



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

# Connection



## J. LEE MILLIGAN, INC.

Amarillo paving contractor takes on a larger presence with acquisition of another longtime company

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Jago-Public VP  
Bill Cheek Jr. (left)  
and J. Lee Milligan  
President Doug  
Walterscheid





## MESSAGE FROM THE PRESIDENT



Ed Kirby

**We're optimistic  
about the future**



Dear Valued Customer:

As we wind up this year, we're looking ahead to 2012 with optimism that the construction industry will begin a strong push toward growth. There have been some positive signs lately that show the industry is experiencing growth. As it does, that's going to mean more need for equipment that can get the job done as efficiently as possible.

Throughout this year, Komatsu has rolled out many of its new interim Tier 4 machines. In this issue of your Kirby-Smith *Connection*, we spotlight a new excavator, articulated truck and dozer. Komatsu not only changed the engines in these machines to meet emissions standards, but, in many cases, lowered fuel consumption while increasing horsepower and operating weight.

These machines have additional components that require maintenance, and Komatsu is backing up the technology with an industry first — its Komatsu CARE Maintenance Program that provides complimentary services on new interim Tier 4 machines for three years or 2,000 hours.

Our skilled, factory-trained, service personnel take great pride in ensuring your machinery remains productive with as little downtime as possible. We do that on Komatsu machinery and the other manufacturers' lines we carry, as well as competitors' machines.

If you'd like more information about any products or services we offer, please don't hesitate to call us or stop by one of our branches. We're here to help.

Sincerely,  
KIRBY-SMITH MACHINERY, INC.

  
Ed Kirby,  
President



# Connection

## THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

### IN THIS ISSUE...

#### J. LEE MILLIGAN, INC.

See how this Amarillo paving contractor took on a larger presence with the acquisition of another longtime company.

#### MANHATTAN ROAD & BRIDGE

Learn more about the \$64 million bridge project this Tulsa company took on after demolishing the old I-244 bridge.

#### AT THE TRACK

If you think our field service is fast, check out the Kirby-Smith 300-plus mph races.

#### INDUSTRY OUTLOOK

Here's an overview of the current funding situation for surface and air transportation and a look at potential funding sources.

#### NEW PRODUCTS

Check out the features and benefits the new Komatsu PC360LC-10 excavator offers, including more efficient excavation.

Find out how Komatsu made its new interim Tier 4 HM300-3 articulated haul truck more productive with a larger payload capacity and reduced emissions.

#### PRODUCT IMPROVEMENT

Lower emissions and less fuel consumption are just two of the features of Komatsu's new D155AX-7 dozer that make this interim Tier 4 model more efficient than its predecessor.

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# J. LEE MILLIGAN, INC.

## Amarillo paving contractor takes on a larger presence with acquisition of another longtime company



**Doug Walterscheid,**  
President

If you look at the monthly bid lettings and contract award notifications for the state of Texas, J. Lee Milligan would likely be listed several times. Such has been the case for nearly 80 years for the Amarillo paving specialist.

A wholly employee-owned company, J. Lee Milligan has become one of the Texas panhandle's largest regional highway contractors with a speciality in asphalt work. Led by President Doug Walterscheid, the business mainly does public works projects for the Texas Department of Transportation (TXDOT), as well as counties and municipalities.

"Most of the work we do is as a prime contractor that performs nearly everything on a project," said Walterscheid, who joined J. Lee Milligan about 21 years ago. "We have the capabilities to take a project from the natural ground through the finished product. That includes doing concrete work, building structures such as bridges, installing drainage systems, pouring curb and gutter, and, of course, doing the asphalt paving. We sub out some work, but we prefer to do as much as we can."



**Bill Cheek Jr.,**  
Vice President,  
Jagoe-Public

Large projects often involve building the road's subbase, including placing gravel materials before paving. Most of those materials are supplied by J. Lee Milligan itself from its portable crushing operations. It also supplies its own asphalt materials from permanent and portable asphalt plants.

In addition to new construction, J. Lee Milligan also does reconstruction and rehabilitation work that includes milling and overlays, and it supplies aggregate and sand for TXDOT projects and private individuals. Walterscheid noted that J. Lee Milligan's projects run anywhere from \$1 million to \$20 million in size.

"We have very good rapport with several developers that we work with continually," said Walterscheid. "That's part of being a diverse company, and it allows us to react and follow market trends. We also work as a subcontractor, which adds to our versatility."

### Purchase of Jagoe-Public expands footprint

J. Lee Milligan expanded its footprint about three years ago with the acquisition of Denton, Texas-based Jagoe-Public, a well-respected paving company, which, like J. Lee Milligan, has a storied history. Founded in 1921 by Walker Jagoe as W.M. Jagoe Manufacturing, it claims to be the first company in Texas with an asphalt plant. He also founded Public Construction Company and combined the two businesses into Jagoe-Public in 1950.

"It's said that Jagoe-Public has paved in every county in Texas," said Vice President Bill Cheek, who's been with the company nearly 27 years, joining full time in the early 1980s. His father also worked for the company, and was a general manager at the time Bill came on board. "For a

J. Lee Milligan uses a Wirtgen milling machine on a road rehabilitation project. "Wirtgen products are well-engineered and reliable," said President Doug Walterscheid.



long time the company moved plants to where the work was, but in the late 1960s, a permanent plant was put up in Denton."

The plant is one of two Jagoe-Public has, with the second in Chico. Mainly a heavy highway contractor, nearly all of Jagoe-Public's work falls into the public sector. It works as both a prime and subcontractor mainly within a 50-mile radius of Denton, including the Dallas-Fort Worth metroplex. Some of its asphalt materials come from its recycling operations, located at the Denton plant.

"Very much like J. Lee Milligan, we try to handle as much of a project as possible, especially if we're the prime contractor," noted Cheek. "That involves not only the paving, but drainage and wet utilities, as well as some minor concrete. Most of what we do involves reconstruction — either repairing or widening existing roadways, including quite a number of overlay projects. Our jobs typically take anywhere from 15,000 to 100,000 tons of asphalt paving."

Jagoe-Public runs nine crews that consist of five to eight people, depending on the size and scope of a project. Recent projects include three road-widening jobs in Denton County that each took about 60,000 tons of asphalt.

One of the company's largest projects was recently completed in Southlake, where in a 10-mile stretch, crews poured about 100,000 feet of curb and gutter. It was part of a six-lane reconstruction of Southlake Boulevard from Highway 114 to the west and included several turning lanes. Jagoe-Public subbed out sidewalk and landscaping work.

"That was a bigger project than we usually do, but it indicates our capabilities," said Cheek. "We were able to do a large portion of it and turn to subs for their specialties, just as other prime contractors turn to us for their paving needs. In either case, we have strong relationships with several other contractors and we believe that's a real positive. We know we can rely on them, and they know they can trust us to deliver a quality project on time and budget."

### Employee-owned

Walterscheid credits the people who work for J. Lee Milligan and Jagoe-Public for the success



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J. Lee Milligan recently added two WA500-6 wheel loaders to its operations, including this one used in screening materials at the Boys Ranch pit near Amarillo. With the recent acquisition of Jagoe-Public, a well-respected asphalt-paving contractor, the company has become one of the largest highway contractors in the Texas Panhandle.



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J. Lee Milligan and Jagoe-Public use Hamm smooth-drum and padfoot rollers for compaction on new development sites that require dirt compaction and road projects where aggregate subbase is necessary.

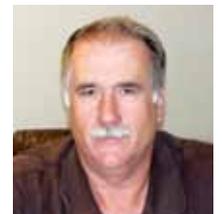
of the two companies. Combined, more than 300 people work under the J. Lee Milligan umbrella.

In addition to Walterscheid and Cheek, key individuals in the J. Lee Milligan family of companies include Board Members Ruth Wall Hudson and Judith Glenn, Vice President Swanson Hagerman and Secretary/Treasurer Tammy Brannon.

"J. Lee Milligan is an ESOP (employee stock ownership plan), which means employees have a direct stake in the success and profitability of the company," explained Walterscheid. "That's a motivating force, but in addition to that, they are good people with a solid work ethic. They're cost-conscious and hardworking."

### Adding Komatsu and Wirtgen

J. Lee Milligan also expects the equipment it uses to work hard, in addition to being cost-effective and efficient. A little more than a year ago, the company purchased its first Komatsu wheel loaders, two WA500-6s, which are now used in its aggregate operations.



Alex Hochstein,  
Shop Superintendent



Greg Huff,  
Superintendent

Continued . . .

