



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

Connection

JD KING CORPORATION

Experience and focus on quality result in rapid growth for West Texas contractor

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Chad King, Owner/CEO





MESSAGE FROM THE PRESIDENT



Ed Kirby

**See what users
are saying
about new
Tier 4 Interim
machines**



Dear Valued Customer:

We hope it's been a productive and safe summer for you and your business. A lot is going on in our region and in our country, from a new highway bill to one of the most critical elections in our country's history. At Kirby-Smith we are looking to the future and continuing our dedication to this region and our loyal customer base.

To better serve our west Texas customers, I am proud to announce the opening of our new branch facility in Odessa. The facility was designed with three oversized service bays and a full wash bay, to support not only our current customer base but one of the largest rental fleets in the region. The new branch will offer the full line of world-class products from Komatsu, National Crane, Wirtgen Group, DoppstadtUS, Atlas Copco and Gradall to the Permian Basin market. Our veteran, local staff understands the day-to-day demands of the area and offers around-the-clock support.

In conjunction with the Permian Basin International Oil Show (PBIOS), we are hosting an all-day open house on Wednesday, Oct. 17, 2012, at 7301 East I-20, Odessa. We will provide free shuttle service from our facility to the PBIOS, where we invite you to stop by our booth #OS517 to see the latest in construction products from Kirby-Smith Machinery.

If you need new, used or rental equipment during this busy time, please give us an opportunity to serve you. Komatsu's new Tier 4 Interim equipment is among the most efficient and productive on the market. In this issue of your Kirby-Smith *Connection*, you can see what users are saying about the machines and their technology and service support. You can also read about the new PC210LC-10 excavator, which builds on the popular PC200LC models.

Like Komatsu, we're dedicated to keeping your owning and operating costs down. For example, the Tier 4 Interim machines come with complimentary scheduled maintenance through the exclusive Komatsu CARE program. Our trained technicians handle all the work, using genuine Komatsu parts and fluids.

Finally, as you encounter areas of road construction, keep in mind those orange signs and cones are good for all of us as they represent progress toward better roads, bridges and other infrastructure. Like you, we're pleased that Congress passed legislation for even more highway and infrastructure construction.

Sincerely,
KIRBY-SMITH MACHINERY, INC.

Ed Kirby,
President



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Discover what the new Tier 4 Interim Komatsu PC210LC-10 excavator provides in terms of fuel efficiency and productivity.

CUSTOMER COMMENTS

Hear from Komatsu equipment users how the new Tier 4 Interim machines are performing on the job.

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JD KING CORPORATION

Experience and focus on quality result in rapid growth for West Texas contractor



Chad King,
Owner/CEO

JD King Corporation is in the midst of a 20-acre site-work project for a new pipeline facility near Big Springs, Texas, where the company will build about two and a half miles of road leading back to the pad site. The initial phase of the project involves moving about 40,000 cubic yards of earth.

As it moves into subsequent phases throughout this year, Owner/CEO Chad King expects to move thousands more yards of dirt, installing compressor stations, piping and other associated work to complete the project. King, along with his wife, Josie, said it's the largest project to date for the Seminole, Texas-based company.

"We've done other substantial projects, too," Chad King noted. "In fact, we completed an inlet gas facility in the spring that will handle more than 160 million cubic feet of gas per day. We're able to do those large projects because we specialize in oil and gas locations. We also do smaller projects, such as typical 300-foot by

30-foot sites, which we can generally complete in a day."

JD King has as many as seven crews running at any one time — a major accomplishment considering the Kings founded the company from a 250-square-foot, one-acre lot just two years ago, with a handful of people. Today, they operate a 2,700-square-foot, four-acre facility with a staff of more than 80, adding to the employee roster as their work load demands.

"Our people really make a difference; they're the lifeblood of the company," acknowledged King. "Many of them brought a great deal of experience to the table when we hired them. They're experts in the field who know how to approach any job confidently and get it done on schedule. They deserve much of the credit for our quick success."

A solid background

King also had a solid background in the industry when he started the company, having worked more than 10 years for a large, pipeline-construction company. A welder by trade, he traveled extensively throughout the United States. His experience included work on large-diameter, long-length pipe projects.

"A few years ago, I had to do 21 different state tax returns," he said. "It was about that time I decided that I'd had enough of working for someone else and decided to go into business for myself. Seminole is my home, so it seemed natural to come back home, right into the heart of the oil and gas industry."

The list of services JD King offers to oil and gas customers is extensive and includes completion of mainline and lateral-line projects, as well as power-plant feeder lines and storage facilities.

JD King Corporation used this Komatsu WA480 wheel loader to load trucks on a project near Big Springs. The company has seven crews that work extensively in the oil and gas fields handling everything from pipe installation and rehabilitation to construction of pump stations, gas treatment facilities and tank farms to site work and road building.





▶ VIDEO

A JD King Corporation operator moves material with a Komatsu D65 dozer on a site near Big Springs, Texas. "Our Komatsu equipment stands up to the challenging environment in which we work without costing us significant downtime," said Owner/CEO Chad King.

The company performs new installations, replacement and rehabilitation of pipe, trenching and directional boring, custom fabrication, hydrostatic testing, cathodic protection, hot tapping and stoppling (plugging). Construction of compressor and pump stations, meter and regulator sites, gas treatment facilities, large turbines and tank farms are part of its portfolio as well.

"Ideally, what we like to do is a full, turnkey project that involves everything from the ground up," said King, who also worked for his father's construction company. "That includes all parts of the job, from clearing the mesquite to balancing the subgrade and putting in the pipe. If they want a road paved to the site, we'll get them a price for that through a subcontractor.

"We're flexible and will work with our customers to provide whatever they need, big or small," he added. "That may mean doing a job by unit price, lump sum or cost plus fixed fee. We offer volume-based discounts for time-and-material work."

That flexibility and a growing reputation for quality, has helped JD King garner larger and larger projects. Last year, the contractor completed construction of a gas-process facility in about three months.

"At the end of the project the chief engineer e-mailed me to say how much he appreciated our

attention to detail and the way we approached the job," King recalled. "He said it was the only project he's ever run that by the time he asked a question, we were already on it. We take great pride in solving issues that may come up from time to time as quickly as possible. It's helped us gain repeat customers, because they know when we say we're going to do something, we do it."

Komatsu, Kirby-Smith outperform the competition

JD King Corporation works mainly within a 300-mile radius of Seminole, meaning its projects are in West Texas' heat and caliche. To handle the often taxing conditions, the company deploys more than 30 pieces of equipment, mainly Komatsu dozers, wheel loaders and articulated trucks from Kirby-Smith Machinery.

"It's extreme," King said of the environment. "The Komatsu equipment stands up to the challenge without costing us significant downtime. For example, we have a Komatsu D65 dozer and a competitive brand of similar size working on the site near Big Springs. The conditions are very dusty. We have to shut down the competitive machine and get a mechanic to come in and clean out the radiator. All the operator on the Komatsu dozer has to do is stop and flip a switch that reverses the hydraulic fan, which blows the dust out in short order. That



Go online or scan this QR code using an app on your smart phone to watch video of JD King Corporation's machines at work.

www.KirbySmithConnection.com

Continued . . .

Expansive offerings open opportunities for JD King

... continued

gives us more production time and lower labor costs.”

To handle large piles of material, King relies on a combination of Komatsu WA480 wheel loaders and HM400 articulated haul trucks. “Again, we compare the WA480 loader to a competitive brand of similar size that we ran in the past and, hands-down, the Komatsu outperforms it. Our operators like the stability Komatsu loaders offer. That’s important when a loader with a five-yard



▶ VIDEO

Chad King, JD King Corporation CEO (right), works with Kirby-Smith Machinery Territory Manager Jake Owens for equipment rentals and purchases. “Kirby-Smith stepped up and helped us get started when others wouldn’t,” said King. “Jake does a good job of finding us the equipment to meet our needs, and Kirby-Smith is great about backing it up and being there to provide service if we need it.”

