



# CONNECTION

A publication for and about Kirby-Smith Machinery customers • 2006 No. 3

Featured in this issue:

## CROSSLAND HEAVY CONTRACTORS

This division of Crossland Construction makes its own mark in general contracting

See article inside...



# KOMATSU

# A MESSAGE FROM THE PRESIDENT



Ed Kirby



**RELIABLE  
EQUIPMENT**

**RESPONSIVE  
SERVICE**



Dear Equipment User:

As you well know, construction has never been easy. It's always been a challenge to get jobs, to complete them on time and on budget, and to make money on them. Now, when you add in the current high cost of diesel fuel, the challenge becomes even greater.

In order to help combat those high fuel prices, you're probably looking to maximize productivity and/or improve efficiency. Komatsu's newest line of equipment featuring the Tier 3-compliant ecot3 engine can be a big step in that direction.

In this issue of your *Kirby-Smith Connection* magazine, we take a look at a machine that, in addition to the new engine, got a major redesign. As a result, Komatsu's new D155AX-6 Sigma Dozer uses 10 percent less fuel and is a whopping 15 percent more productive than its predecessor. At 87,000 pounds, it may be a bigger dozer than you're accustomed to using; but if you have a big job, it's going to let you move dirt faster and more economically than anything else in its class by a long shot.

Also in this issue, we remind you of some mostly common-sense measures you can take to use less fuel on your jobs each and every day — no matter how old or new your equipment fleet is.

Whether it's providing you with industry-leading equipment, providing the parts and service that keep you up and running, or just providing information; all of us at Kirby-Smith are here for one reason — to help you succeed in your business.

We think we can do that better than anybody else in the area, and we hope you'll give us the chance to prove it to you.

Sincerely,  
KIRBY-SMITH MACHINERY, INC.

Ed Kirby,  
President



# CONNECTION

## THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

### CORPORATE

Ed Kirby, President  
 Glen Townsend, VP & General Manager  
 Ben Graham, VP & Crane Division Manager  
 Kelly Littlefield, VP & Heavy Equip. Div. Manager  
 Keith Tippett, VP & Chief Financial Officer  
 David Baker, VP & Product Support Manager  
 Bob Williams, General Parts Manager  
 Randy Coffey, General Manager - Rental/Used Equipment  
 Chris Kirby, Assistant Manager - Rental/Used Equipment  
 Steve Harcourt, Governmental Sales Manager  
 Cynthia Jessen, Marketing Manager  
 John Martin, Technical Communications & Training Coord.  
 Lonnie Kilgore, Retail Finance Manager  
 Jay Van Duzer, Internal Systems Trainer

### OKLAHOMA CITY

Greg Otts, OKC Sales Manager  
 Jeff Cavaness, Crane Sales  
 Terry Bridwell, Heavy Equipment Sales  
 Preston Brown, Heavy Equipment Sales  
 Bill Gustafson, Heavy Equipment Sales  
 Dean Traylor, Heavy Equipment Sales  
 Chad Murphy, Heavy Equipment Sales  
 Pud Wood, Governmental Sales  
 Bob Tilley, Customer Relations  
 John Arterberry, Industrial Sales  
 Bryce Puckett, Industrial Sales  
 Clint Meadors, Industrial Sales  
 Perry Teeler, Rental Manager  
 Jason Leggett, Rent-to-Rent  
 Casey Beasley, Product Support  
 Bud Sears, Product Support  
 Larry Hollen, Product Support  
 Stan Collier, Product Support, Cranes  
 Terry Miles, Parts Manager  
 Jerry Hunter, Product Service Manager  
 Ben Sitton, Product Service Manager  
 Kelly Sheffield, Product Service Manager

### TULSA

Kelly Littlefield, Branch Manager  
 Mike Green, Heavy Equipment Sales  
 Clay Lineback, Heavy Equipment Sales  
 Dave Murphy, Heavy Equipment Sales  
 Dan Rutz, Heavy Equipment Sales  
 Bass Conseen, Industrial Sales  
 Todd York, Industrial Sales  
 Ted Terwort, Governmental Sales  
 Dewayne McDaris, Rental Manager  
 Leo Olivarez, Rent-To-Rent  
 James Purcell, Product Support  
 Shawn Fritts, Product Support  
 Marvin Holloway, Parts Manager  
 Bruce Taylor, Service Manager

### FT. WORTH

Fred Leach, Branch Manager  
 Bill Haywood, Crane Sales  
 Jim Crouch, Heavy Equipment & Crane Sales  
 Burt Shilling, Crane Sales  
 Charles Harris, Equipment Sales  
 James Tindell, Product Support Manager  
 David Dick, Product Support

### ST. LOUIS

Ray Jost, Branch Manager  
 Dave Hoeft, Crane Sales  
 Michael Nelle, Crane Sales  
 Ceily Davis, Parts Manager  
 Tim Carothers, Service Manager

### KANSAS CITY

Jim Piepenbring, Crane Sales

## IN THIS ISSUE...

### CROSSLAND HEAVY CONTRACTORS

Read how special projects have helped this division of Crossland Construction make its mark in general contracting.

### SUTTEE ENTERPRISES

Find out why this oil field rental company turns to Kirby-Smith and SkyTrak for its telehandlers.

### DOLLARS & SENSE

Faced with skyrocketing fuel costs, contractors are looking for ways to cut costs and protect profits. Here are some fuel-saving tips that can make a difference to the bottom line.

### GUEST OPINION

Eben Wyman, Vice President of Government Relations for the National Utility Contractors Association, explains the "Americans for Pure Water" campaign, meant to stimulate a grass-roots movement to support water infrastructure funding.

### NEW PRODUCT

Check out the new Sigma Dozer, Komatsu's totally redesigned D155-size dozer, and find out how it delivers unrivaled productivity in its size class.

### MORE NEW PRODUCTS

Komatsu's new WB140-6 backhoe offers greater productivity along with improved operator comfort.

Published by Construction Publications, Inc. for



**RELIABLE EQUIPMENT  
RESPONSIVE SERVICE**

www.kirby-smith.com

#### OKLAHOMA CITY, OK

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

#### TULSA, OK

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

#### FT. WORTH, TX

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

#### KANSAS CITY, KS

(913) 314-4188

#### ST. LOUIS, MO

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

Printed in U.S.A

© 2006 Construction Publications, Inc.

**KOMATSU**

## A SALUTE TO A CUSTOMER

# CROSSLAND HEAVY CONTRACTORS

## This division of Crossland Construction makes its own mark in general contracting

Although it was created only 28 years ago, Crossland Construction Company has become one of the premier construction companies in the country. The company employs more than 750 people who work on projects that bring in \$342 million annually and reach across 37 states. Five divisions make up the business, including concrete, steel, design-build, construction management and development, and the largest and youngest, a general contracting division, known as Crossland Heavy Contractors.

Established in 1993, Crossland Heavy Contractors has quickly made its mark by enhancing Crossland Construction's other capabilities. According to Crossland Heavy Contractors Vice President Darrell Moorman, some of the division's first projects included bridge jobs, plant work and smaller civil projects. Based at Crossland's corporate office in Columbus, Kan., the division began working primarily in southeast Kansas and southwest Missouri. As the size of its projects and its work force grew, Crossland Heavy Contractors

expanded into Oklahoma and northwest Arkansas, opening offices in Tulsa, Okla., and Rogers, Ark. Today the company works throughout Kansas, Missouri, Oklahoma and northwest Arkansas.

In addition to bridge, highway and civil work, projects run the gamut from utility, sewer and water line installation to building water and wastewater treatment plants.

### Recent projects

A one-year project in Grove, Okla., doubled the size of that city's existing water treatment plant to keep up with growing demand on the system. Grove is one of the fastest-growing communities in the state of Oklahoma. As part of the plant's state-of-the-art upgrade, Crossland Heavy built sedimentation basins, a clear well, a flocculation basin and a chemical-storage building with an injection building.

Another water treatment plant project in Wagoner, Okla., required blasting 13 feet into rock in a 60-by-60-foot area for the clear well for a new plant. Crossland Heavy also replaced the pumps and motors in the existing intake structure. "This was an especially rewarding and challenging project for our employees," Moorman noted.

Crossland Heavy worked with Marionville County to complete a new sewage treatment plant in Marionville, Mo. The project consisted of decommissioning the current lagoon system and installing a new state-of-the-art mechanical system complete with new pumps and clarifiers. Moorman said a unique concrete structure also made this a challenging, yet rewarding, project.

Near its Tulsa office, Crossland recently completed a job laying two miles of new sewer

Crossland Heavy Contractors uses this Grove RT530E rough-terrain crane during phases one and two of its work on the Broken Arrow South Loop Trail in Broken Arrow, Okla.



line as part of a sewer line expansion project in the northeast part of the city. The project started in early February.

Another ongoing project for Crossland Heavy Contractors has been work on jogging and walking trails throughout the Tulsa area. "We've completed two phases of both the Mingo Trail and the Creek Turnpike Trail," Moorman reported. "We just started a third phase of the Creek Turnpike Trail, which is in Broken Arrow, and are working on another trail in north Tulsa."

