



CONNECTION

A publication for and about Kirby-Smith Machinery customers • 2007 No. 1

Featured in this issue:

OVERLAND CORPORATION

Road work is what drives this
Ardmore paving contractor

See article inside...



Jesse Collins,
Equipment Manager/Safety Director

KOMATSU

A MESSAGE FROM THE PRESIDENT



Ed Kirby



**RELIABLE
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Dear Equipment User:

Each new year brings with it new opportunities, and 2007 will certainly be no different.

Except for housing, almost all other sectors of the construction and related economy remain strong and should provide a healthy amount of work for contractors this year. There's also a realistic hope that interest rates have peaked and may start falling this summer. If that happens, the excess housing inventory should begin to disappear and housing construction could start to come back as early as this summer.

At Kirby-Smith Machinery, we're optimistic about 2007. We're gearing up for a substantial year in order to be ready to provide the reliable equipment and responsive service you need, when you need it.

For us, gearing up means we have a good inventory of new Tier 3-compliant Komatsu machines, all of which boost productivity while lowering fuel consumption. We also have an excellent fleet of used and rental machines to choose from. In addition, we're bringing on more service technicians to help us handle all your maintenance and repair needs in a timely manner.

Whether your need is for equipment, parts or service — we hope you'll select Kirby-Smith to be your distributor of choice. I can assure you, we'll do everything in our power to make your experience a good and profitable one.

Sincerely,
KIRBY-SMITH MACHINERY, INC.



Ed Kirby,
President



CONNECTION

IN THIS ISSUE...

OVERLAND CORPORATION

Backed by experienced employees and good equipment, this Ardmore, Okla., road contractor focuses on quality.

GUEST OPINION

As Democrats take control of both legislative houses, there are bound to be changes that will affect the construction and equipment industries. Christian Klein, VP of Government Affairs for AED, provides his insights.

MANAGING YOUR BUSINESS

With Spanish becoming more prevalent on many work sites, employers need to know how to bridge the language barrier. Here are some ideas on keeping a bilingual workplace safe and productive.

EQUIPMENT DESIGN BENEFITS

Find out why Komatsu motor graders' visibility, blade geometry and ease of operation set them apart.

UTILITY MACHINES

Learn more about Komatsu compact excavators and how feedback from contractors helped improve this popular product line.

FIELD NOTES

Check out the big machines Komatsu showcased at the recent debut of its new proving grounds in Cartersville, Ga.

KOMATSU & YOU

Ted Ohashi, President and COO of Komatsu America Corp., provides an optimistic but realistic look at the 2007 construction scene.

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A SALUTE TO A CUSTOMER

OVERLAND CORPORATION

Road work is what drives this Ardmore paving contractor



Jesse Collins,
Equipment
Manager/Safety
Director

The mission statement at Overland Corporation offers a glimpse at its formula for success.

It says the goal of the company is "...to provide the quality in our products and services that will enable us to maintain the industry leadership our customers, and we as a company, have grown to expect..."

"We owe our success to the quality of our people and our equipment," credited Equipment Manager and Safety Director Jesse Collins. "We could certainly attribute part of what we've accomplished to the equipment we buy from Kirby-Smith. But mainly, it's our people."

Building bridges, roads

The company's focus on quality has worked well for more than two decades. Overland Corporation is an asphalt and concrete

paving contractor that does road work almost exclusively, including construction of bridges, drainage structures and curbs and gutters. Its office is located in Ardmore, Okla., where it has a fixed asphalt plant. Overland Corporation also has a portable asphalt plant it can relocate to larger paving projects. In addition, the company does all phases of dirt work, including site preparation and soil stabilization. Most of its projects are in a 50-mile radius of Ardmore in southern Oklahoma and northern Texas.

It's the same scope of work Overland Corporation has been doing since it began business operations in 1980, later incorporating in 1984. Reggie Sullivan is Overland's owner, Dean Leverett serves as President and Joe Jenson is Operations Manager.

Among the larger projects they've recently overseen was the building of a new runway at the Gene Autry Airport north of Ardmore. Overland Corporation milled the asphalt on the existing runway, did stabilization work and then repaved the runway.

"We started that project in 2005 and completed it in early 2006," Collins said. "That was a big job."

In early 2006, Overland Corporation took its portable plant to Ratliff City where it resurfaced about eight miles of Highway 7. "That was just an overlay," Collins explained. "We didn't do any dirt work there."

Overland Corporation is currently working at the Hickory Ridge subdivision on the western edge of Ardmore. That project includes building a new road and site preparation for future homes.

Overland Corporation recently purchased two Komatsu GD655-3 motor graders for road work. "Our operators say the visibility is better and they operate much smoother than the equipment they previously used," said Equipment Manager/Safety Director Jesse Collins.





An Overland Corporation operator uses a Komatsu WA450-5 wheel loader to move milled asphalt at its stationary plant in Ardmore, Okla.

Overland Corporation is also in the process of building an off ramp for the Choctaw Casino on Highway 75 south of Durant. “Two of our newest pieces of Komatsu machinery are there,” Collins said. “We have one of our new GD655-3 motor graders and a new PC200LC-8 excavator on that job.”

Durable, reliable machinery

As Equipment Manager, Collins oversees the buying, selling and maintenance of more than 100 pieces of heavy equipment used at Overland’s various jobsites. He said Komatsu and other equipment lines offered by Kirby-Smith Machinery make up a sizable percentage of their fleet.

“Overland had Komatsu equipment before I started here six years ago,” Collins recalled. “We’ve had a good work history with it, so we’ve stuck with Komatsu equipment. It gives us good service without any major breakdowns. We get good hours out of our Komatsu pieces.”

Included in its fleet of Komatsu machinery are two wheel loaders, a WA450-5 and a WA500-3, which move material from the stockpiles to the bins at the asphalt plant.

“The loaders have always been good,” Collins described. “We bought the new WA450-5 because we had a lot of hours on our WA500 and it’s been a good machine that’s given us years of good service without any major breakdowns, so we decided to go with another Komatsu loader.”



Overland's new Komatsu PC200LC-8 excavator is at work on a bridge project. The company owns a number of the PC200-series excavators.

For excavations and other dirt work, Overland has Komatsu PC200LC-6 and PC200LC-8 excavators. “We like the PC200s,” Collins affirmed. “We owned several of the Dash-6 models before and decided to trade a couple of our older machines for a new Dash-8 because of the good luck we’ve had with Komatsu equipment.”

Most recently, Overland Corporation made the decision to buy two Komatsu GD655-3

Continued . . .



**RELIABLE
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Good employees contribute to Overland's success

... continued

motor graders for its road work. "We decided to buy the Komatsu graders because of the history of reliability we've had with the track hoes and wheel loaders," Collins remarked. "Our operators say the visibility is better and they operate much smoother than the equipment they had used previously."

Other equipment purchased through Kirby-Smith Machinery includes nine Ingersoll Rand rollers, four Blaw-Knox pavers, two RJ350 Broce brooms and a Rosco Maximizer 3 distributor truck.

"Our rollers are very reliable," Collins said. "That's why we stick with Ingersoll Rand. Same with the pavers. But, just as important, we get very good service and very good parts support through Kirby-Smith. They are a very reliable dealer, so that makes it easy to buy equipment from them. We know we're going to get the support, service and parts we need when we need it."

Equipment assistance

Collins calls on Kirby-Smith Sales Representative Chad Murphy for assistance with any equipment needs. "Chad is very reliable," Collins reported. "He's honest with me and up front about pricing. He goes the extra mile to make sure that I'm still happy with the equipment. He makes that extra effort

to ensure I have what I need when I need it. He always returns my phone calls and answers my questions.

