short tail swing and zero tail swing are the current industry buzzwords related to compact excavators sold in North America.

Recently, a survey of 200 compact excavator owners yielded some interesting trends, with 93 percent saying that short tail swing was a jobsite benefit and 83 percent noting that they would purchase a short-tail-swing machine again. That's a powerful statement of where customer preference is headed, or should we say, has already gone?

Owners in the survey also rated short-tail machines as better than conventional machines in the areas of machine balance, stability, pushing power with the blade, stability on slopes and most importantly, the ability to work in tight spaces.

Komatsu's tight-tail-swing design gets into tight spaces, and has greater stability and lift capacity in response to customers' recommendations.

But, can these machines, with little or no tail overhang, perform like their conventional-tail-swing counterparts? That depends.

Komatsu Utility moved exclusively to short-tail-swing units with the introduction of its MR-2 series of machines in 2003. As Komatsu developed these machines, it recognized that owners in North America wanted greater stability and lift capacity in addition to the obvious benefit of tight-quarters work.

To address this customer desire, every Komatsu excavator is designed with extra counterweight in the tail section that enhances stability and machine balance. Not all manufacturers have addressed this performance area, so it is imperative to look deeply and demonstrate before purchasing a short-tail unit.

What else to look for

Other items to evaluate during the purchase decision process are a large, comfortable operator station with great visibility; a machine undercarriage that's designed like a large excavator; choice of track systems (Komatsu offers its Road-Liner track, unique in the industry and designed for longer life on hard surfaces); low maintenance requirements; and easy-to-reach daily checks and maintenance points. Also be sure your dealer can offer a good selection of machine-matched buckets, a thumb and quick coupler. And, for the maximum in versatility, consider the option of a power-angle blade and what it can do for your operation. This feature is optional on Komatsu PC35, PC45 and PC50 excavators.

In summary, short-tail-swing machines are here to stay, and owners appreciate their ability to work productively in tight quarters. However, not all short-tail machines exhibit the same performance characteristics, so try before you buy. When you do, you'll see what a difference owning a Komatsu can make. ■



Hit the ground running with LeeBoy/Rosco.



8515 Asphalt Paver

Increase productivity and reduce operating costs with LeeBoy's 8515 Asphalt Paver. The 8515 incorporates big-paver features into a heavy-duty maneuverable package designed for production and reliability. It includes an 8- to 15-foot heated and vibrating Legend screed system, powerful 87-hp Kubota engine, dual operator controls and high-deck/low-deck configuration. Now available with the Legend Electric Screed heat option.



Maximizer 3 Asphalt Distributor

Rosco's Maximizer 3 asphalt distributor features an extendible spraybar that smoothly and efficiently moves from 8-foot to 16-foot width in 4-inch increments. The EZ Spray extendible spraybar makes radius and taper spraying, along with maneuvering for obstacles such as bridges, a smooth and efficient operation.



8816 Asphalt Paver



Tru-Pac 915 Pneumatic Roller



SweepPro Broom

LeeBoy

ROSCO

A LeeBoy Company

Pavers • Graders • Brooms • Asphalt Distributors • Rollers • Patchers
Chip Spreaders • Belt Loaders • Tack Tanks • Maintainers

OKLAHOMA CITY

6715 W. Reno
(405) 495-7820 (800) 375-3339
FAX: (405) 787-5973

TULSA

12321 E. Pine St.
(918) 438-1700 (800) 375-3733
FAX: (918) 437-7065

KANSAS CITY

(913) 314-4188
FAX: (913) 831-6040



www.kirby-smith.com

KOMATSU & YOU

COMMITTED TO EXCELLENCE

Komatsu America Chairman/CEO outlines technology, product support goals to benefit customers



David W. Grzelak,
Chairman and CEO,
Komatsu America Corporation

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.

David Grzelak was appointed Chairman and CEO of Komatsu America Corp. in April of 2002 and has management responsibility of five Komatsu operations related to the construction, utility and mining industries.

He has held several management positions with Komatsu since joining the company in 1991 as Vice President of Sales, including Executive Vice President, President and COO, Chief Executive Officer, Chairman and CEO, Global Officer and Chairman and CEO of Komatsu Mining Systems.

"I've held many positions at Komatsu, but one thing that's never changed in this company is its commitment to quality, productive machinery," said Grzelak. "From top to bottom, Komatsu is very aware of the challenges contractors and mining companies face, and we're constantly working to make our machines the most advanced and efficient on the jobsite. Komatsu has long-range plans to ensure that continues to always be the case."

A 1971 graduate of Penn State University with a B.S. in Industrial Engineering, he added an MBA from Gannon University in Erie, Penn., his hometown. Both universities have honored him with distinguished achievement awards, and he was appointed to Penn State's Board of the Leonhard Center for the Enhancement of Engineering Education.

