



CONNECTION

A publication for and about Kirby-Smith Machinery customers • 2007 No. 3

Featured in this issue:

FARRAR CONSTRUCTION, INC.

This Dover, Okla.-based contractor has prospered from an emphasis on increased domestic energy production

See article inside...



Randy Farrar,
President



A MESSAGE FROM THE PRESIDENT



Ed Kirby



Dear Equipment User:

The 2007 construction season is going more or less according to form. It was expected that this would be a transition year, and by most accounts, the transition is a fairly smooth one.

Housing is down nationwide. We knew it would be. But remarkably, nonresidential building has increased, as has public construction activity. The total volume of construction at the midway point of the year will likely be down slightly from a year ago, but following double-digit gains for several years running, it's not all bad to be able to catch our breath a bit and let supply do some catching up with demand.

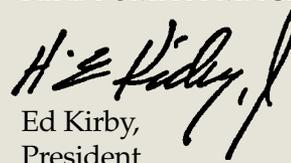
As for the future, many industry experts believe that housing either already has, or will soon reach bottom, and will begin to tick back up later this year and next. With that, another round of significant growth could be in store.

At Kirby-Smith, we're excited about the present and the future of our industry. We look forward to working closely with you to have the products and services you need to be successful, regardless of the type of market we're in.

One such product we're very excited about is Komatsu's new mid-size hydrostatic dozer, the D51EX/PX-22. At roughly 28,000 pounds and 130 horsepower, it's bigger, stronger and more productive than its predecessor, the D41. It's also highly fuel-efficient. You can read more about the D51 in this issue of your *Connection*. We invite you to demo it against the competition if you're looking for a dozer in this popular size class. We think you'll be impressed.

As always, all of us at Kirby-Smith want to help you be more productive, more efficient and more profitable. If there's anything we might be able to do for you, please don't hesitate to call.

Sincerely,
KIRBY-SMITH MACHINERY, INC.



Ed Kirby,
President



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CONNECTION

IN THIS ISSUE...

FARRAR CONSTRUCTION, INC.

See how a boom in domestic energy production has boosted business for this Dover, Okla., pipe-laying contractor.

GUEST OPINION

Allen Schaeffer, Executive Director of the Diesel Technology Forum, comments on the new low-sulfur fuel now being produced for off-road vehicle use and its impact on the construction industry.

MANAGING YOUR BUSINESS

With the pool of available construction workers rapidly drying up, the construction industry will need to do more to recruit and retain talented workers.

NEW PRODUCTS

Komatsu's new D51 dozers maximize visibility, productivity and control and offer large capacity along with precise control.

UTILITY NEWS

Find out what differentiates Komatsu skid steer and compact track loaders from the competition.

MORE NEW PRODUCTS

If you're looking for a tight-tail-swing excavator that offers increased production capability, the new Komatsu PC138USLC-8 has got what you need.

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A SALUTE TO A CUSTOMER

FARRAR CONSTRUCTION, INC.

This Dover, Okla.-based contractor has prospered from an emphasis on increased domestic energy production



Randy Farrar,
President

Randy Farrar isn't in the oil business, but when President Bush signed new energy legislation in August of 2005, it was still a nice boost for his company.

That's because Farrar Construction, Inc. lays oil and gas pipelines in the three-state region of Oklahoma, Kansas and Texas. With a national policy that has increased the emphasis on domestic energy production the past two years, Farrar said his company has not been lacking work.

"The President said we need to find resources here instead of depending on foreign countries to supply our energy," said Farrar, who is President of Farrar Construction. "It's really benefited my company, as well as my competitors. There's work everywhere in the United States right now in oil and gas production."

Farrar Construction lays pipe from four inches to 24 inches in size on jobs from 500 feet to 100 miles in length. Farrar said an ideal project is about 20 to 25 miles.

A Farrar Construction operator uses a Komatsu D65PX dozer with an auger attachment to backfill a natural gas line at a jobsite near Medicine Lodge, Kan.



"That's because we can get in and get out in a couple months," Farrar explained. "That's true even up to 30 miles. On longer jobs, my dad advised me that we'd have a big turnover in employment. When I asked him why, he said the employees will just get tired of being away from home. He was right. We did a 200-mile job in 1990 and had about 60 percent turnover in employment."

The early years

Farrar's father, Morris Farrar, has plenty of experience to support his sage advice. It was Morris who founded the Dover, Okla.-based company in 1968 with one small crew doing pipeline construction and the rest hauling salt water and oil.

"He had tank trucks and worked about 12 men," Farrar recalled. "Many of these wells produce three times as much salt water as they do oil. The salt water is separated in tanks and then hauled off to make more room for the oil. He probably did salt water hauling for 10 years — plus the pipeline work. Then, in the 1970s, oil and gas pipeline work started to get really good so he elected to get out of salt water hauling and focus on pipeline construction."

By the late 1970s and early 1980s, Oklahoma was in the midst of an oil boom and thriving with work. Farrar Construction grew as large as 250 employees. But in the mid-1980s, the boom busted and many contractors were having a tough time making a living. Farrar Construction downsized to about 130 employees, which is close to the number who work for the company today.

"Nobody wanted to invest money in new exploration," Farrar explained. "I think that's what hit oil and gas at that time."

Farrar Construction briefly returned to 250 employees in 1990 for the largest job in the history of the company -- 200 miles of 16-inch jet-fuel line from Austin to Fort Worth. That project, for Koch Refining, took about eight months to complete. Farrar said a number of 75- to 80-mile jobs during those years also kept the company busy.

Brothers and business partners

By 1996, Morris was ready to retire and sold the company to his three sons, Randy, Steve and Mark. As President, Randy, who had first started working for his father as a teenager for \$1.65 an hour in 1969, today handles 90 percent of the bidding. Mark is Vice President and assists their father with farming operations that are also managed under the company name. As Secretary/Treasurer, Steve oversees much of the construction work and also helps with bidding.

In addition, Randy's wife, Sherry, and Mark's wife, Diana, help run the office. Morris Farrar is no longer on the payroll, but can still be called upon for helpful advice.

They're all part of a team that does about \$8 million to \$12 million in business every year, including a roughly 25- to 30-percent boost the past couple of years. Randy Farrar said the boost would be even greater if there weren't such a dearth of employees.

"There are some good equipment operators out there, but they're jumping from one contractor to another," Randy Farrar said. "If somebody else down the road is offering 50 cents more an hour they're going to go down there. If we get a big project, it's difficult to hire 25 more people that we need to do the job. It's just hard to find them.

