



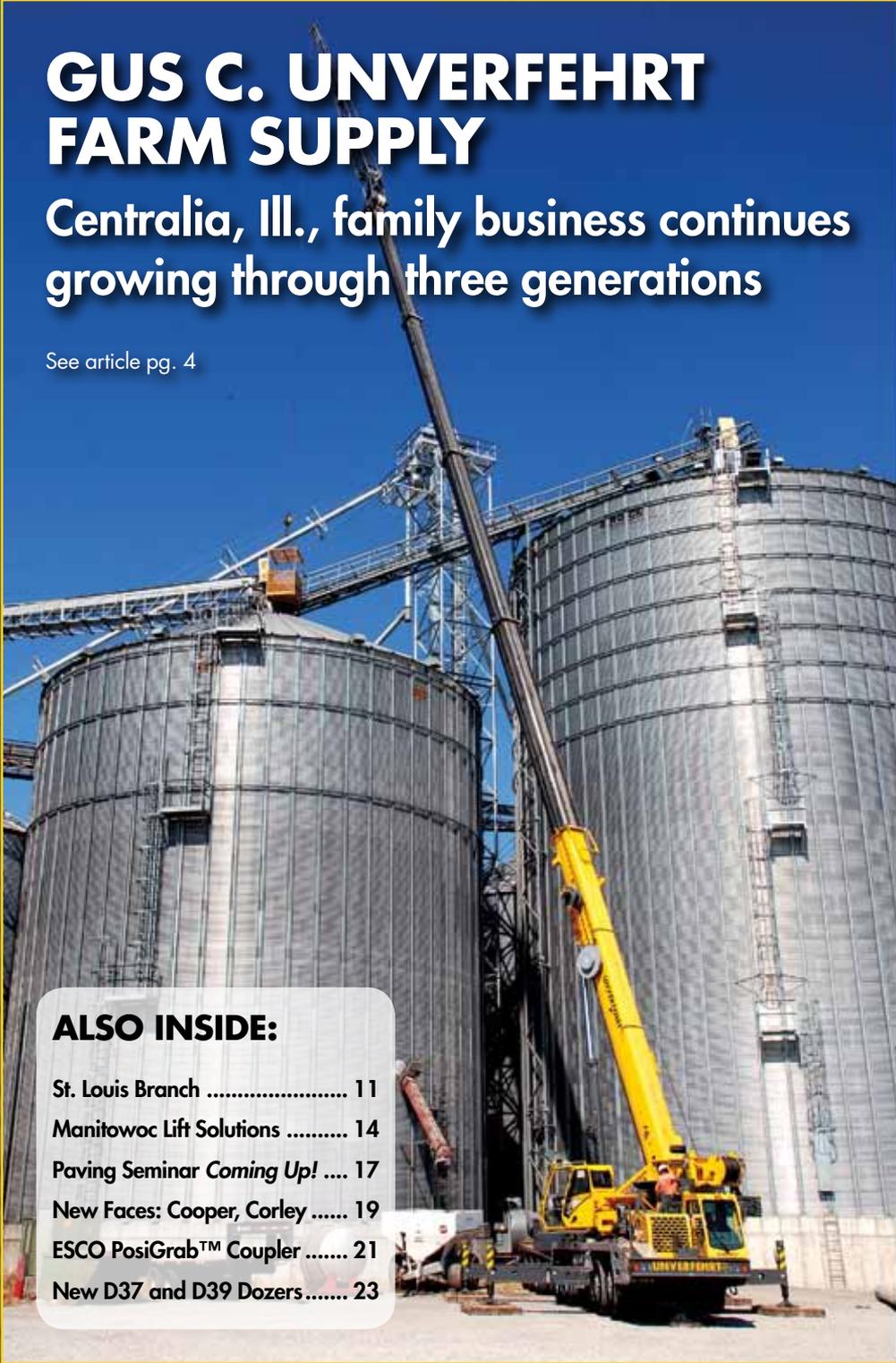
A publication for and about Kirby-Smith Machinery, Inc. customers

Connection

GUS C. UNVERFEHRT FARM SUPPLY

Centralia, Ill., family business continues growing through three generations

See article pg. 4



(L-R) Gus and Irene Unverfehrt, their son, Larry, and his son, Matthew

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MESSAGE FROM THE PRESIDENT



Ed Kirby

**Outlook is
positive for
2013**



Dear Valued Customer:

We've had a growing sense of optimism when it comes to the construction industry in the past couple of years. That positive outlook continues into 2013 with what looks to be a strong foundation for a significant rebound in housing. In addition, we're into the first few months of MAP-21, the new "highway bill." Recent reports suggest that Congress may already be looking ahead to the next one.

In this edition, we highlight Gus C. Unverfehrt Farm Supply, a third-generation family business that has grown from raising livestock to erecting grain bins. We thank the Unverfehrt family for choosing Kirby-Smith Machinery and Grove and National Crane products.

At Kirby-Smith, we're committed to serving customers like Unverfehrt to the best of our ability. That's why in May of 2012 we developed a "Customer Care Center," which measures each branch in post-delivery of equipment and service. Take a moment to read how the St. Louis branch is developing its reputation for standing behind quality equipment with outstanding service.

To better serve road and bridge builders, we are introducing a new Kirby-Smith Machinery division that is strictly focused on the Highway and Bridge markets. Heading up our efforts is Gary Corley, who has more than 30 years in the highway and paving industry.

Other articles in this edition of your Kirby-Smith *Connection* magazine highlight new Komatsu Tier 4 Interim D37 and D39 dozers and a PC138 tight-tail-swing excavator. Check them out to see the advantages they could offer your business, including complimentary scheduled maintenance completed by our technicians using genuine OEM parts and fluids.

To further increase on-the-job efficiency, Komatsu offers training that can help make your operators more productive and reduce operating costs. An article inside goes into further detail.

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

Sincerely,
KIRBY-SMITH MACHINERY, INC.

Ed Kirby,
President



Connection

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

IN THIS ISSUE...

D&E DOZER SERVICE

See how this Drumright, Okla., family business has continued to succeed through four generations.

CITY OF ARLINGTON

Learn why this Public Works Operations has found the Komatsu WA320-6 to be a good multitasking tool.

IDLE TALK

Discover Komatsu's easy solution to saving money — by reducing idling time.

NEW PRODUCTS

See how Komatsu's versatile new WA270-7 and WA320-7 wheel loaders provide the benefits of two machines in one.

CRANE TALK

Read the articles about Grove's all-terrain cranes, which offer excellent mobility and lift capacity.

NEW PAVING PRODUCTS

Searching for a versatile concrete slipform paver? Kirby-Smith now carries the Wirtgen SP 80i series.

PROFITABLE PAVING

Here's a recap of Kirby-Smith's second annual Texas paving seminar.

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GUS C. UNVERFEHRT FARM SUPPLY

This family business has continued growing through three generations

www.KirbySmithConnection.com



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

Three generations of Unverfehrt's are active in operating Gus C. Unverfehrt Farm Supply, including (L-R) Gus and Irene, their son, Larry, and his son, Matthew.

When Gus Unverfehrt and his wife, Irene, started farming their own land in 1954, the thought of owning a farm-supply business wasn't on their minds. The couple raised hogs and cattle on several acres near Centralia, Ill.

"I was just trying to get by raising livestock," recalled Gus. "During those early years, the market was in East St. Louis, so I'd take livestock there once a week or every couple of weeks. While I was there, I'd pick up supplies. Neighbors started asking me to pick up items for them too, and that's really how I got into the farm-supply business. It just continued to grow from there, and in 1961, we named it Gus C. Unverfehrt Farm Supply."