He and his wife, Diane, have two children, Mike and Meghan, and a granddaughter. David is an avid golfer and an accomplished tennis player, a sport for which he is a certified United States Professional Teaching Association professional.

QUESTION: Construction is down somewhat from its record highs of the past few years. What is your outlook for the coming year?

ANSWER: The housing market has brought the construction industry down as a whole, and we believe housing will likely be down through much of this year. The government is responding with items such as the economic stimulus package, and the Federal Reserve has been lowering interest rates. We'll have to watch and see what effects those moves have on the construction economy. But it isn't all doom and gloom. There's still governmental spending projects for highway, and energy and infrastructure segments continue to be strong.

QUESTION: What about mining? What is Komatsu's place in the industry?

ANSWER: Mining is exceptionally strong, with emerging markets and higher prices for commodities, such as copper, fueling the growth. We expect that to continue for many years to come, as countries such as China and India continue to build their economies. Komatsu has always been a global leader in the mining industry and our expertise helps us maximize our opportunities in that market. We believe our Peoria plant is the best in the business for the manufacture of electric mining trucks. We have an incredible team of people there, who through research and development, have made Komatsu's electric mining trucks the most technologically advanced in the industry.

QUESTION: How will those advances in technology benefit equipment users?

ANSWER: Equipment users appreciate the technology going into new machines because it helps them with fleet management — items such as performance and maintenance. Our KOMTRAX machine-monitoring system,



Komatsu's KOMTRAX machine-monitoring system allows equipment users to track machine performance and maintenance items.

which comes standard on all new construction machinery, will help them do that easily. We're the only manufacturer in the industry that installs such a system as standard equipment on new machines and provides free communication for five years. Komatsu constantly monitors those machines and if an error code comes up, we'll immediately alert the dealer and the customer to the problem. They can work together on a quick resolution. Our mining trucks come with VHMS (Vehicle Health Monitoring Systems), which functions much the same way. It's another level of product support, and a great partnership between Komatsu, the distributor and the customer.

QUESTION: What other ways is Komatsu continuing its commitment to excellence in customer support?

ANSWER: We're one of the top equipment companies in the world, depending on the industry. As always, we're looking to improve. We're doing that in several ways, including spending a lot of time and money on research and development, much of which is partially done by talking with equipment users to find out how Komatsu machinery can improve their business. They also expect that machinery to be backed up with excellent support, no matter where they work. So we're working to ensure consistent product support throughout our distributor network, including recertifying service technicians.

Part of any good customer support plan is having parts available on the shelf when a customer needs them. Our distributors have most common parts in stock, with additional parts on hand based on criteria such as what machines they have in the field. In most cases, they have parts available when the customer calls, or if not, they can have it by 7 a.m. the next day. They're able to do that because Komatsu has committed to having regional parts depots across North America. When distributors are missing a part and place an order, they know a truck will be coming to their store that night to meet their requirements.



Komatsu America Chairman and CEO David Grzelak says even though the construction industry is down as a whole, mining continues to be strong.



Komatsu recently completed its tenth regional parts depot. The depots are strategically located to ensure parts are readily available to distributors and customers throughout North America, the next day in most cases.

QUESTION: Speaking of parts, Komatsu recently teamed with Hensley to build a new plant dedicated to ground-engaging tools. Will there be more of such investments in the future?

ANSWER: We'll always continue to invest in ways to make our equipment better. As I mentioned, we put a huge effort into research and development. Through that, we've developed numerous machines that are unique and unrivaled in the marketplace, and we're introducing new products each year that are more efficient and productive. Komatsu has always been at the forefront of equipment manufacturing. For instance, we were the first to offer zero-tail-swing excavators, which are commonplace in the market today. We're one of only two manufacturers that offer a full line of products in utility, construction and mining, all of which are recognized for their quality and reliability.

We also have developed great relationships with our suppliers, which help in the research and development of our products. And on the other end, we have great relationships with our distributors. We're working hand-in-hand with both to ensure that the quality, reliability, efficiency and productivity that's been a part of every product we make, continue to be there. ■



100% capable
(Komatsu delivers proven solutions)

KOMATSU[®]

If you want to move more material more cost-effectively, you want Komatsu machines. Our complete line of rugged, reliable mining equipment—including trucks, shovels and wheel loaders—is engineered to:

- Lower costs per ton
- Reduce cycle times
- Provide the longest life

We also offer exclusive customer support programs and services tailored to your specific needs. When your success is measured by the ton, Komatsu delivers the productivity you need. Komatsu is the proven solution.

100% Komatsu.