"I could do more work if I had more people because we have the equipment," he continued. "But I would rather do a job safely than risk getting somebody hurt. That's why we're so selective when we're looking for someone to operate the equipment."

Dependable equipment

That equipment has a decidedly Komatsu flavor. Farrar said his eight pieces of Komatsu machinery make up the majority of his fleet, including three D65 dozers, two PC270 excavators, two PC200 excavators and a PC160 excavator. Farrar works with Kirby-Smith



Farrar Construction Operator Bubba Fife works a Komatsu D65EX dozer with an angle blade. He said it's the best machine he's operated in 45 years in the business. "It's the easiest to operate and the smoothest running."



Farrar Construction Operator Dusty Paine digs a trench using a Komatsu PC270LC-7 excavator at a jobsite near Medicine Lodge, Kan. "It's well-balanced for what it does," he said. "I haven't had any problems."

Machinery Territory Manager Dean Traylor on all of his equipment needs.

"Our oldest machine is one of our D65s, a 1997 model," Farrar explained. "We bought it new from Kirby-Smith and recently overhauled the engine. It's been a very good tractor — stout and very dependable."

Farrar Construction Operator Bubba Fife has been running equipment for 45 years and said the D65 is the best he's ever been on. "It's the easiest to operate and the smoothest running," he described. "It's got so much horsepower and it doesn't give up. The more you ask of it, the more it puts out. It's a very fine tractor. I'd recommend it to anybody."

Farrar said they've also been pleased with the performance of their Komatsu excavators. "The PC200s are probably the most popular excavator in the field because they're not so

Continued . . .



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... continued

heavy and, pound-for-pound, will work in any kind of dirt. Of course, if we get in rock, it takes horsepower and iron, so the PC270 does really well in the harder-digging material."

Dusty Paine has been operating equipment for Farrar Construction for 37 years, nearly the entire life of the company. He agreed the Komatsu PC270 excavator has been a solid performer.

"It's well-balanced for what it does," he said. "I haven't had any problems."

Farrar Construction has its own technician to handle minor mechanical issues that arise. For larger problems, Farrar said Kirby-Smith has provided excellent service.

(L-R) Farrar Construction, Inc. Operator Bubba Fife and President Randy Farrar have received plenty of help with equipment needs from Kirby-Smith Machinery and Territory Manager Dean Traylor.



Farrar Construction lays pipe ranging from four inches to 24 inches in size on jobs from 500 feet to 100 miles in length.



Farrar Construction owns and operates two Komatsu PC200LC-7 excavators. "The PC200s are probably the most popular excavator in the field because they're not so heavy and, pound-for-pound, will work in any kind of dirt," said President Randy Farrar.



"As a contractor, we need service and in my opinion, Kirby-Smith has always been outstanding," he said. "The service to me is more important than the sale. Once, we had a minor part we needed to make the dozer run, so they took a piece off a rental machine in their yard and shipped it to us because they didn't have it in their stock.

"I understand supply and demand. They've got a lot of customers who need equipment and parts and I know I'm not their largest customer, but they've always provided what we need."

Commitment to quality

Like Kirby-Smith, Farrar Construction also has a reputation for quality service, developed throughout nearly 40 years. Farrar said his company works with about 15 customers in Oklahoma and Kansas.

"We could probably get more customers if we called on more, but everybody we work for knows we will do a good job for them. That's why I think we've been so successful.

"Reputation is very important to me. My customers know I'm giving them a fair price and they know I'm going to do good work."

It's an approach that's produced results at Farrar Construction for nearly four decades. In 2008, the company will celebrate 40 years in business. But Farrar said there are no plans at this time for a big party, just the continuation of the same dependable service that has become the trademark of the company.

It's a level of dedication and service that Farrar provides not only to his customers, but to his peers and his community. He's a past president of the American Pipeline Contractors Association and has also been on the board of education in Kingfisher, Okla., for 11 years.

As for the next 40 years of his business, Farrar has both a son and a nephew who are working for Farrar Construction. While it's difficult to predict what will happen, the immediate future is looking bright.

"The increased demand for domestic oil and gas has sparked business. There's work to be done, so it's been good for us. I'd much rather be looking for help than having to lay them off." ■



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CLEANER DIESEL

Construction and mining equipment will soon be using a less-polluting fuel blend

On June 1, the nation's refineries began producing low-sulfur diesel fuel for use in off-road equipment. The new fuel will wind its way through the distribution system so that by December 1, construction and mining equipment will switch to diesel containing nearly 85 percent less sulfur. This new off-road fuel has a sulfur content of 500 parts per million (ppm), reduced from approximately 3,000 ppm in the previous blend.

"June 1 marks an important next step on the road to clean diesel," said Allen Schaeffer, Executive Director of the Diesel Technology Forum. "Last year saw the nationwide availability of on-highway ultra-low-sulfur diesel fuel enabling manufacturers to engineer the cleanest diesel trucks ever. This new fuel will begin bringing the same benefits to off-road equipment."

By 2010, sulfur levels in most non-road diesel fuel, including construction and mining, will be reduced to 15 ppm, making it possible for engine manufacturers to use advanced exhaust-control systems that significantly reduce emissions.

"Diesel-powered machines and off-road equipment, from farm tractors to excavators, perform essential functions that are vital to our economy and quality of life," said Schaeffer. "They help to grow our food and bring it to market; build our homes and communities; mine our natural resources; and protect public safety by providing emergency power in times of crisis."

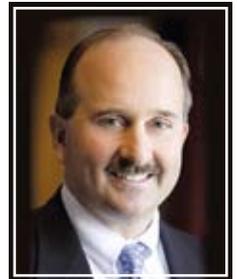
Diesel is the predominant, and in some cases, exclusive source of power for many important sectors of the economy, including construction, where nearly 100 percent of

equipment — about \$17 billion worth — is diesel-powered.

"Diesel engines are the workhorses of the America economy, offering an unmatched range of performance and economic advantages over other forms of energy," said Schaeffer. "The advantages include more power, greater energy efficiency, increased safety, better durability and suitability for very large applications.