"I really appreciate it when I make a phone call to a salesman with a need and he picks up the phone or calls me back immediately. That doesn't happen with every salesman."

Safety first

As Equipment Manager and Safety Director, Collins not only manages Overland Corporation's machinery, but also the programs designed to protect its employees. "We hold quarterly, company-wide, mass safety meetings," he said. "We also have Monday morning tool box safety meetings for each crew and use safety incentive programs to help maintain safety awareness. We use job hazard analysis before we start a job and before any major phase of a job to see what we need to do to eliminate hazards for our people.

"Safety is a primary concern from our top management down. We want to protect our people and protect the traveling public when they're close to our job."

A good group

The commitment to safety is not unlike the commitment to service the people of Overland Corporation invest in their customers. The company has about 65 employees, a number of whom have had long tenures. Collins said those people have been critical to the company's success.

"We've got a good group that has stayed with us," he acknowledged. "It isn't always easy to find good people, but the people who have stayed with the company are quality individuals. A company can't make it without quality employees."

For more than 20 years, that focus on quality employees and quality work has produced positive results for Overland Corporation. Collins said he doesn't foresee any significant changes anytime soon.

"I don't really see us growing right now in one direction versus another," Collins said. "We're just going to continue what we're doing and that means doing quality work." ■

Kirby-Smith Machinery Territory Manager Chad Murphy (left) is available to help Overland Corporation Equipment Manager/Safety Director Jesse Collins with his equipment needs.





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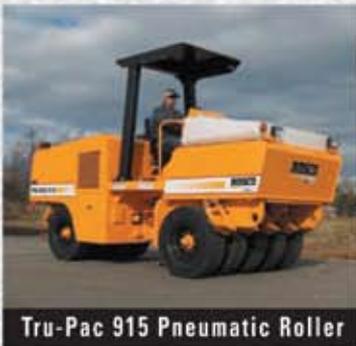


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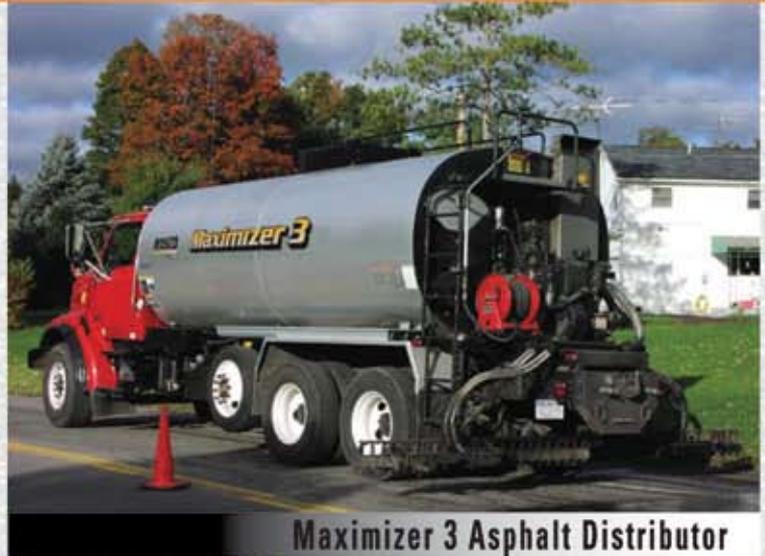


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NEW CONGRESS

What does the Democratic takeover mean for the construction industry?

With Democrats in control of both the House and Senate for the next two years, there are bound to be some changes coming out of Washington that will impact the construction and equipment industries. Here is some of what we think might happen.

Our association (Associated Equipment Distributors or AED) has long been recognized as a leading advocate for increased highway, airport and water infrastructure investment. Generally, Democrats have been more willing than Republicans across-the-board to support infrastructure programs and the user-fee increases necessary to pay for them. Democratic control of Congress may present an opportunity for an honest debate on crafting a new user-fee structure to pay for the highway system and to develop a consistent funding mechanism for water infrastructure, among other things.

Additionally, Democrats have generally supported capital investment incentives such as the depreciation bonus. If there is a drop-off in business investment in the next two years, we may find Democratic support for accelerated depreciation.

However, one of AED's biggest issues, the death tax, doesn't face a bright future under the new regime. Democrats have by-and-large opposed efforts to permanently repeal the death tax. While it is possible that Democrats will accept scaled-back death-tax relief to take the issue off the table for the 2008 elections, this is highly speculative. Other industry-specific tax priorities are not generally as partisan and will likely depend on the desire of lawmakers to delve into broader tax and budget issues.

Watching the "Blue Dogs"

There is much speculation about the role the "Blue Dog" Democrats will play in the new Congress. Blue Dogs generally support pro-growth tax and regulatory policy, limited government, fiscal responsibility and infrastructure investment. During the last two years, AED has worked aggressively to build relationships with members of the Blue Dog coalition.

We're hopeful that given the relatively slim Democratic margin of control on Capitol Hill, Blue Dogs will be able to temper the Democratic agenda and remind their colleagues in leadership that policies that hurt America's family businesses ultimately wind up hurting the people those companies employ. ■



Christian A. Klein

*This Guest Opinion, which first appeared in the newsletter, **Washington Insights**, was prepared by Christian Klein, Vice President of Government Affairs for the Associated Equipment Distributors. Mr. Klein can be contacted at caklein@potomac-law.com.*

Associated Equipment Distributors says Democratic control of Capitol Hill might mean some good and some bad for the construction industry.



MULTIPLE LANGUAGES

Can becoming a bilingual employer help you boost productivity without sacrificing safety?

Much of the information for this article comes from a seminar presented at CONEXPO 2005 by J.R. Gonzales, a former President of the U.S. Hispanic Chamber of Commerce. Mr. Gonzales is also President of JRG Communications in Austin, Texas.

It's no secret that the United States is facing a labor shortage in the construction industry. Estimates show that in the next five years, the country as a whole will be short 8 million to 10 million workers, with construction being one of the hardest-hit industries. So where do employers turn to find the necessary manpower to keep up?

For many, it means hiring and training non-native workers, with the largest percentage coming from Spanish-speaking countries such as Mexico. Hispanic workers already make up as much as 25 percent of the country's construction work force with that number expected to rise to 47 percent by 2010.

With the rise in Hispanic workers comes an increase in language barriers that must be overcome in order to maintain productive and safe jobsites. OSHA standards require employers to train employees in all safety aspects on the job, no matter what language they speak. Employers also must make sure employees comprehend the training.

The standards were put in place to protect all workers, but the language barrier faced by Hispanic workers often hinders understanding of safe practices on the jobsite. That lack of understanding is seen as one of the major reasons Hispanic injuries and deaths on construction sites have risen as the population of Spanish-speaking workers grows.

Statistics show that Hispanic workers account for nearly 20 percent of all work-related deaths in the U.S., the largest number of fatalities among ethnic groups. A language barrier is often the cause, as workers don't understand the task assigned to them or the risks associated with it. They are unlikely to ask questions or point out unsafe practices for fear of losing jobs. Many workers also come from countries where safety is not a priority and don't realize the emphasis the U.S. places on protecting workers.

Overcoming the language barrier

There are several ways to overcome the language barrier that will benefit both the employer who speaks little or no Spanish and Hispanic workers who speak little or no English. It's hard to say which method is best. Each company must decide what will work best as it prepares for a diverse work force.

Hispanic workers make up as much as 25 percent of the United States work force with that number expected to rise to 47 percent by 2010.