Today, Gus C. Unverfehrt Farm Supply is a third-generation family business where Gus' sons Larry and Kevin now take care of day-to-day operations. Larry's wife, Kathy, works for the company, as do their sons, Matthew and Tyler, who work in sales, and their daughter, Jennifer, works in the office. Mathew's wife, Katie, also works in the office and Kevin's son, Adam, oversees electrical work and runs service calls.

Although the business came about by chance, once it was established, Gus was active in building it. In addition to supplies, such as feeding and watering systems for livestock, he began offering other services.

"For the most part, we were geared toward livestock farmers like me," said Gus. "Much of our business came from selling feeding equipment to dairy farms, which we still do. In addition, I began selling silo unloaders and became a feed dealer, which I really enjoyed. We started branching out with equipment and services geared toward grain in the late '70s, and things really snowballed."

Grain bin side expands

The first step in that direction was selling grain bins to area farmers. At the time, those individuals would erect bins themselves. As the grain market grew with increased yields, so did the need for larger bins.

"In the late 1980s, I put my first crew together to set up grain bins," said Larry, who joined his father full time in the business nearly 20 years earlier and oversees the grain side of the business, which includes grain bin construction. "It's now one of the major drivers of our business. We've continued to expand and offer commercial work erecting bins for elevators."

"Farmers and commercial customers can have vastly different needs," noted Matthew, who



Kathy Unverfehrt,
Accounts Payable
& Payroll

often works with customers on their grain bin needs. "Farmers only deal with the trucks that come from their fields, bringing grain to their bins. Commercial businesses deal with a larger volume that comes from numerous farms, often handling hundreds of



trucks a day. Farmers are generally looking for a bin system that handles about 6,000 bushels per hour, whereas an elevator may need to accommodate 20,000.”

The size of the bins needed to handle those varying volumes is also vastly different, as farmers typically put up 60,000-bushel storage units. Commercial bins are often big enough to store 750,000 bushels or more. Private, individual projects generally require about a month to complete, while larger commercial set-ups can take as long as three months. The Unverfehrt can have as many as 10 to 12 projects going at once.

“It all depends on the size and scope of the set-up as to how long it will take to complete; we’re basically a turnkey operation,” said Larry, noting that he subs out very large concrete pours. “Our own staff does more than 90 percent of our jobs, and that number continues to increase as we have started doing our own electrical work. To increase efficiency, we have multiple crews and each focuses on a particular aspect of the project: concrete, building the grain bins, building the augers, assembly of the grain legs, etc. That way, once the concrete crew is done with its work, it can move on to another project while the other crews come in and do their work.”

The bulk of the company’s work comes after the planting season, during the summer and early fall, to ensure bins are ready for harvest season. The company also works throughout the winter, stopping only when the temperatures are cold enough that concrete can’t be poured. Matthew noted, however, that a project starts well before Gus C. Unverfehrt Farm Supply crews ever begin working.

“We sit down with customers to get details of their needs and their budget and work to tailor a system that fits. Sometimes that may involve incorporating existing bins into a new system or it may be a totally new construction. Then we start from the ground up, from initial site prep and concrete bases to the finished bins and grain legs. Most cases now involve automated systems that are electrically wired, and we’ll run the wiring. We work closely with another contractor to do the automation set-up. Ultimately, the goal is to make our customers as efficient as possible.”

Continued . . .



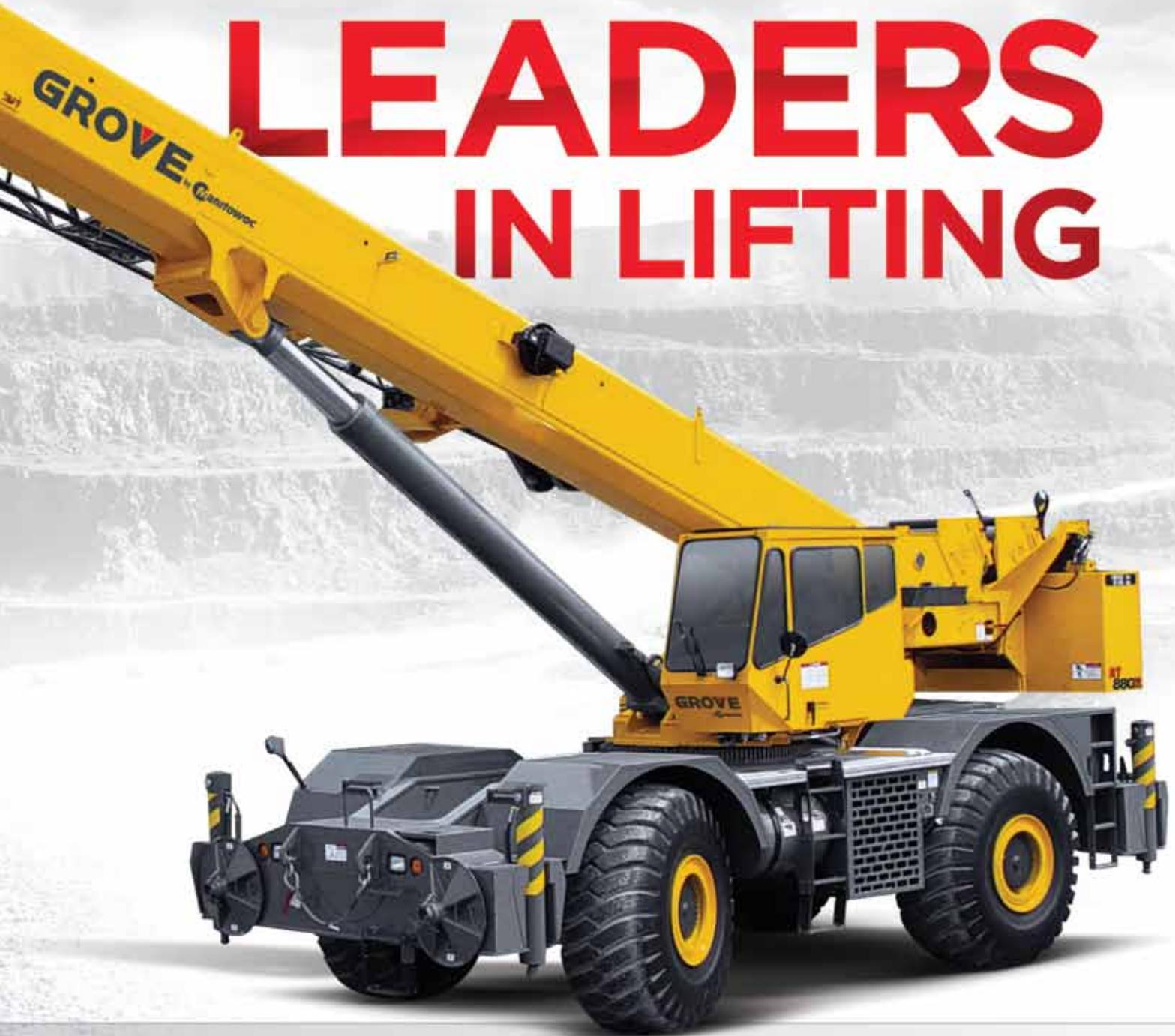
▶ VIDEO

Operator Roger Boozer lifts a grain bin into place on a farm using a 110-ton Grove TMS9000E crane.

Members of the Unverfehrt team gather for a photo outside the company’s headquarters in Centralia, Ill.