A current big job for Crossland Heavy crews out of the Tulsa office is refacing the Spavinaw Dam in Spavinaw, Okla. It involves removing the 18-inch concrete cap on the entire face of the spillway, sealing the cracks in the dam itself, adding rebar and replacing all the concrete, going 14 feet down on the water side. The dam is 765 feet long and 50 feet tall. According to Project Superintendent Tim Heitkamp, the job should be complete in April 2007.

Getting equipment up to work on the dam has been challenging, Heitkamp admitted. One excavator with a 4,500-pound NPK hammer from Kirby-Smith Machinery is working from a barge on the lake, while the company's Komatsu PC300LC-7 excavator, equipped with a Genesis Cyclone grinder, is grinding off the face of the concrete.

"The PC300 has performed very well," confirmed Chuck Gibson, Project Manager. "It takes off about a 22-foot-wide section all the way from the top to the bottom in a day and a half's time. Using a hammer took probably two to three days."

### Equipment to take on challenges

As the company has grown to handle a wide variety of challenging projects, so has its fleet of equipment. Equipment Supervisor Tyler Horine takes on the equipment responsibilities, relying largely on Kirby-Smith Machinery to supply the company's needs. About 75 percent of its fleet is Komatsu equipment, according to Horine. Those machines include two WA250 loaders, PC300LC-7, PC308, PC200 and PC78 excavators and a D37 dozer. Todd York is the Kirby-Smith Sales Representative in Tulsa who works with Crossland Heavy to meet its varied equipment needs.



Nicholas Rabadan uses this Komatsu PC300LC-7 excavator with a Genesis Cyclone CC550 grinding attachment to remove concrete from the Spavinaw Dam spillway near Spavinaw, Okla. Crossland Heavy Contractors crews are currently working on refacing the dam. According to Crossland Project Superintendent Tim Heitkamp, the project should be complete in April 2007.



(L-R) Project Manager Chuck Gibson, Field Engineer Chris Walters and Superintendent Tim Heitkamp oversee the Spavinaw Dam project.

"We have been dealing with Kirby-Smith since we came into Tulsa," said Horine. "One of the things we like most is their service and support. These guys really jump through hoops for us."

"We like to buy new equipment because we have to have high production and we don't have time for breakdowns," he added. "We've had very good reliability and very minimal downtime with Komatsu equipment. For example, one of our WA250 wheel loaders has 7,500 hours and we have literally done nothing to it other than regular service." Crossland Heavy Contractors has two mechanics and two service trucks to handle most maintenance and repair needs.

"Parts availability is also a strong point," Horine noted. "When we do need parts for routine maintenance or items such as cutting

*Continued . . .*



**RELIABLE  
EQUIPMENT**

**RESPONSIVE  
SERVICE**

# Crossland's growth built on quality and integrity

... continued

edges and teeth, Kirby-Smith usually has them on hand. If we need to order something, it's usually there the next day."

## Safety a top priority

Whether working on a unique project like the Spavinaw Dam or a more conventional sewer-line installation, safety is a top priority for Crossland Heavy Contractors as well as its parent company, which recently won a national award for its safety practices from the Associated General Contractors (AGC). "Safety is the most important thing on the jobsite," stated Moorman. "Working in the construction industry is inherently risky, so we challenge our employees to be safe at all times. We are striving to build the premier program in the industry to educate our employees."

A full-time safety manager handles the program, which includes weekly safety training on every job as well as 10 hours of OSHA training within the first week of employment.

Incentives to employees for safe work include monthly awards for no lost-time injuries. Prizes range from hats and T-shirts to a new riding lawnmower and even a trip to Las Vegas. The company gives away a four-wheeler as a grand prize after one full year of no lost-time accidents.

Another challenge facing Crossland Heavy Contractors and most companies in the construction industry is finding and hiring top employees. One way Crossland does that at the corporate level is through an educational program that starts in the fifth grade at six different schools and continues through high school. Designed to emphasize to students the rewards of a career in construction, it also includes a hands-on construction rodeo and a college internship program. In addition, 72 students are currently receiving college scholarships from Crossland. Many are enrolled at Pittsburgh State University in Kansas, with others at Oklahoma State and the University of Arkansas. Scholarships have also gone out to students at the University of Oklahoma, the University of Kansas and Kansas State University.

"We are getting some excellent employees that way, but we can always use more," added Moorman.

Like its parent company, Crossland Heavy Contractors is an employee-owned business. "We believe in giving back to employees," Moorman stated. "We offer competitive benefit packages that include comprehensive medical and dental plans, paid vacations and a 401(k) retirement plan."

Crossland Heavy Contractors is an active member of the Associated General Contractors of America and many employees serve on various community boards. "We encourage all our employees to be involved in their communities," said Moorman. "The company is very generous in giving to community work."

## Looking ahead

Looking ahead to the future of the business, Moorman said future growth will continue to be built on the company's foundation of a quality project built with integrity. "We stand behind what we do. Quality is number one. When we're done, we're not happy until the owner's happy, and we're there until he's happy." ■

(L-R) Kirby-Smith Sales Representative Todd York, Crossland Heavy Contractors Equipment Supervisor Tyler Horine and Kirby-Smith PSSR Shawn Fritts work together to meet Crossland's equipment needs.



A Crossland Heavy Contractors operator uses the company's Komatsu D39EX dozer to move dirt at the Broken Arrow South Loop Trail project in Broken Arrow, Okla.





# WHEEL LOADERS

# 100% responsive

(HST puts the power at your fingertips)

# KOMATSU®

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

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

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

100% Komatsu.

866.513.5778 [www.komatsuamerica.com](http://www.komatsuamerica.com)



# Everything you need. Nothing you don't.

Hard-working machines for hard-working people. That's the thinking that made SkyTrak® all-wheel steer telehandlers the industry's most popular brand. These machines are simple, reliable and easier to operate. You get the power and maneuverability to handle the toughest terrain. The patented StabiliTrak system for improved stability. Plus versatile attachments to keep your productivity high. All backed by the service and support of JLG® and Kirby-Smith Machinery.



**The Power To Do More**

# SKYTRAK



[www.kirby-smith.com](http://www.kirby-smith.com)

**SALE • LEASE • RENTAL • PARTS • SERVICE**

**OKLAHOMA CITY**  
6715 W. Reno • (405) 495-7820

**TULSA**  
12321 E. Pine St. • (918) 438-1700

## A SALUTE TO A CUSTOMER

# SUTTEE ENTERPRISES

## Why this oil field rental company turns to Kirby-Smith and SkyTrak for telehandlers

For more than 25 years, Butch Suttee has been renting equipment, primarily telehandlers (fork lifts), to companies that drill for oil in southern and western Oklahoma. He started his company, Suttee Enterprises in Moore in 1980. Today, operating from Maysville, Okla., he still services many of the same clients he had back in the beginning.

“The key to this business, like almost any business, is to provide outstanding customer service,” said Suttee. “To me, that means having good equipment at a fair price and responding quickly whenever there’s an issue. That’s what I’ve always tried to do and it’s paid off in a lot of customer loyalty.”

Suttee says the large independent companies he regularly works with are very demanding regarding equipment rentals. “They work 24/7 and production is the name of the game. Whether it’s the middle of the night, winter or summer, they’re working — and if they’re renting something, they expect it to be working too.”

### **Dependable machines/ reliable support**

To get the reliability he and his customers expect and demand, Suttee turns largely to SkyTrak machines from Kirby-Smith in Oklahoma City. He says he has about 35 forklifts in his rental fleet and estimates that roughly half of them are SkyTrak units, including models 6036, 8042 and 10042. They range from a 6,000-pound machine with 36 feet of reach up to a 10,000-pound machine with 42 feet of reach.

“What I like most about SkyTrak machines is they’re very dependable,” reported Suttee. “When I send out a SkyTrak, I’m very confident it’s going to perform well for my customer and that makes me look good. I also think it has the

best visibility of any fork lift on the market and that’s really important in a rental machine.

“The other thing that’s at least as important as the first two, is the service I get from Kirby-Smith and my salesman John Arterberry,” noted Suttee. “They have an excellent inventory of machines and replacement parts to keep the machines up and running. I’ve tried other fork lifts through the years, but keep coming back to SkyTrak because of the quality of the units and the support from Kirby-Smith.” ■

*For more information on SkyTrak telehandlers, call your Kirby-Smith sales representative or the sales office in Oklahoma City or Tulsa.*



**Butch Suttee, Owner and President of Suttee Enterprises (left), says he appreciates the service he gets from his Kirby-Smith Sales Representative John Arterberry.**

**SkyTrak telehandlers from Suttee Enterprises were recently used at this rigging operation for Unit Drilling Co. on an oil field job south of Tuttle, Okla.**



# LOWER YOUR OPERATING COSTS

## Consider these options when seeking ways to reduce fuel costs

Contractors know today's marketplace is more competitive than ever and any edge can make a big difference. With record-high fuel prices, one chief concern now is how to bid a project, knowing that the job may not start for months. Do you bid at current prices and hope they stay stable, or do you plan for price increases?