847.437.5800 www.komatsuamerica.com

MAKING GAINS

Nonresidential construction spending likely to continue to increase this year

A gain in nonresidential construction employment in January is likely a sign of more spending in that area throughout 2008, according to Associated General Contractors (AGC) Chief Economist Ken Simonson. Simonson also suggests that the 3.5 percent gain in employment of architects and engineers since January of 2007 is another positive indicator.

Total construction employment fell in January, but those losses occurred in residential building and residential specialty trades, said Simonson in an AGC press release. He added that on the flip side, employment in the three nonresidential categories — nonresidential building, specialty trades, plus heavy and civil engineering — were up by 1,300.

“The reality is a good deal better for nonresidential construction employment than Bureau of Labor Statistics (BLS) indicated,” said Simon. “Census figures for December show nonresidential construction spending jumped almost 16 percent from a year earlier, which could only have occurred with a sharp rise in employment. The ‘missing’ employees work for specialty-trades contractors, firms that entered the database as residential but are now busy installing wallboard, wiring and plumbing in schools, hotels and offices rather than houses.

“Residential spending in December fell 20 percent from a year before,” he added. “That suggests residential employment probably fell by roughly 20 percent as well, or 600,000 jobs, not the 240,000 that BLS counted. If these 420,000 ‘residential’ specialty-trades contractors were included in the nonresidential

work force, nonresidential construction employment for the past year would show a hefty gain of about 8 percent. That would be consistent with the rise in nonresidential that the Census reported.”

Growth in 15 of 16 categories

The Census numbers show mostly double-digit growth in 15 of 16 nonresidential categories, Simonson said.

“For 2008, I expect continued expansion in power, energy, communication, hospital and higher education construction, and a modest increase in the nonresidential total, before taking cost escalation into account.” ■

Recent data show that nonresidential construction is likely to post gains in several categories, according to AGC Chief Economist Ken Simonson.



Construction Starts Here



Compaction Equipment



Rollers



Welders & Gensets



InstaPrime Pumps



Lighting Solutions



Mixers



Screeds & Vibrators



Power Trowels



Saws



MQ **MULTIQUIP**

800-421-1244

www.multiquip.com

Available through Kirby-Smith Machinery

PARTS NEWS

ECO-WHITE FILTERS

How Komatsu's latest hydraulic filters lower operating costs by trapping more contaminants longer

Komatsu constantly looks for ways to lower operating costs, increase efficiency and reliability and be environmentally responsible. It does that in part by using quality parts such as its Eco-White filters, designed to keep hydraulic systems on mid-size excavators cleaner and give components extended life.

"New Eco-White filters double the time until a filter change is necessary," noted Dan Brown, Komatsu Parts Marketing. "Older models that use paper and hybrid filters require filter changes every 250 hours. Eco-White filters push the fluid and filter changes out twice as far, which results in lower costs per hour."

Standard on Dash-8 PC200, PC300 and PC400 excavators, Eco-White filters are made completely of synthetic fibers. The layers of fiber increase the actual square footage of the filter — measured by the depth, number of bends and length of the filter — while the actual physical size of the filter is smaller than paper and hybrid (a combination of paper and fibers) filters on older machines.

"With its smaller size, the Eco-White filter can sit above the oil in the hydraulic tank," explained Brown. "The advantage is cleaner filter changes because the Eco-White filter retains the contaminants, keeping them from re-entering the hydraulic oil tank during removal. It also reduces spills during removal."

Traps contaminants more efficiently

Eco-White filters trap contamination more efficiently for a longer period of time. Every layer of fibers does a particular job. The outer layer traps larger contaminants while subsequent layers take care of smaller particles.

"With the Eco-White filter, you can extend component life, which lowers operating costs and puts more dollars in your pocket in the long run," said Brown. "Komatsu distributors offer kits so users can retrofit older machines to use the Eco-White filters, giving those machines the capability of extended filter changes as well." ■



Dan Brown,
Komatsu Parts
Marketing



Komatsu's Eco-White filters extend the time before a change is necessary, compared to traditional and hybrid filters. They also sit above the hydraulic tank, making filter changes cleaner.

Standard on Dash-8 PC200, PC300 and PC400 excavators, Komatsu's Eco-White filters trap contamination more efficiently for a longer period of time. Kits for retrofitting older machines to use Eco-White are available through our parts department.



FOR RANGE AND VERSATILITY, CONTACT KIRBY-SMITH.

Nothing is better at moving liquid than a Godwin Pump. Whatever and wherever your application, Godwin Pumps® provides the range and versatility you need to get the job done right.