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Expanded offerings bring growth

... continued

Gus C. Unverfehrt Farm Supply also takes care of customers' service needs. The company offers round-the-clock service, with a goal of getting a breakdown or other problem fixed the same day.

"From a service standpoint, we're available any time because our customers can often be working at all hours of the day and night, especially during harvest," said Larry. "We've taken calls at two in the morning on a Sunday. We make ourselves available because we understand how crucial it is to have their equipment back up and running as quickly as possible."

A need for larger equipment

As the need for additional storage capacities became necessary, so did the Unverfehrt's need for larger equipment. It began purchasing National boom truck cranes in the mid-1990s, and now has 28- and 40-ton units.

"The most efficient way to assemble bins is on the ground, especially the smaller ones," explained Larry. "The truck crane can lift the pieces into place, and our crew can bolt them together. Our National cranes are great for that step, and the various sizes we have allow us to fit different needs most effectively. National has a good reputation for quality products, so when we were looking for cranes, that's where I started. We bought a used one, and it performed well. That sold us on buying additional units. For smaller jobs, they work great."

For larger jobs, Gus C. Unverfehrt Farm Supply relies on two 110-ton Grove TMS9000E truck-mounted cranes. The mobile units have a maximum tip height of 235 feet, and the company added a hydraulic luffing jib that allows set-ups in tight areas. The company also chose the full counterweight package, which maxes out at 48,500 pounds.

"That size machine really fits our markets well," stated Matthew. "Larger bins mean heavier and higher picks, and the TMS9000 gives us the lifting capacity we need. The luffing jib will fold up to a 20-degree angle, giving us further reach. That's important in an area where we have to keep a small footprint. We also like that they have one cylinder that pushes the boom out in stages. It gives us better capacity than other systems we've seen. The full counterweight package gives us flexibility to add capacity as needed."

"Mobility was also a factor in our decision to buy," Matthew continued. "Both the National and Grove cranes allow us to drive from project to project, which saves time and is more efficient than moving a larger crane in pieces and taking hours or days to set it up. With these cranes, we can pull onto the site and be ready to pick in minutes."

The Unverfehrt's worked with Kirby-Smith Machinery St. Louis Branch Manager Ray Jost on the purchase of both the National and Grove products. "Like us, Kirby-Smith understands the importance of backing what they sell with exceptional service," said Larry. "We've developed a great relationship with Kirby-Smith, working with Ray Jost and Dave Hoeft, before he retired. They're knowledgeable in what the cranes will do, and Kirby-Smith service techs are well-trained to handle anything we've needed."

Additional services

In addition to grain bin services, Gus C. Unverfehrt Farm Supply also carries machinery, including transport and unloading augers, as well as parts for the wide variety of equipment it sells.

On the livestock side of the business, Gus C. Unverfehrt Farm Supply carries several products: gravity boxes for hauling feed, seed and fertilizer; liquid manure spreaders, mixers and silo unloaders. One of the company's largest livestock offerings is its dairy equipment, which includes robotic and other types of milking machines.

Continued . . .



Kevin Unverfehrt,
Sales/Dairy



Tyler Unverfehrt,
Sales



Adam Unverfehrt,
Electrical



Jennifer Unverfehrt,
Office

(L-R) Larry Unverfehrt, his father, Gus, and his son, Matthew, meet with Kirby-Smith Machinery's St. Louis Service Manager Tim Carothers, Product Support Representative Tom Costello and Branch Manager Ray Jost. "We've developed a great relationship with Kirby-Smith," said Larry.



▶ VIDEO

Grove and National cranes meet varying jobsite needs

... continued



During assembly, Gus C. Unverfehrt Farm Supply uses National boom truck cranes to lift pieces into place before crew members bolt them together.



“As with the grain bin business, we work with customers to find the right system to fit their particular needs,” said Kevin, who oversees that side of the business. “Robotic milking is an area that continues to grow, and a facet of the business where we’re looking to expand.”

In total, Gus C. Unverfehrt Farm Supply has 44 full-time employees and hires about 20 part-time workers during the summer. It has nearly 500 years of combined experience on staff.

“We have numerous longtime employees, including some that have been here 10, 15 and even 20 years or more, and that experience really pays off,” asserted Kevin. “They’re dedicated and they take ownership of a project, with an eye toward doing it right the first time while meeting a customer’s time and budget constraints. That, in turn, has helped us gain new business because our customers often recommend us to other people. Those same people who are spreading the word have also called us back many times to do repeat work for them.”

Forward-looking approach

Despite more than 50 years in business, Gus C. Unverfehrt isn’t satisfied with the status quo. In addition to expanding into robotic milking systems, the company is also looking to grow in the center-pivot irrigation market, something it started selling the past couple of years.

“We believe that staying static will lead to going backward, so we take a forward-looking approach,” said Larry. “That’s an ideal Kevin and I have worked to instill in our kids, and they’re taking it and running with it. I believe the future of the company is very bright with the third generation.”

Kevin agreed. “Our dad was willing to step out and take chances, and he taught us that doing that, along with hard work and an eye toward customer satisfaction, will take us a long way. It’s nice to see the kids taking an active interest in carrying on what our dad and we have built.”

“Much of the growth we’ve experienced is directly due to Larry, Kevin and their families’ efforts in seeing an opportunity and running with it,” acknowledged Gus. “Irene and I couldn’t be prouder of what they’ve done and continue to do.” ■

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ST. LOUIS BRANCH

Kirby-Smith Machinery a leader in eastern Missouri, southwestern Illinois crane markets

Kirby-Smith Machinery moved into the St. Louis crane market a little more than 10 years ago. During its tenure there, the branch has built a solid reputation for providing quality equipment, and standing behind it with outstanding service.

Much of Kirby-Smith Machinery's crane offerings comes from the Manitowoc group, which includes Manitowoc lattice-boom crawlers, Grove all-terrain, rough-terrain and truck-mounted cranes and National boom truck cranes. The branch, located along Gravois Road on the west side of St. Louis, also carries Effer articulated and Broderson industrial crane models.

"We're a unique Kirby-Smith facility because our major focus is on cranes," said Branch Manager Ray Jost. "We sell and rent what we believe are the leading products in the industry. We offer other products, such as telehandlers and lifts, but cranes certainly lead the way. We back everything with parts and service support from experienced and knowledgeable people dedicated to keeping our customers productive and profitable.

"Many of our current employees worked for the previous Grove crane dealership," Jost added. "So, they knew the products, which was invaluable. Of course, in the past 10 years there have been many changes to equipment. We

ensure the staff stays up to date by providing 40 to 80 hours of training each year, both in-house and at our manufacturers' locations."

Kirby-Smith Machinery's St. Louis branch recently added Bruce Bayless as Territory Manager. He covers the eastern half of Missouri and the southwest half of Illinois. Bayless started in the crane industry in 1980, working for his dad's dealership in the Kansas City area.

"Having been in the industry 30-plus years, I know the crane business well, including some of the customers I now work with at Kirby-Smith," said Bayless. "I also know how well-respected the Kirby-Smith name is because of its dedication to taking care of customers, not only in the quality products it offers but the outstanding support it provides."

Bayless said he's always had a similar approach to crane sales and rentals. "I truly enjoy working with customers to get to know them both on business and personal levels. I've always believed in being honest and straightforward with customers in helping them find the right crane or cranes to maximize pick capacity so the machines are the most productive and profitable."

About 17 people make up the St. Louis team, with more than half working in the service department. Service Manager Tim Carothers,

Continued . . .