Either way, there are methods to combat the rising costs of running your equipment. Some may be things you're already doing, some may be things that are easy to implement and some may be suggestions you had never thought of before. They apply to all types of machines, from a dozer moving massive amounts of material in mining operations, to a compact excavator digging water services for houses, to anything in between.

"There are many ways to save fuel," said Les Scott, Manager of Komatsu's Working Gear Group. "Implementing any one of them will show results. It's a matter of what works best for the individual user."

Updating your fleet with newer machinery can increase fuel efficiency. For example, Komatsu's PC200LC-8 features an ecot3, Tier 3 engine that provides more power and better fuel economy than its predecessors.

One of the easiest ways to save fuel may be the most simple: don't idle the machine during non-production times. At these times, turn the machine off. Based on just one hour of idle time per day, you could save more than five gallons of fuel per month.

Reducing travel speed is another quick and easy step to lowering fuel consumption. While it may seem logical to move around a jobsite as quickly as possible, the added speed does consume more fuel. By slowing down 10 percent you can improve fuel efficiency by 8 percent.

### Regular maintenance is essential

Regular maintenance is vital to the longevity and performance of equipment. Following recommended guidelines for routine service, such as changing filters, keeps machines running smoothly and helps reduce serious problems. A well-maintained machine doesn't work as hard, thereby reducing the amount of fuel needed to get the job done.

You may want to consider using a preventive maintenance plan or a PM contract, through your distributor. The plans offer comprehensive services, including changing all oil, filters and fluids at regular intervals. During a routine service, trained technicians thoroughly inspect machines for both visible and hidden problems that may potentially lead to a serious loss of time. Addressing these issues in advance reduces emergency downtime and keeps equipment in top working condition, which makes it more efficient and productive.

"Regular maintenance is extremely important, and it's one of the easiest things an equipment owner or operator can do," said Komatsu Senior Product Manager Tom Brakeall. "Any step you can take to eliminate





Eliminating idling and reducing travel speeds are two quick and easy ways to save fuel. During times of non-production, consider turning the machine off. Reducing travel speeds by 10 percent can improve fuel efficiency by 8 percent.

significant downtime is worth it. A PM contract will ensure your machinery is serviced on time and properly, so you can concentrate on getting more work done without worrying whether a machine is going to break down. Most distributors do the PM after hours, when the machine is down anyway, so there's no downtime involved with the service work."

### Eliminate inefficiencies

Eliminating and reducing unnecessary and/or inefficient movement go hand in hand with travel speed. Plan ahead to avoid moving the machine around the jobsite in haphazard fashion, such as moving from one area to another then back to the original location. Instead, look for ways to keep the machine in the same area as long as possible and move across the site a little at a time.

You can further eliminate inefficient and unnecessary movement while the machine is performing. For example, in truck loading, reducing swing angle from 90 to 30 degrees will improve fuel efficiency by 3 percent. Speeding up production by shortening cycle times through improved excavation techniques can provide as much as 8 percent better fuel efficiency.

In quarry applications, a scale on the loading machine is an advantage because it helps eliminate unnecessary loading and dumping.

"A scale on the machine tells the operator exactly what he's putting in the truck. That eliminates a trip to the scale house where the truck driver may find out there's too much or not enough on the truck," said Scott. "If that's the case, the driver has to return to the quarry and adjust the load accordingly. A scale on the machine takes the guesswork out of the



There are several avenues equipment users can take to lessen their fuel consumption and increase productivity. Komatsu's new WA600-6 wheel loader is powered by a more fuel-efficient engine that also has more power than previous models. For even more efficient loading in quarry applications, consider equipping the machine with a scale to more accurately load trucks.



Regular maintenance following recommended guidelines saves fuel and improves equipment performance and longevity. Consider a preventive maintenance contract through your distributor to ensure all services are done properly and to identify and correct hidden issues that may lead to potential problems later.

equation, so trucks can be loaded faster and more accurately."

Along with shorter cycle times, you should maintain smooth digging, which can save more than 18 gallons of fuel per month. An operator can dig smoothly by not constantly pulling the control lever to try to lift a load that's too heavy. That action relieves oil pressure, which in turn increases the amount of fuel needed to perform the task.

While it may be important to get the task at hand done as quickly as possible, you could consider lowering engine speed. Ten percent less speed will reduce fuel consumption by 12 percent. Although you do lose about 7 percent in productivity, there is still a net gain in fuel efficiency, making the move cost effective in the long run.

Many equipment users also truck their own materials, which only adds to the fuel bill. But, there are ways to reduce those trucking costs as well. As with heavy equipment, a well-tuned truck engine is vital. Other factors, such as maintaining proper tire inflation, will also help. Remember, over- or under-inflated tires can cut efficiency significantly.

*Continued . . .*

# New technologies raise production, lower costs

... continued

## Consider new technology

If you have older equipment, it may be time to update it. Older equipment tends to be less efficient. New equipment has technology designed to increase productivity while reducing fuel consumption and emissions. Fuel savings and better production will help offset the costs of switching to more efficient machines.

“The new Tier 3 engines have shown significant improvement in fuel economy compared with previous models,” pointed out Scott. “At the same time, they’re more powerful than before, so the production and efficiency benefits are outstanding.”

Komatsu’s new ecot3, Tier 3 engines were designed to give the user increased power, while at the same time using less high-priced fuel. Fuel savings can easily be 10 to 15 percent or more. The ecot3 engines are available in a wide variety of new Komatsu equipment, including excavators, wheel loaders, dozers and trucks.

These new machines were specifically designed to maximize fuel efficiency. For example, Komatsu’s new Dash-8 series of hydraulic excavators comes with an “eco-gauge,” which serves as a guide to efficient operation, giving the operator instant feedback regarding load and how it impacts fuel consumption. It also lets him know if he’s idling too long.

New wheel loaders have technology such as an “E Mode” for maximum fuel economy, and come standard with a newly designed variable

Newer technology such as Topcon’s GPS+ system, which provides fully automatic grading of your jobsite, can save time and help you be more accurate in material placement. The result is reduced staking and surveying costs, plus you reach final grade in fewer passes which means less fuel to get the job done.

displacement piston pump that combines with Komatsu’s Closed-center Load Sensing System (CLSS) to deliver only the necessary amount of flow needed for hydraulic function. It prevents wasted flow, which in turn provides better fuel economy.

## GPS systems can boost productivity

You can also use technology to save time and be more accurate in material placement with a global positioning system (GPS) such as Topcon’s 3D-GPS+. A GPS system allows users to upload job design into a control box, which then receives machine-positioning signals from the radio antenna, GPS receiver, the blade-mounted GPS antenna, and a cross-slope sensor.

The control box continuously compares actual machine and blade position and calculates corrections that are sent to the hydraulics, creating fully automatic grading of the jobsite. All the operator does is control direction and speed while the GPS creates the final grade. The result is reduced staking and surveying costs. Plus, it takes fewer passes to reach final grade.

“The system has been proven to increase productivity by 30 to 60 percent,” reported Randy Noland, Topcon’s Machine Control Product Manager. “If you can get to grade faster and place material more accurately you’re going to use less fuel. It’s really a nice benefit. With a Topcon system, users are going to recoup their initial investment in labor and material savings, but they certainly will save on fuel by getting to grade in less time.”

## Making changes pays off

It may not be feasible to implement all these changes at once, but making just one could benefit you in both the short term and the long run. They will help you remain competitive and could increase your profitability through increased production and more efficient operation.

“It’s hard to predict what will happen to fuel prices in the future, but you can always find ways to reduce your costs,” concluded Scott. “Even if you only save a little, it’s still more money in your pocket.” ■





# PRODUCTIVITY ISN'T EVERYTHING.

**SURE...AND DEADLINES  
DON'T MATTER EITHER.**

**BOMAG's new 814-2 and 815-2 pavers.  
Because productivity IS everything.**

With every job, performance demands rise higher and deadlines grow tighter. That's why BOMAG provides more than you'd expect from a commercial-class paver with its new 814-2 and 815-2 models.

Paving speeds up to 180 feet per minute. Large 8-ton capacity hoppers. New performance-enhanced screed design with paving widths up to 15 feet. Standard material augers to maintain even asphalt delivery across the entire screed without hand labor.

Need more paving productivity? Visit the Web site below to find out more.



**BOMAG**  
ASPHALT PRODUCTS

**800-78-BOMAG**



[www.kirby-smith.com](http://www.kirby-smith.com)

FT. WORTH, TX  
5300 Lone Star Blvd.  
Ft. Worth, TX 76106  
(817) 378-0600  
Toll Free: (877) 851-9977

# “AMERICANS FOR PURE WATER”

## NUCA leads effort to secure more water/wastewater infrastructure funding



Eben Wyman

*This Guest Opinion was written by Eben Wyman, Vice President of Government Relations for the National Utility Contractors Association (NUCA). It's excerpted from a column that appeared in the May 2006 issue of Utility Contractor magazine and is printed here with permission.*

As the Bush Administration continues to give very low priority to funding programs that address the problem of America's deteriorating water and wastewater infrastructure, NUCA (National Utility Contractors Association) is embarking on a new effort to get American citizens engaged in the debate. With existing needs approaching \$200 billion, there is no better time to mobilize the general public to put pressure on the federal government to fix the nation's water and sewer systems. That is exactly what the "Americans for Pure Water" campaign will do.