JD King relies on Komatsu haul trucks to move materials on its jobsites, often matching them up with Komatsu wheel loaders. “We’re very impressed with everything Komatsu offers: production, reliability, stability and efficiency,” said Owner/CEO Chad King.



bucket of material is lifted nearly straight in the air while loading a truck.

“The haul trucks have been very good for us too,” he added. “The payload is about 40 tons, so we’re able to move a large amount of material daily. We’re very impressed with everything Komatsu offers: production, reliability, stability and efficiency.”

King said he’s also impressed with Kirby-Smith Machinery’s willingness to work with him on equipment rentals, which are likely to turn into purchases. In addition to Komatsu machines, he has also rented Hamm rollers and JLG aerial lifts from Kirby-Smith.

“As a new business, it’s tough to get equipment distributors to take a chance on you, but Kirby-Smith stepped up and helped us get started when others wouldn’t,” said King, who works with Kirby-Smith Machinery Territory Manager Jake Owens. “They’ve been very flexible, and helped us expand without handcuffing us. They’ve shown us a lot of loyalty, and we, in turn, are loyal to them. Jake does a good job of finding us the equipment to meet our needs, and Kirby-Smith is great about backing it up and being there to provide service if we need it.”

Believes in diversification

While King’s main focus is work in the oil and gas industry, he’s not locked into that market alone. As a multidivision company, JD King Corporation also works in the civil market.

“The oil and gas industry has always been somewhat cyclical, and we’re in a great boom right now,” King observed. “However, I believe diversification is a necessity, so we’re willing to branch out. Our Civil & Site Work Division builds frac pits and ponds, well pads, lead roads and fire berms and clears right of ways. We’ve also constructed foundations for substations and storage-terminal tanks.

“We’re set up to take advantage of anything in a wide variety of markets, including fiberoptic, windmill and highway construction, for example,” he added. “I don’t care what it is, if it pertains to moving Mother Earth or transporting a product by pipe, that’s where we’re going to be.” ■

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Go online or scan this QR code using an app on your smart phone to watch video of Cornell Construction Company's machines at work.

Cornell Construction Company began in 1961, but the history of the Clinton, Okla., company can be traced back to World War II. During the war, founder John Loflin Cornell was part of a second wave of Marines to hit the beach at Guadalcanal, one of the first major offensives against Japan.

Operating a bulldozer, John Loflin's job was to help clear the way for supplies to the troops. It was his first experience working equipment, and sparked his interest in starting his own construction company. After returning to his hometown of Paducah, Texas, John Loflin leased a filling station where he worked during the day and hauled gas at night. Eventually, he took the money he made and purchased a bulldozer and a ship anchor chain.

"He hooked the chain onto the dozer and cleared mesquite for some of the largest ranches in Texas," explained his son, Johnny, now Owner and President of Cornell Construction. "By the mid-1950s, he'd saved enough to come to Oklahoma and try his hand at soil conservation, building ponds and dams."

With a firm foothold in Oklahoma, John Loflin decided to branch out into highway work. Within a few years he had a fleet of more than 20 scrapers to handle a growing grading business. In 1970, he added an asphalt plant and began paving the highways too. Since then, Cornell Construction Company's focus remains on grading and asphalt paving for Oklahoma Department of Transportation projects, mainly in the western half of the state.

"During the '60s and '70s, I got my first experience in grading and paving," said Johnny. "In seventh grade, I was on a survey crew, and I was running a scraper about the same time. It's all I've ever done, and it's something I continue to enjoy."

Like his father, Johnny began putting his three sons into the field. His oldest, John Lee, has a master's degree in civil engineering and is the company's Project Manager and Estimator. He's part of a 40-member staff that performs asphalt paving and grading.

Big jobs, experienced staff

Cornell Construction recently completed a \$2 million project near Roosevelt that involved milling and overlaying a six-mile stretch of U.S. Highway 183. It required about 30,000 tons of asphalt.

Second-generation Owner/President Johnny Cornell (left) oversees operations of Cornell Construction Company. His son John Lee is Project Manager and Estimator. The Clinton, Okla., company offers paving and grading services.





▶ VIDEO

Cornell Construction Company added a Vögele Vision 5200-2 paver last fall. "It fit everything we were looking for, and when we demo'd it, we knew it was the right machine," said Equipment Manager Gene Priddy. "Paving is all about production, and the Vögele delivers because its engineering and technology are top-of-the-line."

The paving crew then moved to an Interstate 40 job near Erick, before heading back to Clinton for an \$8 million widening project to expand Highway 183 from two to four lanes for six miles between Clinton and Arapaho.

Through the years, Cornell Construction has completed projects like these on some of the state's most recognizable routes, including the Indian Nation, H.E. Bailey and Chickasaw Turnpikes, Interstates 40 and 35 and "nearly every state highway in western Oklahoma," according to Johnny. "In fact, we've maintained, rehab'ed and widened some of the same roads my dad worked on and originally built."

He credits an experienced staff for helping Cornell Construction complete projects on schedule and on budget. In addition to his son John Lee, key individuals include Asphalt Paving Superintendent David Wolf, Asphalt Foreman Ricky Sifuentes, Grading Foreman Chris Thompson, Asphalt Plant

Continued . . .



For earth compaction, Cornell Construction recently added a Hamm 100-horsepower 3410P padfoot roller that features an 84-inch drum and hydrostatic steering. "It provides very good compaction," said Equipment Manager Gene Priddy. "Our guys really like its maneuverability and production."

Productive equipment helps meet jobsite challenges

... continued



Gene Priddy,
Equipment Manager

Manager Tony Burch, Quality Control Manager John Florer and Equipment Manager Gene Priddy.

“Having experienced people I can trust is invaluable,” acknowledged Johnny. “I have employees who have been here a decade or more and worked their way up. For example, Ricky Sifuentes started as a flagger and is now a foreman. I can’t say enough about how hard all my employees work and how willing they are to make sure everything is done right. There are times we’re working seven days a week, but they don’t complain. They know our name is on each and every job they do, and they take that personally. They’re my best assets and why we’ve won numerous awards for our work throughout the years.”

Adding Wirtgen Group machinery

Coming in a close second would be the equipment Cornell Construction uses, including new machines from the Wirtgen

(L-R) Cornell Construction Company Owner/President Johnny Cornell and his son, John Lee, who’s Project Manager and Estimator, meet with Kirby-Smith Machinery Territory Manager Brad Howard on a jobsite in Roosevelt, Okla.



Group of products purchased through Kirby-Smith Machinery with the help of Territory Manager Brad Howard. Last November, the company added a Vögele Vision 5200-2 paver with a paving width up to 28 feet and a laydown rate of 1,300 tons per hour.

“We were looking for a mainline paver replacement,” said Equipment Manager Gene Priddy. “We did some basic comparisons of pavers at the most recent CONEXPO, and the Vögele stood out. I contacted Brad, and he arranged a trip to the factory. I was impressed with the manufacturing processes, so we set up a demo. We really liked how well it operated and laid down the mat and were impressed with the 5200’s engineering and technology. I came from a background that included working for the company that made the previous brand we owned, so for me to switch, the Vögele had to have significant advantages. It fit everything we were looking for, and when we demo’d it, we knew it was the right machine. Paving is all about production, and the Vögele delivers, because its engineering and technology are top-of-the-line.”

For earth compaction, this spring Cornell Construction bought a 100-horsepower Hamm 3410P padfoot roller that features an 84-inch drum and hydrostatic steering. “It provides very good compaction,” reported Priddy. “Originally, we leased the Hamm, but after using it awhile, we decided to buy. Our guys really like its maneuverability and production.”