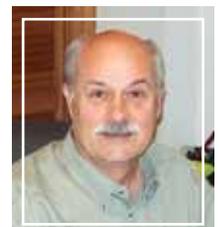
Ray Jost,
Branch Manager



Tim Carothers,
Service Manager



Ceily Davis,
Parts Manager



Bruce Bayless,
Territory Manager

Located along Gravois Road on the west side of St. Louis, Kirby-Smith's St. Louis branch carries Manitowoc products, including Manitowoc crawler cranes, Grove all-terrain, rough-terrain and truck-mounted cranes and National boom trucks.



Field service helps maximize uptime

... continued



Tom Costello,
Product Support
Representative



Debbie Cordry,
Office & Rental
Coordinator



Jeri Hackett,
Receptionist



Wayne Asher (left) and Mike Briscoe make up the St. Louis branch parts staff.

The St. Louis service team includes (L-R) Michael Santel, Bill Ruser, Dale Schmidt, Casey Hodges and Kerry MacPherson.



who's been at the branch for seven years, leads a group that includes six field and two shop technicians. Technicians Bill Ruser, Dale Schmidt and Kerry MacPherson have been on staff for a decade.

"We cover a very large area that encompasses southern Illinois and eastern Missouri," said



The St. Louis branch performs most of its service in the field. "Our customers appreciate that convenience because it decreases downtime," said Service Manager Tim Carothers.



(L-R) St. Louis Service Technicians include Ken Boenker, John Fallert and Matt Baczynski.

Carothers, noting service techs sometimes go beyond the immediate territory and into Kansas if a customer needs service. "It's not always convenient for customers to bring their machines into the shop, so a very large percentage of our work is done in the field. Our field service technicians are equipped with trucks designed to take care of nearly any need on site that can be done in the shop. Our customers appreciate that convenience because it decreases downtime."

Parts when needed

To help further reduce downtime, Kirby-Smith's St. Louis branch keeps a large parts inventory in stock. Parts Manager Ceily Davis oversees the department, which includes Wayne Asher, 10 years on staff, and Mike Briscoe, three years.

"Our inventory is based on several factors, including how many machines we have in the field and how often a part is ordered," explained Davis. "Our goal is to have those parts in stock when a customer needs them. Because we cover such a large area, most of our orders are drop shipped directly to customers' offices or jobsites. We do what's most efficient for them."

Added parts and service support comes from Product Support Representative Tom Costello, who's been with Kirby-Smith 11 years. He meets with customers to provide solutions to their service and parts needs.

"I've developed very good relationships with our customers through the years," stated Costello. "My focus is on working one-on-one with customers to find ways we can better serve them. That may mean setting up a maintenance contract, or it may be parts related. I can help them acquire items such as wire rope and rigging, filters, boom grease, bucket teeth and cutting edges and other supplies. I believe the service we provide is as important as the crane products we carry." ■

The St. Louis shop has ample space for large crane service, as well as other products, such as telehandlers and lifts.



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Ben Graham,
Vice President,
Crane Division
Manager

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Lift Solutions services include: crane customization, custom load charts, special lift-planning procedures, accident investigation support, approval letters for special lifts, customer-supplied attachments, travel and operation in above-average wind conditions.

Manitowoc’s Lift Solutions services offer a host of options, including customization and special lift-planning procedures for lattice-boom crawler cranes. Customers interested in Lift Solutions should contact their Kirby-Smith Machinery territory manager to learn more about the benefits it offers.

“The first step for crane users is contacting their Kirby-Smith territory manager,” said Ben Graham, Kirby-Smith Vice President, Crane Division Manager. “They can provide guidance and get the ball rolling to ensure customers’ lattice-boom crane needs are properly addressed by Lift Solutions.”

Through Lift Solutions, Manitowoc quotes, engineers and produces cranes or attachments for unique applications that require lattice-boom crawlers. It calls on the expertise of Manitowoc’s Engineering, Purchasing, Operations and Sales groups — with representatives from each of these divisions that now comprise a dedicated team to help customers overcome tough lifts or job scenarios.

“We don’t believe the job is finished when customers purchase or rent one of our cranes,” said Allen Kadow, who manages the Lift Solutions team. “With Lift Solutions, we can provide customized technical support to assist customers through challenging lifts or projects.”

Graham said innovative ideas, such as Lift Solutions, make Manitowoc crawlers, along with other Manitowoc products (Grove, National), a good choice for customers’ crane needs in any industry.

“Lift Solutions is another example of why Kirby-Smith aligns itself with industry leaders such as Manitowoc,” said Graham. “Like us, they are dedicated to providing not only quality products, but service that makes customers more productive, efficient and versatile.”

For more information about how Manitowoc’s Lift Solutions can help with your lattice-boom crawler needs, contact your Kirby-Smith Machinery territory manager or your nearest Kirby-Smith branch location. ■



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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.



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PAVING SEMINAR SCHEDULED

Second annual Kirby-Smith event will highlight best practices to increase efficiency, profitability

Kirby-Smith Machinery will hold its second annual Texas Paving Seminar on Tuesday, February 26, at the Arlington Convention Center. As with its inaugural event, which was attended by nearly 500 people, Kirby-Smith will highlight best paving practices, as well as other useful topics. Registration begins at 7:30 a.m., and the seminar runs from 8 a.m. to 3:30 p.m., with lunch provided.

Educational presentations include insights into efficient milling, soil stabilization, compaction, asphalt-shingle recycling and other topics. Kirby-Smith personnel and manufacturers' representatives will be on hand to answer questions as well.

"Kirby-Smith is the paving authority in Oklahoma and Texas, and this event showcases our capabilities," said Kirby-Smith Machinery Paving Manager Gary Corley. "Although we'll have equipment on display, this is not a sales event. We want customers to learn ways they can be more effective by attending educational sessions led by industry professionals who know techniques to increase efficiency, production and profits."

Representatives from leading manufacturers, such as the Wirtgen Group, will lead many of the presentations. Products from the Wirtgen Group on display at the event include Wirtgen milling machines and soil stabilizers, Vögele pavers, Hamm compactors and Kleemann crushers. Products from Broce Broom, Atlas Copco, Doppstadt, Gradall and Komatsu will be shown as well.

"Among Kirby-Smith's extensive lineup of products are top manufacturers in the paving industry, including Wirtgen," said Texas Sales Manager Doug Bagley. "Some of those products will be on display, and we encourage attendees to

check them out. But, ultimately what we want them to take away from the paving seminar are ideas and practices that can help them put more money in their pockets."

"The paving industry is critical to the success of the country because our basic infrastructure helps move the economy," pointed out Dallas Branch Manager David Cooper. "The paving process requires operators and owners to keep current with the latest equipment and applications. This one-day event brings the best of product, support and real-work applications to a single location. Attendees can learn from industry experts, and the customer interaction gives us and our manufacturers insights directly from end users. Kirby-Smith's commitment to providing the resources for this seminar is a tangible way of showing the strength of our products and after-sale support."

For more information about the upcoming Paving Seminar, contact your Kirby-Smith sales representative or your local Kirby-Smith branch. ■



Go online or scan this QR code using an app on your smart phone to watch video of Kirby-Smith's 2012 Paving Seminar.

www.KirbySmithConnection.com

About 500 people attended last year's Kirby-Smith Paving Seminar, which offered insights into best practices for the paving industry. The 2013 event will be held February 26 at the Arlington Convention Center.



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New Dallas Branch Manager David Cooper believes in outstanding customer service

David Cooper recently joined Kirby-Smith Machinery as Branch Manager for the company's Dallas location. Cooper has spent nearly 40 years in the equipment industry, the last six of which have been in the Dallas market.