"This new off-road fuel, combined with innovative engine technology, will dramatically reduce diesel emissions, with far-reaching clean-air benefits," he added. "The diesel industry is committed to being a part of the clear-air solution without sacrificing the power, reliability, maintenance and fuel economy of modern diesel equipment." ■

By year's end, off-road diesel equipment used in construction and mining will switch to low-sulfur fuel. The new fuel will drastically reduce diesel emissions, contributing to cleaner air.



Allen Schaeffer,
Executive Director,
Diesel Technology
Forum



SOLVING THE LABOR SHORTAGE

Construction industry seeks ways to deal with shallow pool of available workers

This report is based on information from a wide variety of sources serving the construction industry.

Like most construction company owners, J.R. Redding credits his employees for making the company successful and maintaining its reputation for quality work. Redding does site work for an extensive range of customers, utilizing a staff of about 40 employees. Many have been with the company five years or more, and Redding believes that experience is a major factor in the company's growth since he founded the business in the early 1980s.

Finding experienced labor is becoming increasingly harder for contractors. The average age of a construction worker today is 47, and the percentage of new workers under 30 who are entering the field is very low.

"Experience plays a key role in the success of any business," Redding said. "When I take on a job, I'm confident in my crew's ability to get it done right, on time and on budget. Most of my guys have been in construction their whole lives, and some have been with me for a very long time. That's ideal."

It may be ideal, but it's not necessarily common in today's construction marketplace, despite construction being the country's second-largest employer, behind only the government. Throughout the country, the construction industry is facing a huge labor shortage that's expected to get worse in the next several years. It's estimated that by 2011, there will be a shortage of 8 million to 10 million workers in the U.S. As a major source of jobs, construction will be one of the industries hit hardest.

A Construction Industry Institute study showed 75 percent of contractors were experiencing a shortage of workers nearly a decade ago. Executive Director Wayne Crew said that number is still valid and may be low. Compounding the problem is a lack of younger workers entering the construction industry, according to Crew, who said studies show the average age of a construction worker is 47, and the percentage of new workers under thirty who are entering the field is very low.

"The numbers are staggering," said Crew, who heads up the Institute, which is based at the College of Engineering at the University of Texas, Austin. "There is a significant shortage, especially in the craft areas such as welding. Having an older work force that's close to retirement, with no one to replace them when they leave is a serious situation. It's something that has to be dealt with in an aggressive



manner now because it's only going to get worse if we don't."

Contractors feel the pinch

Recent statistics from the National Center for Construction Education and Research (NCCER) show 180,000 new workers need to be recruited just to keep pace with current production levels, and 95,000 jobs must be replaced each year due to workers leaving the field through retirement and other means.

"Those numbers don't take into account the impact of events such as Hurricane Katrina, which require a substantial number of additional workers for rebuilding efforts," said NCCER President Don Whyte. "Our industry definitely needs to band together to try to recruit new workers. If we don't, there's major trouble ahead."

Contractors like Redding have felt the pinch first hand.

"We've tried to find additional help, but it's just not out there," said Redding. "Quite a few of my operators have learned on the job, working their way up from laborer. We've trained them in how to run equipment, and they've become excellent at doing it. But finding new help is a real challenge. What worries me is what's going to happen down the road when my guys are gone."

The pool of laborers to promote into operators continues to shrink. No longer can construction businesses rely on finding workers through newspaper ads or union halls that had workers readily available. Part of the reason is that the number of people entering the industry has consistently dropped during the past two decades. Experts across the board say much of that can be credited to changing perceptions about construction, which ranked 249th out of 250 possible occupations in a survey of high school students.

"There's definitely a trend away from manual labor," said Gregory P. Smith, President of Chart Your Course International, a consulting and recruiting company that works closely with businesses to help them meet their



The pool of laborers to promote into operators continues to shrink. Offering health insurance, profit sharing and other benefits can be an effective way to gain loyalty and longevity among your workers.

employment needs. "The work ethic today is different from that of baby boomers."

Changing perceptions of the industry

Smith and Chart Your Course are among a growing number of businesses, education organizations and professional groups that are working to change negative perceptions and bring more workers into the construction field.

"First and foremost, if you have good employees, you should do everything you can to keep them," said Smith. "Offering health insurance, vacation pay, retirement plans, profit sharing and performance bonuses are all ways to help, if they're economically feasible. It may cost some money up front, but in the long run it will pay for itself through increased productivity.

"You have to keep in mind as an employer that your good employees always have options,"

Continued . . .

Extra effort needed to recruit, retain workers

... continued

he added. "But by treating them right and demonstrating that you value them, you stand an excellent chance of being able to hire and keep the best people. And the word gets around. Those workers will tell others, and suddenly you have a larger number of people knocking on your door wanting to work for you."

Keeping them knocking at the door means having an abundant work force. Organizations such as NCCER, the Construction Industry Institute and Associated General Contractors (AGC) are all promoting the industry as a vital, well-paying field of study that can become a career path. Many of AGC's chapters offer training and education to prospective employees.

The Department of Labor is also involved. In 2004, it led an initiative known as "Skills to Build America's Future" whose intention is to attract young people to skilled trades careers. It's a partnership with the National Association of Homebuilders, the Construction Industry Roundtable, the National Heavy and Highway Alliance and major construction craft unions designed to reach out to state and local governments, educators, trade schools and apprenticeship programs. That same year, the Bush administration also announced an initiative to put more emphasis on vocational education as part of the Jobs for the 21st Century program.

"The construction industry has to get the word out," said Smith. "Businesses have to

be proactive in recruiting, the same way the military does, by going to local high schools and showing the benefits it has to offer. Kids need to know they can have a high-paying career in construction without the high cost of college."

Construction-focused educational programs have become more prominent around the country. NCCER was specifically founded in the early 1990s to help address the skilled work force shortage. Headquartered at the University of Florida, NCCER develops standardized construction, maintenance and pipeline curricula that are being used by more than 200,000 students nationwide. Its mission is to build a safe, productive and sustainable work force of craft professionals.

"We're a nonprofit educational foundation that grew out of major industrial contractors who were concerned about the coming shortage they saw in the late 1980s and early 1990s," said NCCER's Whyte. "Ours is an independent organization with standardized curricula in 45 craft areas that lead to certification. We accredit organizations, such as local AGC chapters; businesses, such as a contractor looking to certify a worker in a particular craft; and individual instructors, who use our educational curricula and assessments. We also keep a national registry of certified individuals who can go anywhere in the country and employers will feel confident in hiring them, knowing they are experts in one or more crafts."