As good as the equipment is, Johnny said he probably wouldn’t have considered buying it if it wasn’t for Brad Howard and Kirby-Smith. “That was the ultimate deciding factor in going with the Vögele and Hamm products. Brad, Bud Sears, our Product Support Rep, and Kirby-Smith in general understand how critical it is to minimize downtime and support our machinery. I’ve known Ed Kirby for a long time. He promised me that Kirby-Smith would take care of us, and I took him at his word because I know he’ll stand behind it.” ■

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CITY OF LAWTON LANDFILL

Waste site handles trash, recycling for a large area of southern Oklahoma



Justin Pitts,
Landfill
Superintendent



Jason Mansel,
Field Supervisor

During the past two years, the City of Lawton, Okla., landfill completed the final phases of constructing two, new, 16-acre cells to handle the ever-growing waste stream of the city and surrounding counties, including the Fort Sill military base. In addition, the landfill takes in debris from a population base of more than 150,000 which includes Comanche and Cotton counties.

Numbered Four and Five, the new cells were built twice as large as the existing cells, which were constructed, filled, or in the process of being filled since operations began in 1971. Planning for the new cells began with the purchase of 432 acres adjacent to the landfill's existing location just south of Lawton. The landfill now totals about 700 acres and is staffed by 11 people, including Landfill Superintendent Justin Pitts and Field Supervisor Jason Mansel.

"We made the new cells larger than the others with the idea that it would save us the work of building an additional two cells seven to eight years down the road," said Pitts. "That planning ahead will likely save us additional time and costs in the future."

The City of Lawton Landfill uses its Komatsu D155AX-6SL 10 hours a day, six days a week.

As new cell construction took place, landfill crews stockpiled dirt and used monitoring wells to ensure the cells didn't hit groundwater. When they reached the bottom elevation, they constructed a compacted clay liner from on-site material that Pitts said is ideal and "packs like concrete." Crews then installed a welded plastic liner.

"Cell construction is more than just digging a hole to be filled back in," emphasized Pitts. "We have to take environmental concerns into account, and the clay and plastic liners are measures that prevent contamination. Further, we installed a leachate system, which collects liquids and pumps them to a holding pond for evaporation."

With those elements in place, operations to fill the cells began, starting with what Pitts calls a "fluff lift" of five to eight feet. "That first lift is extremely important to protecting the integrity of the cell and leachate system," Pitts said. "We don't put anything in that lift that could puncture the plastic liner, such as construction and demolition debris, which often contains nails and rebar. It's basically just regular household waste. Once that's compacted, covered and protected, we can put all types of materials in there, building in one- to two-foot lifts."

Pitts estimates the landfill recycles about 30 percent of the debris it takes in, rather than putting it into cells. That includes tires, wood products, trees, metals, appliances and chemicals, such as motor oil and Freon.

"We like to see as much material as possible leave here to be reused," he said. "Not only does it save landfill space, but recycling provides other benefits. For example, chopped-up tires can be used as playground cover, in athletic fields and as fuel in concrete kilns. It makes environmental



and economic sense to recycle. Our hope is to constantly increase the recycling percentage, up to 80 or 90 percent."

New Komatsu dozer pays off

Material that remains at the landfill is unloaded onto pads before being pushed into the cells with dozers. Last year, the landfill purchased its first Komatsu dozer, a 94,000-plus-pound D155AX-6SL with a waste-handling package. It already has about 1,800 hours on it, as the landfill uses it almost constantly, 10-hours a day, six days a week. In addition to pushing trash from the pad, the landfill uses it to maintain slopes and push rubble generated from construction and demolition debris.

"It's a good all-around machine for us," Pitts stated. "What I really like is that it's smooth and operator-friendly with the joystick controls. We have a mixed staff of veteran operators and newer operators, who have to be trained on how to run machinery. It's very easy to do that with the D155. For example, not long ago, I put a new guy with no experience in that dozer and within a couple of days he looked as if he'd been operating as long as some of our seasoned operators."

Several pieces of equipment in the landfill's fleet already have rippers, so the city chose to equip the D155AX-6SL with a winch. "That's paid off in a big way. Excavation companies can shut down when the weather is bad, but we can't. We have equipment, mainly compactors, that gets bogged down in the mud. The D155 allows us to hook on and pull them out. We've even winched a 127,000-pound machine. It's got good power to handle anything we've given it."

Lawton Equipment Maintenance Superintendent Dennis Bothell said the landfill is an abrasive environment that can be hard on equipment. The operation follows a strict preventive maintenance program and uses KOMTRAX to keep track of hours for scheduling services. "KOMTRAX provides us the hours and also gives me useful information, such as how many of those hours were idle versus production, how much fuel is being consumed and error codes. I know exactly what the machine is doing and where it is. KOMTRAX is a valuable tool."

Support from Kirby-Smith Machinery is valuable too, said Bothell. The City of Lawton



A City of Lawton Landfill operator uses a Komatsu D155AX-6SL dozer equipped with a waste package to push trash. "It's a good all-around machine for us," Landfill Superintendent Justin Pitts said. "What I really like is that it's smooth and operator-friendly."



Kirby-Smith Machinery Product Support Representative Bud Sears (left) stops by regularly to meet with Landfill Field Supervisor Jason Mansel and check on any maintenance needs.

worked with Territory Manager Preston Brown to purchase the machine, and Product Support Representative Bud Sears calls on the landfill regularly.

"One determining factor in our machine purchases is how well the dealer stands behind and supports its products," noted Pitts. "Kirby-Smith has impressed us every step of the way. They call us just to check in and make sure everything is going well. Some people might see that as an annoyance, but I see it as caring that we're satisfied. We remember those things when it comes time for a new machine."

Constantly planning

In addition to the goal of increasing the percentage of recycling, Mansel said the landfill is already planning for more cells. It's also in the process of putting in wells to capture methane gas.

"Eventually, we want to recover the gasses, and we have some industries that have shown an interest in that," said Mansel. "We've planned all the way out to construction of Cell 13, which would obviously be many years down the road. But we always have to think ahead and plan — daily, weekly and long term. The landfill is going to be here for many years and we have to have those plans in place to ensure we're taking care of our residents, both now and in the future." ■



Dennis Bothell,
Equipment
Maintenance
Superintendent



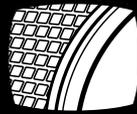
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BOB TILLEY RETIRES

Longtime sales representative leaves Kirby-Smith with fond memories, many friends

After 27 years of service with Kirby-Smith Machinery, Inc., veteran salesman Bob Tilley has retired from the heavy equipment business.

At the age of 84, Tilley was possibly the eldest heavy equipment salesperson still actively selling in the industry.

Tilley grew up in the southwest Oklahoma town of Mountain Park. After school, he left to join the service and eventually went on to obtain a degree in Industrial Arts from Oklahoma Central University.

After college, Tilley began his sales career with Cummins Engine in Oklahoma City. He then moved on to the local John Deere dealership and later owned his own business for a short period of time. In 1985, he joined the Kirby-Smith sales team, due in part to his admiration for Ed Kirby (President/Owner Kirby-Smith Machinery, Inc.).

During his time at Kirby-Smith, Tilley covered most of Oklahoma, making friends throughout the state.

Bill Gustafson, Oklahoma Sales Manager for Kirby-Smith, said, "Tilley is widely known in the industry for his ability to find a little bit of humor in most situations. He can usually turn a negative into a positive with a little bit of humor and perspective."

Tilley attributes his sense of humor to growing up with an uncle who taught him everyone has problems that they need help forgetting. "Early on in my career, one of my customers taught me that people want to do business with people. They want to know how much you care before they care how much you know."

Tilley says he is looking forward to retirement, but will miss the business and people he has worked alongside for so many years.

"It's been a good ride," Tilley concluded. ■



Bob Tilley, Territory Manager for Kirby Smith Machinery, recently retired after 27 years of service with the company.