The campaign is the brainchild of the Clean Water Council (CWC), a coalition of some 30 national organizations representing underground construction contractors, design professionals, manufacturers, suppliers and finance professionals committed to ensuring that America has sound, dependable water/wastewater infrastructure.

Members of CWC, which NUCA chairs, have worked tirelessly to keep this issue on the front burner on Capitol Hill. But given current White

House opposition and Congressional apathy (federal infrastructure funding has been cut for two straight years and is on the chopping block again this year), it has become clear that now is the time to reach outside of the nation's capitol and into local communities.

### How you can help

There are short- and long-term solutions to the problem of the country's deteriorating infrastructure. One is the establishment of a water infrastructure trust fund as a dedicated source of revenue for water and sewer projects. Another is to reauthorize the current State Revolving Fund (SRF) programs at substantially higher funding levels.

Rather than replace those efforts, the "Americans for Pure Water" campaign is designed to complement them. We want to create in the minds of the man, woman and child on the street a *direct* connection between America's failing underground infrastructure and growing problems with public health, the environment and America's overall quality of life. The goal is to get them mad and involved.

Lawmakers listen when constituents demand action. Therefore, as the campaign progresses, organizers will need people to show up and participate in public relations activities and events designed to generate local media attention.

Water is the resource we rely on most. It is needed to sustain not only life, but also the quality of life. Anyone who wants to help create a citizen backlash to the continuing water/wastewater infrastructure cuts is strongly encouraged to join the campaign. And, the time to do it is now. To become involved, please contact NUCA's Government Relations Department at (703) 358-9300. ■

"Americans for Pure Water" is a promotional effort designed to generate grass-roots support to improve the nation's water/wastewater infrastructure. The campaign will try to involve the general public, as well as industry professionals, to pressure lawmakers to increase federal funding for water, sewer and storm drain projects.



# Blue's Better!

Call Now for our Latest Prices & Delivery!

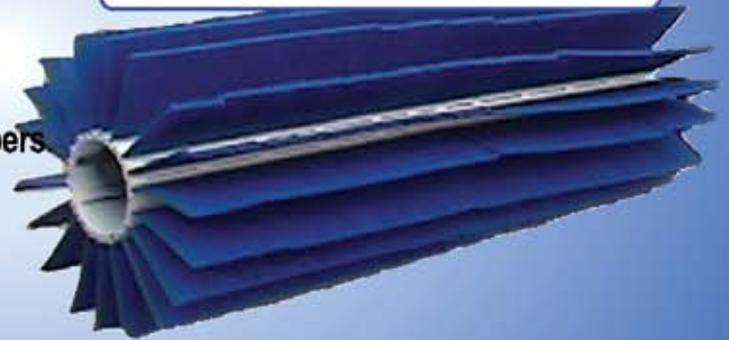
## Poly & Wire Sections



Flat Sections maximize broom density  
"Spacerless" Convoluted Sections  
make installation and replacement easy.

**UnitedPro™**  
STRIP BROOMS

The *Original* All Poly Quick Change Strip Broom  
Available for Broce, Rosco, & Waldon Sweepers



## Combo Wafers



Poly & Wire Filament in One Wafer Section  
One Box of Wafers to Take On Site!

Oklahoma City, OK 405-495-7820  
Tulsa, OK 918-438-1700

[WWW.KIRBY-SMITH.COM](http://WWW.KIRBY-SMITH.COM)

**KIRBY-SMITH**  
MACHINERY, INC.



**UNITED**  
ROTARY BRUSH CORPORATION

# Lots of Choices, ONE Solution...



- Most Complete Line in the Industry
- Complete Hydraulic Kits Designed Specifically to Fit Your Carrier
- Industry's Most Comprehensive Field Service Corps
- Extensive Parts Distribution System
- Network of Nearly 300 Distributor Outlets

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

# NPK

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

- Hammers • Compactors • Quick Attach Coupler Systems • Material Processors • Pedestal Booms • Secondary Crushers • Grapples • Primary Crushers
- Please see the list below for a dealer in your area.



[www.kirby-smith.com](http://www.kirby-smith.com)

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

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

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

## NEW PRODUCT

# THE SIGMA DOZER

## Revolutionary blade design greatly improves performance of Komatsu's new D155AX-6

Large construction-size dozers are becoming more commonplace on jobsites. Whether it's for heavy site-prep grading for residential subdivisions or commercial properties; or for road-building activities; or to strip overburden in a rock quarry — dozers in the 300-horsepower range are in greater demand as contractors put a premium on speed and productivity.

In totally redesigning its 44-ton, 354-horsepower, D155-size dozer, Komatsu has developed a machine that delivers unrivaled productivity in the class. Called the Sigma Dozer (so named because the shape of the Komatsu-patented Sigma Dozer blade is similar to the Greek letter Sigma 'Σ'), the all-new D155AX-6 significantly outperforms its predecessor and the competition.

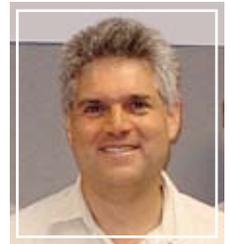
"It all starts with the revolutionary Sigma Dozer blade," said Komatsu Dozer Senior Product Manager Chuck Murawski. "For years, Komatsu engineers have been working on a dozer blade designed to improve the cutting, piling and carrying of material. The result is the Sigma Dozer, which carries 15 percent more material than the previous Komatsu model and 20 percent more than the leading competitor. Rather than spilling material around the side of the blade, the Sigma Dozer blade's unique design heaps it up in the center and promotes improved rolling."

In addition to the design that allows it to carry more material more easily, the 12.3-cubic-yard Sigma Dozer blade has dual pitch and tilt as standard equipment. Komatsu also went to an all-electronic blade hydraulic control system that is easier on the operator and eliminates horsepower loss associated with proportional pressure control.

### Productive and efficient

When you combine the new blade with the new Komatsu ecot3 (Tier 3-certified) engine that boosts output by 10 horsepower, and a new automatic shift transmission with lockup torque converter, the Sigma Dozer dramatically improves both efficiency and productivity.

"With the automatic-shift transmission and lockup torque converter, you're always operating in the most efficient gear," said Murawski. "In conjunction with the blade design, which reduces digging resistance and carries material more smoothly, the automatic



Chuck Murawski,  
Komatsu Dozer  
Senior Product  
Manager

*Continued . . .*

### Brief Specs on the Komatsu Sigma Dozer

Model	Operating Weight	Output	Blade Capacity
D155AX-6	87,100 lbs.	354 hp (320 hp w. max cooling fan)	12.3 cu. yd.



Dozer Product Manager Chuck Murawski points to the unique, patented shape of Komatsu's Sigma Dozer blade as key to the D155AX-6's ability to push and carry 15 percent more material while using 10 percent less fuel.



# Major improvements to D155AX-6 Sigma Dozer

... continued

shift enables you to doze large quantities of material with less power and therefore use less fuel. In addition to that, we've also installed the blade closer to the tractor, which improves visibility, reduces lateral sway and enhances digging force."

With the 15 percent production increase combined with a 10 percent decrease in fuel consumption, Komatsu reports fuel efficiency — the amount of fuel you'll use to move the same amount of material — is improved by a whopping 25 percent with the D155AX-6 compared with the previous D155 model, and more than that compared with competitive dozers. The unit also has 7.5 percent more



The Sigma Dozer blade is designed to promote rolling of material and to keep it from spilling around the sides.

The D155AX-6 is the first construction-class machine to get the K-Bogie undercarriage, the larger and sturdier undercarriage used on Komatsu mining dozers.



drawbar pull at 2 mph compared to the leading competitor.

## Undercarriage upgrade

Beyond the large boosts in productivity and efficiency, the D155AX-6 has numerous other new features and benefits, all of which improve dozing performance and machine reliability. One of the most significantly improved areas is undercarriage, where Komatsu has replaced the X-Bogie system with the K-Bogie system, which is the same undercarriage that's used on mining dozers.

"The D155AX-6 is the first construction-class dozer to use the K-Bogie undercarriage system, which is proven technology on large dozers that run 22 hours a day in a mining environment," said Murawski. "The track frame is roughly 20 percent larger and therefore sturdier and more rugged. It also has seven track rollers instead of six, a wider track gauge and longer track-on-ground length — all of which add up to a smoother and more comfortable ride."

The ripper on the new dozer was also redesigned for better visibility and to allow it to operate at higher pressure (4,000 psi).

## Operator safety and comfort

Other improvements include a ROPS structure that's now built into the cab for better visibility; a new, easy-to-use, seven-inch LCD color monitor — the same one used in the new Dash-8 excavator line; and the Komtrax monitoring system that's installed as standard equipment.