For tough mine and construction dewatering, municipal bypasses and industrial applications, contact Kirby-Smith Machinery, Inc. for sales and rentals of Godwin Pumps including:

- **Dri-Prime**® automatic self-priming pumps in 2" to 18" diameters with flows to 10,000 GPM and heads to 650'
- **Sub-Prime**® electric submersible pumps from 1/2 to 150 HP
- **Heidra**® hydraulic submersible pumps in 3" to 12" diameters
- **Wet-Prime** gasoline-powered contractor pumps in 1" to 4" diameters

Kirby-Smith Machinery, Inc. offers the widest range of Godwin models and options, so you'll always find a Godwin Pump that's perfectly suited to your needs.

godwin
pumps®



GREAT PUMPS. GREAT PEOPLE.

www.godwinpumps.com



The original Dri-Prime



Oklahoma City • (405) 495-7820
Tulsa • (918) 438-1700
Fort Worth • (817) 378-0600

www.kirby-smith.com

AT YOUR SERVICE

ADVANCED TECHNICIAN COMPETITION

Making good technicians better is the goal of this Komatsu training event

Many of the top heavy equipment technicians in the nation took part in the Komatsu Advanced Technician Competition (ATC) in February. The annual event takes place at the Komatsu Training and Demonstration Center in Cartersville, Ga.

“The Advanced Technician Competition is designed to help Komatsu distributor technicians improve their troubleshooting and machine problem-solving skills,” said ATC Director Wade Archer. “In doing that, we’re making good technicians even better, which benefits the customer by reducing downtime and repair costs.”

In the competition’s 10 machine categories, technicians have one hour to troubleshoot a machine and diagnose two problems that have been preset by Komatsu trainers. They’re judged not only on whether they correctly identify the issues, but also on how they get there. They’re expected to demonstrate their ability to properly use all tools, including service manuals and computers. They’re also evaluated based on their communication skills — that is, dealing effectively with the customer and asking the right questions of him.

In addition to the hands-on portion of the contest, Komatsu also puts on educational seminars to further technicians’ knowledge and skills.

“The technicians who come here tend to be the top ones at their distributorships,” said Archer. “They’re highly motivated and want to improve, and they like to compete to be the best. We think the pressure of the competition simulates what they experience on a jobsite, and we have no doubt that they leave here better able to meet the repair needs of equipment users.”

Contest winners receive trophies and prizes, including cash awards of \$3,500 for first place, \$2,500 for second place and \$1,000 for third place. ■



Wade Archer,
ATC Director



At the ATC, top technicians from across the country compete against each other in a troubleshooting skills contest. Komatsu training personnel (below) judge contestants based on their ability to properly use all information to reach the correct diagnoses in the shortest time.



TECHNICAL TRAINING

Opportunities abound for those who pursue a career as a service technician



David Baker,
VP Product Support



Brian DeVore,
Technical
Communicator

The next issue of the Kirby-Smith Connection will feature a closer look at the HEVI program in Okmulgee, Okla.

Roughly two-thirds of Kirby-Smith Machinery's Oklahoma technicians have been trained through the Heavy Equipment Vehicle Institute at the OSU campus in Okmulgee, Okla.

There aren't many career choices that can virtually guarantee job placement. Yet that is the outlook today for individuals pursuing a career as a heavy equipment service technician.

The reason is as simple as supply and demand. Many in the industry are finding it increasingly difficult to find qualified individuals to fill these vital positions.

"It's gotten progressively worse," said Kirby-Smith Machinery Vice President of Product Support David Baker. "The industry has a severe shortage of technicians and it's not isolated to Oklahoma. It's a nationwide problem."

Baker said part of the reason for the shortage is that technical skills today involve more than turning a wrench. It also means developing an understanding of sophisticated, computer-controlled systems. Often, he said, the person who has the computer skills needed for the position isn't interested in getting "dirty," which is frequently part of the job for a service technician.



Training program

To combat this trend, Kirby-Smith Machinery is taking a proactive approach to training prospective technicians and spreading the word about the many benefits of a career as a service technician. For instance, Kirby-Smith recruits future technicians for training at the Heavy Equipment & Vehicle Institute (HEVI) at the OSU campus in Okmulgee, Okla., in part, by helping to pay for tuition and tools, and offering hands-on experience and wages in Kirby-Smith's shops as students earn their degrees. Upon completion of the two-year program, participants are asked to fulfill a two-year commitment to Kirby-Smith. Baker estimates about two-thirds of Kirby-Smith's technicians in Oklahoma have been through the program.

Kirby-Smith is hoping to make more young people aware of the potential rewards of a career as a technician. "Job security is a big benefit," said Kirby-Smith Technical Communicator Brian DeVore, who graduated from the OSU program and has served as an instructor. "Technicians are always going to have a job, and those who are good will be very well compensated because they are in such short supply."

With the growth of the construction and mining industries, the U.S. Department of Labor states that opportunities for heavy equipment technicians should be excellent for those who have completed formal training programs.

"Without quality service, we wouldn't be here," DeVore said. "We believe that's one of the things that separates us from other distributors. What good is it to sell something if we don't have anyone to work on it?"