“A key component in any business is good communication,” said J.R. Gonzales, a former President of the United States Hispanic Chamber of Commerce and President of JRG Communications, Inc. in Austin, Texas, during a session at CONEXPO in 2005. “Lack of communication leads to poor productivity and unsafe practices. It’s important that companies find a way to bridge the language barrier. The growing number of Hispanics in the work force is a trend that will continue upward.”

“The work force in the United States is growing more diverse, with Spanish as the primary language spoken among non-native workers,” he continued. “Employers should look at it as a challenge and step up to meet it head-on.”

Gonzales added that there are a number of ways to meet the challenge that require little financial outlay. Such an investment is especially economical because of the increased productivity that will result from workers who can communicate effectively with each other.

Seminars and conferences specifically tailored to the construction industry are available that will teach common words and phrases used on a construction site. These might be an initial step to consider for both English and Hispanic employees as they begin to work together. Such training can be a first step in learning a new language in order to eventually run a bilingual company.

Learning new language is beneficial

Many companies have arranged for Hispanic workers to take English classes taught by bilingual instructors. Classes are often offered at local community colleges and universities, as well as through community outreach programs. The courses are usually offered at night, leaving the worker free to be on the job during the day.

In conjunction, some companies are having their English-speaking staff take Spanish classes at the same time. This has proven

OSHA Occupational Safety and Health Administration **Safety Tips**

Working safely in trenches

Do **NOT** enter an unprotected trench!

Each employee in a trench shall be protected from a cave-in by an adequate protective system.

Some of the protective systems for trenches are:

- Sloped for stability; or
- Cut to create stepped benched grades; or
- Supported by a system made with posts, beams, shores or planking and hydraulic jacks; or
- Supported by a trench box to protect workers in a trench.

Additionally, excavated or other materials must be at least 2 feet back from the edge of a trench; and

A safe means of egress shall be provided within 25 feet of workers in a trench.

For more complete information: **OSHA** Occupational Safety and Health Administration, U.S. Department of Labor, www.osha.gov (800) 321-OSHA, TTY (877) 889-9627

OSHA Administración de Seguridad y Salud Ocupacional **Consejos de Seguridad**

Trabajando de manera segura en una trinchera

¡**NO** entre en una trinchera que careza de protección!

Todo empleado en una trinchera tiene que ser protegido de un derrumbe por un sistema de protección adecuado.

Algunos de los sistemas de protección para trincheras son:

- Inclinarse para estabilidad, o
- Cortar para crear pasos o niveles escalonados, o
- Sostener por un sistema formado de postes, vigas, puntales o tablas con gatos hidráulicos, o
- Sostener por una caja de zanja que proteja a los trabajadores en la trinchera.

Además, los materiales excavados u otros materiales tienen que colocarse a un mínimo de 2 pies de la orilla de la trinchera y

Un medio seguro de salida tiene que ser colocado en una trinchera a un máximo de 25 pies de los trabajadores.

Para información más completa: **OSHA** Administración de Seguridad y Salud Ocupacional, Departamento del Trabajo de los EE.UU., www.osha.gov (800) 321-OSHA, TTY (877) 889-9627

There are a number of useful resources available from a variety of sources, including OSHA’s Web site (www.OSHA.gov), where you can download and print materials, such as this trench safety card, which offers information in English on one side and Spanish on the other.

especially useful for supervisors and foremen who oversee Hispanic workers. It aids in communicating safety issues and ensures the worker understands his or her assigned tasks.

Some classes are designed to bring English and Hispanic workers together to learn both languages at the same time. Often, one or more interpreters are in the room, along with the instructor to help enhance students’ understanding. Some courses also offer students headsets that translate the instructor’s words into English or Spanish. The advantage of having a combined class is that workers don’t feel isolated and everybody gets the same information.

Continued . . .

Resources help employers educate workers

... continued

Useful materials

Other resources, including video presentations and publications in Spanish, augment language classes. Many can be obtained at little or no cost through organizations such as OSHA, the Associated General Contractors (AGC), the International Union of Operating Engineers (IUOE) and NUCA (National Utility Contractors Association). Equipment manufacturers often provide materials in a variety of languages explaining how to use their equipment.

NUCA has bilingual safety instructors and consultants available to teach such practices as excavation safety and provide competent-person training and confined-entry-space training. OSHA has a Spanish-language Web page containing items such as posters, safety and health bulletins and other materials published in Spanish.

OSHA's Training Institute operates a number of education centers throughout the United States that offer Spanish-language safety-training courses. It also works with groups, such as the Hispanic American Construction Industries Association, to provide safety and health training.

Bilingual workplaces are becoming increasingly more common throughout the United States. There are numerous ways to ensure productivity and safety on all jobsites, despite a language barrier.



There are numerous Internet sites that supply online information in English and Spanish, and Web-based courses can be taken in a multitude of languages. Publications and safety materials, such as English-to-Spanish and Spanish-to-English dictionaries, are available online as well.

On-site practices can boost productivity

There are ways to help assimilate Hispanic employees into the work force that will minimize communication barriers on the jobsite. Once workers have been thoroughly trained and have a basic understanding of work and safety practices, it's best to assign tasks that appropriately fit their skills.

A best-case scenario is one where you have bilingual workers, who you can place in a group with English-only and Spanish-only workers. The bilingual employee can work as an interpreter, ensuring good communication between workers who only speak one language. As these employees work side-by-side, their skills at communicating with each other should improve. As mentioned before, helping workers become bilingual can pay big dividends in the long run.

If you don't have bilingual workers, group employees by their native language. In this way, each can communicate in his own language, lessening the chance of communication breakdowns between workers who don't understand each other. Supervisors should be bilingual in order to communicate effectively with each group of workers.

Always part of our culture

As more and more immigrant workers become part of the construction landscape, meeting the challenge of a diverse work force now will help ensure a safe and productive jobsite in the future.

"The number of employers and jobsites with non-English-speaking workers is constantly growing," Gonzales said. "Hispanics have always been part of the work force and will continue to be." ■



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EQUIPMENT DESIGN BENEFITS

TOP GRADES

Visibility, blade geometry and ease of operation help set Komatsu motor graders apart

When it comes to operating heavy construction equipment, proficiency does not happen overnight. According to many industry experts, that fact applies to motor graders more than any other machine.

While wheel loaders and dozers use essentially one control stick to manage all functions of the machine, motor graders have more than a dozen different controls to monitor while moving at different speeds in forward and reverse.

“That’s why, for many contractors and many government entities, getting a good blade man is so important,” said Jenkins Davis, Director of Sales & Marketing Development for Komatsu America. “Many times, they will cater to grader operators because they’re so valuable. It’s very hard to replace somebody who’s a good blade man, due to the operational skills it takes to do the job.”

Direct drive and torque converter

With skilled operators in such demand, it makes sense to reduce the complexity of motor grader operation. Davis said the unique dual transmission of Komatsu motor graders helps do just that. At the flip of a switch, operators can go from Mode One, which is the direct-drive transmission, to Mode Two, which utilizes Komatsu’s unique torque-converter transmission. The top four gears in Mode Two offer automatic shifting, making the machine easier to manage.

“It just simplifies the whole operating process,” Davis described. “The best comparison I could make would be the difference of going from a stick shift to an automatic transmission in a car. Using a clutch and shifting in a car is somewhat similar to Mode One, which is the direct-drive concept. Mode Two, which is a torque converter, is similar to a regular power-shift car. It’s easier

to operate and that’s especially beneficial for younger and less-experienced operators.”

The current dual-transmission line of Komatsu motor graders has been out for several years now and, according to Davis, is tested and proven. “We were very successful with our previous line of motor graders,” Davis noted, “but as we looked at the evolution of the product, we believed some major design changes would make the product even better. That’s really what led to the development of our current line of graders.”