A hopeful trend

Whyte said NCCER's curriculum sales have increased from about \$1 million in 1993 to more than \$13 million last year. It's a trend he hopes continues, as it means more prospects for employment in the construction trades.

"We still have a long way to go in terms of filling the gaps in the number of workers on the job, but the industry is reacting in a way to make it more attractive to potential employees," he noted. "It's something we're all going to have to continue to do, and everyone in the industry — organizations, business owners, academics — at all levels, needs to get involved in actions that will bring more workers to the jobsite." ■

Plans to bring more workers into construction are underway throughout the industry, including recruiting and training by organizations, and government initiatives designed to highlight construction as an attractive, potentially high-paying career.





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NEW PRODUCTS

NEW DOZERS

Komatsu introduces midsize D51EX-22 and D51PX-22 models that maximize visibility, productivity, control

Buying a new dozer can often be challenging. Should you choose one that offers large capacity for pushing massive amounts of material, or go with a smaller one that offers more precise control for fine grading? With Komatsu's new midsize D51 model dozers, you can have the best of both.

"The new D51s are extremely versatile machines," said Armando Najera, Product Manager, Crawler Dozers. "They are very effective for final grading, but can also be used as high-production pushing machines. It's a good combination for someone who needs both applications from one machine."

Komatsu introduced its new models, the standard D51EX-22 and the wide-track D51PX-22, with visibility, productivity, durability and fuel efficiency in mind throughout a wide range of applications, including construction, site preparation and forestry. The D51PX-22 offers low ground pressure for customers who need better floatation while working in wet or other less-than-ideal conditions. Its long track on ground and low center of gravity help keep the D51 stable during slope work.

Both D51 models come with a Komatsu 6.69-liter Tier 3 emissions-certified engine that provides 130 horsepower at 2,200 rpm, an increase of 20 horsepower (15 percent) more than the D41. The turbocharged engine has direct fuel injection and air-to-air aftercooling to maximize power, fuel efficiency and emission compliance. The engine is rubber-mounted to the main frame to minimize noise and vibration. Each dozer has an operating weight that exceeds the D41s by more than 3,000 pounds.

A hydrostatic transmission allows for quick-shift (three-speed) or variable-speed

(20-speed) selection, giving the machines maximum efficiency during fine- or rough-grading operations with travel speeds to match job conditions and operator preference. The transmission consists of dual-path closed circuits with variable-displacement piston pumps and travel motors. It eliminates steering clutches and brakes, which allows for smoother turns.

Lower cost per yard

Despite its high power rating, the D51 stays smooth during dozing, permitting the operator to approach objects accurately, even in corner grading and sidewall operations. That keeps more material on the large, angle-tilt blade,

Continued . . .

Brief Specs on Komatsu D51 Dozers

Model	Operating Weight	Output	Blade Capacity
D51EX-22	27,778 lbs.	130 hp	3.5 cu. yd.
D51PX-22	28,881 lbs.	130 hp	3.8 cu. yd.

Komatsu's new D51 model dozers offer more horsepower and increased fuel economy.



New D51 models have plenty to offer

... continued

making it a more productive machine. The D51s have a blade capacity of 3.5 to 3.8 cubic yards.

“Fuel consumption per yard of dirt is excellent with the D51,” reported Najera. “That’s due in part to the large horsepower, plus a large blade to move more material faster. In addition, we designed the D51 with Komatsu’s Super-Slant nose so the operator has a better perspective. This revolutionary design exposes the top of the blade, giving the operator visibility that is critical for faster and more accurate dozing. It allows the operator to see more of the blade and material, which improves control and increases efficiency and productivity.”

Operating the blade is easy with a Palm Command Control System travel joystick designed to let the operator maintain a relaxed posture without sacrificing control. The blade-control joystick uses the Proportional Pressure Control (PPC) valve for fine control of machine operation. The low-effort joystick controls all directional movements, including travel speed and counter-rotation. Blade lever stroke is directly proportional to blade speed, regardless of the load and travel speed, thanks to the Closed-center Load Sensing System (CLSS). The result is better fine controllability.

More durable with easier service

In addition to a more powerful, smoother machine, Komatsu D51 dozers are rugged. A heavy-duty, large-link, large-bushing-diameter undercarriage features wider sprocket teeth,

a thicker box section and fewer welded components to extend undercarriage life. The sprocket teeth are segmented to reduced service time compared to solid sprockets designs. Each of the segments can be replaced without splitting the track. A two-carrier roller design maintains track tension and alignment. Komatsu reduced component complexity and used a modular design for increased durability and serviceability.

Servicing the D51s is easy with a swing-up fan that has a gas strut-assisted lift-locking system to provide easy access to the radiator, oil cooler and charge air cooler. The electronically controlled, hydraulically driven fan not only helps decrease fuel consumption but also provides a “clean mode” to help keep the cooling cores clean. Remote grease points simplify lubrication of the C-frame pivots, equalizer center pins and angle cylinder bearing. A monitor system provides on-board diagnostics and critical information, such as operating condition status, and notifies the operator when an abnormality occurs. Fault codes aid troubleshooting and reduce downtime. The monitor provides service reminders for fluids and filters as well. Providing KOMTRAX as standard equipment gives the customer remote access to key machine information essential for a maintenance program.

Operator comfort enhanced

Operators will also appreciate the comfort of the D51 models, which feature a new forward cab that’s large and quiet, with integrated ROPS/FOPS. Large glass windows provide good visibility all around the machine. In addition to the slanted nose design, the sides and back of the cab are slanted to give the operator better views all around the machine. Internal cab air pressure and air filters help reduce dust from entering the cab, and new cab damper mounts suppress noise and vibration when traveling over rough terrain.

“A comfortable operator is a productive operator, and we’ve taken that into consideration in designing the D51s,” Najera commented. “It goes hand-in-hand with providing more visibility, increasing fuel efficiency and making a more powerful machine that owners can use to push more material than ever before in this size class.” ■

Komatsu’s new D51PX-22 wide-track dozer features low ground pressure for better floatation while working in wet or other less-than-ideal conditions.





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HIDDEN VALUE

Komatsu skid steer and compact track loaders are packed with valuable standard features

All skid steer loaders (SSL) and compact rubber-track loaders (CTL) are not created equal. Komatsu packs a ton of value and modern features in a small package where some other brands are just satisfied with the status quo.

With every Komatsu SSL and CTL you get standard features that are often not available or are an added cost option on other brands.