Anyone interested in getting involved with the HEVI program through Kirby-Smith can contact David Baker at (405) 495-7820. ■



A man wearing a blue shirt, a cap with the 'Reman' logo, and safety glasses is working in a factory. He is holding a tool that is being held by a robotic arm. The background shows industrial equipment and bright lights.

REMAN

100%

product support
(lowering owning and operating costs)

KOMATSU®

Komatsu remanufactured products maximize your machine utilization by providing off-the-shelf exchange components. Plus, Komatsu provides you with the following benefits:

- Components backed by Komatsu warranty
- Remanufactured to Komatsu factory specifications
- Sophisticated inspection and remanufacturing equipment
- 100% functional testing
- Machine performance to original equipment specifications

100% Komatsu.

847.437.5800

www.komatsuamerica.com

Exclusive low rates from Manitowoc Finance

**BOOST
CASH
FLOW**



Finance your Manitowoc crane through Manitowoc Finance for exclusive financing rates on Grove, Manitowoc, National Crane, and Shuttlelift products. Manitowoc Finance can structure your next purchase to meet your cash flow needs.

Contact:

Tom Locke
Sales Director

Manitowoc Finance

T 210 490 1405

F 866 287 1176

www.manitowocfinance.com



Contact Kirby-Smith
Machinery for more
information.



RELIABLE EQUIPMENT
RESPONSIVE SERVICE

SERVING YOU BETTER

KIRBY-SMITH GUILDS



Rigorous testing ensures Guild members are truly top-of-the-class in knowledge and hands-on experience

Members of the Kirby Smith Service Guild and Partsman Guild study and train extensively to earn that prestigious patch they proudly wear. The exclusive Guilds, now in their fifth year, currently boast 80 members, each of whom had to pass an entrance examination on either heavy equipment or cranes.

Here's a typical question found on a Guild construction machinery test:

When installing two hose clamps on a radiator hose for a D375A, the clamps should be installed...

- 180° staggered 90° staggered
- 135° staggered 45° staggered

This is a typical crane exam question:

Which of the following is NOT a symptom of an engine overheating condition?

- Pinging or knocking
- Poor lubrication — increased engine wear
- Need for higher-grade fuel
- Excessive fuel deposits in the exhaust system

Purpose is twofold

The purpose of the Guild program, the first of its kind in the country, is to promote continuing education and training and to give Kirby-Smith parts and service employees an opportunity to demonstrate their skill level. Ultimately, the goal is to provide customers with superior product support.

According to Kirby-Smith VP & Product Support Manager David Baker, the Guild program has been successful on all fronts. "We've experienced a reduction in rework, and the technicians' sense of pride in accomplishment gives them an added level of confidence in their work," he reported. Baker also noted that other Komatsu distributors from around the country have contacted Kirby-Smith in an effort to set up similar programs. ■

Kirby-Smith Guild Members

TULSA - Service

Travis Bolden
 Gary Brummett
 Justin Carey
 George Cross
 Brian DeVore
 Alan Dolin
 Ron Free
 Ralph Glass Jr.
 Joe Howsden
 Roger Jorgensen
 Chris Malone
 John Martin Jr.
 Kurt Maxell
 Rowe McCarthy
 Shaun Merchant
 Jim Payne
 Jeff Ray
 Patrick Reed
 Jason Rogers
 Ben Sitton
 Cash Still
 Justin Taylor
 Brian Witt
 Chris Zimmerman

TULSA - Parts

Harold Ahart
 Bret Bryant
 Jeff Cauthon
 Marvin Holloway
 Jeff Rice
 Gary Stallsworth

ST. LOUIS - Service

Matthew Baczynski
 Kenny Boenker
 Richard Brinkman
 Kirk Brown
 Tim Carothers
 Kerry MacPherson
 John Fallert
 Bill Ruser
 Mike Santel
 Dale Schmidt

ST. LOUIS - Parts

Wayne Asher
 Tom Costello
 Ceily Davis

OKLAHOMA CITY - Service

Jack Bruesch
 Casey Childress
 Keith Crawford
 Ron Hagood
 Steven Houck
 Kenneth Howeth
 Danny Hughes
 Jerry Hunter
 Jeff Lechus
 Kevin Locke
 John Martin
 Eluid Montes
 Dee Metheny
 Dwight Phillips
 Jerry Roach
 Robert Rodriguez
 Lawrence Wilkowske
 Dustin Wooten

OKLAHOMA CITY - Parts

Ron Clark
 Gary Cox
 Mark Foster
 Daniel Franks
 Rusty Hancock
 Dave Harris
 Terry Miles
 Ronnie Morgan
 Dusty Odom
 Bill Thomas
 Bob Weaver

FT WORTH - Service

Mike Caillier
 Billy Chance
 Mark Lucas
 Richard Villalobos
 Kevin Wright

FT WORTH - Parts

Kevin Barnes
 Doug Pritchett

KANSAS CITY - Service

Jon Patocka

Kirby-Smith and BOMAG
BUILDING YOUR ROAD TO

SUCCESS



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

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

5300 Lone Star Blvd.
Fort Worth, TX 76106
(817) 378-0600

When you're recycling, compacting or milling, you want effective solutions from a company that is committed to your needs. And that's exactly what you'll get with the high-quality equipment and dedicated service at Kirby-Smith Machinery, Inc. Offering a full line of BOMAG recycler/stabilizers, rollers and planers, Kirby-Smith provides the proven productivity to build your road to success.