# Reliable equipment meets diverse jobsite needs

... continued

“Our cycle times are faster with the new Komatsus, but that’s not the only aspect that keeps our costs down,” said Shop Superintendent Alex Hochstein who oversees maintenance on the company’s fleet. “They’re proving reliable, with excellent uptime. The articulation areas, which are wear points we track closely, remain tight. We’re very pleased with the WA500s.”

Kirby-Smith Amarillo Branch Manager Chuck Thompson (left) meets with J. Lee Milligan President Doug Walterscheid.



Crusher Foreman Johnny Romero (left) meets with Kirby-Smith Territory Manager Brady McAlister at one of J. Lee Milligan’s crushing operations.



Kirby-Smith Territory Manager Kris Phillips (left) meets with Jagoe-Public Superintendent Greg Huff at the company’s Denton office. “Our relationship with Kirby-Smith has grown, especially since we became part of J. Lee Milligan,” said Huff. “They’ve been very good to work with and the machinery they carry is top-of-the-line.”



Hochstein and staff perform services and maintenance. The company uses parts and occasionally requests help from Kirby-Smith Machinery’s Amarillo service department. “We’ve dealt with Kirby-Smith for a very long time,” noted Walterscheid. “We were very happy when Kirby-Smith moved into this area, and in fact, that was one direct reason we chose to buy Komatsu loaders. We knew Kirby-Smith would take excellent care of us.”

In addition to Komatsu, J. Lee Milligan and Jagoe-Public have worked with Kirby-Smith — including Amarillo Branch Manager Chuck Thompson, Territory Manager Brady McAlister and Fort Worth Territory Manager Kris Phillips — to purchase machinery from the Wirtgen Group of products. The company uses a W 2100 milling machine as well as W 2500 recyclers and Hamm 3412 and 3410 rollers.

“The Wirtgen products are well-engineered and reliable,” said Walterscheid. “That’s important in our business because any downtime can obviously set a project schedule back. We’re very conscientious about the equipment we buy and rent. We believe Kirby-Smith carries the best lineup in the market, and they’ve always delivered when it comes to sales or rentals.”

## Hopeful for the future

Despite challenging economic conditions, J. Lee Milligan and Jagoe-Public have remained fairly busy. Walterscheid and Cheek both are cautiously optimistic that will remain the case.

“Investing in infrastructure is something we believe can really boost the economy,” observed Cheek. “Continuing to do that will make the country more competitive and put many people back to work. It provides real value.”

“In its last session, the Texas legislature authorized \$3 billion in bonds for highway construction, which will help the next couple of years,” Walterscheid pointed out. “There’s a real need for new roads in Texas and the rest of the country. It’s especially important to provide connectivity from rural areas to metropolitan areas. That’s where we do much of our work, so we’re hopeful that we will be part of that growth.” ■

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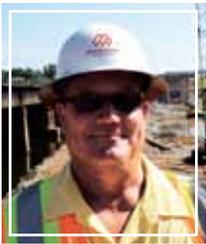
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# MANHATTAN ROAD & BRIDGE

## After demolishing old I-244 bridge, Tulsa company's focus turns to building a new one



Reed Wood,  
General  
Superintendent

With road repairs to one bridge done and demolition of another behind it, Manhattan Road & Bridge is earnestly working on construction of a new, multipurpose, westbound bridge on Interstate 244 in Tulsa. The locally based company began the nearly \$64 million project in late spring and is expected to complete it during the course of this year and next.

The new bridge's top deck is designed to carry four lanes of traffic across the Arkansas River, with a bottom deck designed for future rail use, although the rail lines won't be put in as part of this project. Pedestrian and bicycle traffic areas will also be part of the bottom deck. The new, completed bridge, slated to be finished in late 2013, will be about 300 feet longer than its predecessor.

Manhattan Road & Bridge began the construction phase as it was wrapping up demolition of the existing bridge, drilling new piers while taking down the supports for the previous structure that was built in 1967. The bridge was considered functionally obsolete, meaning it could no longer meet traffic demands of a city with a population of more than 390,000.

Throughout its short history — Manhattan was formed out of two businesses merging together — the company has completed some of Oklahoma's most recognizable public projects, including the six miles of reconstruction it did on Interstate 244 in Tulsa. It also relocated about six miles of Interstate 40 through downtown Oklahoma City. Those projects, as well as several other multimillion-dollar ventures, helped Manhattan Road & Bridge approach this Interstate 244 job with confidence it could meet the scheduled time frame for completion, even with some unique challenges.

Komatsu excavators equipped with hammers played a large role in the demolition, including the removal of old bridge piers.



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### Protecting Route 66

In late spring, Manhattan Road & Bridge began repairing the surface of the existing eastbound Interstate 244 bridge. The repairs were necessary to ensure the bridge stayed in good working order while the westbound bridge was demolished and the new one constructed. That existing bridge currently carries traffic both ways.

"We mainly worked nights and weekends on the repairs to minimize traffic disruption," said Manhattan Senior Vice President Mike Webb. "That went very well, as did the demolition, despite facing some challenges that required us to do some of the work differently than we normally would."

Among the challenges of the demolition phases was protecting the nearby 11th Street Bridge,



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Using a Komatsu PC400LC-8 excavator equipped with an NPK processing jaw, a Manhattan Road & Bridge operator works on removal of an old bridge pier. “Demolition puts a heavy toll on machinery, but our Komatsu equipment has always stood up to the challenge and gives us good productivity,” said General Superintendent Reed Wood.

which is part of the historic Route 66 and sits as close as 40 feet to where the old bridge was in some spots. To lessen the impact, Manhattan Road & Bridge placed a heavy layer of sand underneath the Interstate 244 bridge — in the areas that weren’t over water — to cushion the impact of debris hitting the ground as it demolished the bridge.

“We also minimized the impact by taking the bridge down in smaller chunks,” said General Superintendent Reed Wood, who’s overseeing the project and noted an additional challenge included working next to a refinery with trains moving in and out and crossing a railroad bridge in close proximity. “Seismographs were set up to monitor vibration and movement. Our processes worked, and we were able to demolish the bridge without any issues.”

### Versatile Komatsu equipment

The demolition began with Manhattan Road & Bridge removing the deck of the old bridge. Much of the concrete material was used on site to build a causeway that allowed crews to move machinery, personnel and materials across the Arkansas River.

Manhattan Road & Bridge used a combination of Komatsu excavators, ranging in size from a compact PC88 to a PC400LC-8,



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equipped with NPK hammers and processing jaws to break up concrete materials and sort out and cut rebar. Additional excavators included a PC228, a PC270 and a PC138.

“Demolition puts a heavy toll on machinery, but our Komatsu equipment has always stood up to the challenge and gives us good productivity, reported Wood. “The hydraulic excavators have excellent power to run any of

Manhattan Road & Bridge used demolition material to build a causeway to move machinery and personnel across the Arkansas River, grading the materials out with Komatsu D61EX and D37EX dozers.



*Continued . . .*

# Experienced staff, right equipment get the job done

... continued

the attachments we put on them, which makes us appreciate the versatility they offer. We can hammer, process and dig with one machine, and that makes a big difference to the bottom line.”

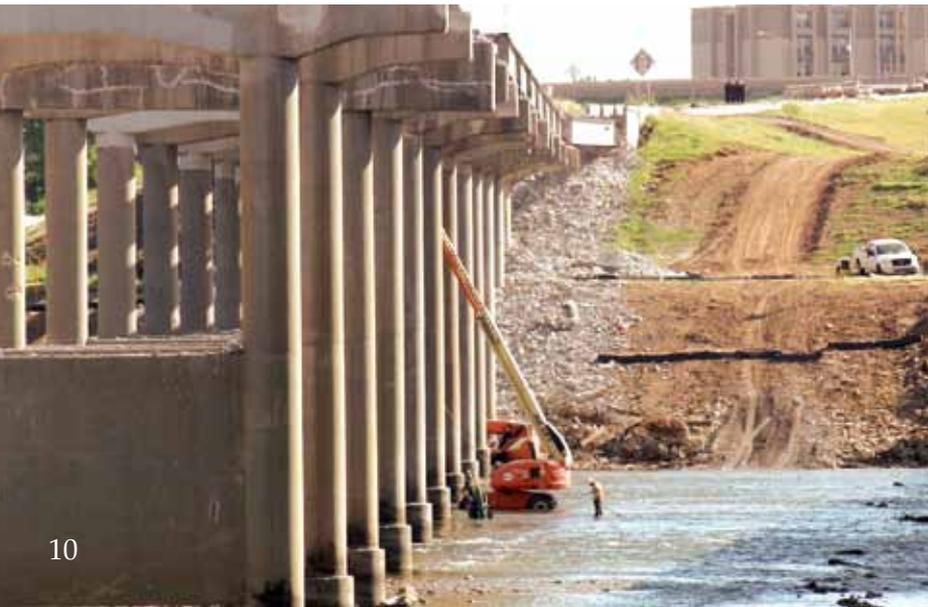
As Manhattan Road & Bridge took down the bridge deck, it hauled and placed concrete in the river to build the causeway, grading it out with Komatsu D37 and D61 dozers. Komatsu wheel loaders were used for a variety of tasks, including moving materials around the site and loading trucks.