- **Pilot Proportional Hydraulic Joystick Controls (PPC)** provide the ultimate in comfort and control. Instead of manipulating drive levers and foot pedals, Komatsu operators can sit back in the standard suspension seat and operate all loader functions with the low-effort, right-hand joystick and operate all drive functions with the left hand lever. For owners who want more traditional left- and right-hand drive system, a pattern change valve is available as an option.

- The **two speed transmission** is a Komatsu exclusive. Komatsu is the only SSL and CTL manufacturer that makes two-speed drive standard on every model. Two-speed allows the operator to put more engine power through the transmission in low range and travel up to 7.5 mph (12 kph) in high range for exceptional productivity, especially in load-and-carry operations.

- Every Komatsu SSL or CTL features a high-output **turbocharged diesel engine**. No competitor can claim this. Turbocharging provides efficient fuel burning and helps the machine operate efficiently at all times, even at altitude.

- The two-piece **lap bar design** is easy to operate and contains the machine instrumentation, function warning system and gauges. All the operator needs to do is look down to see all gauges and warnings at a glance.

- Nobody likes to wear a muddy or dirty seat belt. That's why every Komatsu SSL and

CTL is equipped with a **retractable seat belt** as standard.

- Komatsu compact track loaders are equipped with a **five-roller track system** to keep track deflection and damage to a minimum. They also feature **triple-flange rollers and track guides** to allow use on slopes without detracking. Some competitive models strongly advise against using their CTL on sloped ground, gravel or pavement.

- The **flat floor** provides all-day comfort for the operator and the **foot accelerator** provides an alternative means of operating the machine at lower throttle settings when maximum performance is not required.

- Sealed pins allow Komatsu to extend the **lubrication interval to 250 hours** rather than the typical 10 hours of some other brands.

It's said, you get what you pay for. Compare Komatsu and you'll understand what that really means! ■

Brief Specs on Komatsu Skid Steer & Compact Track Loaders

Model	SK815-5	SK820-5	SK1020-5	SK1026-5	CK30	CK35
Loader Type	Radial	Vertical	Radial	Vertical	Radial	Vertical
Rated Capacity	1,550 lbs.	1,900 lbs.	2,000 lbs.	2,650 lbs.	2,485 lbs.	2,755 lbs.
Power	54 hp	54 hp	84 hp	84 hp	84 hp	84 hp



Komatsu's compact track loaders are equipped with a five-roller track system to keep track deflection and damage to a minimum. Triple-flange rollers and track guides allow for use on slopes without detracking.

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MORE NEW PRODUCTS

PC138USLC-8

New tight-tail-swing excavator offers increased production capability

In the past year, Komatsu introduced its new Tier 3-compliant conventional excavators that were designed to provide increased production. Now, Komatsu brings the same traits to its tight-tail-swing PC138USLC-8.

The PC138USLC-8 offers 7 percent more horsepower and an increase in operating weight from its predecessor. Its lifting capacity is superior to a conventional PC120LC-6 excavator with 27 percent less tail swing, making it perfect for digging in tight quarters and working in congested areas.

Power is maintained throughout the digging cycle by improved hydraulics that feature Komatsu's HydrauMind™ system with load-sensing and pressure-compensated valves, resulting in better swing acceleration and steering performance. High-pressure, in-line filters are installed at the pump discharge ports for added hydraulic system protection.

Operators can constantly monitor the machine through a seven-inch, multifunction, color monitor that allows them to set the machine to one of four modes (Power, Economy, Lifting, and Breaker Operation and Attachment) designed to match engine speed, pump delivery and system pressure for maximum efficiency in all applications. The monitor also displays automatic air conditioner and machine maintenance information and images from the standard-equipped counterweight camera.

Larger, quieter cab

The monitor is just one feature of a larger cab. Newly designed for high levels of productivity and efficiency, it's quieter with less vibration. A high-back seat and additional leg room are also part of a more comfortable work environment.

In addition to all those features, the user will benefit from less downtime for maintenance. The replacement interval for the hydraulic oil and filter is longer, and the engine oil filter and fuel drain valve are remote-mounted for easy access.

"This is a great machine for anyone who needs a tight-tail-swing excavator with excellent power," confirmed Trenton Glore, Komatsu Product Marketing Manager, Hydraulic Excavators. "The applications are nearly endless, whether the owner is a landscaping contractor, a utility installer or a highway contractor working with limited space. It can benefit nearly any company that does excavation work." ■



Trenton Glore,
Komatsu Hydraulic
Excavators Marketing
Manager

Brief Specs on the Komatsu PC138USLC-8

Model	Operating weight	Output	Bucket Capacity
PC138USLC-8	31,107 - 32,568 lbs.	92 net hp	0.34 - 1.0 cu. yd.

With 7 percent more horsepower, increased operating weight and 27 percent less tail swing, Komatsu's PC138USLC-8 tight-tail-swing excavator is ideal for limited-space jobs that demand productivity and power.



MINIMIZING DOWNTIME

Regional Parts Depots and new Customer Support System help Komatsu meet customers' expectations



Frank Pagura,
VP, Parts



Mike Tajima,
VP, Service

This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.

Frank Pagura is Komatsu America Corp. Vice President, Parts Operation. Mike Tajima is Vice President, Service. They work closely together trying to improve the level of product support that Komatsu equipment users receive.

Frank grew up in Yonkers, N.Y., and graduated from the U.S. Naval Academy. After serving six years as an active-duty officer in the Navy, he went to work for Varco International, an offshore drilling equipment manufacturer, where he served in various management capacities including parts purchasing and parts planning. Frank joined Komatsu as Parts Planning and Coordination Manager in 2004 and assumed his present position as Vice President of Parts in December 2005.

Mike grew up in Nagoya, Japan, and joined Komatsu right out of high school. He went to Komatsu Technical College for two years, then in 1973, joined Komatsu's Overseas Division as Service Manager in Saudi Arabia. Eventually, he returned to Japan for more education, then had overseas postings in Turkey, the United States and Russia. In October 2006, Mike returned to Komatsu America Corp. as Vice President of Service.

"Komatsu makes great equipment, which, of course, we think is the best — but everybody in this business knows it takes a support system (parts and service) to ensure that equipment users get the most out of their machines," said Frank. "That's where our departments come into the picture," added Mike. "It's our job to see that machine downtime is kept to an absolute minimum so customers can get the production they need to be successful."