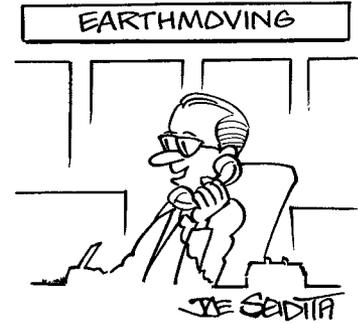
BOMAG
FAYAT GROUP

Visit bomag.com/usa

ON THE LIGHT SIDE



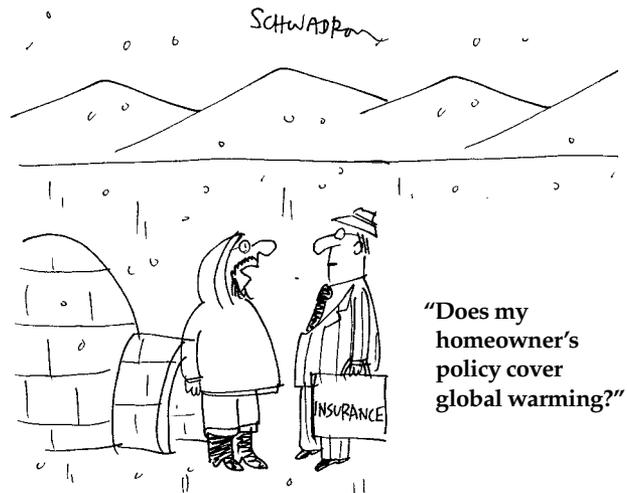
"Your late uncle was a strong supporter of the 'Adopt-a-Highway' program ... So he left his entire estate to his adopted highway."



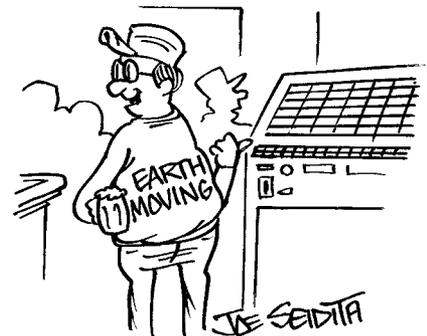
"We loaded 16 tons and what did we get? ... Well, we want another of those loaders!"



"Gentlemen, we're going back to square one."



"Does my homeowner's policy cover global warming?"



"Hey Joe! Do you have 'I Feel the Earth Move' on this jukebox?"

DISTRIBUTOR CERTIFIED

“HALF AND HALF”

Dozer gives before and after look at a Komatsu Distributor Certified used machine



Lee Haak,
Director, ReMarketing



Attending CONEXPO means getting a chance to see the latest in equipment and technology. Komatsu’s large display included that, but it also gave attendees a chance to see how a Distributor Certified used machine, available through Komatsu ReMarketing, could be a valuable addition to their fleet.

The 7,000-hour D61PX-12 dozer on display was a “half-and-half” machine. One side showed the dozer’s condition when it was traded in, while the other showed how the Distributor Certified machine had been upgraded with a new undercarriage and hydraulic components, as well as new paint.

“This machine caught a lot of eyes because people weren’t expecting something like this to be on display,” said Lee Haak, Director, ReMarketing. “It went through an exhaustive checklist of items during the evaluation process to qualify it for Distributor Certified used status. By showing the ‘half-and-half’ machine, people get an up-close look at the value added by our distributors during the certification process.

“Our intention was to show how a Komatsu Distributor Certified used machine offers more than just a new paint job,” he added. “We wanted them to understand that each used machine in our Distributor Certified fleet goes through a nearly 200-step evaluation process that checks the machine from stem to stern. Any item that can be measured on a machine is, and each component is brought into Komatsu specifications. We want the customer to know exactly what’s been done to the machine before deciding to purchase it.”

Subsidized financing, warranties

Haak noted that Komatsu has more than 750 certified evaluators at distributors throughout North America who evaluate dozers, excavators, wheel loaders and skid steers before they are put into the Distributor Certified used fleet. Komatsu’s Distributor Certified used equipment offers subsidized financing, and factory warranties are available for most machines. Distributors have access to a nationwide database of certified machines, along with photos and an evaluation of each unit.