Cooper oversees day-to-day operations for the branch, which covers the eastern half of the Dallas-Fort Worth metroplex, as well as northeast Texas, including Texarkana. He's responsible for leading a team of nearly 50 employees, including all aspects of parts, service and sales.

"What I enjoy most is building relationships with customers, getting to know their businesses and how best to help them find the right equipment, then backing it with

outstanding parts and service support," said Cooper. "I believe Kirby-Smith carries many of the top manufacturers in the industry, some of which I've dealt with before. My philosophy is to take care of the customer in a fair and honest manner."

Cooper and his wife, Kathryn, enjoy hitting the road in their 1993 Corvette and are members of The Corvette Club of Texas. They also recently purchased a Spyder motorcycle. ■



David Cooper,
Dallas Branch Manager

Gary Corley brings valuable experience to new Paving Manager position

New Kirby-Smith Paving Manager Gary Corley brings more than 40 years of experience in the asphalt-paving industry, both at the manufacturer and dealer levels. A native Texan, Corley also serves on an advisory board for the Texas Asphalt Paving Association.

"In the past few years, the paving industry has changed dramatically with advances in technology," said Corley. "Having been a part of that first-hand allows me to see things from a customer's perspective. I believe in building relationships with customers, so I can understand their needs and how best to meet them. That matches up with Kirby-Smith's values.

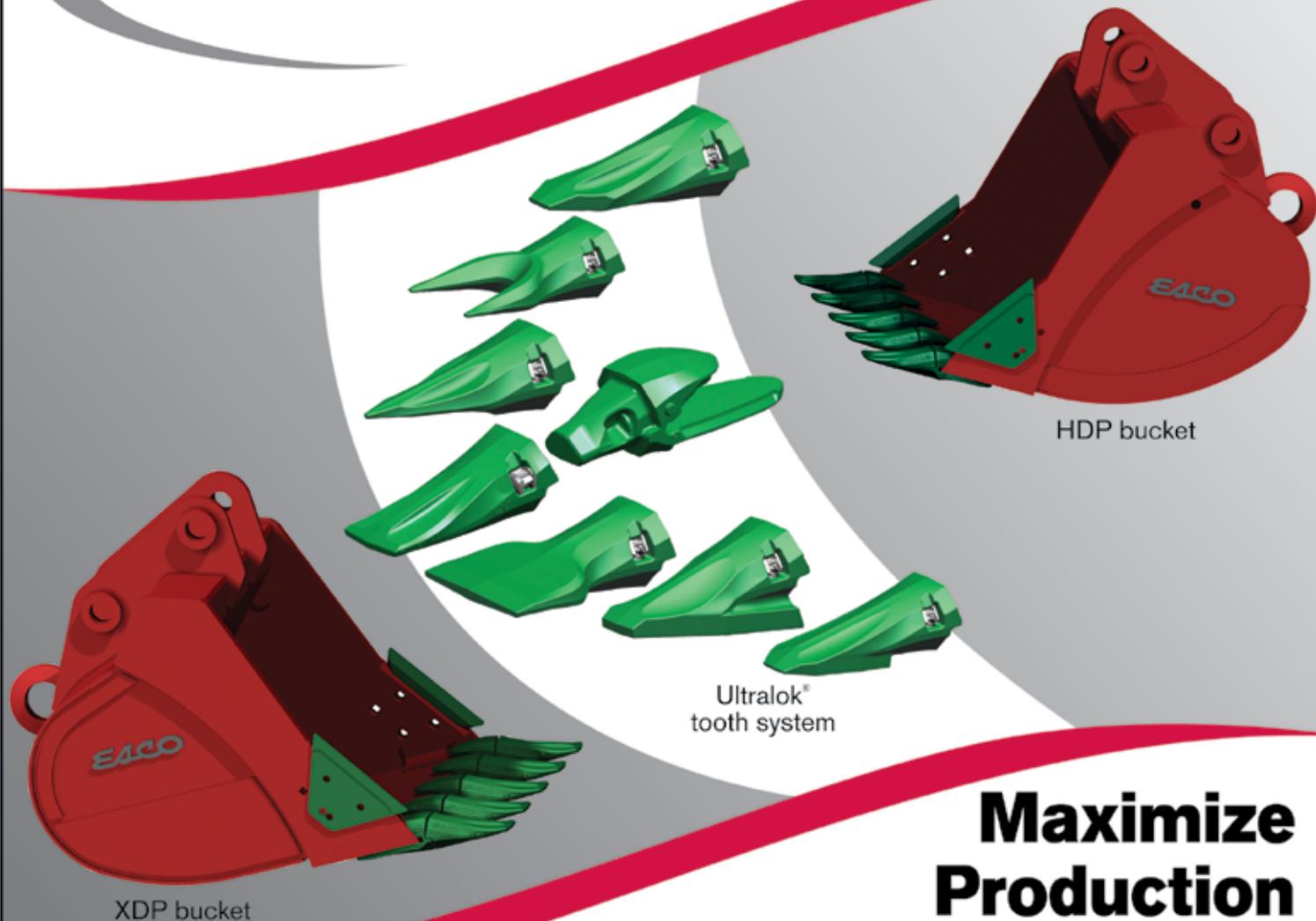
"Another strength of Kirby-Smith is its alignment with top manufacturers, such as Wirtgen," he added. "Wirtgen demands

excellence of itself and is constantly working to improve its equipment through research and development. It also believes in helping users develop greater efficiency and productivity by educating them on best practices. Kirby-Smith does that as well, with events such as its paving seminar."

Corley and his wife, Rosemary, have been married 13 years. He considers himself an amateur historian who likes to read. Corley also enjoys playing golf and cooking. ■



Gary Corley,
Texas Paving Manager



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PROFITABLE PRODUCT

ESCO's PosiGrab™ coupler saves time, ups your excavator's versatility

Equipment owners and operators know that versatility and time savings equal greater profit. ESCO's new PosiGrab coupler meets those demands with a system designed for quick attachment changes on excavators in the seven- to 75-ton size classes.

"Manually changing various excavator attachments has always been a labor-intensive, time-consuming function that places employees at risk while working outside the machine," stated Steve Herbert, North American Marketing Manager for ESCO. "As the construction industry evolves, increased focus on safety and machine utilization is a natural progression. Multi-pin-grabber, hydraulic quick couplers, such as ESCO's PosiGrab coupler, have become an excellent way to keep operators in the cab and out of harm's way when changing attachments. It also increases machine availability and reduces overall costs along the way."

ESCO's PosiGrab coupler works with all types of buckets and attachments that meet OEM connection specifications. It features dual, independent, mechanically driven, front and rear locks, both of which are visible from the cab. The PosiGrab coupler does not rely on gravity to engage locks, and it requires forced hydraulic pressure to disengage the lock mechanism.

"Operators can do a complete attachment change-out in less than a minute," said Herbert. "We conducted timed competitions using unskilled operators and proved that starting with an empty coupler, a bucket could be attached in 26 seconds. This demonstrates a full cycle of bucket switching can be easily completed in less than 52 seconds by a skilled operator."

The PosiGrab coupler is engineered to exacting quality standards with high-strength steel for improved reliability and reduced

stress and fatigue on attachments and machines. It's manufactured to ISO9001 standards, and is FEA (Finite Element Analysis) tested, a process that takes a CAD model of a coupler and runs it through various load strains to ensure it will stand up to actual loads during duty cycles.