Go online or scan this QR code using an app on your smart phone to see video of Bob Tilley's retirement interview.

www.KirbySmithConnection.com



Kirby-Smith Marketing & Sales Director George Denny (left) visits with Territory Manager Bob Tilley during an event at the Oklahoma City branch before Tilley's retirement.

HIGHWAY BILL FINALLY PASSES

Two-year bill brings some certainty to surface transportation, transit construction

Congress passed and the President signed a bill in midsummer that funds highway and other transit projects, providing money for roads, bridges and other infrastructure for 27 months. Dubbed MAP-21 (Moving Ahead for Progress in the 21st Century), the measure comes nearly three years after the previous highway bill, SAFETEA-LU, expired in September of 2009.

Since then, nine, short-term funding extensions kept some money flowing to transportation projects. But industry organizations all complained that the lack of a long-term bill was adversely affecting contractors by creating uncertainty at the state and local level.

The bill totals \$120 billion, covering the remainder of this fiscal year, which ends September 30, and the next two fiscal years. Attached to it was a student loan deal to keep

interest rates at the current 3.4-percent rate for one year at a cost of about \$6 billion.

The measure provides \$40.4 billion in highway investment for fiscal year 2013 and \$41 billion for 2014. It includes \$12 million each year to support new pavement technologies to speed the adoption of cost-effective, sustainable pavement, as well as improve pavement design, maintenance and construction, according to the National Asphalt Pavement Association.

Construction and equipment industry groups had lobbied Congress hard for passage of a measure before the November election. It's hoped that the new bill will be a job creator for an industry that's seen unemployment well above the national average.

Faster environmental reviews

Both sides compromised to complete the deal.

Republicans dropped the Keystone Pipeline from their original proposal. They also agreed to abandon language that would have blocked the Environmental Protection Agency from regulation of ash generated by coal-fired power plants.

Democrats agreed to halve the time allowed for environmental reviews. This will mean speedier approval of projects and will shorten the length of time it takes to complete highway and bridge projects, which is estimated at an average of 13 years, according to the U.S. Chamber of Commerce. They also conceded on a funding issue regarding new bike paths and pedestrian safety projects.

The law gives states additional flexibility in spending federal money, imposes new safety regulations and expands a federal loan guarantee program to encourage private investment in transportation projects, according to a Yahoo

MAP-21, the new highway bill, provides funding for bridges and roads while allowing faster approval for such projects.





The new \$120 billion highway bill, passed by Congress in late June, is good news to the construction industry. The funding will provide some much-needed stability to the highway market, bringing jobs and certainty to contractors, equipment dealers and other industry suppliers.

News article. Private investment may well be needed, as estimates show the current gas tax does not cover the cost of transportation programs. Forecasts say revenue will continue to decrease with people driving less and greater fuel efficiency of cars and trucks.

Industry reaction

Industry groups praised Congress for passing the 27-month Highway Bill. But almost all concur that Map-21 doesn't go far enough. They want certainty past 2014.

"The leadership of the House and Senate should be congratulated for getting the conference report done," said National Asphalt Pavement Association President Mike Acott. "The additional year of funding will bring short-term certainty for the highway market and, at the very least, will help sustain jobs in the asphalt-pavement industry."

"This is a long-awaited, positive development for the construction equipment industry," said Associated Equipment Distributors Chairman Larry Glynn. "Contractors around the country have been on life support over the last few years. This bill will provide much-needed certainty for contractors, dealers and suppliers."

"The members of Congress that worked so hard to craft this message understand the benefits to our economy," said Stephen

E. Sandherr, Chief Executive Officer of the Associated General Contractors of America. "Today's legislative accomplishments must be seen, however, as the start of a broader effort to address the long-term funding challenges that still threaten the federal transportation program. That is why we look forward to resuming our work on an even longer-term transportation measure that includes key revenue reforms, as soon as Congress returns."

Long-term needs

The new transportation bill comes on the heels of recent information that predicted the American Society of Civil Engineers (ASCE) would likely give the nation's infrastructure a D grade when it releases its next report in 2013. The last report card in 2009 put our infrastructure shortfall at \$2.2 trillion. It's assumed that figure will be considerably higher in 2013.

"The report card isn't saying we don't spend money on infrastructure; it's saying we should be spending a greater amount," said ASCE President-Elect Greg DiLoreto in a recent Bloomberg article. "As civil engineers, we feel we are stewards of the infrastructure. It's what we know best. It's just like a doctor telling you that you have a heart condition. We're taking it to the concrete and saying, 'America, you have a mortar and bricks problem with your infrastructure.'" ■

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REACTION TO HIGHWAY BILL

Measure contains “good news and bad news” says Transportation Association leader

The new highway bill that Congress passed in late June was welcome news throughout the construction industry. However, it was not the long-term, significant funding measure that many believe is needed. The following article is from Pete Ruane, President and CEO of the American Road & Transportation Builders Association (ARTBA).

In the short term, the bill will provide stability in federal funding for state and local transportation projects. The elimination of earmarks should also accelerate the speed at which federal funds impact the market for transportation improvements. That’s the good news.

The bad news is there is no new money. And even with their federal funds, we are now in a situation where 28 states have invested less in highway and bridge projects over the past 12 months than they did in prerecession 2008, even when adjusted for inflation.

We view this bill – as we believe congressional leaders do – as just “Step One,” which is making the significant program and policy reforms needed to restore public confidence in how the federal government is investing their money in transportation and mobility.

“Step Two” is coming to grips with how to fund the nation’s investments in transportation infrastructure and mobility over the longer term. That tough job remains. And it will require the same bipartisan, bicameral leadership and cooperation that was ultimately demonstrated on this bill.

Our mission is crystal clear: to do everything possible to ensure that the proper level of transportation investment is viewed as a core

priority as the looming, larger discussion and legislative activity begins in earnest on Capitol Hill to define the proper role of the federal government in the 21st century and how it utilizes the public’s money.

We commend Senate Majority Leader Harry Reid (D-Nev.), House Speaker John Boehner (R-Ohio), Senate Environment & Public Works Committee Chair Barbara Boxer (D-Calif.), EPW Ranking Member Jim Inhofe (R-Okla.), Senate Finance Committee Chairman Max Baucus (D-Mont.), House Transportation & Infrastructure Committee Chairman John Mica (R-Fla.), and T&I Committee Ranking Member Nick J. Rahall (D-W.Va.) for their steadfast and dogged determination to get the job done. ■



Pete Ruane,
President and CEO,
American Road &
Transportation Builders
Association (ARTBA)

Although Congress finally passed a new, bipartisan, highway bill, many believe it doesn’t provide the long-term stability needed to support transportation infrastructure.



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EXCAVATOR EXCELLENCE

Greater fuel efficiency, lower emissions make Komatsu's new PC210LC-10 even better than its popular predecessor

When Tier 4 Interim standards were announced, the challenge was to take already proven and productive machinery and reduce emissions without losing performance. Komatsu's new PC210LC-10 excavator does just that, with greater fuel efficiency as a bonus.

"The previous PC200 models, which the PC210LC-10 replaces, were popular because they were proven to be among the most productive excavators in their size class," said Komatsu Product Marketing Manager Brian Yureskes of the 47,000-pound-class PC200 excavators. "They're good machines in a wide range of applications. That holds true with the new PC210LC-10, with several added benefits, including up to 10 percent better fuel efficiency, depending on the application."

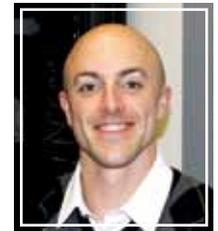
Yureskes notes that Komatsu achieved better fuel economy through advancements in engine and hydraulic-pump control technology, utilizing a combination of both newly designed pumps and advanced matching techniques. Komatsu did it without sacrificing power, as the PC210LC-10 maintains the same digging forces and lifting capacity of the previous model.