“These machines are a lower-risk alternative for the used equipment buyer who might otherwise buy one at auction without knowing anything about it or getting a warranty,” Haak said. “Because they’ve been certified, they’re eligible for warranties up to three years, depending on the model, hours and grade we give them. We’ll work with customers to fit their needs with a machine and price they’re comfortable with, and a warranty to match. When customers buy a Komatsu Distributor Certified used piece of equipment, they’re getting the same backing from their distributor and Komatsu that they would on a new piece.” ■



Komatsu’s Distributor Certified used dozer at CONEXPO caught a lot of eyes. ReMarketing Director Lee Haak (center) gave them an up-close look at the machine’s before and after conditions.





KOMATSU DISTRIBUTOR CERTIFIED USED EQUIPMENT

The next best thing to new.



If it can be measured, we measure it!

Whether you're looking for a high-quality machine that will become part of your fleet, or for a machine that will get you through the busy season, Komatsu Distributor Certified Used Equipment is your best alternative to buying new.

If it can be measured, we measure it! Specially trained Komatsu Distributor Certified evaluators check, measure and diagnose virtually every aspect of the machine. Once the machine meets Komatsu's high performance standards, your local distributor can tailor the machine for your site-specific needs. And to add to your peace of mind, most Komatsu Distributor Certified Used Equipment is eligible for special financing and warranty.

Purchasing Komatsu Distributor Certified Used Equipment makes sound business sense. You'll receive good value for your money and a reliable and productive machine that will get the job done for years to come — we guarantee it!

To learn more about Komatsu ReMarketing's Distributor Certified Used Equipment, contact your local Komatsu Distributor or go to our Web site at www.equipmentcentral.com and click on "used equipment."





USED EQUIPMENT

Check These Special Values



EXCAVATORS



KOMATSU PC78US-6, '05, s/n 7916, 578 hrs., great cond., 24" bkt., non-marking poly pro Road Liner pkg \$65,000



KOMATSU PC200LC-6, '98, s/n A83957, (KMU98699), 36" bkt., A/C \$50,000



KOMATSU PC220LC-8, '07, s/n A88345, (KMU07742), cab, 31.5" TG shoes, 19'2" std boom, 10' std arm, 48" Kom bkt, 168 hp. \$164,500



KOMATSU PC300LC-7, '03, s/n A85559, (KM03608), 5,170 hrs. \$127,500

DOZERS



DRESSER TD9H, '05, s/n P046495, (IH05140), 1,400 hrs., 90 hp, EROPS, PAT blade, rear ripper, rental fleet rollout, great dozer \$62,000



DRESSER TD15E, '02, s/n 32567, (IHU02117), OROPS, sweeps, angle blade, CARCO winch, 70% of tracks \$69,500



KOMATSU D58E, '98, s/n 82522, (KMU98026), sweeps, PAT, ripper, EROPS, 50% of tracks, good cond. . . . \$37,500

RECYCLER



BOMAG MPH362R, '06, s/n 901B23001630, 838 hrs., Cummins engine, 79" cutting width, 400 hp, 39,000 lbs. \$169,000

NEW BOOM TRUCKS



EFFER 550.00/6S, '07, s/n 112940, (ZZ07309), 39 hrs., 56' 6-section articulating crane, behind-cab mount, 367,530 ft./lb. max. cap., on 2007 Sterling LT-9500 \$259,900



EFFER 850/6S, '07, s/n 112491, (ZZ07308), 56' 6-section articulating crane, behind-cab mount, 503,090 ft./lb. max. cap., on 2007 Sterling LT9500 \$295,900



EFFER 340.01/4S, '06, s/n 112401, (ZZ06314), 51 hrs., articulating crane 40' + 26', behind-cab mount, 227,980 ft./lb. max. cap., on 2006 Sterling LT-9513. \$216,900



EFFER 340.01/4S, '06, s/n 112400 (ZZ06315), 77 hrs., 33' + 33' 3-section jib, rear mount, 227,980 ft./lb. max., cap., on 2006 Sterling LT9513 \$214,900

WHEEL LOADER



KOMATSU WA380-6, '07, s/n A53038, (KMU07380), 790 hrs., great cond., recent trade-in, 2 in stock, quick sale needed. \$169,400

COMPACTION



DYNAPAC CA251D, '96, s/n 58313376, (ZZU96391), 84" smooth drum, good cond., 50% tread, OROPS, fresh paint. \$39,500

CRANE



NATIONAL 560E, '05, s/n 291717, (NC05308), 18 tons, 567 hrs., mntd on Ford F-750, Cat 210 hp. \$99,500