"Installation is simple and can be done in a few hours using an ESCO installation manual," noted Herbert, who said the coupler can also be factory-installed. "There's little downtime associated with installation, and owners will easily make that up in the time saved by the PosiGrab coupler. With the added versatility the PosiGrab coupler offers, they can also do more with the same machine, which is another benefit to the bottom line." ■

For more information on the PosiGrab coupler, contact your Kirby-Smith territory manager or one of its branch locations.



Go online or scan this QR code using an app on your smart phone to watch video about ESCO's PosiGrab coupler.

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ESCO's PosiGrab coupler works with excavators in the seven- to 75-ton size classes and allows for quicker and safer bucket and attachment changes. It works with all types of buckets and attachments that meet the OEM connection specification.

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NEW D37-23, D39-23 DOZERS

Customer input helps drive significant improvements in new Tier 4 Interim models

When a machine manufacturer introduces new models, you expect the equipment to meet current emissions requirements. But it would be nice to know that the manufacturer is also listening to your suggestions on improving production, efficiency and other attributes that better your bottom line. Komatsu did just that as it designed and built its new Tier 4 Interim D37-23 and D39-23 dozers.

“Customer input was a major driver in enhancements made to the new dozers,” said Product Manager Bruce Boebel. “They told us they wanted improved efficiency, operator comfort and customization of the machine controls, and lower maintenance costs. Komatsu built all of those attributes into the Dash-23 models, with the most significant improvement coming in the more efficient engines and next-generation hydrostatic transmissions that reduce owning and operating costs.”

Komatsu maintained the horsepower in the Dash-23 models compared to its Tier 3 counterparts, but new engine technology improves efficiency and lowers fuel consumption. An advanced, electronic-control system manages airflow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance while reducing emissions and providing advanced diagnostic capability.

“We reduced operating costs further with a more simplified Tier 4 engine that uses 100-percent passive regeneration to remove soot without interfering with daily operation,” said Boebel. “Instead of a diesel particulate filter, the D37-23 and D39-23 dozers have

a new Komatsu Diesel Oxidation Catalyst that’s integrated into the engine. It requires no scheduled maintenance and is designed for long life.”

The new, Komatsu-exclusive, hydrostatic-transmission, pump-control technology is incorporated with the new engines to improve operational efficiency. It increases productivity up to 4 percent and reduces fuel consumption, compared to a conventional hydrostatic-control system. Even under load, the new transmission provides powerful turns.



Bruce Boebel,
Product Manager

Continued . . .

Brief Specs on Komatsu D37-23 and D39-23 Dozers			
Model	Net Horsepower*	Operating Weight	Blade Capacity
D37EX-23	89 hp	18,386 lbs.	2.50 cu. yds.
D37PX-23	89 hp	19,048 lbs.	2.55 - 2.78 cu. yds.
D39EX-23	105 hp	20,437 lbs.	2.89 cu. yds.
D39PX-23	105 hp	21,363 lbs.	2.72 - 3.00 cu. yds.

*At 2,200 rpm



New engine technology in the Komatsu D37-23 and D39-23 dozers improves efficiency and lowers fuel consumption, compared to Tier 3 models, while maintaining horsepower.

New features add to operator comfort, productivity

... continued

Operators can choose between two working modes, Economy and Power, that match performance to the application. E mode is designed for general dozing, leveling and spreading applications. Maximum power for slot dozing, ripping, uphill dozing and other demanding applications is available with P mode.

"In most cases, Economy mode is the best choice and has up to 20-percent better fuel economy compared to prior models, and P mode improves economy by up to 10 percent, even in demanding applications," said Boebel. "Operators can also choose from two gearshift modes: Variable, which has 20 incremental speed settings, and the new Customizable Quick shift with three speed settings that can be adjusted through the monitor, which is also new and easy-to-use."

Better blade visibility

Additional productivity features include a steeply slanted engine hood and a forward-mounted cab that moves the operator closer to the blade to improve visibility. Dash-23 models have a new power-angle-tilt blade with curvature that more efficiently rolls material. A new, hydraulic, blade-angle toggle switch improves ease of blade operation.

A new, Komatsu-exclusive, HST transmission in Komatsu D37-23 and D39-23 dozers increases productivity up to 4 percent and reduces fuel consumption, compared to prior models. Even under load, the new transmissions provide powerful turns.

Joystick controls are ergonomically designed, offering operators a relaxed posture and superb fine control to minimize fatigue. The cab is quieter with reduced decibel levels, and the standard air-ride seat is more comfortable and can be heated with the flip of a switch.

"Operator comfort is an integral part of any machine, so Komatsu added to the features in our previous models by incorporating attributes that customers told us would increase their productivity," said Boebel. "In addition, the ROPS-integrated cab is pressurized and mounted on viscous dampers to reduce vibration. Users told us they wanted a radio auxiliary jack and a 12-volt power converter, so those are standard too."

Reduced maintenance, more production

Also standard is Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours. Factory-certified technicians perform the work using only genuine Komatsu parts and fluids.

"Komatsu CARE offers peace of mind that services will be done properly and on time, which directly affects durability, longevity, productivity and, ultimately, resale value," said Boebel. "Komatsu and our distributors actively track machines with KOMTRAX, so we can proactively schedule those maintenance intervals at a time convenient to the customer."

Komatsu designed routine maintenance to be easy. Daily engine checks are grouped at the left-hand side of the engine compartment. The rear-mounted, swing-up hydraulic fan allows for easy, periodic access to the radiator, oil cooler and charge-air cooler. The operator can quickly clean the side-by-side coolers from the cab, using the manually reversing fan.

"We encourage everyone who uses dozers for land clearing, grading, forestry and site work to see what these new machines designed from customer input can do for their businesses," said Boebel. "We believe they'll see a marked difference in their per-ton, per-yard costs to move dirt and other materials." ■



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Tight-tail-swing PC138USLC-10 offers excellent power and efficiency in a compact size



Craig McGinnis,
Product Specialist-
Excavators

Contractors continue to see the value in compact excavators that offer powerful performance coupled with a tight tail swing. Komatsu’s new PC138USLC-10 takes that value to a new level with a more efficient Tier 4 Interim engine that offers additional horsepower and lower fuel consumption than its predecessor.

“The PC138 has always been a popular machine because it allows users to get into confined spaces, such as between buildings or in a traffic lane, and get work done without sacrificing power,” said Craig McGinnis, Product Specialist-Excavators. “Owners and operators like that because they still have the benefits of the lifting power and production of a conventional machine. The unique contoured cab in the new PC138 swings within the same radius as the counterweight, so if one clears, the other will also clear when swinging.

“The new PC138USLC-10 also has added technology, including a new hydraulic-pump

control that improves operational efficiency and reduces fuel consumption by up to 7 percent, depending on work load,” McGinnis added.

The operator can select a working mode that matches engine speed, pump delivery and system pressure, thereby maximizing efficiency. A variable-flow turbocharger provides optimum airflow under all speed and load conditions.

“In most cases, Economy (E) mode is the best option because it reduces fuel consumption, while giving the power and production needed for most applications,” noted McGinnis. “For tough digging conditions, an easy switch to Power (P) mode is appropriate. The excavator also has Lifting, Breaker, Attachment Power and Attachment Economy modes.

“We’ve found that customers appreciate the flexibility of being able to select the most efficient mode,” he pointed out. “They also like that new Komatsu machines, including the PC138USLC-10, have Eco Guidance, which appears on the cab monitor, showing the operator how to maximize fuel economy.”

Backed by Komatsu CARE

Like other Komatsu Tier 4 Interim machines, the PC138USLC-10 is backed by Komatsu CARE, which provides complimentary scheduled maintenance for three years or 2,000 hours. Factory-certified technicians do all the work using genuine Komatsu parts and fluids.