Other Komatsu advantages

In addition to easier operation, Davis said Komatsu graders feature an advanced hydraulic system, excellent visibility and superior blade geometry, all of which combine to provide improved power and performance at a jobsite.

The hydraulics help maximize speed and responsiveness. A closed-center system of valves allows fluid to flow to each individual implement, providing outstanding operator “feel” and unmatched implement control.



Jenkins Davis,
Director of Sales
& Marketing
Development,
Komatsu America
Corp.

Continued . . .

The GD555-3, with a 140- to160-variable-horsepower engine, is Komatsu’s smallest motor grader.



Grader design features help boost productivity

... continued

“Operators want an instantaneous response from the blade when they hit that lever,” Davis explained. “We think the hydraulics on our machine are superior to anything else on the market.”

The operator’s ability to clearly see the work underway is essential in grade work, too, and

the visibility of Komatsu graders sets them apart from competitors. The large front glass helps provide an unobstructed view of the moldboard and front tires. In addition, angled front and rear glass prevents dust buildup.

“The visibility to the blade is crucial,” concurred Bob Lessner, Product Manager, Motor Graders for Komatsu America. “That’s the working end of the machine and our visibility is probably equal to or better than any other manufacturer in the market today.”

Blade geometry is also an important design advantage of Komatsu motor graders. The unique blade-suspension system improves reach and allows a wide working range, including true 90-degree bank sloping.

Another design feature is parts commonality. “Many parts used in our excavators, wheel loaders and dozers are incorporated into Komatsu motor graders, so parts are readily available and technicians are knowledgeable about the product,” Davis pointed out. “That’s a tremendous benefit if a part needs to be replaced.”

Here’s another benefit of Komatsu motor graders: the GD655-3 and the GD675-3 machines are now equipped with a Tier 3 engine, which offers greater horsepower and improved fuel efficiency.

“We increased engine horsepower slightly by 10 horsepower,” Lessner said of the GD655. “It now has 180 to 200 horsepower with the Tier 3 engine. The other changes we made are in the cab. We have an electronic hand throttle now, whereas before it was a lever, so it’s more user-friendly.”

Operating options

Governmental work, including road maintenance and repair jobs, ditching and slope work, makes up 50 percent of motor grader sales in some areas of the country. “We have a motor grader to fit any job,” confirmed Davis. “Komatsu is very committed to the North American market and the motor graders are a big part of our product line, along with dozers, excavators and wheel loaders. We want to do everything we can to promote this product line because we think we’ve got something very special here.” ■

Brief specs on Komatsu Motor Graders

Model	Operating weight	Output	Overall Length
GD555-3 (Tier 2)	30,950 lbs.	140-160 hp	30’10”
GD655-3 (Tier 3)	33,069 lbs.	180-200 hp	32’4”
GD675-3 (Tier 3)	34,855 lbs.	180-200 hp	32’4”



Bob Lessner, Product Manager, Motor Graders, Komatsu America Corp. (left) stands in front of a Komatsu GD555-3 motor grader with Komatsu Motor Grader Consultant Jim Terrell.

The GD655 is slightly larger than the GD555 and is the biggest seller in Komatsu’s grader line. The GD655 and the GD675 are now available with a Tier 3 engine.



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UTILITY MACHINES

WORKING A NEW ANGLE

How feedback from contractors helped improve these popular compact excavators

In the 21st century, compact excavators are what skid steer loaders were in the late 20th century: highly maneuverable and versatile tools for the construction and landscape trades.

As is typically the case when a new piece of machinery is introduced into the market, contractors provide manufacturers with feedback that makes the machines more user friendly and productive. Komatsu relies heavily on customer feedback to engineer machines that meet the ever-expanding requirements of its customers. The Komatsu compact excavator line is no exception.

The market for compact excavators has grown more than 250 percent since 2002, and has exceeded the market for backhoe loaders. Part of the increase is due to economics, but a big part of the growth for these powerful products is the recognition by contractors that compact excavators are for real; they're productive, flexible and can do jobs and go places that larger machines can't.

A vast assortment of features

Komatsu compact excavators continue to advance by introducing features that contractors appreciate. To meet the wide range of customer requirements, Komatsu offers 10 models ranging from the 1,960-pound PC09 to the nearly 18,000-pound PC78MR. Features include:

- Pilot proportional joystick controls and load-sensing hydraulics that make operation smooth and effortless;
- Control-pattern changer that allows either backhoe or excavator operators to use the operating pattern they're most comfortable with;
- Boom offset that permits machines to work in very tight spaces;

- Three track options that allow customers to choose what's right for their business — standard rubber tracks, optional steel tracks for work in abrasive conditions, or optional Komatsu Road-Liner tracks that are ideal for work on pavement;
- A four-way, power-angle backfill blade option on PC35MR-2 and PC50MR-2 models that improves flexibility and backfilling productivity;
- A standard thumb-mounting bracket on the dipper arm (available in early 2007) that allows installation of a hydraulic thumb attachment without the need to weld on the arm;
- A significantly expanded range of attachments through a cooperation with Werk-Brau, a major manufacturer of excavator and backhoe attachments, will also be available in 2007.

With everything they have to offer, there's another reason to check out the lineup of Komatsu compact excavators. Now is the time to take advantage of Komatsu's zero-percent retail finance plans. ■



In 2006, Komatsu introduced the four-way, power-angle blade option on its PC35MR-2 and PC50MR-2 compact excavators to improve flexibility and backfilling productivity. This year will see the introduction of a standard thumb-mounting bracket on the dipper arm, as well as an expanded range of attachments.



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FIELD NOTES

QUARRY DAYS

Large machines take the spotlight at Komatsu proving grounds in Cartersville, Ga.

More than 200 equipment users from across the U.S. and Canada got an up close and personal look at numerous Komatsu machines designed for quarry, large construction and small mining applications at Komatsu Quarry Days late last year. The Quarry Days show was the first event to be held at Komatsu's new proving-ground site located at the Komatsu Training Center in Cartersville, Ga.

Similar to the former Komatsu Field Days, the manufacturer will now stage Quarry Days and similar shows in the future in order to provide equipment users with the opportunity to talk to product managers and field test the equipment. The difference from Field Days is that, rather than have machines of all sizes at the same show, Komatsu will now host smaller events that focus on a particular size class of equipment. Generally speaking, quarry machines range from the large end of the construction class of equipment to small mining-class machines.

Machines at Quarry Days consisted of dozers, (D85EX-15, D155AX-6, D275AX-5 and the new Tier 2-compliant D475A-5), excavators (PC400LC-7, PC600LC-8, PC800LC-8 and the new PC2000-8), wheel loaders (WA430-6, WA500-6 and WA600-6), rigid-frame trucks (HD605-7 and HD785-7), the HM400-2 articulated dump truck and the GD655-3 motor grader.

Continued . . .



This 100-ton HD785 haul truck breaks the ribbon at the grand opening of the new Komatsu demonstration site, which hosted its inaugural event, Quarry Days, late last year.

The Komatsu demo site is about a 12-acre area immediately behind the Komatsu Training Center in Cartersville, Ga. It easily accommodated 15 large machines for Quarry Days.



The Quarry Days event provided customers with an opportunity to speak directly with Komatsu personnel, such as Excavator Senior Product Manager Peter Robson.

Komatsu showcases quarry-size machines

... continued



The 956-horsepower PC2000-8 (above) is a new machine that replaces the PC1800 in the Komatsu excavator lineup. Similarly, the new PC800LC-8 (right), has more horsepower and greater stability than the PC750 it replaces.