Manhattan Road & Bridge also used JLG lifting machines for various tasks, including lifting personnel up to the top of existing bridge piers to cut structural steel.

Manhattan Road & Bridge General Superintendent Reed Wood (left) meets with Kirby-Smith Machinery Territory Manager Dan Rutz at the I-244 bridge site in Tulsa.



To cut structural steel from old bridge piers, Manhattan Road & Bridge used JLG lifts to place personnel. “We used the JLGs rather than have workers walk beams with lifelines tied to them. It made for a much safer operation,” said General Superintendent Reed Wood.



“I’d estimate that at times, our workers were up to 50 feet in the air,” noted Wood. “We used the JLGs rather than have our workers walk beams with lifelines tied to them. It made for a much safer operation. Of course, we also used the lifts for getting materials into place, so, like our Komatsu equipment, the JLGs give us versatility too.”

In addition to using its own equipment, Manhattan Road & Bridge turned to Kirby-Smith Machinery for most of its rental machines, working with Territory Manager Dan Rutz to acquire the additional pieces. “It’s common for us to rent pieces that we wouldn’t necessarily need on every project,” said Webb. “That keeps our costs down. We’re very pleased with the service we get from Dan and Kirby-Smith.”

## Experienced staff gets the job done

When the new Interstate 244 westbound bridge is finished, it will be nearly 3,000 feet long and Manhattan Road & Bridge will have used approximately 9 million pounds of structural steel, 6 million pounds of reinforcing steel and 39,000 cubic yards of concrete. It will have excavated more than 30,000 yards of material and built four retaining walls. The upper deck that carries traffic must be completed first, within 550 days from the May 13 start date. Additional days are allowed to complete the lower portion.

Manhattan Road & Bridge will handle nearly all the work. Webb and Wood estimate as many as 250 workers will be involved in the project. Among them are key individuals, such as Senior Project Manager Richard Davis and Project Manager John Poole.

“We sub out a few items, such as a large soil nail wall on the north end of the project, utility relocation, electrical work and asphalt paving, but our personnel will do the vast majority of the project,” said Webb, who noted that MR&B remains on schedule. “Making a project like this work involves not only having the proper equipment to do the job, but having the right people in place who know how to get a job done. Our guys certainly have the experience to do that. We’re confident that we’ll be done on time and on budget.” ■

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# KIRBY-SMITH RACES AT 300-PLUS MPH

## And you thought our field service was fast!

Kirby-Smith Machinery, Herzog Contracting, and Komatsu once again partnered to host customers at the 2011 AAA Texas NHRA Fall Nationals drag race at the Texas Motorplex in Ennis. Customers got a firsthand look at the Funny Car sponsored by the three companies.

A longtime Kirby-Smith Machinery customer and Komatsu equipment user, Herzog Contracting Corp., a St. Joseph, Missouri-based company, was the primary sponsor of the car driven by two-time Funny Car World Champion Tony Pedregon. Herzog Contracting not only sponsors Tony Pedregon Racing but Cruz Pedregon Racing as well.

This year, Cruz Pedregon Racing and Herzog Contracting took top honors in the Nitro Funny Car Division at the Fall Nationals. In the final, Pedregon drove past Ron Capps to an impressive 4.2 seconds at 302.48 mph to secure his first win of the season and 29th of his career.

“Tony and Cruz represent what Herzog Contracting was founded on more than 42 years ago — providing a quality product and a winning attitude,” commented Dan Samford, Vice President of Equipment for Herzog. Samford goes on to say, “We use these events to develop stronger relationships with our partners and the customers we serve. We are glad to share this experience by partnering with companies like Kirby-Smith Machinery and Komatsu.”

“A number of customers commented on how close our hospitality suite was to Tony Pedregon’s shop area,” commented West Holtzclaw, Kirby-Smith Dallas Branch Manager. “They were literally just a few feet in front of the car and saw how a Funny Car can be completely disassembled and reassembled in just 65 minutes. One aspect of the event that really stands out is that Tony Pedregon took time out

to meet and greet every one of our guests. That made a huge impression on our customers who attended the race,” stated Holtzclaw.

“Our company’s founder, Ed Kirby, is a big believer in developing close relationships with our customers,” explained George Denny, Kirby-Smith Marketing and Sales Director. “Many of our customers are racing fans, and aligning Kirby-Smith Machinery with companies like Herzog Contracting and Tony Pedregon makes for a winning combination.” ■

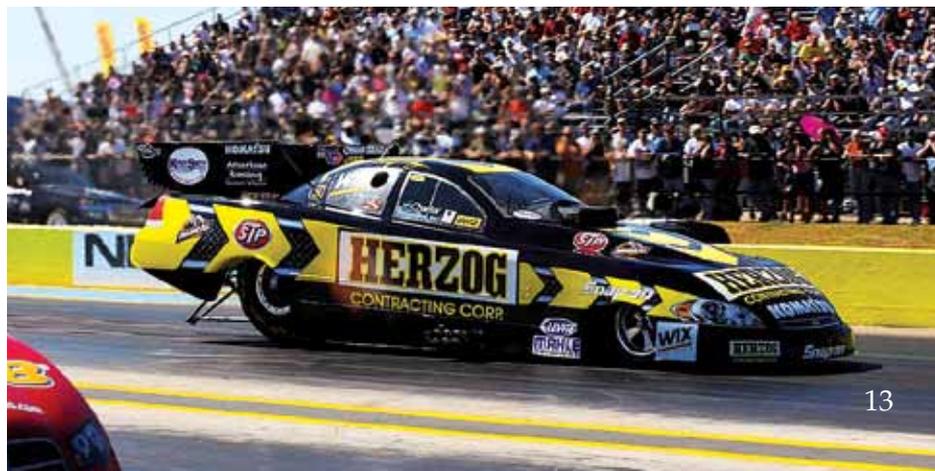


Cruz Pedregon and Herzog Contracting were in the winner’s circle for the Funny Car Division. (L-R) Sterling VanDusen (Cruz Pedregon Racing), Dan and Mendy Samford (Herzog Contracting), Cruz Pedregon and Scott Wible (CPR) celebrate the win.



(L-R) Kirby-Smith customer Mike Johnson (City of Dallas) and his son Blake met Tony Pedregon.

Kirby-Smith, Herzog Contracting and Komatsu teamed up with two-time world champion Tony Pedregon.



## WHERE ARE WE HEADED?

### There's a need for infrastructure investment, but how to fund it remains in question

Congress passed and the President signed an act that provides an extension of funding for surface and air transportation. It came as welcome news to construction companies, their subcontractors and suppliers who work in those sectors, but the reality is that they can only breathe a sigh of relief for a short period of time.

The Surface and Air Transportation Extension Act of 2011 only provides monies into the first quarter of next year — another short-term mechanism for funding, much like what Congress has done since the previous highway bill expired in September of 2009. That means the fight for dollars to build the nation's infrastructure will be brought up again soon.

This comes at a time when numerous studies show America's highways, bridges, airports and other modes of transportation are suffering from a serious lack of investment. An American Society of Civil Engineers (ASCE) report shows that to bring the nation's surface transportation infrastructure up to tolerable

levels, about \$1.7 trillion is needed between now and 2020. Current funding levels fall short of that total by \$846 billion or \$94 billion per year, according to the report.

The results of underfunding are stark, the report notes. It will cost the economy 870,000 jobs and suppress growth of the country's Gross Domestic Product (GDP) by more than \$3 trillion by 2020. It will also cost American households and businesses more than \$129 billion in vehicle operation, delays, accidents and environmental damage.

"Clearly, failing to invest in our roads, bridges and transit systems has a dramatic, negative impact on America's economy," said ASCE President Kathy J. Caldwell, P.E., F.ASCE. "The link between a nation's infrastructure and its economic competitiveness has always been understood. But for the first time, we have data showing how much failing to invest in our surface transportation system can negatively impact job growth and family budgets. This report is a wake-up call for policymakers because it shows that investing in infrastructure contributes to creating jobs, while failing to do so hurts main street America."