"The machine has larger displacement pumps, which are capable of providing higher flow at lower engine speeds," explained Yureskes. "Because the pumps are able to generate more volume per revolution, the engine speed does not need to be as high in order to achieve the same amount of hydraulic flow. That reduces fuel consumption by allowing the machine to operate at a lower engine speed without compromising pump flow.

"With variable-speed matching, the machine makes slight adjustments to engine speed

based on the amount of hydraulic flow the application requires. Whenever high flow is required, such as during heavy digging or trenching, the engine speed will adjust to accommodate the flow demand. In lower-flow applications, such as leveling or fine grading, engine speed will slightly reduce in response to the lower hydraulic work load. Previous models would operate at consistent engine speeds regardless of hydraulic demand, so fuel consumption was consistent even during low-flow applications. This slight reduction in engine speed improves fuel efficiency."

Like other new Tier 4 Interim excavators, the PC210LC-10 has increased operating weight and net horsepower compared to its predecessor. Both are about 10-percent higher compared to the PC200LC-8. An optional, lighter counterweight is available



Brian Yureskes,
Product Marketing
Manager, Excavators

Continued . . .

Komatsu's Tier 4 Interim PC210LC-10 provides up to 10 percent better fuel efficiency, depending on application, while maintaining the productivity of the PC200LC-8.



Improvements abound in new PC210LC-10

... continued

to accommodate regional transportation regulations. The PC210LC-10 also has 13 percent more drawbar pull, which improves steering and maneuverability.

Eco Guidance, Komatsu CARE

Additional new features of the PC210LC-10 include an enhanced LCD color monitor with improved resolution. Through the monitor, operators can set the proper working mode and program the attachment control, with the ability to store up to 10 attachments. It also has an Eco Guidance feature that gives the operator information on ways to improve fuel economy.

“We want operators to maximize productivity in the most economical way so their per-yard, per-ton costs are the lowest possible,” noted Yureskes. “There are times when maximum output is necessary, but often it’s unnecessary, and the operator can run the machine in a different mode that uses less fuel. Eco Guidance alerts them to those situations. It will also alert them to excessive idling, showing that it might be better to shut a machine down to save fuel and operating hours.”

Once the PC210LC-10 reaches its routine service intervals, the work is covered by Komatsu CARE. This exclusive program

provides complimentary, factory-scheduled maintenance for the first three years or 2,000 hours, performed by distributor technicians using genuine Komatsu parts and fluids. Serviceability is improved with the addition of handrails around the upper structure, a rear-opening hood, battery-disconnect switch, swing-out cooler and improved diagnostics through the monitor.

“Komatsu CARE ensures that those service intervals are done properly, with the goal of longevity, reliability and lower owning and operating costs throughout the lifetime of the machine,” said Yureskes. “In addition, we provide two, complimentary Komatsu Diesel Particulate Filter (KDPF) exchanges at 4,500-hour intervals. Komatsu and its distributors track the service intervals through KOMTRAX 4.0, then set up the scheduled maintenance.”

The KDPF is one of several components that reduce emissions on the Tier 4 Interim PC210LC-10. Through passive and active regeneration, the KDPF uses heat to burn soot. Other components include the Komatsu Variable Geometry Turbocharger (KVGVT) and the exhaust gas recirculation system. Komatsu designed the components to work in harmony for maximum efficiency.

Cab improvements

Komatsu further boosted productivity by improving the operating platform in the PC210LC-10 with an integrated ROPS cab designed to minimize noise. A high-back, heated, air-suspension seat provides more comfort for the operator.

“We saw the new emissions standards as an opportunity to build a machine that not only meets regulations, but improves upon what users have already come to know as the leader in its size class,” summarized Yureskes. “We believe that anyone who uses the new PC210LC-10, whether for digging trenches, mass excavation, clearing, demolition, landscaping or a host of other applications, will find it to be a class leader. We encourage anyone who’s interested to try one out. We’re confident that the results will speak for themselves.” ■

The PC210LC-10 has increased operating weight, net horsepower and drawbar pull, compared to its predecessor.



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TIER 4 TESTIMONIALS

Here's what users are saying about Komatsu's new interim machines and their technology

The past couple of years saw the introduction of Tier 4 Interim emissions standards for many machines used in the construction industry. Regulations required reducing Nox by 45 percent and soot by 90 percent. With new technology, Komatsu achieved the standards while improving production and fuel efficiency as well. Komatsu also introduced KOMTRAX 4.0 and Komatsu CARE, a program that offers complimentary scheduled service on Tier 4 Interim machines. Here is what a few of the users of these innovative new wheel loaders, dozers, articulated trucks and excavators have to say about the machines.

"We're very impressed with the new Tier 4 machines, because they're as productive as previous pieces in that size, with greater fuel efficiency. The PC360 is very powerful and also smooth to operate. We use the D65s quite often for discing-in drilling mud on the farms, and they have good power to get through that heavy material. One of our operators, who's very loyal to another brand, called in to tell us how much he liked the D65 and claimed it was his machine now. That said a lot to us." — **Brian Foster, Equipment Manager, J.W. Hughes Excavation, Inc., a multifaceted contractor that works in the Texas oil market.**

"It was practically a foregone conclusion that we'd purchase Komatsu; it was just a matter of which machine was the right fit. We decided that the Tier 4 Interim machines fit the best, not only in terms of productivity, but meeting the tough California emissions standards. I have to admit, I was never a Komatsu guy, but working with ERSI and using these machines has made me a believer. They have good reach, power and stability. Our operators love them." — **Sonny Centeno, Senior Project Manager for**

Environmental Remediation Services' West Coast operations, which was set up about a year ago. An East Coast-based company, ERSI has used Komatsu equipment in its demolition operations for several years.

"I am very impressed with the improvements made on the new D65-17. The Sigma blade allows more ground to be moved during a longer push. Because the ground we move can be hard, we use the ripper quite often, and the D65 has the power to get through it." — **Carl Morgan, President of Morgan Tools, which builds locations for gas and oil companies in the Southwest. Morgan Tools is a longtime Komatsu user and now has three Tier 4 Interim D65-17 dozers.**

Continued . . .

New Tier 4 Interim machines, such as the PC490LC-10 excavator, have proven to be as or more productive than their predecessors, with greater fuel efficiency.



Users seeing fuel savings with Tier 4 Interim equipment

... continued

“The first dozer proved reliable, and that really made us look at Komatsu as we added machines. Each one we’ve owned or rented has cemented that reliability. I admit, there was some apprehension with the new Tier 4 machines because of the new technology. But they’ve proven to be just as good as any piece of Komatsu equipment we’ve ever had.”

— Mark Sellin, President, Sellin Brothers, Inc.

A Minnesota-based excavation contractor, Sellin Brothers is a longtime Komatsu equipment user, including excavators, dozers and wheel loaders, in both its highway and underground utility divisions.

“When we first started looking for a machine to replace one of our PC220s, we wanted another one. Our sales representative talked to us about the PC240, which replaced the PC220. We were hesitant at first because the PC220 has always been a reliable performer. The PC240 has a lot of new technology, and that made us a little apprehensive, but our sales rep, distributor and Komatsu said they would stand behind it. In less than a year, we’ve put more than 1,100 hours on it without any issues. It’s proven to be just as effective as the machine it replaced, with less fuel usage. We’re sold.” — Edwin Coggins, Co-owner of Coggins Farms & Produce, which grows and harvests several crops in the southeastern United States and uses the PC240LC-10 to clear trees and stumps.