The new WA600-6 wheel loader, which improves productivity while dramatically lowering fuel consumption, is a significant upgrade from the previous model and is considered to be one of Komatsu's unique and unrivaled products.



Complete lineup

Among the new machines at Quarry Days were the PC800LC-8 and PC2000-8, which replace the PC750 and the PC1800 in the Komatsu excavator lineup. Also new is the WA430-6 wheel loader, which replaces the WA400. Dozers at the show ranged from 264 horsepower to 890 horsepower.

"We believe our quarry-size group of machines is the most complete lineup in the industry and includes a number of units we consider to be unique and unrivaled products," said Komatsu Vice President of Product Marketing Erik Wilde. "We were pleased with the opportunity Quarry Days gave us to show these outstanding products to current and potential customers in a real-world environment." ■



The new D275A-3 dozer with a Tier 3 engine was one of four Komatsu dozers at the Quarry Days event.



Tom Stedman, Komatsu Marketing Manager for Mining Trucks (far right) visits with a group of customers at Quarry Days.



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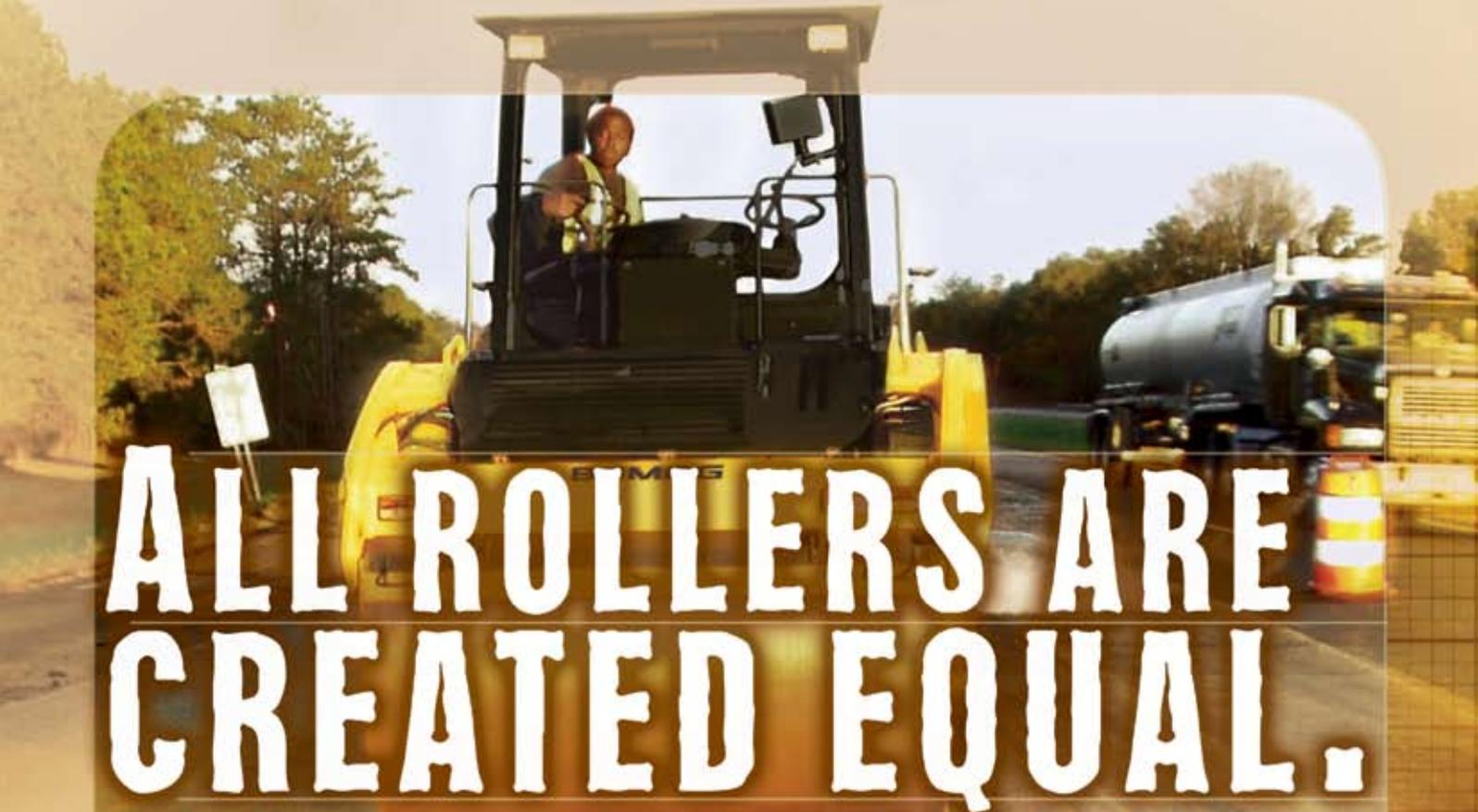
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KOMATSU & YOU

REALISTIC BUT OPTIMISTIC

Komatsu America President believes 2007 could start another upturn in construction

QUESTION: Following three years of extraordinary growth in the construction economy, there are questions about 2007. What is Komatsu expecting this year?

ANSWER: I would say we're realistic but optimistic about what 2007 is going to bring. Certainly, demand for equipment leveled off in 2006, largely because of about a 25 percent decline in housing starts compared to 2005. Our hope and belief is that the bottom of the housing market has been reached and that a rebound could well begin this year.

Of course, much depends on what happens with interest rates. Our hope is that interest rates are through climbing and may actually start inching back down in 2007. If that happens, the current excess housing inventory should get used up, which means more houses will need to be built.

QUESTION: Beyond housing, what's the construction economy like?

ANSWER: Remarkably strong. Non-residential building, highway construction and mining all had excellent years in 2006 and we expect more of the same for 2007. As always, the level of activity will vary region by region, but overall we are optimistic about the construction economy and Komatsu's place in it.

QUESTION: What is Komatsu's place as an equipment manufacturer?

ANSWER: We are the world's second-largest manufacturer and supplier of utility, construction and mining equipment. In North America, my goal as president is to help Komatsu America achieve steady and sustainable growth each and every year, and so far, we've accomplished that.

When you look at where we started from — a sales and marketing company that simply

Continued . . .



Ted Ohashi, President and COO,
Komatsu America Corp.

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.

Since graduating from the University of Tokyo in 1977, Ted Ohashi has worked for Komatsu in increasingly important positions. He's now beginning his fourth year as President and COO of Komatsu America Corp. and he's not looking to leave anytime soon.

"North America is the world's largest market for construction and mining equipment and as such, is very important to Komatsu," said Ohashi. "Being President of Komatsu America is certainly a challenge, but it's one I enjoy and I want to stay in the position as long as Komatsu wants me to be here."

With a strong background in engineering, including a master's degree from Stanford University, Ted understands the nuts and bolts of the equipment industry. He also understands what equipment users want and need. "Our customers want reliable equipment and they want outstanding support. Komatsu and our distributors are committed to providing both."

Ted's wife remains in Tokyo with their three sons, two of whom are in college, while the third is finishing high school. "It's an accepted part of life in Japan to go where your job takes you, so the long-distance marriage is not a major issue," said Ohashi. "Besides, I travel so much in my job that we would spend a lot of time apart even if she lived here in Chicago. As it is, she visits relatively frequently and I can plan my schedule to be home when she's here."

In his free time, Ted enjoys attending the Chicago Opera and playing golf. "On Christmas Day 2005, I hurt my back in a rather serious bicycle accident, so I wasn't able to play as much golf last year. But I hope to make up for it in 2007."