According to a study by the Harvard Center for Risk Analysis, inadequate infrastructure systems also contribute to health problems. The analysis looked at health costs resulting from higher emissions associated with road congestion. Results showed traffic-related air pollution as a contributing factor to heart attacks and strokes, with emissions from idle vehicles causing nearly 4,000 premature deaths.

It also costs the country in terms of stature. A World Economic Forum report in 2007-2008 ranked our nation's infrastructure systems sixth best in the world. In a new report released in September, the U.S. slipped to 16th.

The nation's transit systems, including roads and rail, are in need of repair. One study shows \$1.7 trillion is needed during the next eight years to bring infrastructure up to tolerable levels.





A government report said America spends about 2 percent of GDP on infrastructure, about half what it did 50 years ago and well below other global leaders.

### Gas tax increase unlikely

A recent Market Watch article, "How to fix crumbling U.S. roads, rails and airways," pointed out that "Deficits in the U.S. trust funds that support the country's Interstate system and civil aviation have been widening for years, as tax revenue failed to keep up with inflation. To fill the gaps, Congress has been taking cash from the general fund.

"But tax revenue for the general budget has declined as well because of the economic recession and the Bush-era tax cuts, and now Congress is determined to eliminate the shortfall by reducing spending across the board," it continued. "For every \$1 billion pulled from the U.S. budget for highways, an estimated 30,000 jobs are lost, according to a 2007 report from the Department of Transportation."

The ASCE report noted a modest investment would go a long way, saying an amount "equal to about 60 percent of what Americans spend on fast food each year, would: protect 1.1 million jobs, save Americans 180 million hours in travel time each year, deliver an average of \$1,060 to each family and protect \$10,000 in GDP for every man, woman and child in the U.S."

The gap in funding isn't likely to decrease soon, and may widen further. The national 18.4-percent gas and 24.4-percent diesel per-gallon taxes haven't been raised in nearly



Numerous roads and bridges have been rated as structurally deficient or in need of repair, causing our nation's global rank to fall from sixth to 16th in terms of infrastructure systems.

Funding for surface and air transportation was extended into next year, but long-term plans remain elusive.

two decades, and the recession has meant less driving, which in turn means less fuel purchased. More fuel-efficient cars and new standards to further improve fuel efficiency equate to even fewer fill-ups.

### Potential funding sources

So where will the money come from to repair and replace an ever-increasing deterioration of the nation's surface, air and other transit systems?

Given the economic and political climates, an increase in the gas tax isn't likely any time

*Continued . . .*

# Various funding sources offer potential solution

... continued

soon. Alternate funding methods have been discussed, but there are no sure bets right now. Past research from a survey by the firm HNTB showed Americans preferred tolling to increased gas taxes.

HNTB's Pete Rahn said tolls will likely be a more prominent source of future funding. The organization's survey revealed most of the nation supports highway tolls with 82 percent saying the rate should be a dollar or less for every 10 miles on an Interstate. Fifty-six percent of those said the rate should be less than 50 cents.

Sixty-six percent of the people polled by the organization said they would like their toll money to go toward relieving congestion issues, with 41 percent saying they would support their toll money going to road and bridge repair. Others said they would like to see the money go toward dedicated truck lanes or adding lanes to existing roads.

The American Recovery and Reinvestment Act — also known as the stimulus bill — that was passed in 2009 funded some road construction project during the past two years. In a speech before Congress in September, the President proposed additional spending on infrastructure as a way to boost the economy.

One idea he mentioned was an "infrastructure bank" that would provide loans or loan guarantees for transportation and other projects. The idea has been brought up several times before, including bills proposed by congressional

leaders. One put forth in the Senate would make the bank an independent government entity with congressional oversight. The proposal would give the bank a one-time appropriation of \$10 billion that would lead to more than \$600 billion in future projects.

The rest of the money would come from private investments in the infrastructure bank. Investors could partner with local, state and regional governments and propose a project to the bank, which would determine its worthiness based on factors such as public demand and support and the ability of the project to generate revenue that would pay back investors.

If deemed a worthy project, the bank would loan up to 50 percent of the total cost, making the bank another investor. Loans would be repaid through revenue generated from the project, which may come from such sources as dedicated state taxes, fees, tolls and passenger tickets.

## PPPs

These "public-private partnerships" (PPPs) have already worked together on some state-level projects. According to the National Conference of State Legislatures, PPPs are agreements that allow private companies to take on traditionally public roles in infrastructure projects, while keeping the public sector ultimately accountable for a project and the overall service to the public. A government agency typically contracts with a private company to renovate, build, operate, maintain, manage or finance.

"Though PPPs are not optimal for many transportation projects, they have been shown to reduce up-front public costs through accelerated or more efficient project delivery," said the organization. "PPPs don't create new money but instead leverage private-sector financial and other resources to develop infrastructure."

Not everyone agrees on how to pay for the infrastructure investment, but most everyone agrees that something has to be done.

"We can no longer ignore the growing liability our aging roads present to U.S. economic competitiveness and the mobility of our citizens," said HNTB's Rahn. "Americans are feeling the pain, every day, as they commute and cross the nation's highways and bridges." ■

Several funding sources have been proposed, including public-private partnerships, which allow companies to pair with government entities as investors in a project. Known as PPPs, they have been used on state-level projects around the country.



# D65-17

From Komatsu – The Dozer Experts



Komatsu has once again made a great machine even better. The new D65-17 increases productivity and operator comfort while lowering operating costs. All designed to improve your bottom line.

- Efficient Komatsu Tier 4 Interim engine and automatic shift transmission with lockup torque converter maximize productivity while saving fuel.
- PLUS (long life) undercarriage is standard, further reducing our already low operating costs.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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# MORE POWER, LESS FUEL

## New Komatsu PC360LC-10 offers more efficient excavation

Efficiency is the name of the game when it comes to moving dirt. Now, a new player in the excavation game, Komatsu's interim Tier 4 PC360LC-10 excavator, has taken the lead. Using its proven Tier 3 platform, Komatsu added features to provide greater efficiency with lower fuel consumption, improved operator comfort and enhanced serviceability, all of which maximize productivity while lowering operating costs.

In addition to meeting interim Tier 4 engine standards, the 257-horsepower PC360LC-10 uses an integrated design with Komatsu-exclusive hydraulic pumps, motors and valves. The design has a closed-center, load-sensing hydraulic system that uses variable speed matching to adjust engine speed based on the pump output. To make the excavator even more efficient, Komatsu enhanced the hydraulic system to reduce hydraulic loss and fuel consumption.

Komatsu lowered the fuel consumption while providing additional horsepower (compared to its predecessor, the PC350LC-8) with a larger-displacement engine that features an advanced, electronic control system to manage air-flow rate, fuel injection, combustion parameters and aftertreatment functions. An integrated Komatsu Diesel Particulate Filter (KDPF) reduces emissions without interfering with machine performance.

"Komatsu's mid-size excavators have always been considered the top of their size class, and the PC360LC-10 fits right in," said Product Manager Doug Morris. "Users will find it an excellent digger for speciality work, such as trench and large foundations, as well as for productive bulk excavation. It also has good power to run attachments, such as demolition grapples or hammers."

### Strong, comfortable cab

A new, strong, ROPS-certified cab has a reinforced pipe-structure framework with viscous damper mounts for low vibration. A high-back, fully adjustable seat uses air suspension and is heated for improved comfort. An auxiliary input and two 12-volt ports are standard.

"Outside the cab, the PC360LC-10 has handrails that surround the upperstructure for easy access to service points," noted Morris.

"We want users to get maximum production with minimal downtime. The PC360LC-10 delivers just that," he concluded. ■



**Doug Morris,**  
Product Manager

### Brief Specs on PC360LC-10

Model	Operating Weight	Horsepower	Digging Depth
PC360LC-10	79,930 lbs.	257 hp	26 ft., 10 in.

"Komatsu's new PC360LC-10 excavator offers excellent digging power for large trenches as well as bulk excavation," said Product Manager Doug Morris. "It also has good power to run attachments, such as demolition grapples or hammers."



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# NEW ARTICULATED TRUCK

## Increased load capacity among more productive features of Komatsu's new HM300-3 truck



Rob Warden,  
Product Manager

When Komatsu made changes to its articulated dump trucks to meet interim Tier 4 regulations, it took the opportunity to also make the trucks more productive. Case in point, Komatsu's new HM300-3. The artic truck now reduces emissions and offers increased capacity compared to its predecessor model.