Operator comfort is assured with a cab that's wider, higher and much longer than the previous D155. The operator will also appreciate a cab damper-mount system that keeps shock, vibration and noise to a minimum.

Routine maintenance is easily accomplished due to centralized check points and easy access to the engine through gull-wing doors.

"At our Field Days demonstration, operator comments about the machine were very favorable," said Murawski. "All of us at Komatsu are convinced the new D155AX-6 is the clear leader in its class and will pay dividends for equipment users by doing more for less." ■

# Achieve Density Faster

**Your most demanding projects are under control.**

Whether it's major highway construction, earth- or rock-filled dams, concrete rubblization, a landfill, or an industrial park, Ingersoll Rand soil compactors power their way to the required density with the fewest number of passes. Experience the maximum in compaction with soil compactors by visiting your local Ingersoll Rand dealer.



[www.kirby-smith.com](http://www.kirby-smith.com)

**Oklahoma City:** (405) 495-7820  
6715 W. Reno • Oklahoma City, OK 73127

**Tulsa:** (918) 438-1700  
12321 E. Pine St. • Tulsa, OK 74116



[ingersollrand.com](http://ingersollrand.com)

## MORE NEW PRODUCTS

# NEW BACKHOE LOADER

## Komatsu's WB146-5 offers greater productivity through innovative design changes

*For more information on the WB146-5 backhoe loader, contact your sales representative or your nearest branch location.*

Komatsu's new WB146-5 backhoe loader was redesigned from its predecessor, the WB140-2, which it replaced. New features include a larger cab with more glass area for better visibility, a new S-boom design and a more powerful engine with 16 percent more torque for increased productivity.

When Komatsu designed its new WB146-5 backhoe loader it included the best its previous model had to offer and added innovations to make it even more productive.

"We believe the backhoe user is going to be very impressed with this new model, which replaces our WB140-2," said Jeff Aubrey, Product Manager Backhoe Loaders. "We redesigned our previous model from the ground up, making significant improvements in the areas that will help the user get more work done in less time."

Changes are noticeable just by looking at the machine, which includes a larger cab with more glass area for 360-degree visibility. A corner exhaust with a front-roof cutout provides an unobstructed view when the loader bucket is at full height. Further cab appointments include

an adjustable seat and adjustable steering and backhoe controls, allowing the machine to better fit any operator. Switches and gauges are clustered to simplify operation.

Visibility was further enhanced in the backhoe digging and loading operations with the WB146-5's new S-boom design that gives the operator a better view of the trench and truck. Backhoe buckets are equipped with Extreme Service (XS) adapters and a variety of tooth designs for multiple applications. Reversible outrigger pads accommodate both earth and paved surfaces.

### More powerful and stable

A more powerful 88-horsepower engine with 16 percent more torque, combined with Komatsu's HydraMind™ hydraulic system, provides speed, power and control in both backhoe and front-loading operations. The system is efficient, incorporating two working modes (Economy and Power) and includes the "speed up" function to increase the working speed of the front loader. The loader also has dual-direction, parallel-lift linkage to keep attachments level throughout a lift. A larger-capacity loader bucket with bolt-on cutting edge is standard.

The engine is housed in a redesigned front end with a heavy-duty, cast nose guard/counterweight, which protects the engine compartment and improves the balance of the machine. The front grille removes easily for cleaning the radiator.

"The new WB146-5 was designed with more production in mind. The speed and power of this machine can make the operator very productive. The operator comforts will result in less fatigue at the end of the work day," Aubrey pointed out. ■

#### Brief specs on the WB146-5

Model	Output	Operating weight	Bucket capacity
WB146-5	88 hp	16,090 lbs.	1.25 cu. yd. (loader)





# BACKHOE LOADERS

**100%**  
productive

# KOMATSU®

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

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

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

100% Komatsu.

866.513.5778 [www.komatsuamerica.com](http://www.komatsuamerica.com)



**PC600LC-8  
& HM300**

**100%**  
**compatible**  
**(it's the perfect working relationship)**

**KOMATSU®**

“Synergy” isn’t a word often associated with construction equipment, but it’s the perfect word to describe the Komatsu PC600LC-8 and HM300-2 working together... especially when the terrain is less than perfect. Both of these hard-working machines deliver:

- Rugged, dependable, go-anywhere productivity
- Tier-3 certified engines to meet emissions standards
- Advanced hydraulics for faster cycle times

If you want maximum efficiency—no matter how rough the terrain might be—put this pair to work. At the end of the day, you’ll see the results from machines that are...

100% Komatsu.

866.513.5778 [www.komatsuamerica.com](http://www.komatsuamerica.com)

PRODUCT NEWS

# ARTICULATED TRUCKS UPGRADED

## More power and technology in Komatsu's new Dash-2 series of American-built ADTs

Since Komatsu began producing articulated dump trucks in 2001, the units have made a name for themselves as being among the best performing in the industry. Now, with the introduction of the new Dash-2 series, Komatsu has made its ADTs even tougher, more powerful and more technologically advanced.

The HM300-2, HM350-2 and HM400-2 have new ecot3 (Tier 3-compliant) engines with a significant power boost; the Komtrax monitoring system as standard equipment; and a new style that includes a reinforced bumper and transmission guard. On the HM300-2, Komatsu also increased low-end torque by about 10 percent and made improvements to the transmission to handle the extra power so the unit is now about 11 percent more productive.

"These new articulated trucks are a definite upgrade," said Steve Moore, Komatsu Senior Product Manager. "But equally significant to the changes is how far we've come in such a short time. We're now a significant player in articulated trucks. Our units are 100 percent Komatsu with everything designed and manufactured by us and we're one of the only manufacturers who can say that. We're also perhaps the only manufacturer that totally produces its ADTs in the U.S. We've been building our artics at the Komatsu Chattanooga Manufacturing Operation since January 2005, and now most of the units sold in North America come from Tennessee."

### More loads hauled

With the new ecot3 engine, the Komatsu ADT line delivers faster acceleration and higher travel speeds, which means more loads hauled per day. To assure shockless shifting and to maximize the life of the powertrain, the transmission is electronically controlled, similar to Komatsu's highly successful rigid-frame dump trucks.

Also similar to the rigid trucks is the ADT line's braking system, which features large-capacity, continuously cooled, wet, multiple-disc brakes that also function as a retarder.

The HM300-2, HM350-2 and HM400-2 have heaped body capacities that are among the highest in their respective classes and have loading heights that are among the lowest. Turning radius is also among the best in the industry, enabling all three units to work on cramped jobsites.

"As far as a smooth ride, comfort and ease of operation, I think any operator who's ever been in a Komatsu ADT will testify that it's first-class," said Moore. "We'll happily demo our units against any competitor at any time because we believe the Komatsu difference will show through early — and that it will prove itself over time." ■



Steve Moore,  
Komatsu Senior  
Product Manager

*For more information on Komatsu articulated trucks, contact your sales representative or our nearest branch location today.*

### Brief Specs on the Komatsu ADTs

Model	Gross Vehicle Weight	Output	Capacity
HM300-2	113,360 lbs.	329 hp	21.7 cu. yd./ 30.1 tons
HM350-2	139,900 lbs.	394 hp	25.9 cu. yd./ 35.6 tons
HM400-2	152,200 lbs.	453 hp	29.2 cu. yd./ 40 tons

**Komatsu's Dash-2 series of articulated trucks has higher horsepower, KOMTRAX, and is built in Tennessee.**





## Precious metals.

Unearthing the world's finest materials calls for the world's finest fleet of mining machines. From trucks to shovels to wheel loaders, Komatsu's complete line of ruggedly reliable mining equipment works in tandem to lower your cost per ton, reduce cycle times and deliver greater payload. Add Komatsu's unmatched service and support solutions and you have equipment worth its weight in gold — and then some.

For details, contact your local Komatsu distributor. Call **1-800-Komatsu**.  
Or visit [KomatsuAmerica.com](http://KomatsuAmerica.com)

**KOMATSU**<sup>®</sup>

## KOMATSU & YOU

# WORKING TO BE THE BEST

## Komatsu and our distributors are committed to providing “world-class” product support

**QUESTION:** When most of us think of product support, we think of distributors’ parts departments, shops, field trucks, technicians and PSSRs. What is Komatsu’s role in delivering product support to equipment users?

**ANSWER:** Likening it to my military background, the distributors’ parts and service personnel are on the front line, while we are typically in the rear, supporting their efforts. We’re a resource for them. We have access to machine information from across the country and throughout the world. By collecting that information and passing it on, we’re able to help the distributor do a better job of meeting customers’ parts and service needs.

Of course, we also provide training for distributor personnel. We recently instituted the Komatsu Learning Management System (KLMS) whereby we track the level of technician certification as a way to measure the quality of the service our distributors are providing. We also make field calls with their technicians when needed. And on the parts side, from detailed histories on hundreds and even thousands of machines, we know what parts need to be stocked at the local level. We also let distributors know the optimum number of techs, trucks and PSSRs they should have based on their territory and inventory.