Komatsu focusing on solutions for customers

... continued

imported dozers to sell in the U.S. — our growth in and commitment to North America is remarkable. We now offer a full range of products and services, and have several manufacturing plants here. Significantly, we also recently added the important R&D function for mining trucks and many dozers, which, in essence, makes the U.S. the center of the Komatsu universe for those products. So, although we are a foreign company, we also consider ourselves to be increasingly American, and I think our North American customers see that and appreciate it.

Komatsu has four manufacturing plants in North America, including this one in Candiac, in the Canadian province of Quebec. "Although we are a foreign company, the fact that we have a large factory presence, and have even moved some product R&D functions to the U.S. and Canada, demonstrates that we are becoming increasingly American, and I think North American customers appreciate that," said Ohashi.



Komatsu is taking steps to improve product support by increasing service personnel to aid distributor technicians as necessary. Komatsu is also working to certify all distributor technicians.



A slowdown in housing starts impacted construction in 2006. Komatsu America President Ted Ohashi is cautiously optimistic that the bottom of the housing market has been hit and that 2007 could start a new upturn.



QUESTION: Speaking of customers, what are American equipment users looking for from Komatsu?

ANSWER: Equipment users are very smart. They know that the cheapest price doesn't necessarily mean the best value. At Komatsu, we've always emphasized the life cycle of a machine. What's important is the production you get compared to operating costs throughout the life of the machine, which takes into account repairs, downtime and resale value. Komatsu customers understand that concept and understand that Komatsu provides it as well as, if not better than, any other manufacturer.

QUESTION: What is Komatsu doing to improve customers' experience with Komatsu products?

ANSWER: Our products have always been well-received and well-accepted by customers. Much of what we're emphasizing now is support related.

For example, we've opened six regional parts depots to complement our national parts distribution center to help us get parts to customers more quickly. We're taking steps to help our dealers improve their service technicians by training and certifying them based on their level of expertise. We've also increased the number of Komatsu service personnel to help our dealers out as needed. And we've put our GPS-based KOMTRAX monitoring system on all Tier 3 machines, which we constantly track right here at Komatsu America headquarters to help us support our dealers and our customers much more proactively.

QUESTION: When an equipment user hears the name Komatsu, what do you want him to think?

ANSWER: Solution provider. More than just a manufacturer of equipment, we want our customers to think of us as a partner who can help them succeed in their business. Our Working Gear Group, with its focus on developing equipment and attachments for specific industries, such as material handling or demolition, is a good example of our commitment to being a solution provider. In conjunction with our excellent nationwide distributor network, we believe we can help customers solve their problems, and in turn help them be more productive and more profitable. ■



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PRODUCT SUPPORT

CUSTOMER SUPPORT PROGRAMS

Proactive product support can extend equipment life and save you money

If you're looking to get the most out of your equipment for the longest time, you might want to consider Komatsu Customer Support Programs (CSP). Komatsu distributors offer cost-effective CSPs to cover a full range of maintenance services, all designed to improve equipment productivity and reliability.

CSPs include Komatsu Oil & Wear Analysis (KOWA), which uses independent labs to test oil for wear metals and contaminants; PM-PRO, which is a planned maintenance program in which a distributor technician comes to your jobsite to perform all routine maintenance procedures including oil sampling; and Preventive Maintenance Inspections (PMI), which consist of a walk-around inspection and diagnostic tests to measure engine speed and hydraulic pressure to ensure your machine is working up to its capabilities.

Also offered is a repair and maintenance (R&M) program that uses machine histories and a proactive "before failure" approach to changing out parts and components. With an R&M agreement, you can schedule and budget all repair and maintenance items in advance.

Komatsu's Track Management System (TMS) helps you get the most out of your undercarriage. This CSP manages undercarriage wear to help you maximize usage and avoid costly downtime.

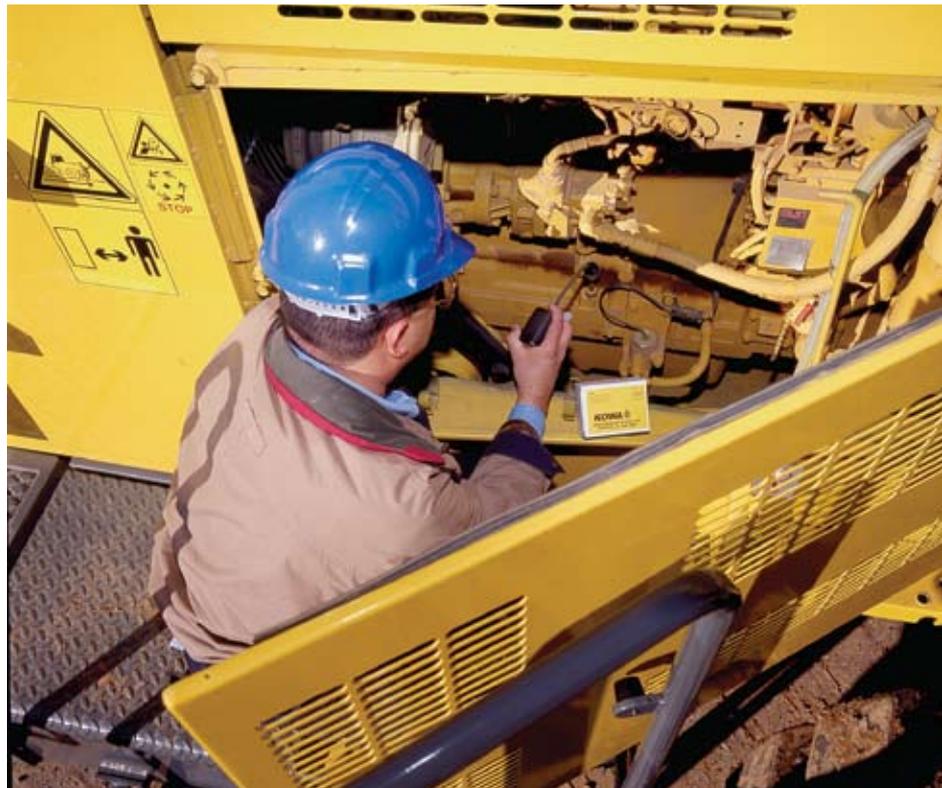
Also available is Komatsu ADVANTAGE Extended Coverage, which is a warranty that will take over when your initial new-machine warranty expires. It allows you to choose from full-machine or powertrain coverage, and select from among a number of options for the time period, hours and deductible.

Lower O&O costs

All Komatsu CSPs are designed to help you lower your owning and operating costs, improve equipment uptime and provide the longest productive life for your Komatsu machines. They also improve the resale value of your equipment by providing proof that the machine has been well maintained.

Feel free to talk to our service manager or a product support representative to learn more about Komatsu Customer Support Programs and how they can help you benefit your operation. ■

Oil sampling through the Komatsu Oil & Wear Analysis (KOWA) Customer Support Program is one of the best ways to reduce unexpected and costly equipment downtime and repairs.



COMMITTED TO SUPPORT

Kirby-Smith expands hose and filter offerings and extends hours to better meet customers' needs



Bob Williams,
General Parts
Manager

With the recent additions of new hose and filter suppliers to the list of manufacturers it represents, Kirby-Smith has taken steps to better meet the parts needs of customers throughout its territory.

The new companies are Gates hoses, offered at the Oklahoma City branch, and Baldwin filters, which are available through any Kirby-Smith location.

"Gates is probably the No. 1 name in hydraulic hoses," said Kirby-Smith General Parts Manager Bob Williams. "We're very pleased to now be able to offer our customers a much wider variety of hoses than we could before. With the Gates program, we've basically tripled our inventory of hose fittings and adaptors."