QUESTION: On the parts side, Frank, what is Komatsu doing to ensure that customers get the replacement parts they need in a timely manner?

F: The most significant step we've taken is to open six Regional Parts depots across the country so we can warehouse parts closer to our customers. Previously, all parts that weren't stocked at the distributorship had to come from the Komatsu Parts Distribution Center in Ripley, Tenn. Now with Regional Depots operational in Portland, Ore., Las Vegas, Denver, Minneapolis and Pittsburgh, and the last one to open in Savannah, Ga., this summer, we're in much better position to get a needed part to a customer at the start of business the next morning.

QUESTION: Do you work closely with distributors to ensure that they're carrying the right parts inventory?

F: Very closely, because it's important to customers that they be able to come into a distributorship to get all common wear parts, as well as all oil and filters, that they might need. They want to be able to replace whatever has to be replaced, then immediately get back to work. To not have those common parts is unacceptable, so we are working with our distributors and providing them with recommended stocking lists.

QUESTION: New machine models are coming out much more frequently than they did in the past. Is that a challenge for the Komatsu parts department?

F: It's a challenge on two fronts: one, having replacement parts for all the new machines; and two, having them for all the old machines that are still in service. Generally speaking, it means we and our distributors must carry a larger parts inventory. But that's okay. We take a lot of pride in the fact that Komatsu equipment lasts a long time. We're definitely committed to having

not only all the new machine parts that our customers need to keep their equipment up and running, but also all the parts they might need for the older machines they have in their fleet.

QUESTION: Mike, what is Komatsu doing on the service side to improve customers' operating experiences?

M: We've developed a total Customer Support System (CSS). The purpose of CSS is to reduce downtime and lower repair costs for Komatsu customers by giving our distributors and Komatsu fast access to needed information that was previously not in a central location.

QUESTION: Give me an example of how CSS will do that?

M: Before introducing CSS, when trouble occurred with a machine out in the field, the operator, equipment manager or owner called the distributor's service department, which sent out a technician. The technician would typically spend time diagnosing the problem, then frequently had to go back to the shop to get the needed parts and/or tools to make the repair.

With CSS, we're able to streamline the process and cut out the waste. Now, a technician knows in advance what problem he's going out to work on. With that information, he not only spends less time troubleshooting and diagnosing, but he's able to take with him the parts and tools he's going to need to make the repair on the first trip. It's much more efficient. The end result is the customer is back up and operating sooner, and often, the repair cost is less.

QUESTION: How does CSS accomplish that?

M: The key to CSS is machine information generated by KOMTRAX, which is Komatsu's wireless equipment monitoring system. KOMTRAX-generated information is available to the customer, and with the customer's approval, to Komatsu and his Komatsu distributor. With this information, we're able to generate a database so that when an abnormality code is displayed, we're literally able to check across the world to see if the problem has come up elsewhere, and what the corrective action was.

The time and money savings for the equipment owner is substantial. Sometimes,



Komatsu Regional Parts Depots, like this one in Las Vegas, are designed to help distributors get most parts to the customer by 7 a.m. the next morning.



At Komatsu America headquarters, Komatsu personnel monitor worldwide KOMTRAX data, which they relay back to the local distributor's service department to prevent potential problems and help expedite repairs.



Komatsu's Customer Support System uses KOMTRAX data to reduce customer downtime. With information from KOMTRAX, Komatsu distributor technicians are often able to make faster field repairs and, in doing so, help customers keep downtime to a minimum.

CSS will even identify an issue before a machine goes down. This repair-before-failure scenario is ideal.

QUESTION: What has been the reaction of customers to CSS?

M: Once we explain the benefits — specifically how KOMTRAX helps us reduce their downtime and improve their owning and operating costs — they are very receptive to the idea.

It's really where we are right now in the 21st century. In the past, Komatsu supported its equipment with the expertise and skill of its distributors' technicians. Of course, their knowledge is still a vital part of the process, but now, we can give them much more information, enabling them to do their jobs more efficiently.

QUESTION: Is such a Customer Support System unique to Komatsu?

M: All major manufacturers offer a KOMTRAX-like monitoring system. But Komatsu is the only one currently installing it as standard equipment on virtually all new machines, and the only one providing free communication services. So at this time, I'd say we're far ahead of the competition in being able to fully utilize this important tool, which once again, is all about helping Komatsu equipment users improve productivity and profit by reducing downtime and repair costs. ■

AT YOUR SERVICE

THE KOMTRAX TEAM

Helping you get the most out of your equipment is a group effort at Komatsu

For more information on how KOMTRAX can work for you, contact our service department today.

The KOMTRAX team at Komatsu headquarters in Rolling Meadows, Ill., includes (L-R) IT Support Director Ken Calvert, Applications and Development Manager Chris Wasik, Administrator Amanda Abdullah, Trainer Bill Gosse, Information Manager Al Lukes, Troubleshooting Coordinator Rizwan Mirza, Distributor Development Manager Goran Zeravica and Planning & Administration Manager Steve Tateishi.

Did you ever feel as though it's you against the world when you're out on a job? For Komatsu equipment users, those lonely days are long gone.

"With all the challenges associated with earthwork today, equipment owners and managers need all the help they can get," said Ken Calvert, Komatsu Director of IT Support. "That's why Komatsu developed the KOMTRAX wireless equipment-monitoring system. It's why we install it as standard equipment on almost every new Komatsu machine that's sold. And it's why we have a team of professionals monitoring the system."

KOMTRAX provides a wealth of information, including service-meter readings, machine working hours and load factors, geofence and engine lock, cautions and abnormality codes, fuel consumption reports and maintenance notices — not just to technicians with a laptop — but to you at your office, to your distributor, and to Komatsu headquarters in Rolling Meadows, Ill.

In Rolling Meadows, Komatsu has a dedicated KOMTRAX room with electronic maps that track each and every KOMTRAX-installed machine in the country. Komatsu also has a team

of individuals there who monitor and take action on the information that's provided.

"As a manufacturer, we use KOMTRAX information primarily to get an overview of machine utilization, which helps us determine parts usage and allocate production," said Calvert. "It also alerts us to any chronic problem a particular model might have, which enables us and our distributors to take proactive measures regarding similar machines that are already in the field, as well as fixing the problem at the source for future units."