KOMTRAX 4.0

“I can log onto the computer and get a lot of information about a machine, such as what time it started in the morning, what rpm it’s running at, how much fuel it is using per hour, etc. It also gives us a level of security. Some of our jobs take us into tough areas, and with KOMTRAX, I can use a geofence to prevent a machine from starting between certain hours if it’s not supposed to be running at that time. KOMTRAX is a great tool.” — Sonny Centeno, Senior Project Manager, Environmental Remediation Services

“KOMTRAX is a very valuable tool that provides us with useful information. I can see actual working hours versus idle time and fuel consumption. That allows me to address any productivity issues I see with the operator, showing them ways to maximize fuel economy and production.” — Mark Sellin, President, Sellin Brothers

“A light on the monitor indicates the Komatsu Diesel Particulate Filter is regenerating. Other than that, I can’t even tell it’s happening. I can keep working with no loss of performance, which I’ve found is all-around better than other excavators I’ve run.” — Davey Stabler, Operator, Coggins Farms & Produce. ■



Komatsu’s Tier 4 Interim machines come with KOMTRAX 4.0 and Komatsu CARE, a program that provides complimentary scheduled services.

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WHAT'S YOUR IDLE TIME?

KOMTRAX team points out benefits of shutting a machine down during nonproduction

Having an accurate picture of how long your equipment is idling can have significant advantages. But how do you know if it's idling too much? KOMTRAX can help by providing detailed information that will show your machinery's productive operation versus idle time.

"In 2007, we started a push to get owners and operators to think about idle time and how it affects the bottom line," said Goran Zeravica, Manager, Distributor Operations. "It's paying off, as our information shows that idling time has gone down somewhat. But it's nowhere close to where we would like it to be."

Komatsu's KOMTRAX team would like it to be near zero. Estimates show that the average machine spends nearly 40 percent of its working time at idle. Zeravica and Rizwan Mirza, Manager, KOMTRAX, said that excessive idling has several negative implications.

"To start with, idling is an incredible waste of fuel that eats into profits," pointed out Mirza. "Then consider that those nonproductive hours are putting the machine closer to the next service interval at a faster pace. The per-yard and per-ton cost of the project goes up. It affects resale value as well. Limiting idle time means fewer hours, which equals a higher resale value."

How do you stack up?

Komatsu offers a complimentary, detailed, monthly report with easy-to-read charts and graphs highlighting key items, including how a machine's idle time compares with the average of all machines it tracks.

"A simple graph shows owners if their machines' idle times are above, below or average, when compared to the national average," explained Zeravica. "Of course, we want them to be below average, and eventually we want to get the overall idle-time average below 10 percent. Customers tell us these reports are helpful because they give them a better understanding of how efficiently their fleet is operating and the costs associated with idling."

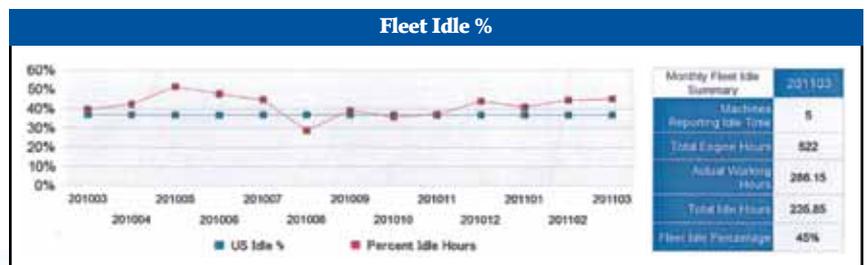
For more information about KOMTRAX or to receive reports, contact Zeravica or Mirza at gzeravica@komatsuna.com and rmirza@komatsuna.com. ■



Rizwan Mirza,
Manager, KOMTRAX,
ICT Business Division



Goran Zeravica,
Manager,
Distributor Operations,
ICT Business Division



A monthly fleet report from Komatsu offers detailed information about machine use, including idle-time percentage compared to the average of all machines KOMTRAX monitors.

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LISTENING TO CUSTOMERS

Equipment users provide valuable insights, says new Komatsu America President/COO

QUESTION: You've been with Komatsu many years. How have your experiences prepared you to be President/COO?

ANSWER: I have extensive sales & marketing experiences from my long history with Komatsu. I always think and take actions from a customer perspective, such as what are our customers' goals and expectations from Komatsu and its distributors, and how can Komatsu meet their expectations. I keep those things in mind and bring them to the President/COO role. That "boots on the ground" philosophy provides us with invaluable feedback.

QUESTION: What do you believe Komatsu does especially well?

ANSWER: We're an equipment manufacturer, so "Job One" for us is making great equipment. We believe our products are the most unique and unrivaled machines available. We're always striving to make them even more productive and efficient.

Having such great products requires a significant investment in our technology initiatives, which we also believe are unique and unrivaled in the industry. Komatsu is a strong engineering company with a commitment to technological innovation. Proven examples of our dedication include machines that are plug-and-play ready for GPS grading systems; KOMTRAX, the first machine-monitoring system installed as standard equipment; our Tier 4 Interim engines that customers tell us are truly superior; our autonomous haul trucks and our second-generation Hybrid Excavator.

In addition, we believe we're the best when it comes to proactive product support. Our distributors do an outstanding job of focusing

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.

Noboru Sato,
President/COO of
Komatsu America Corp.

New Komatsu America Corp. (KAC) President and COO Noboru (Nob) Sato has been with the company for more than 30 years, but his experience with the company goes back much further. As a child growing up, he often visited the family farm.

"My uncle used a Komatsu bulldozer to cut out a mountainside and level the land to farm ground. When we visited, I would ride along with him while he worked the crops," said Sato. "When I grew up, I wanted to work for a leading company and travel the world. Komatsu has given me the opportunity to do both."

As President and COO, Sato is responsible for managing Komatsu operations related to construction and mining. He took over the position April 1, after serving as Executive Officer and President of the Overseas Marketing Division at Komatsu Ltd for four years. Before that, Sato was Executive VP, Marketing at KAC for five years.

"My previous positions allowed me a great deal of time to talk with customers, which is something I enjoy," he noted. "That one-on-one interaction provides valuable information. Because they're the ones directly using our machines, customers often have great insight. Many of our marketing and service strategies have come as a result of that input. I enjoy talking with customers to learn their visions for their businesses, then asking what we can do to help meet them."

In his leisure time, Sato enjoys playing golf and recently took up cooking.

New COO says Komatsu a leader in product-support solutions

... continued

on customer satisfaction and deserve a great deal of credit for Komatsu being a leader in support programs, including Komatsu CARE, which was introduced with our Tier 4 Interim machines.



Komatsu America President Noboru (Nob) Sato said he believes Komatsu is the best in the industry when it comes to product support, citing programs such as Komatsu CARE, which provides complimentary scheduled maintenance on new Tier 4 Interim machines.

Innovative products such as hybrid excavators, including the second-generation HB215LC-1, set Komatsu apart, according to company President Noburo (Nob) Sato.



QUESTION: What benefits does the Komatsu CARE program offer?

ANSWER: It provides complimentary scheduled service that assures the customer those services are done correctly with no out-of-pocket costs. Also included are two diesel particulate filter exchanges. The distributor tracks the machine and schedules the service at a beneficial time.

The program also benefits us. Tier 4 Interim technology is new, including componentry. Komatsu CARE allows us to track this technology and see first-hand how it's working. What we're learning from that, along with what our customers are telling us, is that it's performing very well.

QUESTION: What do the construction and mining markets look like now?

ANSWER: Some segments of the construction market are strong, including the energy sector with the oil boom. Other construction segments, such as roads and housing, are seeing an increase, but are still behind where they were several years ago. Some states, and even municipalities, are increasing their infrastructure work, but we need more on a national level. As for housing, I believe that will make a strong comeback next year.

There is some concern as coal mining has softened somewhat here in the U.S., due largely to low natural gas prices. However, in the long term, I see mining remaining strong for several years. ■



Komatsu America President Noboru (Nob) Sato says it's vital to listen to customers as they provide valuable feedback on ways to improve Komatsu products.