**QUESTION:** In regard to supplying replacement parts in a timely manner, how is Komatsu’s regional parts depot concept coming along?

**ANSWER:** It’s no longer just a concept. We already have regional parts depots up and operating in Pittsburgh, Las Vegas and Denver, and we’ll be adding three more — Minneapolis, Portland and Savannah — within the next year.

*Continued . . .*



**Mike Evans,**  
VP Product Support, Komatsu America

*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.*

After earning a civil engineering degree from the U.S. Military Academy at West Point, Mike Evans spent five years as a military officer in the Army’s heavy equipment division, including serving as a tank platoon leader in the first Gulf War. He later served as a Battalion Maintenance Officer in charge of repair and maintenance of 54 tanks.

With that background, he joined the service department of Komatsu America in 1995, eventually becoming Manager of Technical Support for Komatsu Mining Systems. Mike left Komatsu to work at the distributor level of the equipment business, and later joined a motorcoach manufacturer for a time. In late 2003, he returned to Komatsu as Vice President of Parts, and early this year, he was promoted to Vice President of Product Support.

“In this position I oversee activities of the Komatsu parts and service departments and develop strategies on how we can best serve our distributors and their customers,” Mike explained. “We’re developing programs and systems to help us achieve truly excellent, world-class product support. Our goal is zero downtime. Can we ever achieve it? Probably not, but we’ll definitely never achieve it if it’s not our goal.”

Married with five children, Mike likes to spend most of his free time with his family, but he says his other passion is skiing. “I especially love downhill skiing, which I do as often as possible during the season, including taking a week’s vacation out to the mountains each year. For me, it’s the best way to relax and have fun.”

# Product support is Komatsu priority

... continued

The advantage of having these parts warehouses located throughout the country is that it makes it much easier for the distributor to get a part by 7 a.m. the following day — and having worked at the distributor level, I know personally how important that is, compared to getting it in at 11 a.m. or noon.

**QUESTION: Most distributors now offer varying levels of a repair and maintenance contract, whereby they will provide the routine maintenance as well as repairs — work traditionally done by the equipment owner himself. What is the advantage of such a program for the equipment user?**

**ANSWER:** A customer benefits two ways. First, he's assured that he's going to get top performance from his machine, often with guaranteed uptime. If maintenance is substandard, the machine isn't going to perform as well or last as long as it otherwise

would. By having a distributor's technician do the work, he knows it's going to be done right and that the machine is going to work the way it's supposed to work.

The other benefit is purely financial. When you analyze the full cost of having your own shop and your own mechanics — and their training, tooling and benefits — it's a very expensive proposition that most equipment owners underestimate. They think they're saving money, but when you look closely, it's usually cheaper to have the distributor do it.

**QUESTION: What are a few tips you would give to equipment owners wanting to get the longest, most productive, most reliable life out of their machines?**

**ANSWER:** Regular maintenance done properly. Oil analysis every time. Work with your distributor and use genuine OEM parts. It just doesn't make sense to put a \$200,000 piece of equipment at risk in order to save a couple of dollars by buying the cheapest oil and filters you can find. We've tested aftermarket filters that claim to be as good as our OEM product, but they're not comparable at all. They don't stop the contamination nearly as effectively, and with tolerances so tight in today's machines, it doesn't take much particulate getting through to really damage and reduce the life of a component or an entire machine.

**QUESTION: Generally speaking, what do you believe Komatsu brings to the table for equipment users?**

**ANSWER:** In my mind, there's no doubt that top-to-bottom, across the entire product line, when it comes to productivity, reliability and technology, Komatsu equipment is the best on the market — and I think most of our customers recognize that. My responsibility is to achieve that same level of performance and recognition for our product support efforts.

As of today, I can assure customers that improving product support is our top priority. My goal is to improve our product support to a "world-class" level so that it's viewed by customers as a positive difference-maker — a reason to buy Komatsu. We no longer want to be just OK, or second-best. We want to lead the way. ■



Komatsu works closely with its distributors to ensure they have the appropriate number of trucks, technicians and PSSRs to meet the needs of customers. "We also provide training and recently started assessing the skill level of our distributors' technicians," said VP Product Support, Mike Evans.



To improve parts availability to distributors and their customers, Komatsu has opened three regional parts depots, and will open three more in the next year.

## PRODUCT SUPPORT

# IMPROVE EQUIPMENT UPTIME

## Contractor discovers benefits of using KOMTRAX as part of a comprehensive preventive maintenance program

For Brent Hawkins, Owner and President of Marietta, Georgia-based Earthworks Grading & Concrete, Inc., equipment uptime is crucial. The company, which does mass grading and/or roads for large residential subdivisions, is known for doing quality work, and doing it quickly.

In order to get the uptime that delivers the productivity his customers count on, Hawkins uses late-model Komatsu equipment, including two excavators (PC300LC-7 and PC220LC-7), three dozers (D65, D41 and D39), two HM300 articulated dump trucks and a GD555 motor grader. He installed the KOMTRAX equipment monitoring system on each and every machine.

"I don't have a shop or a mechanic. I have my Komatsu dealer do all my maintenance and service work," Hawkins explained. "It saves me money, simplifies my life and keeps me doing what I do best, which is moving dirt."

Hawkins says the initial reason he got KOMTRAX was for convenience — so he wouldn't have to track everything himself, then call and schedule the maintenance every time it was due. "With KOMTRAX, my dealer tracks machine hours and gets machine locations, then just comes out and takes care of the service whenever it's required.

"In addition to the convenience, I've found KOMTRAX to be an easy-to-use system that helps me run my business better," he added. "I check the reports every week or so, just to see where we've been and to plan where we're going. If there's ever any question as to where a machine has been, KOMTRAX answers it by verifying times and dates, and even printing out a map of where the machine has been."

### **Vandalism and theft deterrent**

Hawkins says he's convinced that KOMTRAX is paying off for him.

"One of our pipeline customers ended up spending \$12,000 for a motor on a machine that wasn't a whole lot older than ours. I credit KOMTRAX and our planned maintenance program for keeping our repair bills to a minimum. The guys from the distributorship are specialists, and because of that, I really believe we're being taken care of much better by them than we could take care of ourselves."

As for KOMTRAX itself, Hawkins says he intends to upgrade his system to include geofencing (an out-of-area alert system) and anti-theft features.

"We've experienced some equipment vandalism, and theft is always a possibility. With the KOMTRAX geofence and automatic shutdown (engine lock for nights and weekends), we hope to eliminate or at least minimize those potential problems." ■

*For more information on KOMTRAX and how it can benefit your operation, contact your PSSR or the service manager at our nearest branch.*

Brent Hawkins of Earthworks Grading & Concrete uses the KOMTRAX equipment monitoring system on all eight of his Komatsu machines. "We're on a planned maintenance program with our Komatsu distributor and KOMTRAX is an integral part of that," said Hawkins. "It also helps me track how and where my equipment is being used."



# KIRBY-SMITH OPEN HOUSE

## St. Louis-area contractors see new additions to crane product lines



Ray Jost,  
St. Louis Branch  
Manager

St. Louis-area contractors recently had an opportunity to check out the new models of cranes carried by Kirby-Smith at an open house held on June 30 at the company's St. Louis location.

Representatives from National Crane, Manitowoc, Potain, Effer, Grove and Broderson, as well as Kirby-Smith, were on hand to answer questions and provide information on the different types of cranes Kirby-Smith carries in the St. Louis area.

### New Potain crane line

More than 13 cranes were on display, including a Potain HDT 80 and an IGO MA21, the largest and smallest cranes in the Potain line, according to Joe Maslizek and Ian Priest, representatives from Potain GMA for North America. Potain self-erecting tower cranes have been very popular in Europe and were introduced to this country about eight years ago. Kirby-Smith has been offering them to customers for about a year.

"Self-erecting cranes are very useful in confined areas," said Pat Burns, Regional Business Manager for the Manitowoc Crane

Group, which owns Potain. "As we get into heavily populated metropolitan areas, we're seeing more and more that the self-erecting crane is coming into its own."

All hydraulic-erection systems are coupled with a complete self-loading of the counterweights so they are fully self-erecting, according to Burns. They run on electric power, which makes them ideal for working around hospitals and on college campuses.

"A couple of experienced men can put the largest crane up in about four hours," noted Potain's Joe Maslizek. "The smaller crane can come onto a jobsite either behind a fifth-wheel truck or dump truck and can be up in the air within an hour. It has 85 feet of reach, 72 feet of height under hook and 1,500 pounds of capacity at radius. It's an ideal machine for custom homes, log homes or small commercial and industrial projects."

Both of the Potain models are remote-controlled and are very user-friendly and easy to operate, according to Ian Priest. "It's amazing what these machines can do. They can punch a hole in a building, go through the middle of it with minimum area and erect themselves."

Ben Graham, Vice President and Crane Division Manager for Kirby-Smith, expects the new Potain crane to be an important part of the product mix. Potain cranes have become very popular in California and Seattle and he expects that many contractors in the St. Louis area will also find one of the new models will fit their needs.