Less downtime and lower costs

"With KOMTRAX, I can pick out a machine anywhere in the country and get detailed information on it," said KOMTRAX Trainer Bill Gosse. "I can call up its work history and discover any abnormalities. KOMTRAX issues a daily report on each machine, but we also get real-time emergency alerts, like geofence violations, so we can alert the owner and authorities immediately. The bottom line with KOMTRAX is that we're able to identify and resolve problems more quickly, which means less downtime for Komatsu equipment users."

In addition to reducing downtime, Calvert says KOMTRAX, which is totally free for five years, saves equipment users money by reporting excessive idle time, by indicating if a machine is unnecessarily being run in high power mode, and by improving fleet utilization.

"We often like to say preventive maintenance inspections by a technician are beneficial for the owner because he has an extra set of eyes looking at his machine," said Calvert. "KOMTRAX takes that a step further with many extra sets of eyes looking at his Komatsu machine — and all of them are trying to improve his owning and operating experience." ■





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MORE CRANE OPTIONS

Kirby-Smith crane crew checks out new Effer models

Kirby-Smith's crane sales team recently got together to look over a couple of product offerings from Effer Crane. The Effer 550 6S has a capacity of 22,490 pounds at 15' 7" and 5,160 pounds at 56' 2" horizontal. The radio

remote-controlled crane is mounted on a Sterling LT 9513 cab chassis that weighs in at 60,000 pounds with a payload of 12,000 pounds. "The Effer line is a great addition to our crane product offering, and we will be showing these units to our customers throughout the territory," noted Kirby-Smith Machinery VP & Crane Division Manager Ben Graham.

Kirby Smith also has an Effer 850 6S model available for demonstration. It's located at the company's Oklahoma City headquarters. With a payload of 11,000 pounds, this unit has a capacity of 34,195 pounds at 14' 8" and 8,755 pounds at 52' 6" horizontal. Like the 550 6S, the 850 6S is radio remote-controlled and is mounted on a Sterling LT9513 cab chassis, this one with a weight of 73,000 pounds.

"We think our customers will see the many benefits that articulating cranes offer," observed Graham. "We look forward to showing customers what they can do." ■



New at Kirby-Smith, this Effer 850 6S truck-mounted crane is radio remote-controlled and has a capacity of 34,195 pounds.

Taking a look at the Effer 550 6S crane are (L-R) John Arterberry, Crane Rental & Internet Sales Manager; Ben Graham, VP & Crane Division Manager; Mike Combs, Ft. Worth Crane Sales; Patrick Wait, Effer Crane Rep; Jimmy Crouch, Ft. Worth Crane Sales; Jim Piepenbring, Kansas Sales Manager; Bill Haywood, Ft. Worth Crane Sales; Jim Iannazzo, St. Louis Crane Sales; Fred Leach, Ft. Worth Branch Manager; and Jeff Cavaness, Oklahoma Crane Sales (not pictured).



THE PEOPLE INSIDE

JIM IANNAZZO

New St. Louis Crane Sales Representative brings wealth of experience in the crane-rental industry

When Jim Iannazzo joined Kirby-Smith's St. Louis sales team three months ago, he brought with him a wealth of experience in the crane industry. Known around the St. Louis area as "Jimmy I, the Crane Guy," Iannazzo owned his own equipment-rental house prior to joining Kirby-Smith.

"I've been in sales for 24 years, 13 in this industry," said Iannazzo. "I sold and rented equipment for a few businesses before I went out on my own. I've always enjoyed the crane industry, so joining forces with Kirby-Smith seems like a natural fit."

Iannazzo has spent his first three months at Kirby-Smith meeting customers in his territory and training in the extensive crane line the company carries, including National boom-truck and Effer articulated cranes. Iannazzo will cover the eastern half of Missouri and the southern half of Illinois.

A St. Louis native, Iannazzo knows the area well and will likely deal with some of the same customers he worked with previous to joining Kirby-Smith.

"One of the reasons Kirby-Smith appeals to me is the product lines it carries," said Iannazzo. "We have cranes to meet just about any need. My focus will be on working with small to medium-size general contractors and subcontractors. Dave Hoelt does an outstanding job of working with the larger companies in the same territory. My goal is to bring new customers to Kirby-Smith by showing them how our products and support teams can help their operations."

A valuable asset

Kirby-Smith St. Louis Branch Manager Ray Jost is pleased to have Iannazzo aboard. "We have a

significant rental fleet, and I know that Jim will do an outstanding job of getting the word out and working with customers to match them up to a crane that will meet their needs. Jim brings an outstanding background in the industry and will be a valuable asset to Kirby-Smith."

Jim and his wife, Lynn, are approaching their 20th anniversary and have three children: Joey, 16; Valerie, 12; and Cory, five. Iannazzo coaches soccer for the two older children's teams and said he's likely to coach the youngest as well.

In addition to soccer, Iannazzo enjoys fishing, deer and duck hunting as well as following the St. Louis Cardinals and Rams. ■



"Jimmy I,
The Crane Guy"



Crane Sales Representative Jim Iannazzo shows off a National Crane truck-mounted boom crane, part of the broad line of cranes Kirby-Smith offers.

Grove cranes meet diverse customer needs, according to Jim Iannazzo, Kirby-Smith's newest Crane Sales Representative.



BRINGING YOU BETTER SERVICE

New parts and service managers focus on meeting customer needs at Ft. Worth branch



Scott DeAngelo,
Service Manager



Doug Pritchett,
Parts Manager

Assessing the first year of business in a new location is easy for Ft. Worth Branch Manager Fred Leach.

“It’s been a huge success,” said Leach of Kirby-Smith’s 14,000-square-foot Ft. Worth store, which opened in late spring of 2006. “Our customer return rate is better than ever, and our growth in sales and rental are both up. We’re carrying more equipment; I’d say the move was a good one.”

Adding to the location’s success are two new employees: Service Manager Scott DeAngelo and Parts Manager Doug Pritchett. Leach said he’s thrilled to have the two on the Ft. Worth team. “They bring solid backgrounds to their positions, which is a tremendous asset for us and our customers.”

Service is key for DeAngelo

Scott DeAngelo spent 14 years as a mobile equipment manager for a steel company prior to joining Kirby-Smith. His duties included running the repair shop, similar to what he’s

doing at the Ft. Worth store, where he oversees a staff of eight shop and field technicians.

“The only real difference between this job and my previous one is that I was the customer before, and now I’m servicing customers,” DeAngelo pointed out. “Coming from the customer side, I know how important service is, and I’m committed to making Kirby-Smith the best in the area at service. Kirby-Smith already has an outstanding reputation, and that was a big draw for me.”