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LOAD IT, LIFT IT, MOVE IT

Kirby-Smith now offers Manitou telehandlers, Gehl loaders for sale or rent

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Go online or scan this QR code using an app on your smart phone to watch video of Gehl's RT Series compact track loaders.

Kirby-Smith Machinery now carries an extensive lineup of products from the Manitou Group, including Gehl compact track loaders and rubber-tire skid steers, as well as Manitou telehandlers. All are available for sale or rent in Oklahoma and Texas.

Gehl's RT Series compact track loaders come in two models, the RT175 and the RT210, both of which feature the industry-exclusive, patent-pending, HydraTrac Automatic Track Tensioning System. When the loaders start up, the hydraulic system automatically pressurizes, providing the ideal tension for the track system, eliminating manual tensioning before operation.

Keeping tracks at the proper tension reduces undercarriage component wear, one of the biggest causes of premature component failure. HydraTrac uses hydraulic pressure to maintain proper track tension during use and releases tension when the machine is shut down, increasing the life of the tracks and bearings.

Gehl is a skid steer pioneer, with more than 40 years experience in manufacturing the machines for construction, landscaping and farming applications.

"HydraTrac extends undercarriage life by 15 percent to 20 percent and reduces maintenance costs by a similar amount," said Kevin Caldwell, Manitou District Development Manager for Texas. "That makes a significant difference to the bottom line because the undercarriage is one of the biggest expenses of owning and operating a track machine. The guesswork and time involved with tightening tracks is gone."

Compared to older models, both models have powerful turbo-diesel engines with increased torque for better traction and stronger digging forces. The RT175 produces 179 foot-pounds of torque, generating 11,840 pounds of tractive effort. The RT210's tractive effort is 12,359 pounds from its 206 foot-pounds of torque.

The high-torque engines have AntiStall technology that continuously senses machine load and adjusts the hydrostatic drive pump displacements to manage available engine horsepower and torque. During heavy-duty cycles, it keeps the engine from stalling, resulting in faster cycle times and less wear and tear on the engine.

RT Series lift arms provide more efficient load placement and overall performance with additional reach and increased dump heights. Lift arms are designed for optimal visibility, strength and capacity.

Gehl designed the RT Series with operator comfort in mind. Spacious cabs are available with heat or both heat and air conditioning. Controls, armrests and restraint bar are adjustable to accommodate the operator, and the foot pod can tilt out for cleaning. The joystick controls reduce operator fatigue while providing precise control. Operators can choose from five driveability settings with Gehl's





▶ VIDEO

Electro-Hydraulic “5x5” Drive Control System that allows operators to match applications and their individual preferences. Enclosed cabs are pressurized with heat and air-conditioning and standard air-suspension seats.

Other optional features include All-Tach and Power-a-Tach attachment mounting systems, HydraGlide Ride Control System, high-flow auxiliary hydraulics and hydraulic self-leveling.

“The RT Series is best suited for contractors who need a low-ground-pressure machine so they can continue working in wet soils,” said Terry Gilbreath, Manitou District Development Manager for Oklahoma. “In most cases, the ground pressure on these machines is less than a person’s foot because the weight is distributed over a greater area.”

A pioneer in skid steers

With more than 40 years experience, Gehl is one of the pioneers in skid steer manufacturing. Like its compact track loaders, Gehl designed its rubber-tire skid steers for a variety of applications, including construction, landscaping and farming. Gehl’s skid steer lineup has 10 models in two series, ranging from the ultra-compact 1640E to the high-capacity V400.

The seven E Series models range from the low-profile, narrow-width 1640E to the

2,600-pound operating capacity of the 6640E. V Series models include the 2,700-pound operating capacity V270, the 3,300-pound capacity V330 and the V400, the world’s largest skid loader with 9,150 pounds of capacity.

“The E Series models are radial machines with booms that work in a circular arc,” explained Gilbreath. “The bucket extends out as the boom comes up, then comes back toward the machine from the midpoint of the lift. The V Series booms move straight up and down and offer more reach and height. While the V Series is best for loading, both V and E Series models are ideal for digging applications.”

Gehl skid steers come with high-strength, heavy-duty, vertical-lift booms to provide long life. Lift-arm tubes are concealed and protected from the work environment. The Powerview lift arms have a low-profile mount for excellent operator visibility.

Powerful hydraulic systems provide pressure and flow to power any attachment, offering versatility to users. Hydraulic self-leveling action keeps buckets, pallet forks and other attachments level during lifting.

All come with operator comfort in mind, thanks to large compartments with clear side and rear sight lines for outstanding visibility.

Gehl’s RT Series compact track loaders feature the patent-pending HydraTrac Automatic Track Tensioning System that extends track life by 15 percent to 20 percent.

Continued . . .

Manitou MT telehandlers work well in construction, energy markets

... continued

The roof grid sections and window provide a great view of the bucket at full height. The ROPS/FOPS cabs feature high-backed, adjustable-cushion seats, as well as adjustable restraint bars. The operator can select T-bar “hands-only,” hand/foot, dual-hand or joystick controls to match individual preference, depending on model.

“Gehl’s design focus is on longer wheel bases, which provide smoother rides and more stability,” said Caldwell. “That improves operator comfort as well as operator performance.”

Telehandlers built for construction

Like Gehl, Manitou has a rich history in developing telehandlers for a variety of applications. The company has one of the broadest offerings in the industry with more than 30 models, including heavy telescopic and rotating lines. Manitou is also the only company in the industry that produces a 12,000-pound-capacity telehandler. All are available from Kirby-Smith Machinery, including the MT Series telehandlers, geared toward the construction market.

“Each model number in the MT Series indicates the lift capacity and height,” according to Caldwell. “For example, our latest model, the MT 5519 has a lift capacity of 5,500 pounds with a lift height of 19 feet. It’s our most versatile

machine with a low-profile frame and boom and overall height of six feet, four inches. It can be used practically anywhere someone needs to lift materials, including in a parking structure.”

The smallest of the MT Series telehandlers, the MT 5519 has a turning radius of 11 feet, about a foot and a half less than the next size up, the MT 6034. Also in the lineup are the MT 6642, MT 8044, MT 10044, MT 10055 and MT 12042.

“All have welded box booms which are very strong up and down and good in pick-and-place applications,” said Gilbreath. “They’re ideal for residential and commercial projects where good lift capacity and height are essential, such as roofing and framing. Capacity and height needed determines which model is best for the user. The three largest models work great in the energy sector to carry pipe and other materials, so they’re used quite extensively in the oil and gas fields.”

Precise load control comes from two, direct-mechanical, joystick controls for boom and fork tilt functions and the Automatic Self-Leveling Fork System, which is standard on all Manitou MT Series models. All models are fast and easily maneuverable with power steering and operator-selective steering that offers two-wheel, four-wheel and crab options. Three-speed forward/reverse powershift transmissions provide good ground speeds for more efficient movement around the jobsite.

“We’re very pleased to team up with Kirby-Smith because we believe it’s a key supplier of quality construction products in Oklahoma and Texas, and because Manitou and Gehl fit in well with its product lineup,” said Gilbreath. “Like us, Kirby-Smith goes the extra mile for its customers, so our values match up very well.”

“Globally, one in three lifts on the jobsite are Manitou, which says a great deal about its reputation for quality, productive machines,” said Kirby-Smith Vice President and General Manager Glen Townsend. “They’re stronger and more durable than the competition. We’re proud to partner with Manitou to carry both the telehandler and Gehl track and skid steer machines. We encourage anyone looking for these types of machines to contact their Kirby-Smith territory manager or nearest branch location to set up a demo.” ■

Manitou offers one of the broadest lines of telehandlers, including the MT Series, which has the Automatic Self-Leveling Fork System.