Komatsu also increased operating weight, while maintaining a maximum ground speed of 36.4 miles per hour in order to move more material in the same amount of time. "The HM300-3 has a low, nine-foot, three-inch loading height, so it matches up well with 30-ton to 60-ton hydraulic excavators and five-yard to seven-yard wheel loaders," said Product Manager Rob Warden. "In addition, it has two, single-stage,

body-lift cylinders that give it a 70-degree dump angle. It's a very efficient and productive truck that fits well into load-and-carry applications."

The HM300-3 features a new Komatsu Traction Control System (KTCS) that automatically provides optimum traction when operating in soft ground conditions. The HM300-3 continually monitors machine performance and detects changes in momentum due to soft ground conditions. When a change in momentum is detected, the inter-axle differential lock applies automatically, activating KTCS. KTCS monitors tire slippage with sensors located on four wheels. If slippage occurs, the four independent brakes automatically apply as necessary to regain traction.

In addition, a Komatsu Advanced Transmission with Optimum Modulation Control System (K-ATOMiCS) offers a six-speed, fully automatic transmission that selects the ideal gear based on vehicle speed, engine rpm and shift position. It results in powerful acceleration, smooth downshifting and synchronized engine speed when climbing slopes. K-ATOMiCS also helps keep the load in the body and increases productivity.

A new cab design on the HM300-3 provides a more comfortable and quiet work environment, including a rounded front dash panel with easy-to-reach switches. A redesigned dashboard and relocated, air-ride seat improve visibility. From the new, high-resolution monitor, the operator can modify settings, such as reversing the fans or selecting the starting gear.

"A newly designed engine hood provides convenient access to service points and improved forward visibility," Warden pointed out. "Of course, it has the same standard features, such as KOMTRAX, that make it a true Komatsu machine, so we know users will find the HM300-3 a valuable addition to their fleets." ■

### Brief Specs on HM300-3 Artic Truck

Model	Operating Weight	Load Capacity	Ground Speed
HM300-3	116,823 lbs.	22.4 cu. yds.	36.4 mph

**NEW!**



Komatsu's new interim Tier 4 HM300-3 articulated haul truck provides greater load capacity and a new traction-control system that automatically provides optimum traction when operating in soft ground conditions.

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# COMPLIMENTARY TIER 4 SERVICES



Komatsu CARE for Komatsu Tier 4 Interim models is a new, complimentary maintenance program designed to lower your cost of ownership and improve your bottom line. It provides factory-scheduled maintenance on the machines for the first three years or 2,000 hours, whichever comes first. This includes up to two exchange Komatsu Diesel Particulate Filters. Be sure to contact your Komatsu distributor for all the details.

Once again, Komatsu leads the industry. No other construction equipment manufacturer offers a complimentary maintenance program like this.

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# NEW D155AX-7 DOZER

## Interim Tier 4 model builds on already productive features for greater efficiency



**Bruce Boebel,**  
Product Manager

On its surface, Komatsu’s new D155AX-7 dozer is much like its predecessor: the operating weight, net horsepower and blade capacity all remain the same. However, many comparisons stop there as the new interim Tier 4 D155AX-7 offers lower emissions, yet maintains low fuel consumption for reduced per-yard costs.

Coupled with a highly efficient, automatic transmission, the new interim Tier 4 engine uses advanced electronic control to manage air-flow rate, fuel injection, combustion parameters and aftertreatment function for optimal performance. The automatic gearshift transmission and lock-up torque converter transfer engine power directly to the transmission, providing a 10-percent decrease in fuel consumption compared to conventional models. The D155AX-7 uses a much larger cooling package

with improved airflow to keep the engine running cool in harsh working conditions.

“Even in the toughest working conditions, the D155 remains efficient and productive,” said Product Manager Bruce Boebel. “It meets all the interim Tier 4 standards for reduced emissions, without sacrificing the excellent power previous D155 models have become known for in dozing and ripping applications where mass quantities of material are involved.”

To fit the application at hand, operators can choose from automatic or manual gearshift modes: automatic for general dozing and manual for dozing and ripping in rough ground. The automatic gearshift transmission shifts to the optimal gear range based on working conditions and load.

### **Auto blade pitch, ripper controls**

Equipped with Komatsu’s unique SIGMA dozer blade, the D155AX-7 has a capacity of 12.3 cubic yards. While that’s the same as the previous model, Komatsu incorporated a new, automatic, blade-pitch function that reduces operator effort and increases efficiency. With the flip of a switch, it sets blade-pitch position between digging and dump positions with no additional lever movements. Operators can set the blade-pitch control through the seven-inch HD monitor to automatically return to the digging position when they select reverse.

“A new ripper-control lever is more ergonomic for increased operator comfort,” said Boebel. “Like our other interim Tier 4 machines, we didn’t stop with just putting in a new engine. Komatsu worked with customers to identify features that would improve their dozing and ripping performance. We believe we’ve made a dramatic improvement with the D155AX-7.” ■

Komatsu’s new D155AX-7 dozer features an automatic blade-pitch function that increases operating efficiency and reduces operator effort. The new dozer is interim Tier 4 compliant and maintains the same low fuel consumption as the D155AX-6.



# ENGAGING EXCAVATION

## Komatsu's KMAX tooth system offers cost-effective solution in a large range of applications

In 2003, when Komatsu introduced its KMAX tooth system, it was limited to six tooth styles strictly for excavators. Today, those numbers have expanded to more than 20 ground-engaging tools for both excavators and wheel loaders — PC120 to PC800 and WA150 to WA800 — that handle a wide range of applications.

“There’s a right fit for virtually anyone who does excavation or similar types of work, whether they need teeth for digging in clay or rock, or they need something with good penetration into a pile, such as quarry work,” said Gary Jones, General Manager Product Support & Marketing for Hensley Industries, a Komatsu company that produces the KMAX tooth system. “The number of styles we have is a direct result of listening to our customers’ needs and cost-effectively crafting teeth that meet those needs.”

The KMAX tooth system, which now comes on Komatsu buckets, is cost-effective for several reasons, said Jones. Chief among them is durability, which is achieved through superior heat treatment that hardens KMAX teeth to the core, as opposed to some teeth that have hard exteriors but are soft on the inside.

“That gives our teeth a longer life, allowing use to 60 percent of wear as opposed to the usual 40 percent before replacement,” said Marketing Manager Brent Dennis. “Heat treatment to the core is one part of the equation. Another is our streamlined design that allows KMAX teeth to offer better penetration of the material while staying sharper longer. That means added efficiency and durability for lower owning and operating costs.”

### Fast, easy, safe

When teeth need to be changed, the process is fast, easy and safe. Users simply need a socket wrench to unlock the reusable, non-load-bearing fastener in order to remove the tooth from the adapter on the bucket. After placing the new tooth on, it’s easy to tighten it back down. In most cases, the process takes less than a minute.

“We believe it’s the best system on the market because there are no pins to be hammered out,” said Jones. “Our teeth are designed so that if users see uneven wear, they can flip the teeth.”

“While KMAX teeth are first-fit on Komatsu machinery, the KMAX system can adapt for use on other brands,” Dennis pointed out. “If you add it all up — durability, better penetration of material, speed of tooth changes, safety — we’re convinced the KMAX system offers the best tooth value in the industry.” ■



Gary Jones,  
GM Product Support  
& Marketing,  
Hensley Industries



Brent Dennis,  
Marketing Mgr.,  
Hensley Industries

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**NEW!**



Komatsu’s KMAX tooth system offers durability in more than 20 tooth styles for a wide range of excavators and wheel loaders. It’s easy and safe because the system requires only a socket wrench — no pins to hammer — to remove and replace teeth from the adaptors.



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# FORECASTING THE FUTURE

## GM says PMO continues to expand production to meet present, future global mining demand

**QUESTION:** There have been a few sparks in construction, but overall activity remains low. How's mining?

**ANSWER:** Mining has been strong for quite a while now. We are producing more than four or five times the number of trucks we did just 10 years ago. It's probably more than many of us here at Peoria Manufacturing Operations (PMO) thought was even possible back in 2002. Mining continues to be very strong globally, so there's a great demand for the five Komatsu mining trucks we manufacture.

**QUESTION:** How are you meeting demand?

**ANSWER:** Taking into account several factors, such as historical trends, current mining and what we see down the road, we update our forecast frequently. More recently, our firm-order backlog is very strong and we are able to see the future more clearly. We're basing our production on what we believe the long-term trends will be. Again, we expect mining to remain strong, so we're being proactive.