“Komatsu distributors track machines using KOMTRAX and work with the customer to schedule a convenient time to perform the services,” noted McGinnis. “We’re confident that anyone using compact excavators will see that the PC138USLC-10 is the most productive and efficient machine in its size class.” ■

Brief Specs on the Komatsu PC138USLC-10

Model	Operating Weight	Net Hp	Bucket Capacity
PC138USLC-10	31,791 - 32,628 lbs.	94 hp	0.34 - 1.0 cu. yd.

Komatsu’s new PC138USLC-10 has the productive benefits of a conventional excavator with the compact size of a tight-tail-swing machine.



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A PROACTIVE APPROACH

VP of Parts says planning, technology help Komatsu have parts inventory readily available

QUESTION: In the past few years, Komatsu introduced several new Tier 4 Interim machines. How do you prepare for new machines from a parts standpoint?

ANSWER: It starts with a proactive approach. We talk with our engineers throughout the design process. As they reach the final phase of design, we're working together to build a parts inventory list. Eventually, new machines will need parts such as filters for regular service intervals, as well as common wear items. By taking a proactive approach and working collaboratively with our distributors, we can ensure those items are on the distributor's shelf and ready before a customer needs them.

Another way we're taking a proactive approach is using KOMTRAX to monitor machine usage. Under our Komatsu CARE program, scheduled maintenance is complimentary for the first three years or 2,000 hours. KOMTRAX shows us how many hours are on a machine, so our distributors know how close a customer's machine is to a service interval and we can ensure the parts are on hand. They can then schedule a convenient time to have one of their factory-certified technicians perform the work with genuine Komatsu OEM parts and fluids.

QUESTION: Why is it important to use factory-certified technicians and Komatsu OEM parts and fluids?

ANSWER: Maintenance is a critical component in a machine's health and longevity. You want someone working on your Komatsu equipment who knows how to get the job done right and in the most efficient manner to minimize downtime.

OEM parts and fluids are specifically designed for Komatsu machines to provide continued productivity throughout their lifetime. Customers

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.

Frank Pagura,
Vice President of Parts

Frank Pagura is in his eighth year as Vice President of Parts at Komatsu, having previously served as Parts Planning and Coordination Manager for a year. He joined the company in 2004 after working in parts purchasing and parts planning for an offshore-drilling equipment manufacturer.

Since Pagura joined Komatsu, the company has expanded its regional parts distribution centers to include eight across North America. It also has a 584,000-square-foot Central Parts Operation in Ripley, Tenn., which supplies construction and mining parts throughout the world.

"The goal is always to have the parts available when the customer needs them, and our fill rate is close to 99 percent in terms of either on-the-shelf or next-day delivery through our distributors and regional parts centers," said Pagura. "We're constantly working to improve and make ordering parts easier with programs such as *epartscentral*, which allows customers to log onto a secure Web site, find the part or parts, check availability and place an order any time of the day."

Pagura is a native of New York and continues to root for the Mets and Jets. He graduated from the U.S. Naval Academy and was an active-duty officer for six years.

Frank and his wife, Trina, have three daughters, Aimee, Abigail and Avery. He enjoys spending time with the family and attending the kids' activities, including soccer and horse riding.

Minimizing downtime is Komatsu goal

... continued



Komatsu's fill rate is nearly 99 percent in terms of immediate or next-day availability through its distributors and regional parts centers.



can be confident that their Komatsu machinery is going to perform the way they expect it to. We believe that using OEM parts and fluids is ultimately more cost-effective than using will-fit components or fluids that may not provide maximum performance, or worse, lead to a catastrophic failure.

QUESTION: What about remanufactured parts. Are those cost-effective?

ANSWER: Absolutely. Komatsu offers remanufactured options on most of its major OEM components, and we often encourage customers to choose that option. Like new parts, in most cases, they're readily available. And, like new parts, we stand behind them with a one-year, unlimited-hours warranty.

QUESTION: What do you see for the future?

ANSWER: Nothing is more important to us than keeping our customers' downtime to a minimum, and to do that, we must have parts available when they're needed. Dramatic change is not something we look for from a parts standpoint. Our goal is consistency, meaning we maintain solid parts inventories at all times. That's been the case in the past, it's the case now and will continue into the future. ■



Komatsu's Central Parts Operation in Ripley, Tenn., is open 24 hours a day, seven days a week and is the main hub that handles parts distribution for Komatsu distributors and their construction and mining customers throughout the world. Komatsu also has eight regional parts distribution centers across North America.

Frank Pagura, Komatsu's Vice President of Parts, says the company takes a proactive approach to building parts inventory lists before new products, such as Tier 4 Interim machines, are available. "By taking a proactive approach, and working collaboratively with our distributors, we can ensure those items are on the distributor's shelf and ready before a customer needs them," said Pagura.



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FASTER TO FINAL GRADE

Contractor sees dramatic results on first project using a Komatsu/Topcon dozer combination

Many contractors are now getting to grade faster with less cost, making them more competitive in bidding and more profitable. The key is GPS technology and productive equipment, such as the Topcon 3D-MC² system and Komatsu D51 dozer combination that earthwork contractor Schoenfelder Construction uses.

“We initially looked at a GPS system for several reasons, including not being able to get staking done on a timely basis,” said President Norm Schoenfelder. “It’s almost inevitable that we’re going to knock over stakes during grading, which means we have to call someone out to restake. That takes time away from production because we don’t want to continue working and guess where we are in relation to the elevation we’re trying to obtain. With the Topcon system, that’s not a problem. Using a set of electronic plans and a Topcon system, we can do a project with few or no stakes at all.”

Less staking isn’t the only cost-saving advantage GPS systems provide. Studies show they save time in reaching final grade with less chance for overcutting and excess material waste that’s often associated with fills. Both came into play the first time Schoenfelder Construction used the Topcon/Komatsu D51 combination. The job called for subgrade prep for a parking lot and building pad as part of a 25-acre site-work project.

“We used it to cut about 30,000 yards of dirt and place about a foot of gravel under the pavement,” said Brad Schoenfelder. “A job of that size would normally take about three months using the traditional method of staking and constantly checking grade by a laborer or by the operator getting out of the machine to check grade. We had it done in two weeks. In fact, at the end of our work, the surveyors challenged us by

saying there was no way it could be correctly done that fast. It didn’t take long for them to figure out it was spot-on. That really sold us.”

Topcon systems interface directly with the machine’s hydraulics for more exact blade positioning during cut-and-fill and fine-grading operations. New Komatsu Tier 4 Interim dozers such as the D65-17 and D61-23 models come plug-and-play ready to accept a Topcon system. Older models can be retrofitted.

“The ability to get to grade faster gives the user a leg up on the competition,” said Mike Salyers, Product Marketing Manager with Komatsu’s Intelligent Machine Control team. “It not only speeds production, but saves labor, fuel and material costs, all of which have a direct impact on profits. The return on investment is often recouped rather quickly.” ■



Brad Schoenfelder sets up a Topcon 3D-MC² base unit used to set grade via GPS with a Komatsu D51 dozer. Schoenfelder Construction shaved months off a site-work project with the Topcon/Komatsu combination.





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MAXIMIZING PRODUCTIVITY

Komatsu offers training to help operators be more efficient

In today's competitive marketplace, productive operating practices can help you be more competitive and more profitable, too. Komatsu offers a way to help you accomplish that with its specialized operator training for both construction and mining customers.