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NEW KIRBY-SMITH BRANCH

Odessa branch welcomes Permian Basin International Oil Show attendees to open house

On October 16, 2012, more than 30,000 oil- and gas-industry professionals will converge on the Ector County Coliseum in Odessa, Texas, for the three-day Permian Basin International Oil Show (PBIOS).

For more than 70 years, the working men and women of the oil and gas industry have made the Permian Basin International Oil Show the place to be in order to stay on top of the latest product developments, services and technologies.

Kirby-Smith Machinery, in conjunction with PBIOS, will have an open house Wednesday, October 17, 2012, at its newest full-service facility in Odessa. While there, attendees will have access to a free shuttle service to the show.

“Kirby-Smith has been serving the oil and gas industry for nearly 30 years,” stated Ed Kirby, Owner and President of Kirby-Smith Machinery, Inc. “From pipeline contractors to drill-site preparations, we offer the most complete line of products to get the job done.”

Kirby-Smith Machinery’s new facility is conveniently located off of I-20 in Odessa, with quick and easy access from the Interstate.

“We could not have picked a better location to service the around-the-clock energy market,” said Kirby-Smith Territory Manager Kevin Demel.

In the early phase of designing the new Odessa facility, Kirby-Smith considered the size of equipment and trailers that contractors use to transport equipment. “In the oil field, equipment tends to be larger than machines found on the more traditional, urban, construction site. So, most equipment dealers are not set up to service 40- to 50-ton dozers or 55-ton, swing-cab, boom trucks. Our service and wash bays are oversized to easily accommodate just about any size of equipment,” Demel noted.

“We are hiring experienced, local service technicians to service our products,” added Glen Townsend, Kirby-Smith VP/General Manager. “In the last 18 months, Kirby-Smith has invested in excess of \$1.5 million in training for more than 100 technicians, and we will do the same for our Odessa branch.”

Kirby-Smith cordially invites all of its customers and friends to the open house. For more details, please go to www.kirby-smith.com. ■

Visit Kirby-Smith at the



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Find a map to the Kirby-Smith Booth # OS517 at <http://tiny.cc/FindKSatPBIOS>

Kirby-Smith will host an open house at its newly opened Odessa branch, 7301 East I-20, on Oct. 17. While there, attendees will have access to a free shuttle service to the Permian Basin International Oil Show.





Landscape society study shows benefits of green infrastructure

A report from the American Society of Landscape Architects (ASLA) and other organizations shows major benefits of green infrastructure, including reduced costs of treating large amounts of polluted runoff, as well as improving public health by reducing bacteria and pollution in rivers and streams.

Dubbed "Banking on Green: How Green Infrastructure Saves Municipalities Money and Provides Economic Benefits Community-wide," the report is aimed at the need to quantify the economic benefits of such infrastructure. It further showed a reduction in energy expenses, along with reduced flooding and flood damage.

"For many decades, landscape architects have been helping communities large and small manage their stormwater with innovative green infrastructure solutions, such as green roofs, rain gardens, bioswales and pervious pavements," said ASLA Executive Vice President Nancy Somerville. "The case studies and the cost analysis in this white paper clearly demonstrate that green infrastructure techniques are proven to be cost-effective at managing stormwater, preventing flooding, improving water quality and promoting public health. Landscape architects will continue to implement these projects in more and more neighborhoods across the country." ■

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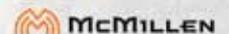
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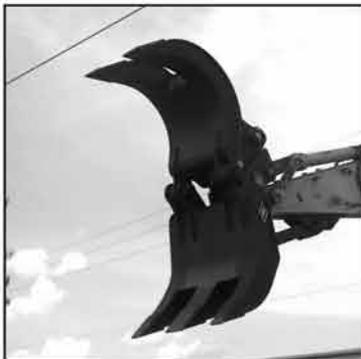
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HYDRAULIC EXCAVATORS 					
2008	Hitachi 240	36" BKT	EQ0014045	4,445	\$89,500
2007	Hitachi 270	36" BKT	EQ0014014	3,775	\$114,500
2007	Komatsu PC220LC-8	NO BKT	EQ0012559	2,920	\$119,500
2009	Komatsu PC228	36" BKT	EQ0014379	2,460	\$126,500
2006	Komatsu PC300HD-7		EQ0013795	6,435	\$125,000
2007	Komatsu PC300LC-7	NEW U/C	EQ0012985	4,305	\$142,000

Year	Make/Model	Description	Unit #	Hrs.	Price
CRANE 					
2005	Broderson IC200F	16' JIB	EQ0012690	3,600	\$120,500

Year	Make/Model	Description	Unit #	Hrs.	Price
CRAWLER DOZERS 					
1999	Case 1150G	OROPS, PAT BLADE	EQ0015325	6,439	\$32,500
2008	CAT D5K	OROPS, RIPPER, PAT	EQ0015168	1,238	\$84,500
2005	Komatsu D37EX-21	EROPS, PAT, RIPPER	EQ0013985	1,700	\$55,500
2006	Komatsu D61EX-15E0	EROPS, PAT, RIPPER	EQ0011275	4,924	\$119,500
2004	Komatsu D65EX-15	EROPS, SEMI-U, RIP	EQ0011992	6,265	\$120,000
2005	Komatsu D65EX-15	OROPS, SEMI-U DB	EQ0013510	4,007	\$100,000
2005	Komatsu D85EX-15	EROPS, PAT, RIPPER	EQ0014575	12,129	\$100,000
2006	Komatsu D155AX-5B	EROPS, SEMI-U, SSR	EQ0012311	4,300	\$265,000

Year	Make/Model	Description	Unit #	Hrs.	Price
MOTOR GRADERS 					
2006	Komatsu GD655-3CA	RIPPER	EQ0011399	3,700	\$150,000
2007	Komatsu GD655-3E0	RIPPER	EQ0012974	2,500	\$169,500
2010	Komatsu GD655-3E0		EQ0014185	900	\$205,000

Year	Make/Model	Description	Unit #	Hrs.	Price
MANLIFT					
1993	45AH	AS IS	EQ0012371	NA	\$14,000

Year	Make/Model	Description	Unit #	Hrs.	Price
PAVING & COMPACTION 					
2005	Hamm 3307P		EQ0012615	1,550	\$49,990
2007	Hamm 3307P		EQ0013801	400	\$55,099
2005	Bomag BW11RH		EQ0013976	209	\$52,000

Year	Make/Model	Description	Unit #	Hrs.	Price
TRUCKS/TRAILERS 					
1996	Parker tilt		EQ0014318	NA	\$1,000
2003	Trail King TKT24		EQ0014431	NA	\$6,000
	Big Tex		EQ0014317	NA	\$3,500
2006	Witzco RG-35	AS IS	EQ0012522	NA	\$25,000
2004	Ledwell	4,000 GALLON	EQ0011926	2,400	\$82,500
1997	Rosco RA300		EQ0015055	3,500	\$27,500
2004	Lonestar 4 1/2 cy mixer	STERLING CHASIS	EW0013979	1,820 mi.	\$65,000

Year	Make/Model	Description	Unit #	Hrs.	Price
RECYCLERS/PLANERS					
2008	Bomag MPH364R-2		EQ0013564	230	\$215,000

Year	Make/Model	Description	Unit #	Hrs.	Price
BACKHOE 					
1988	John Deere 310	AS IS	EQ0014226	12,830	\$10,000

Year	Make/Model	Description	Unit #	Hrs.	Price
LOADERS 					
2008	Komatsu WA200-6		EQ0014324	2,691	\$79,500
2007	Komatsu WA320-5L		EQ0012530	6,417	\$89,500

Year	Make/Model	Description	Unit #	Hrs.	Price
SKID LOADERS 					
2006	Komatsu SK820-5		EQ0009893	1,111	\$25,000
2011	Case SV300		EQ0015019	500	\$42,200



2008 CAT D5K
\$84,500



1997 ROSCO RA300
\$27,500



2006 KOMATSU PC300HD-7
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