For more information about used equipment, contact
John Arterberry or Chris Kirby
at (800) 375-3339 or visit us online at
www.kirby-smith.com



RELIABLE EQUIPMENT
RESPONSIVE SERVICE

HERE TO SERVE YOU BETTER

THE PRODUCTS, THE PEOPLE, THE SERVICE

CORPORATE



Ed Kirby President	Glen Townsend VP & General Manager	Keith Tippett VP & Chief Financial Officer	Ben Graham VP & Crane Division Mgr.	Kelly Littlefield VP & Heavy Equipment Division Mgr.	David Baker VP & Product Support Manager	Randy Coffey General Rental Manager	Chris Kirby Used Equipment Manager	Lonnie Kilgore Retail Finance Manager	Bob Williams General Parts Manager	John Arterberry Crane Rental and Internet Sales Manager
-----------------------	--	---	---	---	---	---	--	---	--	--

OKLAHOMA CITY, OK



Greg Otts OKC Sales Mgr.	Terry Bridwell Heavy Equipment Sales	Preston Brown Heavy Equipment Sales	Bill Gustafson Heavy Equipment Sales	Dean Traylor Heavy Equipment Sales	Chad Murphy Heavy Equipment Sales	Clint Meadors Equipment Sales	Jeff Cavaness Crane Sales	Bryce Puckett Utility Product Sales Manager	Jason Leggett Utility Equipment Sales	David Cochran Industrial Sales
-----------------------------	--	---	--	--	---	----------------------------------	------------------------------	---	---	-----------------------------------

TULSA, OK



Rick Nielsen OKC Rental Manager	Jack Groom Rent-to-Rent	Bruce Taylor Tulsa Branch Manager	Mike Green Heavy Equipment Sales	Clay Lineback Heavy Equipment Sales	Dave Murphy Heavy Equipment Sales	Dan Rutz Heavy Equipment Sales	Leo Olivarez Heavy Equipment Sales	Bass Conseen Industrial Sales	Todd York Industrial Sales	Dewayne McDaris Tulsa Rental Manager
---------------------------------------	----------------------------	---	--	---	---	--------------------------------------	--	----------------------------------	-------------------------------	--

ST LOUIS, MO



Ray Jost
Branch Manager



Dave Hoeft
Crane Sales



Jim Iannazzo
Crane Sales



Fred Leach
Crane Sales



Jim Crouch
Heavy Equipment
& Crane Sales



Charles Harris
Equipment Sales



Jim Piepenbring
Crane Sales



Pat McKenna
Crane Sales

GOVERNMENTAL



Steve Harcourt
Governmental
Sales Manager



Pud Wood
Oklahoma City



Ted Terwort
Tulsa



Casey Beasley
Oklahoma City



Bud Sears
Oklahoma City



Larry Hollen
Oklahoma City



Stan Collier
Crane Division



James Purcell
Tulsa

PRODUCT SUPPORT



www.kirby-smith.com

OKLAHOMA CITY
(405) 495-7820 • (800) 375-3339

ST. LOUIS
(314) 729-0125 • (866) 279-1392

FT. WORTH
(817) 378-0600 • (877) 851-9977

TULSA
(918) 438-1700 • (800) 375-3733

KANSAS CITY
(913) 314-4188

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

Presorted Standard
US Postage Paid
C.P.I.

Change Service Requested

KOMATSU

GRADALL **GOMACO**

JLG **MOXY**

ROSCO **NPK**
A LeBoey Company

VJ:B **BOMAG**
PALADIN HEAVY CONSTRUCTION COMPACTION PRODUCTS

bmc **DRESSTA**

GROVE **godwin pumps**

Clumaine **Link-Belt**
EXCAVATORS • FORESTRY
DEMOLITION • MATERIAL HANDLING

NATIONAL CRANE **MQ**
MULTIQUIP

ESCO **TRAIL KING Industries**

Manitowoc **AIR CURTAIN DESTRUCTORS**
CONCRETE PRODUCTS CORPORATION

HENSLEY **IR Ingersoll Rand**

GME **Brace & Brown**
GRISWOLD MACHINE & ENGINEERING, INC.

LeBoey **SKYTRAK**

EFFER

Not all makes available at all locations



www.kirby-smith.com

CALL US TODAY FOR ALL YOUR EQUIPMENT NEEDS!

OKLAHOMA CITY: (405) 495-7820 (800) 375-3339 • FAX: (405) 787-5973

TULSA: (918) 438-1700 (800) 375-3733 • FAX: (918) 437-7065

FT. WORTH: (817) 378-0600 (877) 851-9977 • FAX: (817) 378-0080

ST. LOUIS: (314) 729-0125 (866) 279-1392 • FAX: (314) 729-1317

KANSAS CITY: (913) 314-4188 • FAX: (913) 831-6040