Most of our operations are running around the clock to ensure we meet our production goals and the demand for our mining trucks, which is globally very high. Because demand is so high, we added a second assembly line and further refined our processes to make them even more efficient. That's allowed us to double the number of trucks produced a day, and we're working to further increase that.

**QUESTION:** Why are Komatsu mining trucks in such demand?

**ANSWER:** Komatsu trucks have always been at the top of the class in terms of per-ton costs because they're not only efficient, but reliable and have a long life cycle. A big reason why is because the trucks are electric-drive as opposed

*Continued . . .*



*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.*

**Jim Mathis, General Manager of Manufacturing, Komatsu Peoria Manufacturing Operation (PMO)**

Jim Mathis has returned to his roots. Mathis is a General Manager of Manufacturing at Komatsu's Peoria Manufacturing Operation (PMO), where he has spent most of his career with Komatsu.

Mathis started at PMO in 1984 as Production Scheduler and moved his way up to Superintendent of Component Manufacturing. In 2008, he was promoted to Director of Manufacturing Administration, which meant a move to Komatsu America's headquarters in Rolling Meadows, Ill.

"I've spent my entire adult life with Komatsu," Mathis said. "I'm very happy to be returning to Peoria and getting the chance to work with many of the same people I worked with during the 20 years I was here before. I can't say enough good things about the people who work here. Their hard work, dedication and commitment have helped PMO expand its production capacity greatly."

Mathis, along with another general manager, oversees a staff of more than 600 salaried and hourly workers at PMO, where five models of electric-drive, mining haul trucks are produced. He's responsible first and foremost for safety, then quality, followed by production, delivery and profit and loss.

"It's a challenge, but one that I enjoy," said Mathis. "I've seen many changes through the years that have made our equipment better, both in production and reliability. There's nothing more satisfying than knowing we're building a truck that's going to help a customer be more profitable."

Mathis completed an MBA at Peoria's Bradley University a few years ago, while working at PMO. Jim and his wife, Suzanne, have five children, the youngest of which started her freshman year of college this fall.

# Komatsu — at the forefront of technology

... continued

Komatsu's Peoria Manufacturing Operation works around the clock to ensure timely assembly and delivery of five sizes of mining trucks.



Some of the world's largest mining trucks, including electric-drive 830Es are assembled at PMO. "It's been proven that our trucks work longer with less downtime. That makes a huge difference to a mine that's running 24 hours a day," said Jim Mathis, General Manager of Manufacturing at PMO.



to mechanical. It's been proven that our trucks work longer with less downtime. That makes a huge difference to a mine that's running 24 hours a day. Our customers tell us that.

Of course, many other features have been a direct result of our working with customers and listening to their needs to incorporate those into our trucks. Based on their recommendations, we've integrated convenience features, such as ramp-style staircases to the driver's cab rather than a ladder hanging on the side.

**QUESTION:** Komatsu has built its reputation for mining trucks based on the foundation of reliability. What does the factory do to ensure each truck reinforces this reputation?

**ANSWER:** It's important to recognize that product quality begins with unrivaled design, followed by rigorous testing and confirmation. Only then can manufacturing truly excel at producing high-quality products and deliver reliability to our customers. We make countless quality checks and confirmations every day on every truck throughout the production process. This also includes the critical role our suppliers play in supporting us. It's not something special or unique. It's what we do every day with every process.

**QUESTION:** What does the future hold beyond Tier 4?

**ANSWER:** In some sense, Komatsu is already there and has been for quite some time. We've been developing, producing and testing autonomous haul trucks — trucks that run without a driver — for several years. They are already being used in active mines. That's a huge technological advantage for the customer because it keeps costs down, and for us because it puts us at the forefront of the mining equipment industry.

We've always been strong in technology, especially in tracking machine usage, function, production and maintenance with our KOMTRAX PLUS system. It allows both us and the customer to see how a truck is being used so we can build future machines based off that information and customer recommendations. We never stop trying to improve. ■



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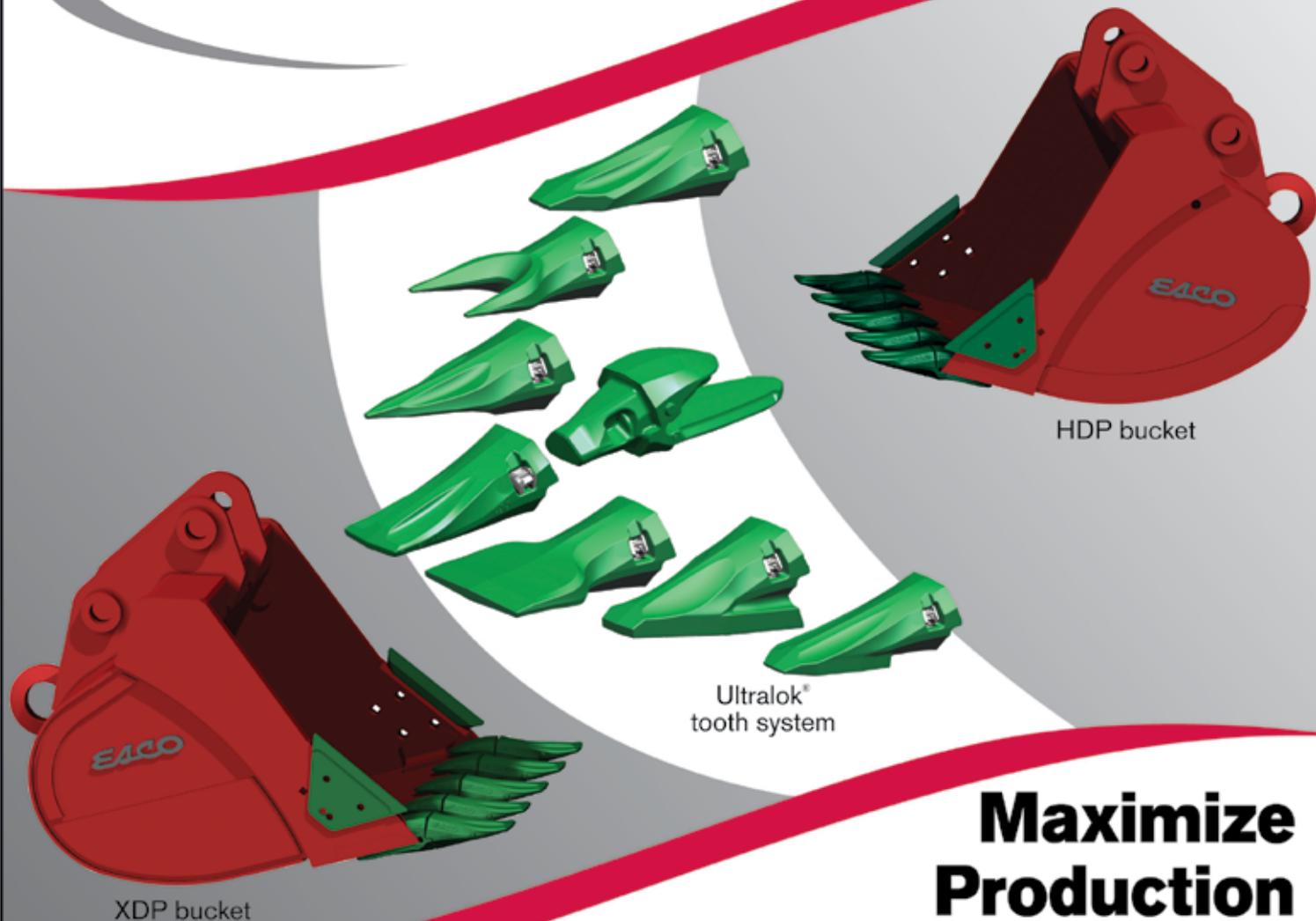
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## END EXCESSIVE IDLING

### Komatsu personnel explain how non-productive hours negatively affect your machinery

Equipment monitoring systems, such as Komatsu's KOMTRAX, provide valuable information on machine functions, including hours, fuel consumption, machine location, trouble warnings and more. All items are important, but there's one function that's often overlooked, and Komatsu's Goran Zeravica and Rizwan Mirza are on a mission to let users know that it may be the most important one of all.

"Owners and operators don't seem to take idle time into account as much as they should," emphasized Zeravica, Distributor Operations Development Manager, ICT-Construction Business Division. "It has a huge impact on owning and operating costs, in many cases driving up those costs well beyond what they should be."