### National Crane line added

Kirby-Smith also recently took on the National Crane line in the St. Louis area and offers 13 different models of the popular crane-mounted boom trucks. National Cranes on display at the

Brian Sullivan, Mechanic for L. Krupp Construction, received a cooler and other gifts from Kirby-Smith Marketing Manager Cynthia Jessen.





Brian David, Estimator and Project Manager for Concrete Strategies, and his son Colton are in the cab of this Potain HDT80 self-erecting crane.



Kirby-Smith VP/Crane Division Manager Ben Graham expects Potain Cranes to become very popular with customers. This view of the open house display is from the Potain HDT80 cab.



Kerry MacPherson, St. Louis Service Technician, inspects a Grove RT530E crane.



Frank Nilica, Crane Operator for Budrovich Contracting (left), and Ron Baisch, Service Technician for JCI, enjoyed the open house event.



Potain's Joe Maslizek (left) and Ian Priest were on hand to answer questions.

open house included a 1300A 30-ton model, a 14100, a Series 1800 and an 8100D.

"Product support and after-sale support are major strengths of our company," noted Matt Svoboda, Regional Business Manager for National Crane. "We still manufacture and carry parts for machines that were built many years ago," he said. "We have a large inventory of parts so we can provide excellent service and can respond very quickly."

A vast dealer network supports National Crane users throughout the country, he added. "No matter where you go, you'll have the best support in the industry."

### Effer articulating crane line added

The Effer is a problem-solving machine, said Kirby-Smith Service Technician Mike Santel. "It can get in and around areas where you typically can't go with a straight-boom machine. It can go



This Effer 340 articulating crane was on display.

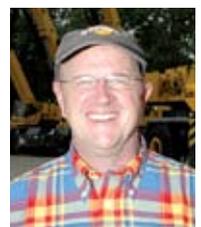
to 66 feet on the boom and hold 1,900 pounds at the end."

Other machines on display at the open house included Broderson IC-80-3G, IC-200-3F and RT-300-2C cranes; Grove RT530E, RT650E and RT760E rough-terrain cranes; and an Effer 340 articulating crane.

With such a wide variety of cranes available to contractors in the St. Louis and southern Illinois area, Kirby-Smith Branch Manager Ray Jost says Kirby-Smith is confident it can help meet any contractor's need. ■



Matt Svoboda, Regional Business Manager, National Crane



Pat Burns, Regional Business Manager, Manitowoc



# Everything you need. Nothing you don't.

Hard-working machines for hard-working people. That's the thinking that made SkyTrak® all-wheel steer telehandlers the industry's most popular brand. These machines are simple, reliable and easier to operate. You get the power and maneuverability to handle the toughest terrain. The patented StabiliTrak system for improved stability. Plus versatile attachments to keep your productivity high. All backed by the service and support of JLG® and Kirby-Smith Machinery.



**The Power To Do More**

# SKYTRAK



[www.kirby-smith.com](http://www.kirby-smith.com)

**SALE • LEASE • RENTAL • PARTS • SERVICE**

**OKLAHOMA CITY**

6715 W. Reno • (405) 495-7820

**TULSA**

12321 E. Pine St. • (918) 438-1700

# ON THE LIGHT SIDE

"I want that video that shows those 'real-life' construction jobs; you know, the ones where the sky is always blue and where nothing goes wrong."



"Getting paid online is OK, but I miss seeing those checks from satisfied customers come in the mail."



"I know the safety director said we're supposed to be creative about safety. But I don't think using the pogo stick will really help avoid any hazards while traveling around the jobsite."



"He's a good mechanic. He gets inside the problem every time... and he finds the exit!"



"Your special looks good, but I hope it won't be any big problem to make a few minor modifications to the specs."



"We did so well on the last design-build job, the developer asked us to take on one more part of his next project: the financing... I guess you could call it design, build and pay!"



## TRIBUTES

# Kirby-Smith mourns the loss of longtime Sales Associate and friend Bob Briley



Bob Briley

The Kirby-Smith family of employees, customers and friends was saddened recently by the loss of longtime Sales Associate Bob Briley. Bob passed away July 1 in a Tulsa hospital.

Bob Briley joined Kirby-Smith Machinery in 1991 and served as a pipeline equipment specialist. He was an active member of the American Pipeline Contractors Association. Before coming to Kirby-Smith, Bob served in the U.S. Navy during World War II and after

selling cars for a time, he turned to pipeline equipment sales.

Bob was a member of the Church of Christ in Owasso, the Masonic Lodge and the Shriners. His wife Betty passed away in 1995.

Bob was well-liked and respected by customers and co-workers alike. Everyone at Kirby-Smith extends their heartfelt sympathy to the Briley family. Bob will be missed by all but we will fondly remember his friendship and service. ■

# Veteran Service Manager Jack Hill retires

Leaving behind a legacy of excellence, along with many good friends, Kirby-Smith Service Manager Jack Hill retired September 8. Jack joined Kirby-Smith in 1986 as Service Manager. At the time, his department had only three technicians. In his 20 years with

Kirby-Smith, Jack has been part of the successful growth of the company. During his tenure with Kirby-Smith, Jack also provided maintenance and operator training for customers taking delivery on new machines and, more recently, served as an inspector and appraiser of trade-in machines.

"I've seen many changes during my time with Kirby-Smith," Jack noted. "I've seen the company grow with more lines of equipment and more people. I've also seen changes in equipment technology, such as the use of more computers."

Jack said he's enjoyed his tenure with Kirby-Smith Machinery and working with the staff and customers. "Ed Kirby is the best boss I ever had," he added. Although Jack admitted he will miss his friends at Kirby-Smith, he's looking forward to spending more time fishing and using the hunting blind his coworkers presented to him at his retirement.

Everyone at Kirby-Smith wishes Jack Hill the best and hopes he'll come back to visit staff and customers often. ■



Jack Hill



President Ed Kirby (left) and Jack Hill reminisce about Hill's 20 years of service to Kirby-Smith.

## INDUSTRY NEWS

# CONEXPO-CON/AGG tops trade show list

The CONEXPO-CON/AGG international exposition for the construction industries has been named the largest trade show of any industry in the United States, for the third consecutive time. The last three editions of the triennial exhibition have earned the top spot for the years in which it was held — 1999, 2002 and now 2005.

The rankings are compiled by *Tradeshows Week* magazine and are based on net square feet of exhibit space. CONEXPO-CON/AGG 2005 set records for exhibit space and attendance —

spanning more than 1.88 million square feet of space and more than 124,000 attendees.

“Our show is run by and for the industry,” said Show Director Megan Tanel, in explaining CONEXPO-CON/AGG’s continuing success. “For example, all of the planning committees are made up of exhibitors and attendees and we listen to their input.”

The next CONEXPO-CON/AGG is scheduled for March 11-15, 2008, at the Las Vegas Convention Center. ■



Quick  
Couplers +  
Durable  
Attachments =

Increased  
Jobsite  
Productivity

Paladin Heavy Construction manufactures a full line of couplers, buckets, forks and specialty attachments for wheel loaders, wheel loader backhoes and excavators — precisely the equipment you need for versatility and greater productivity. Because we offer brand names you know and trust — like JRB, C&P and Badger — we’re sure to carry the right attachments you need to achieve highest productivity at the lowest cost.

**Contact us today at 1-800-4-BUCKET. We have the attachments and couplers you need in stock and ready to go.**

We invite you to learn more about our product offerings at [www.paladinbrands.com](http://www.paladinbrands.com).

**Available through Kirby-Smith Machinery, Inc.**



SERVING YOU BETTER

# KIRBY-SMITH GUILDS

## Three new members join growing ranks of elite parts and service guilds



John Martin,  
Technical Communications  
& Training Coordinator



Jay Van Duzer,  
Internal Systems  
Trainer

Three new members were recently admitted into Kirby-Smith's prestigious Partsman Guild and Service Technician Guild (see photos highlighted in yellow). Joining the Partsman Guild from Oklahoma City are Mark Foster and Daniel Franks. Danny Hughes, also from Oklahoma City, was admitted into the Service Technician Guild. We congratulate these three on their accomplishment and welcome them into this elite group.

To qualify for membership in either the Partsman Guild or Service Technician Guild, participants in the program must take and pass quarterly exams that cover technical information from Komatsu and other manufacturers. Launched by Kirby-Smith in 2004, the two programs now have a total of 71 members. ■

### TULSA - Service



Bruce Taylor



Jim Payne



Justin Carey



Brian Witt



Travis Bolden



Cecil Cartlidge



Brian DeVore



Joe Howsden



Rowe McCarthy



Shaun Merchant



Dale Plumb



Jason Rogers



Jeff Ray



Ron Free



Chris Malone

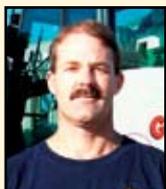


Ralph Glass Jr.