"Some customers who have used a particular machine — a WA380-6, for example — and have veteran operators, might have recently purchased a new Tier 4 Interim WA380-7 and may only need someone to show them the new features," said Jim Sandercock, Senior Manager-Training and Demonstration. "Another customer might have several new operators who need a very in-depth course in the machine's features and how to operate it. In the first example, we'll likely come to a customer's location or jobsite and spend a day or two. For the other situation, those operators would come for a week-long class at our Training & Demonstration Center in Cartersville, Georgia, or our mining proving ground near Tucson."

Week-long, basic, operator-training classes for construction customers are the most frequently requested courses, according to Sandercock. "We limit the class to eight people and spend the first day in classroom training, covering basic functions, controls, switches, specification, maintenance and other items. The rest of the week, the trainer or trainers work one-on-one with operators, putting theory into practice."

MSHA certification available

On the mining side, Komatsu offers everything from basic operation to MSHA certification courses, including train-the-trainer qualification courses. Advanced classes require prerequisites.

"We can customize classes to go well beyond the basics," said Sandercock. "For example, we have had customers request help in being more efficient, in setting up a jobsite or mine to maximize production, and a host of other topics. Operators have a significant impact on the bottom line, including the machine's reliability, so we want them to use the features correctly to maximize production and uptime. We can do that because all our trainers have solid backgrounds in best practices.

"Customers who want operator training should contact their distributor, which will arrange it with Komatsu," Sandercock added. "We're here to help in any way we can." ■



Jim Sandercock,
Senior Manager-
Training and
Demonstration



Komatsu offers both classroom and hands-on machine training for operators. "We want them to use the features correctly to maximize production and uptime," said Komatsu's Jim Sandercock, Senior Manager-Training and Demonstration.

New MAP-21 highway bill aids post-hurricane reconstruction efforts

The streamlined emergency-relief program for federal highways created as part of MAP-21, the new highway bill, are being tested for the first time following the devastation left in Hurricane Sandy's wake.

The relief measure provides a significant boost to restoration efforts by easing environmental review regulations for state and local highway authorities following weather-related disasters. Lawmakers included exemptions from all reviews,

approvals, licensing and permitting for restorative infrastructure projects to accelerate reconstruction efforts and speed a return to normalcy.

The law provides funding for emergency repairs, making the restoration of critical infrastructure a top priority. Already, the Department of Transportation has released nearly \$30 million to Connecticut, New Jersey, New York, North Carolina and Rhode Island for emergency repairs. ■

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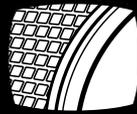
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1981 Grove RT58A, EQ0018364 \$20,000



2006 Komatsu PC400LC-7E0, as is,
 EQ00185365, 5,736 hrs. \$145,000



2005 Komatsu D65EX-15, OROPS, SEMI-U DB,
 EQ0013510, 4,007 hrs. \$100,000

Year	Make/Model	Description	Unit #	Hrs.	Price
HYDRAULIC EXCAVATORS					
2007	Komatsu PC200LC-8	w/ hyd thumb	EQ0017286	2,190	\$127,900
2008	Komatsu PC200LC-8	w/ hammer, rental	EQ0018534	2,826	\$150,000
2009	John Deere 200D		EQ0018361		\$110,700
2001	Komatsu PC228		EQ0019140	20,853	\$32,530
2007	Komatsu PC220LC-8	no bkt	EQ0012559	2,919	\$119,500
2011	Komatsu PC270LC-8		EQ0018234	2,034	\$162,650
2006	Komatsu PC300HD-7		EQ0013795	6,435	\$132,530
2004	Komatsu PC300LC-7		EQ0019440	10,085	\$60,241
2007	Komatsu PC300LC-7	new U/C	EQ0012985	4,305	\$142,000
2004	Komatsu PC400LC-7L		EQ0019325	8,804	\$144,600
2006	Komatsu PC400LC-7E0	as is	EQ0018536	5,736	\$145,000

Year	Make/Model	Description	Unit #	Hrs.	Price
PAVING & COMPACTION					
2005	Hamm 3307P	low hours	EQ0012615	1,555	\$49,990
2007	Hamm 3307P		EQ0013801	443	\$55,100
2009	Hamm 3410		EQ0019433	360	\$74,699
2005	Bomag BW11RH		EQ0013976	241	\$47,500
2009	Lee Boy 8510		EQ0019388	3,990	\$50,000

Year	Make/Model	Description	Unit #	Hrs.	Price
RECYCLERS/PLANERS					
1994	Cat SM350		EQ0017474	NA	\$34,500
2008	Bomag MPH364R-2	low hours	EQ0013564	227	\$215,000

Year	Make/Model	Description	Unit #	Hrs.	Price
CRAWLER DOZERS					
2004	Komatsu D41E-6C	as is	EQ0018537	3,725	\$30,000
2005	John Deere 700H		EQ0018729	6,540	\$60,000
2005	Komatsu D37EX-21	EROPS, PAT	EQ0013985	1,907	\$55,500
2008	Komatsu D51EX-22		EQ0019394	4,204	\$95,000
1997	Komatsu D65EX-12		EQ0019446	9,740	\$50,602
2004	Komatsu D65EX-15	EROPS, SEMI-U, RIP	EQ0011992	6,265	\$116,000
2005	Komatsu D65EX-15	OROPS, SEMI-U DB	EQ0013510	4,007	\$100,000
2006	Komatsu D65EX-15E0		EQ0019345	4,750	\$90,000
2008	Komatsu D65EX-15	EROPS, SEMI-U, RIP	EQ0017724	4,302	\$150,600
2006	Komatsu D155AX-5B	EROPS, SEMI-U, SSR	EQ0012311	4,291	\$265,000

Year	Make/Model	Description	Unit #	Hrs.	Price
LOADERS					
2005	Komatsu WA200L-5	as is	EQ0018533		\$65,000
2011	Komatsu WA250		EQ0018251	8,117	\$72,300
2007	Komatsu WA320-5L		EQ0012530	6,417	\$89,500
2008	Komatsu WA380-6	new rubber	KMU08409	3,724	\$141,500
2006	Komatsu WA450-5L		EQ0018476	45,834	\$60,250

Year	Make/Model	Description	Unit #	Hrs.	Price
SKID LOADERS					
2006	Komatsu SK820-5		EQ0009893	1,111	\$23,500
2011	Case SV300		EQ0015019	500	\$39,900

Year	Make/Model	Description	Unit #	Hrs.	Price
TRUCKS/TRAILERS					
2003	Trail King TKT24		EQ0014431	NA	\$6,000
2006	WITZGO RG-35		EQ0012522	NA	\$25,000
1974	Utility 42' VAN	as is	EQ0002989	NA	\$2,100
2008	Lonestar 4.5-cu.-yd. mixer	Sterling chasis	EQ0013979	1,808 mi	\$59,500

Year	Make/Model	Description	Unit #	Hrs.	Price
CRANES					
2005	Broderson IC200F	16' jib	EQ0012690	3,355	\$120,500
1981	Grove RT58A		EQ0018364	NA	\$20,000
1996	National 1195		EQ0019340		\$90,000
2010	National 9103AWL	2011 Pete 367	EQ0018651	3,174	\$235,000
2011	National 9125AWL	Pete 367	EQ0018653	1,000	\$343,000
2011	National 9125AWL	Pete 367	EQ0018652	3,200	\$266,000



2008 Lonestar 4.5-cu.-yd. mixer, Sterling
 chasis, EQ0013979, 1,808 mi.....\$59,500



2009 Lee Boy 8510, EQ0019388,
 3,990 hrs. \$50,000



2011 Komatsu WA250, EQ0018251,
 8,117 hrs. \$72,300

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