Studies show that a rather large percentage of a machine's working hours are spent idling rather than actually working. According to Mirza and Zeravica, the industry average is about 37 percent of time idling. "If that's the average, it means there are machines out there idling well above that, sometimes in the range of 50 percent or more," said Mirza, Manager, KOMTRAX, ICT-Construction Business Division. "In nearly every case, it would be better to shut the machine down when it's not in production and reduce the idle time."

Idle time adversely affects machines in several ways. "The most obvious is the amount of wasted fuel," Zeravica noted. "But something else to think about is the number of unnecessary hours being put on that machine. That drives up owning and operating costs, too."

"Letting a machine idle means reaching service intervals sooner, thereby raising owning and operating costs even more," added Mirza. "Tier 4 machines will increase the need to eliminate idling

because the Komatsu Diesel Particulate Filter (KDPF) must be cleaned/serviced at 4,500-hour intervals, according to Komatsu's recommended specifications. In addition, idling for extended periods prevents the KDPF's passive regeneration system from meeting optimal temperatures for maintaining cleanliness. The result could be additional active regenerations consuming more fuel or additional KDPF cleanings at less than 4,500 hours."

#### Warranty affected

Piling up the hours idling also hurts your bottom line from a warranty standpoint. Idle hours count against the warranty clock just as productive hours do. If you're idling, you'll reach the end of the extended warranty period sooner.

"That's something that hardly ever crosses most users' minds, and it should be at the forefront of their thinking," Zeravica pointed out. "One other area most don't consider is resale value. If you have a five-year-old machine to sell or trade with 10,000 hours as opposed to 5,000 or 6,000, you're obviously going to get less for it. Bottom line, machine owners and operators need to take a proactive approach to idling. If the machine isn't producing, shut it down." ■

Letting a machine idle can cost you in many ways, including everything from wasted fuel to resale value.



Rizwan Mirza,  
Manager,  
KOMTRAX,  
ICT-Construction  
Business Division



Goran Zeravica,  
Distributor Operations  
Development Manager,  
ICT-Construction  
Business Division



# ADDED VALUE

## Kirby-Smith committed to making your rental experience productive, cost-effective

When Kirby-Smith Machinery started renting equipment nearly three decades ago, it did so with the recognition that contractors had a need for machinery on a short-term basis. Through the years, Kirby-Smith's rental operation has grown into one of the largest earthmoving, lifting and speciality machine fleets in the Midwest and south-central United States. But Kirby-Smith's commitment to rentals goes well beyond having more than 1,400 machines available for short- and long-term use.

Greg Luckenbill, Manager of Rental Fleet Maintenance, displays a "Ready to Rent" tag on one of Kirby-Smith's rental units. Luckenbill said standards and practices developed by Kirby-Smith ensure its rental equipment remains productive and efficient.



"Efficiency is the name of the game, especially in today's economy," said Greg Luckenbill, who was recently named Manager of Rental Fleet Maintenance for all nine Kirby-Smith locations. "That means identifying issues and opportunities and acting on them quickly to better maintain our and our customers' costs. We can pass these cost-saving measures on to customers by ensuring maximum machine performance and reduced downtime."

Luckenbill said Kirby-Smith identified ways to maintain its rental equipment and manage costs by developing critical standards for rental, service and repair that apply throughout the company. Standards include items such as safety, training, efficiency and on-time service and repair.

"One of the most valuable components is having a Quality Control Inspector at each branch who plays a major role in the initial and final inspection of a machine before it goes out on rent and when it comes back," said Luckenbill. "The inspectors work with the service departments, product support reps and rental coordinators to address any potential issues and guarantee a machine is ready to perform when rented."

### Dual inspections

When a machine comes back from rental, it immediately goes through Kirby-Smith's simple but highly effective rental-tag process. A three-phase tag is placed on the machine indicating whether a machine is in the "Check Out," "Do Not Use" or "Ready to Rent" phase. No unit goes back into the field until it's thoroughly inspected and hits the final stage of the process.



Kirby-Smith's rental fleet features a wide array of machines, including Komatsu earthmoving equipment and cranes, water trucks, paving and milling units from other manufacturers.



When a rental unit comes in from a rental, it's tagged and goes through inspection and servicing before being put back in the fleet to ensure it's "Ready to Rent."



Kirby-Smith prominently displays notices that guide operation, maintenance and other important information.

"All scheduled services are done on time or ahead of schedule, and any repairs — no matter how minor — are made by our factory-trained technicians," said Luckenbill, noting that more than 50 percent of those technicians were trained through an accredited program at Oklahoma State University Institute of Technology. Kirby-Smith Machinery Vice President of Product Support David Baker helped develop the program, which is supported by Kirby-Smith, Komatsu and Manitowoc. "We represent more than 26 brands, so expediting machine repair can be a

challenge, but it's necessary that each machine meets our and our customers' demanding standards before it's put into the fleet after a rental. If it breaks down, it costs everyone time and money through delayed projects and added stress levels."

Luckenbill noted that Kirby-Smith has invested more than \$1 million in training, including factory training of service technicians for all major brands: Komatsu,

Continued . . .



# K-S rental goal: develop customers for life

... continued

Manitowoc, Grove, National and the Wirtgen Group, which includes Wirtgen milling machines and soil stabilizers, Vögele pavers and Hamm rollers.

“We do all services in compliance with industry and manufacturer standards, and

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**RENTAL RESPONSIBILITIES OF LESSEE**

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**IMPORTANT NOTICE**  
Reverse radiator fan at least twice daily depending on working environment.  
Open both engine side covers.  
Refer to operation manual for procedure.

---

**RESPONSABILIDADES DE RENTA DEL ARRENDATARIO**

---

**NOTICIA IMPORTANTE**  
Invierta el ventilador de el radiador por lo menos dos veces al día dependiendo del ambiente de trabajo. Abra ambas cubiertas al lado de el motor. Vea el manual de operación para el procedimiento.

KSM842H

Notices, such as this one, are posted on machines and alert users to potential items that may affect the rental unit. Kirby-Smith has begun displaying the notices in English and Spanish for a diverse work force.

Factory-trained, certified technicians perform all necessary services and repairs so that Kirby-Smith rental machines remain productive and efficient, reducing users' costs and potential downtime risks.



we've taken the additional step of adding extended warranty coverage on all our Komatsu machines as a way to better manage our repair costs," he added.

## Training provided

Just because a machine is ready to rent doesn't mean Kirby-Smith's commitment to the customer stops there, said Luckenbill. The company focuses on training for its technicians, along with the entire rental staff and customers.

“We realize that when customers rent a machine, most have a good understanding of how it works,” Luckenbill emphasized. “That's a start, but we want them to use it in the most effective and efficient way possible, so we spend time working with them on best practices for operation and maintenance to ensure lower operating costs in a variety of ways, including fuel savings.

“A good example occurred this year, which was extremely hot and dry,” he added. “Our personnel made sure that anyone who rented a dozer was aware of its reverse radiator fan procedures and how and when to use it. That minimizes dust buildup in order to keep the machine from overheating, prevent lost time and avoid other potential performance-robbing issues.”

Another area of need that Luckenbill and the rental staff identified was addressing a bilingual work force. “Many of our customers have Spanish-speaking operators and laborers, so we've taken the step of developing important notices that are posted on our rental machines in both English and Spanish. We're also providing documentation in Spanish and, going forward, we're working to continuously improve on that.

“We believe we already have the most diverse, productive and efficient machinery in the marketplace,” Luckenbill added. “Where Kirby-Smith further stands apart is our commitment to adding value by maintaining it to the highest standards and working with our customers to ensure they're getting the most out of every rental. Our goal is to partner with them and develop customers for life.” ■



# AGC lauds EPA's decision to back off on new stormwater rule

The Associated General Contractors applauded the EPA's decision to temporarily withdraw limits on the amount of dirt it will allow in stormwater from construction sites. At the same time, the organization is pushing for the EPA to not impose the measure altogether.

"The fact that the EPA recognizes the serious flaws in the data supporting its efforts to impose a rigid, one-size-fits-all limit on the amount of dirt in rainwater leaving construction sites is encouraging," said AGC

Chief Executive Officer Stephen Sandherr. "Indeed, contractors are already required to take significant measures to ensure that dirt — clean, uncontaminated dirt — does not escape from project sites. Setting a specific limit on how much dirt should be in rainwater will only force contractors to spend billions more on new dirt-busting measures that may not work; expose firms to costly lawsuits from outside groups; and put them at risk of receiving tens of thousands in daily fines." ■



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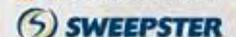
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# JIMMY CROUCH RETIRES

## Longtime sales rep covered several territories for Kirby-Smith Machinery

After more than 40 years in the construction industry, longtime Kirby-Smith Machinery Territory Manager Jimmy Crouch has retired. During his 7-year tenure with Kirby-Smith, Crouch covered territories that included Oklahoma, west Texas and southeast New Mexico.