Cash Still

### TULSA - Parts



Kurt Maxwell



Chris Zimmerman



Marvin  
Holloway



Gary Stallworth



Harold Ahart



Jeff Rice



Bret Bryant



Jeff Cauthon

**FT WORTH**



Fred Leach  
Branch Manager

**FT WORTH - Service**



Kevin Wright



Richard Villalobos



Mark Lucas



Mike Caillier

**ST. LOUIS - Parts**



Ceily Davis



Tom Costello



Wayne Asher

**ST. LOUIS - Service**



Kirk Brown



Tim Carothers



Kerry MacPherson



John Fallert



Kenny Boenker



Bill Ruser



Dale Schmidt

**OKLAHOMA CITY - Service**



Kenneth Howeth



Dwight Phillips



Josh Williams



Keith Crawford



Dee Metheny



Jerry Roach



Kevin Locke



Gene Kugelman



Jeff Lechus



Jon Patocka



Eluid Montes



Robert Rodriguez



Ben Sitton



Jerry Hunter



Ron Hagood



Dustin Wooten

**OKLAHOMA CITY - Parts**



Steven Houck



Jack Bruesch  
National Guard,  
deployed



Danny Hughes



Bob Weaver



Ron Clark



Larry Hollen



Gary Cox



Dusty Odom



Bob Williams



Dave Harris



Bill Thomas



Mark Foster



Daniel Franks





# KOMATSU DISTRIBUTOR CERTIFIED USED EQUIPMENT

## The next best thing to new.



*If it can be measured, we measure it!*

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

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

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

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



## DISTRIBUTOR CERTIFIED

# BEFORE AND AFTER

## How a Komatsu Distributor Certified used machine differs from other used machines



Lee Haak, Komatsu  
ReMarketing  
Director

What's the difference between a Komatsu Distributor Certified used machine and any other used machine? The main difference is, with a Komatsu Distributor Certified machine, you're assured of what you're buying.

"When a Komatsu distributor inspects and grades a machine, there are specific criteria it must meet to receive the grade it gets," said Komatsu ReMarketing Director Lee Haak. "Often, improvements are made to bring the machine up to a higher level."

Because of the inspection and improvements, the Komatsu distributor

is confident the machine will perform as represented, and therefore typically is willing to stand behind the sale by offering an extended warranty.

"With a Komatsu Distributor Certified used machine, the buyer is basically assured that the unit will do what it's supposed to do — and if it doesn't, the distributor will make it right," said Haak. "That and frequent special financing rates are what differentiates a Distributor Certified machine from a used piece that's bought at auction or from a broker."

### More than just a paint job

As part of the inspection process for a Distributor Certified used machine, trained technicians will not only note the easy-to-see cosmetic damage, but will also uncover mechanical problems and potential undercarriage issues. All aspects of the machine will be repaired or replaced, or the shortcomings will be pointed out to you as a potential buyer.

"A machine that's Komatsu Distributor Certified has almost certainly had much more than just a paint job — unless that's all it needed," said Haak. "The great thing about Komatsu machines is that the original equipment is built to such a high quality standard, it's worth repairing. That's why we're able to put Distributor Certified machines back in the marketplace for a second life, and do so with confidence that they'll perform productively and reliably."

For more information on how a used machine earns Komatsu Distributor Certified status, you can go to the Komatsu America Web site, click on "used equipment," then click on "What is ReMarketing?" to view a multimedia presentation. ■



These photos show the stark "before and after" difference Komatsu Distributor Certification makes. Half of this very used D61 was left "as-is" (above) while the other half was certified (below).

"A good-looking Komatsu Distributor Certified machine is not just a used machine with a new paint job," said Komatsu ReMarketing Director Lee Haak. "If it's certified highly enough, it was either in very good condition to begin with or was externally and internally repaired to meet specific standards to ensure good, reliable performance."





# USED EQUIPMENT

Check These Special Values

## EXCAVATORS



**KOMATSU PC400LC-6**, '99, s/n A80591, (KM98683\*), 11'1" stick, 23'2" boom, cwt. rem  
..... \$147,500

**KOMATSU PC150LC-6**, '99, s/n K30840, (KM99871), 5,000 hrs., 8'7" stick, 27.6" shoes, a/c.....\$69,000

**KOMATSU PC150LC-6**, '00, s/n K32199, (KM00098), 5,300 hrs., 9'6" stick, 16'11" boom .....\$69,000



**CAT 320CL**, '03, s/n ANB03272, (CTU03744), 2,770 hrs., cab, a/c, 24" bucket, mech thumb, clean..... \$105,000

## ARTICULATED TRUCK

**VOLVO A35**, '96, s/n 3087, (ZZ96469), 5,653 hrs., 35-ton art. truck, cab, a/c, new tires..... \$129,500

## CRANES



**AMERICAN 5299**, '72, s/n GS16106, (ZZU72838) ..... \$79,500

## MISCELLANEOUS

**2001 CMI RS425 RECLAIMER**, s/n 526240, (CM01010), 1,470 hrs., lighting system, pneumatic system & 300 gpm water system, dealer rental fleet machine, good condition.....\$209,500

## PAVING EQUIPMENT

**LEEBOY 1000B**, '98, s/n 2499, (LB98057), track machine, 8'-13' screed, good condition  
..... \$19,500

**LEEBOY 8500HD Paver**, '03, s/n 3300, (LBU03053), 8'-15' extendable screed, 74-hp Hatz diesel, sonic grade and slope, 800 hrs., good condition ..... \$55,000

**BLAW-KNOX PF5510**, '00, s/n 55102971, (BKU00067), 2,970 hrs., 10'-20' screed, truck hitch, crown & slope kit ..... \$119,000



*For more information about used equipment, contact **Randy Coffey** or **Chris Kirby** at (800) 375-3339 or visit us online at [www.kirby-smith.com](http://www.kirby-smith.com).*



RELIABLE EQUIPMENT  
RESPONSIVE SERVICE

HERE TO SERVE YOU BETTER

# THE PRODUCTS, THE PEOPLE, THE SERVICE

## CORPORATE



Ed Kirby  
President



Glen Townsend  
VP & General  
Manager



Ben Graham  
VP & Crane  
Division Mgr.



Kelly Littlefield  
VP & Heavy  
Equipment  
Division Mgr.



David Baker  
VP & Product  
Support  
Manager



Randy Coffey  
General Manager  
Rental/Used  
Equipment



Chris Kirby  
Assistant Mgr.  
Rental/Used  
Equipment



Steve Harcourt  
Governmental  
Sales Manager



Lonnie Kilgore  
Retail Finance  
Manager

## OKLAHOMA CITY, OK



Greg Otts  
OKC Sales Mgr.



Bob Tilley  
Customer  
Relations



Terry Bridwell  
Heavy  
Equipment Sales



Preston Brown  
Heavy  
Equipment Sales



Bill Gustafson  
Heavy  
Equipment Sales



Dean Traylor  
Heavy Equipment  
Sales



Chad Murphy  
Heavy Equipment  
Sales



Jeff Cavaness  
Crane Sales



John Arterberry  
Industrial Sales



Bryce Puckett  
Industrial Sales

## TULSA, OK



Clint Meadors  
Industrial Sales



Jason Leggett  
Rent-to-Rent



Mike Green  
Heavy  
Equipment Sales



Clay Lineback  
Heavy  
Equipment Sales



Dave Murphy  
Heavy  
Equipment Sales



Dan Rutz  
Heavy  
Equipment Sales



Bass Conseen  
Industrial Sales



Todd York  
Industrial Sales



Leo Olivarez  
Rent-to-Rent

## FT. WORTH, TX



Fred Leach  
Branch Manager



Bill Haywood  
Crane Sales



Burt Shilling  
Crane Sales



Jim Crouch  
Heavy Equipment  
& Crane Sales



Charles Harris  
Equipment Sales



Ray Jost  
Branch Manager



Dave Hoeft  
Crane Sales



Michael Nelle  
Crane Sales



Jim Piepenbring  
Crane Sales

## ST LOUIS, MO

## KANSAS CITY, KS

## PRODUCT SUPPORT



Casey Beasley  
Oklahoma City



Bud Sears  
Oklahoma City



Larry Hollen  
Oklahoma City



Stan Collier  
Crane Division



James Purcell  
Tulsa



Shawn Fritts  
Tulsa



David Dick  
Ft. Worth



Pud Wood  
Oklahoma City



Ted Terwort  
Tulsa

## GOVERNMENTAL

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

Change Service Requested

Presorted Standard  
US Postage Paid  
C.P.I.

YOUR SOURCE FOR



# A WORLD OF EQUIPMENT



Not all makes available at all locations

Call us today for all your equipment needs!



www.kirby-smith.com

OKLAHOMA CITY: (405) 495-7820 (800) 375-3339 • FAX: (405) 787-5973  
TULSA: (918) 438-1700 (800) 375-3733 • FAX: (918) 437-7065  
FT. WORTH: (817) 378-0600 (877) 851-9977 • FAX: (817) 378-0080  
ST. LOUIS: (314) 729-0125 (866) 279-1392 • FAX: (314) 729-1317  
KANSAS CITY: (913) 314-4188