"The Gates program has allowed us to get into hose building in a big way," added Oklahoma City Parts Manager Terry Miles. "We now stock more than 1,500 different adaptors and up to 600 different fittings."

Similarly, the line of Baldwin filters significantly increases the likelihood Kirby-Smith will have the filter you need to keep your equipment up and running.

"Of course we still have Komatsu and other OEM filters for the products we carry," said Williams. "We also have Fleetguard. Now, with the addition of the Baldwin line, we have a filter to meet the needs of virtually any customer, regardless of what type of machine he has."

All-makes support

The addition of Gates hoses and Baldwin filters is part of Kirby-Smith's efforts to be a true industry leader when it comes to product support.

"When customers buy a machine from us, they have every reason to expect that we'll be able to take care of them after the sale with outstanding parts and service support," asserted Williams. "We've taken steps to do just that for the manufacturers we represent. Now, we're taking it to the next level by offering 'all-makes' support, which means we'll get you up and running, no matter what brand of equipment you use."

"Our goal is to be a one-stop source for all of our customers' parts and service needs," said Miles. "We want them to be able to come to us when they have a parts problem and know we're going to take care of them."

Training guilds, expanded hours

According to Kirby-Smith Vice President of Product Support David Baker, the greatly expanded hose and filter programs are just the latest examples of Kirby-Smith's efforts to provide unmatched product support to customers.

"We've taken many steps recently to improve the level of support we provide," he noted. "For example, we have a Parts Guild, whereby our parts counter men are compensated based on

Oklahoma City
Shipping and
Receiving Associate
Dawn Robinson
looks for a part in
the warehouse.



taking quarterly tests and staying proficient in their field of expertise.

“We’ve also greatly expanded our hours of operation,” Baker added. “We now have somebody answering a phone until 12:30 in the morning Monday through Friday, and from 7 a.m. until noon on Saturday. An actual person is on duty to take messages and parts orders. Emergency calls are always answered 24/7.

“As the summer work season approaches and the hours get longer for our customers, we’ll have parts and service people here so someone can come in late at night to get a part so he’s ready to go the next morning,” Baker continued.

Hand-in-hand with the expanded hours, is Kirby-Smith’s participation in Komatsu’s online parts ordering system called epartscentral.

“With epartscentral, a customer can come into our system 24 hours a day, 7 days a week, to check parts prices and availability, and actually place a parts order for many of the brands we carry,” Baker explained. “Each account is customized and includes an up-to-date parts book for each Komatsu machine that a customer owns.”

Being the best

Baker says he hopes the steps Kirby-Smith has taken demonstrate to customers the dedication and commitment the company has toward product support.

“From Ed Kirby on down, everybody here recognizes that product support is really the most important thing a distributor does. It’s how we earn the repeat business of our customers. With that in mind, we’ll continue to work toward being not just one of the best, but *the* best parts and service provider in Oklahoma.” ■



Stacy Hawkins works the Gates hose crimp press in Kirby-Smith’s Oklahoma City shop. Kirby Smith began offering the Gates hose program late last summer.



Terry Miles,
Oklahoma City
Parts Manager



Marvin Holloway,
Tulsa Parts
Manager



Ron Thomas,
Warehouse
Manager



Peggy Ahart,
Tulsa Shipping
and Receiving
Associate



The Tulsa parts department staff includes (L-R) Marvin Holloway, Bret Bryant, Jeff Rice, Jeff Cauthon, Gary Stallworth and Harold Ahart.

Taking time out for a photo are Oklahoma City parts department employees (L-R seated) Rusty Hancock, Bob Weaver, (L-R standing) Daniel Franks, Bill Thomas, Dusty Odom and Ron Clark.



(L-R) Mark Foster, Gary Cox and Dave Harris work in Kirby-Smith’s Oklahoma City parts department.



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(Seated L-R) Debbie Hoeft - 5 yrs. ; Ceily Davis - 5 yrs.; (Standing L-R) Wayne Asher - 3 yrs.; Tom Costello - 5 yrs.; Tim Carothers - 3 yrs.; John Fallert - 3 yrs.; David Hoeft - 5 yrs.

Ft. Worth, 5 Years



Curtis Malone



Bill Haywood

At the close of 2006, Kirby-Smith set aside time to recognize the outstanding contributions of many of its employees. Forty staff members achieved milestones in service to customers and our company.

Kirby-Smith presented a service award to each employee who reached a three-, five or 10-year anniversary with the company. "We are proud and privileged to have so many dedicated and talented people working for us," stated Kirby-Smith President Ed Kirby. "This is just one small way we recognize their contributions to our success and our customers." ■

Oklahoma City, 3 Years



(L-R) Terry Bridwell, David Harris, Gary Jack, Vel Reggio, Chris Kirby, Dee Metheny, Jon Patocka, Ray Sinclair; (Not pictured: Gene Kugelman)

Oklahoma City, 5 Years



(L-R) John Arterberry, Bill Graham, Dwight Phillips, Darlene Johnson, Sharon King, Kathy Dunn; (Not pictured: Ted Terwort, Ron Thomas, Clint Townsend)

Oklahoma City, 10 Years



Larry Hollen (left) and Glen Townsend

Tulsa, 3 Years



Bass Conseen Dale Plumb

Tulsa, 5 Years



Peggy Ahart Travis Bolden



Dave Murphy Jeff Ray



Ed Rutledge Bruce Taylor



Shawn Merchant

Tulsa, 10 Years



Joe Howsden

Bob Tilley retires following long career of service to Kirby-Smith and industry

After more than 20 years with Kirby-Smith and many years in the heavy equipment industry, Bob Tilley is taking on a new challenge — retirement. Tilley joined Kirby-Smith in 1985 and most recently handled Customer Relations in the company's Oklahoma City branch.

Well-known throughout the industry, Tilley developed a wide circle of friends, colleagues and customers during his many years in working with heavy equipment. "Bob has become an icon in the industry," noted Kirby-Smith President Ed Kirby. "His jokes and stories will remain with us, reminding us of his love for life and the heavy equipment business."

Recently, Tilley received a special award from the Oklahoma Municipal Contractors Association in recognition of his many years of service to Oklahoma contractors. The organization awarded him a lifetime associate membership, the first of its kind, according to OMCA Executive Director Rick Moore.

Tilley says although he will miss the daily contact with coworkers and customers at Kirby-Smith, he is looking forward to spending more time with his wife, Wanda.

Everyone at Kirby-Smith thanks Bob Tilley for his many years of excellent service and wishes him well in retirement. ■



Bob Tilley (right) accepts a Lifetime Membership award from Darrell Marwell, President of the Oklahoma Municipal Contractors Association. The award recognized Tilley's many years of service to Oklahoma contractors.

Kirby-Smith's Kelly Littlefield is new ABC of Oklahoma Chairman of the Board

An active member of Associated Builders and Contractors (ABC) of Oklahoma for several years, Kirby-Smith V.P. and Heavy Equipment Division Manager Kelly Littlefield was recently named Chairman of the Board of the organization.

In his position as Chair, Littlefield presides over monthly membership meetings in Tulsa and Oklahoma City, and monthly board meetings, ensuring that ABC is a strong, healthy organization that supports free enterprise in commercial construction in Oklahoma. He

also writes an editorial column for the group's monthly newsletter.