A reception held for Crouch was attended by his family members, as well as a number of Kirby-Smith employees and customers who honored his years of service. Constructors, Inc. of Carlsbad, N.M., presented him with a golf cart.

After a tour in Vietnam as a paratrooper with the 173rd Airborne Division, Crouch returned home to Carlsbad, N.M., where he worked on ranches and participated in rodeo bull-riding events.

He began selling underground mining products for National Mine Service in New Mexico, then joined Contractors Equipment in El Paso, where he eventually became branch manager of its Carlsbad location. During this time, he developed a long-term business relationship with Glen Townsend, who worked for Capital Equipment, a subsidiary of Contractors Equipment, and who is currently Kirby-Smith Machinery's Vice President and General Manager.

Crouch joined the Kirby-Smith family in 2004, bringing with him a wealth of experience gained through a career in equipment sales that began in 1970.

"I have been blessed to have worked for the best equipment company ever, and I've had the privilege to work with the best bosses possible," said Crouch of his days with Kirby-Smith. "Kirby-Smith has the finest sales department along with the most outstanding

service and parts department of any equipment company I have ever worked for."

Crouch said catching up on his and his wife Nolita's "honey-do" chores will be a top priority in retirement. He also plans to teach his two-year-old grandson how to golf, fish, ride bulls and land a parachute. He says the latter is in case the boy becomes a paratrooper like grandpa.

"I began working as a shoe-shine boy at the age of 11. Now I'm ready to stop and smell the roses," Crouch concluded. ■

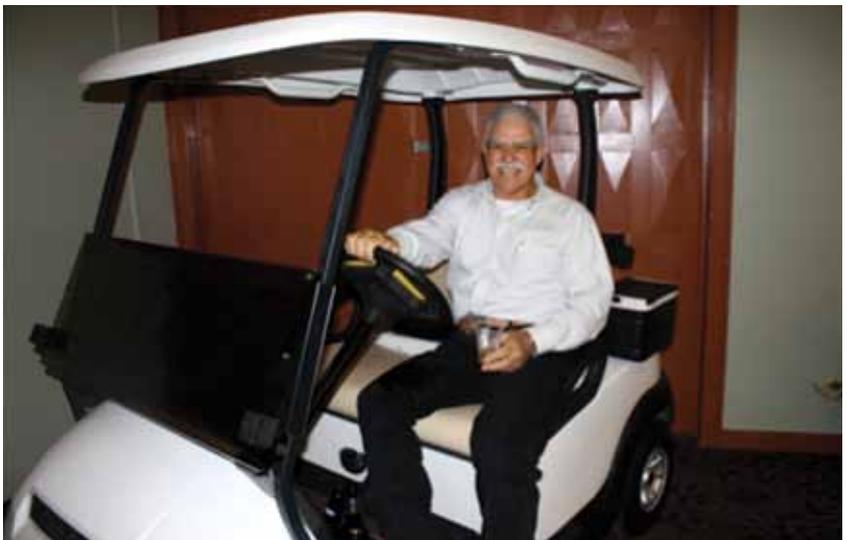


**Jimmy Crouch**



(L-R) Kirby-Smith VP & General Manager Glen Townsend, VP & Crane Division Manager Ben Graham, Jimmy Crouch and VP Major Accounts Greg Otts reminisce about Crouch's career at Kirby-Smith.

Jimmy Crouch, newly retired from Kirby-Smith, anticipates spending more time on the links with this golf cart, presented to him at his recent retirement reception.



# Hit the ground running with LeeBoy/Rosco.



## 8515B Asphalt Paver

Increase productivity and reduce operating costs with LeeBoy's 8515B Asphalt Paver. The 8515B 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

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## On the light side



"That's it, no more casual Fridays!"

"Mr. O'Reilly couldn't be here today. I'm his attorney."



## Did you know...

- George Washington was the only unanimously elected U.S. president.
- The average human body contains enough:
  - iron to make a three-inch nail,
  - sulfur to kill all fleas on an average dog,
  - carbon to make 900 pencils,
  - potassium to fire a toy cannon,
  - fat to make seven bars of soap,
  - phosphorous to make 2,200 match heads,
  - and water to fill a 10-gallon tank.
- The average mature oak tree sheds approximately 700,000 leaves in the fall.
- Snails move at a rate of approximately 0.000362005 miles per hour.
- A "jiffy" is an actual unit of time for 1/100th of a second.
- A typical lightning bolt is two to four inches wide and two miles long.
- The Hoover Dam was built to last 2,000 years. The concrete in it will not even be fully cured for another 500 years.

## Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at [www.KirbySmithConnection.com](http://www.KirbySmithConnection.com)

1. P R I R P E    \_ \_ \_ \_ P \_ \_
2. T A M O K U S    \_ \_ \_ \_ \_ \_ \_ U
3. L I R A X A U Y I    \_ \_ \_ X \_ \_ \_ \_ \_
4. P E G A R L P    \_ \_ \_ \_ \_ \_ \_ L \_
5. G I L I N D    \_ D \_ \_ \_ \_ \_

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\$120,500



2006 KOMATSU D31EX-21, OROPS, ripper  
\$40,000



1984 CASE 850, OROPS, low hours  
\$25,500

Make/Model Description Year Unit # Price

### HYDRAULIC EXCAVATORS



	Komatsu PC220LC-8	2007	KMU07619	\$119,500
	Komatsu PC270LC-7	2005	KMU05046	\$90,000
	Komatsu PC300HD-7	2006	KMU06019	\$142,000
	Komatsu PC300LC-7	2007	KMU07543	\$189,500
	Komatsu PC400LC-7	2006	KMU06018	\$155,000

### CRANE



	Broderon IC200F	16' jib	2005	ZZU05979	\$120,500
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### CRAWLER DOZERS



	Komatsu D31EX-21	OROPS, ripper	2006	KMU06014	\$40,000
	Case 850	OROPS, low hours	1984	CAU84064	\$25,500
	Komatsu D61EX-15E0	cab, ripper	2006	KMU06073	\$119,500
	Komatsu D65EX-12	OROPS	1998	KMU98007	\$45,000
	Komatsu D65EX-12	cab, ripper	1997	KMU97008	\$45,000
	Komatsu D65EX-15	cab, ripper	2004	KMU04750	\$120,000
	Komatsu D65EX-15	OROPS	2005	KMU05984	\$105,000
	Komatsu D65EX-15	cab, ripper	2008	KMU08619	\$179,500
	Komatsu D155AX-5B	landfill package	2006	KMU06500	\$265,000

### WHEEL LOADERS



	Cat 924G	solid tire	2000	CTU00785	\$32,000
	Komatsu WA320-5		2005	KMU05820	\$80,000
	Komatsu WA320-5L		2007	KMU07611	\$98,500
	Komatsu WA380-6	new rubber	2008	KMU08409	\$159,500
	Komatsu WA450-5L	new rubber	2006	KMU06215	\$159,500



2008 KOMATSU WA380-6, new rubber  
\$159,500



2008 MACK GU713, 16-yard-dump  
\$90,000



2008 MACK GU713, low miles  
\$79,500



2008 BOMAG MPH364R-2, low hours  
\$265,000

Make/Model Description Year Unit # Price

### LIFT



Skytrak 6036	36' reach	2006	TIU06332	\$55,000
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### PAVING & COMPACTION



Hamm 3307P	low hours	2005	HAU05059	\$49,990
Hamm 3410P	low hours	2007	HAU7060	\$67,500

### TRUCKS/TRAILERS



Witzgo RG-35		2006	ZZU6465	\$29,500	
Ledwell 4000 gallon		2004	WTU04451	\$82,500	
	Mack GU713	16-yard-dump	2008	ZZU08523	\$90,000
	Mack GU713	low miles	2008	ZZU08524	\$79,500
	Mack GU713	low miles	2008	ZZU08525	\$79,500

### MOTOR GRADERS



Komatsu GD655-3CA	ripper	2006	KMUC06224	\$150,000
Komatsu GD655-3E0	ripper	2007	KMU07509	\$169,500

### SKID LOADER



Komatsu SK820-5	low hours	2006	KMU06027	\$25,000
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### REC/PLANER

Bomag MPH100		1990	BGU901029	\$28,500	
	Bomag MPH364R-2	low hours	2008	BGU08130	\$265,000
	CMI 525-7		1999	CMU99012	\$49,500

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