"This is just another way we at Kirby-Smith Machinery can support our contractor customers," said Littlefield of his involvement with ABC of Oklahoma. "We have many individuals at Kirby-Smith who are active with the organization and, as a company, we support a number of ABC initiatives and activities. I'm a strong proponent of involvement in ABC for contractors and suppliers alike. It benefits everyone to get involved," he emphasized. ■



Kelly Littlefield

SERVING YOU BETTER

KIRBY-SMITH GUILDS

New members bring expertise to elite parts and service guilds



John Martin,
Technical Communications
& Training Coordinator



Jay Van Duzer,
Internal Systems
Trainer

Kirby-Smith is pleased to announce the addition of seven staff members to our prestigious Partsman Guild and Service Technician Guild. (See photos highlighted in yellow). Our newest additions to the Partsman Guild include Ronnie Morgan and Rusty Hancock, both of Oklahoma City. Our new Service Technician Guild members are Jason Paul (Ft. Worth); Mike Santel (St. Louis); Roger Jorgensen, Gary Brummett and Brian Burris (Tulsa). We welcome each of these outstanding individuals into our Guilds and congratulate them on their accomplishment.

Kirby Smith also recently recognized two employees for achieving perfect scores on all four quarterly Guild exams in 2006. Dusty Odom and Kenneth Howeth of Oklahoma City each earned our Annual Achievement Award and received a special personalized Kirby-Smith buck knife during a recognition dinner.

To qualify for membership in either Guild, program participants must take and pass quarterly exams that cover technical information from Komatsu and other manufacturers. The Kirby-Smith Guild program now has 79 members. ■

TULSA - Service



Bruce Taylor



Jim Payne



Justin Carey



Brian Witt



Travis Bolden



Cecil Carlidge



Brian DeVore



Joe Howsden



Rowe McCarthy



Shaun Merchant



Alan Dolin



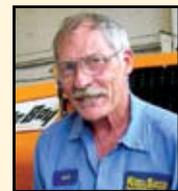
Dale Plumb



Jason Rogers



Jeff Ray



Ron Free



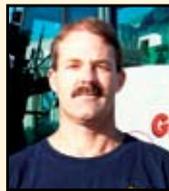
Chris Malone



Ralph Glass Jr.



Cash Still



Kurt Maxwell



Chris Zimmerman



Roger Jorgensen



Gary Brummett



Brian Burris

TULSA - Parts



Marvin Holloway



Gary Stallworth



Harold Ahart



Jeff Rice



Bret Bryant



Jeff Cauthon

Dusty Odom (left) receives his Annual Achievement Award from Jay Van Duzer for achieving perfect scores on all four quarterly Guild exams.



Jay Van Duzer (right) congratulates Kenneth Howeth on his Annual Achievement Award from achieving perfect scores on all four quarterly Guild exams.



FT WORTH

FT WORTH - Service

OKLAHOMA CITY - Parts



Fred Leach
Branch Manager



Kevin Wright



Richard Villalobos



Mark Lucas



Mike Caillier



Jason Paul



Bob Weaver



Ron Clark



Larry Hollen



Gary Cox



Dusty Odom



Bob Williams



Dave Harris



Bill Thomas



Mark Foster



Daniel Franks

Perfect Score

OKLAHOMA CITY - Service

Perfect Score



Ronnie Morgan



Rusty Hancock



Josh Williams



Dwight Phillips



Kenneth Howeth



Keith Crawford



Dee Metheny



Jerry Roach



Kevin Locke



Gene Kugelman



Jeff Lechus



Jon Patocka



Eluid Montes



Robert Rodriguez



Ben Sitton



Jerry Hunter

ST. LOUIS - Parts



Ron Hagood



Dustin Wooten



Steven Houck



Jack Bruesch



Danny Hughes



Ceily Davis



Tom Costello



Wayne Asher

ST. LOUIS - Service



Kirk Brown



Tim Carothers



Kerry MacPherson



John Fallert



Kenny Boenker



Bill Ruser



Dale Schmidt



Mike Santel

DISTRIBUTOR CERTIFIED

QUALITY USED EQUIPMENT

How Komatsu Distributor Certified used machines have helped this utility contractor grow



Since starting an underground utility company in Fort Myers, Fla., about ten years ago, Jim Murphy has seen the firm grow from a handful of people to about 60 today. Certainly, some of that growth is attributable to a Gulf Coast economy that boomed during that period, but equally important is the quality of work that J.P. Murphy, Inc. is known for doing.

“Our philosophy is to get the work done fast and give the customer top quality for the dollar,” said Murphy. “Whether

Jim Murphy, Owner and Founder of J.P. Murphy, Inc., owns more than a dozen Komatsu Distributor Certified used machines, including numerous WA320 wheel loaders. “With Komatsu Distributor Certified Used equipment, we get high-quality used equipment that’s been inspected and certified, and we know our Komatsu distributor is going to back it up.”



Among J.P. Murphy’s Distributor Certified Used machines is this PC600LC-6, which is the company’s mainline utility machine.



it’s commercial work, residential work or municipal work, we believe in providing value for the developer or municipality that hires us.”

A perfect fit

As his company has grown, so has his equipment fleet, most of which consists of Komatsu Distributor Certified used machines.

“We probably have at least 15 Komatsu Distributor Certified used machines,” reported Murphy, whose fleet includes half a dozen Komatsu WA320 wheel loaders, numerous Komatsu excavators ranging up to a PC600, and a couple of small dozers. “I’ve always preferred to buy slightly used equipment to let somebody else pay for the initial depreciation, so the Komatsu Distributor Certified used program was a perfect fit for us. We get high-quality used equipment that’s been inspected and certified, and because of that, we know our Komatsu distributor is going to back it up.

“The other thing that’s important to me is the Distributor Certified pieces we buy tend to be very good, low-hour machines, so they qualify for extended warranties and special rates from Komatsu Financial,” he added. “The low interest rates make an affordable machine even more affordable, and as a result, I’ve gotten some very good deals.”

Murphy says most of the Komatsu Distributor Certified machines he owns were less than a year old and had fewer than 3,000 hours when he bought them. “I believe in buying good machines, maintaining them well, and holding on to them for the long term. With these Komatsu Distributor Certified pieces, I expect to get five to eight years out of them, at least.” ■



KOMATSU DISTRIBUTOR CERTIFIED USED EQUIPMENT

The next best thing to new.



If it can be measured, we measure it!

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

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

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

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





USED EQUIPMENT

Check These Special Values

EXCAVATORS

KOMATSU PC200LC-6, '97, s/n A83311, (KMU97571), approx. 10,900 hrs., std. stick, 36" bucket, AS-IS SPECIAL \$45,000



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

WHEEL LOADER



KOMATSU WA380, '04, s/n A52416, (KM04506), equipped with EROPS, a/c, 4.0-cu.-yd. GP bucket with bolt-on edge, has good tires @ approx. 50% remaining, 3,400 hrs. \$125,000

ARTICULATED TRUCK

VOLVO A35, '96, s/n 3087, (ZZ96469), 5,653 hrs., 35-ton art. truck, cab, a/c, new tires \$105,000

PAVING/COMPACTION

BLAW-KNOX PF5510, '00, s/n 55102971, (BKU00067), 2,970 hrs., 10'-20' screed, truck hitch, crown & slope kit \$90,000

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

SKID STEER



BOBCAT T300, '04, s/n 521912392, (ZZU04325), turbo rubber-belted tractor, equipped with OROPS, GP bucket, undercarriage @ 75% remaining, approx. 2,350 hrs. . \$25,000

TRAILER



TRAIL KING TK70HDG, '97, s/n 7651, (TKU97428), 35-ton detachable 2-axle trailer, good tires, recent brakes, beavertail, 24' deck, very good condition..... \$31,000

DOZER



KOMATSU D38E-1, '98, s/n 85952, (KMU98806), equipped with OROPS, PAT blade, front sweeps, rear ripper, has good undercarriage @ approx. 60% remaining \$41,500



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





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THE PRODUCTS, THE PEOPLE, THE SERVICE

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