DeAngelo moved to Ft. Worth from the Detroit area, along with his wife of 20 years, Donna, and their sons Tim, 19, and Paul, 13. He enjoys playing guitar and trumpet.

Pritchett takes over parts

After retiring from his own excavation company, Doug Pritchett spent eight years in inventory control for a parts business. His duties with Kirby-Smith are similar.

“Having parts in stock when customers need them is essential, and I’m working with the other two members on the parts team to ensure that is the case here,” stated Pritchett. “We have a large inventory on hand, and we’re working with customers to add items they believe are necessary for us to carry. I want to make sure Kirby-Smith is a partner in our customers’ businesses, and good communication is a part of any good relationship. We’ll do that by returning phone calls promptly and talking with our customers to see how best to meet their needs.”

Born and raised in the Dallas-Ft. Worth area, Pritchett and his wife, Joni, have one older child. Pritchett enjoys riding motorcycles and working on cars, including a 1927 Ford he rebuilt. ■



Kirby-Smith opened this 14,000-square-foot facility in late spring last year. Branch Manager Fred Leach says the branch and the company’s new Service Manager, Scott DeAngelo, and new Parts Manager, Doug Pritchett, are assets for Kirby-Smith and its customers.





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NEWS OF NOTE

AND THE WINNER IS...

Kirby-Smith earns a number of prestigious awards from various organizations

The ultimate goal at Kirby-Smith is to provide outstanding products and services for its customers, and those efforts can gain recognition from outside sources. Such was the case recently when Kirby-Smith and its employees earned several prestigious awards.

Machine-to-Machine Communications award

M2M Magazine presented Kirby-Smith with a Silver Value Chain Award in the category of Fleet Management during its M2M United Conference June 21 in Chicago. The Value Chain Awards recognize the most successful corporate adopters of machine-to-machine technology. Kirby-Smith uses machine-to-machine communications in its fleet of service trucks, which technicians use to diagnose and repair customers' equipment in the field.

Komatsu Product Support Pro award

By demonstrating excellence in product support, Casey Beasley of Kirby-Smith's Oklahoma City branch recently earned the designation of Komatsu Product Support Pro. Beasley acquired the title by completing 100 hours of specialized course work at the Parts and Service Training sessions held at Komatsu's training facility in Cartersville, Ga. "Very few individuals have completed the course hours required for this designation in such a short time," noted Ken Torian, District Parts Sales Manager for Komatsu America Corp. "This demonstrates a true commitment by Casey to support Komatsu products and Kirby-Smith customers."

Associate of the Year award

The Oklahoma Municipal Contractors Association (OMCA) recently recognized Kirby-Smith President Ed Kirby as its Associate of the Year. OMCA presented the award at its 50th annual convention. Also receiving awards in a variety of categories were a number of Kirby-Smith customers. "We congratulate all the winners and thank them for their excellent work and their support of Kirby-Smith," commented Ed Kirby. ■



Ken Torian, District Parts Sales Manager, Komatsu America Corp., (left) presented Kirby-Smith's Casey Beasley with a certificate and wrist watch, recognizing him as a Komatsu Product Support Pro. To earn the designation, Beasley completed 100 hours of training at Komatsu's training facility in Cartersville, Ga.

OMCA awards

The Oklahoma Municipal Contractors Association presented these awards at its recent 50th annual convention.

- Corporate member of the year, Donny Niebrugge, Shell Construction, Oklahoma City
- Specialty subcontractor, Mack Newman, S&S Road Boring, Wheatland
- Specialty engineer of the year, Brion Bannister, Triad Design, Oklahoma City
- Associate, Ed Kirby, Kirby-Smith Machinery, Oklahoma City and Tulsa

Safety Awards:

- 50,000 hours or less, first place (tie), Lippert Bros. Inc., Oklahoma City, and Brewski Construction, Yukon
- 50,000-75,000 hours, first place (tie), Shell Construction and Krapff Reynolds Construction, Oklahoma City
- 75,000-100,000 hours, first place, Markwell Paving, Oklahoma City
- 100,000-150,000 hours, first place, Downey Construction, Oklahoma City
- 150,000-200,000 hours, first place, Schwarz Paving, Yukon
- More than 200,000 hours, first place, W.N. Couch Inc., Tulsa and Oklahoma City

Also, Markwell Paving, Brewski Construction, Lippert Bros., Krapff-Reynolds Construction and Shell Construction received special recognition for perfect safety records in 2006.



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Kirby-Smith is now the LeeBoy/Rosco dealer in Kansas and western Missouri as well as in Oklahoma



8515 Asphalt Paver

Increase productivity and reduce operating costs with LeeBoy's 8515 Asphalt Paver. The 8515 incorporates big-paver features into a heavy-duty maneuverable package designed for production and reliability. It includes an 8- to 15-foot heated and vibrating Legend screed system, powerful 87-hp Kubota engine, dual operator controls and high-deck/low-deck configuration. Now available with the Legend Electric Screed heat option.



Maximizer 3 Asphalt Distributor

Rosco's Maximizer 3 asphalt distributor features an extendible spraybar that smoothly and efficiently moves from 8-foot to 16-foot width in 4-inch increments. The EZ Spray extendible spraybar makes radius and taper spraying, along with maneuvering for obstacles such as bridges, a smooth and efficient operation.



8816 Asphalt Paver



Tru-Pac 915 Pneumatic Roller



SweepPro Broom

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INDUSTRY EVENT

ABC OF OKLAHOMA SUMMERFEST

Old-fashioned picnic provides member employees with summer food and fun

What's better than a good old-fashioned picnic to celebrate summer? Perhaps a picnic with hundreds of your friends and colleagues. That's why Associated Builders and Contractors, Inc. (ABC) of Oklahoma staged its SummerFest in July at the Perryman Wrangler Ranch in Jenks, Okla.

SummerFest annually offers ABC member companies like Kirby-Smith the opportunity to treat their employees to this picnic, featuring individual company tents. In addition to great food and cold drinks, this year's SummerFest activities included a co-ed softball tournament, which Quantum Electric won. There was also a co-ed volleyball tournament and a Tug-O-War contest.

For those more inclined to the culinary arts than athletics, SummerFest staged a barbeque grilling contest with categories for steaks, chicken and ribs. Those who simply wanted to enjoy the fruits of summer competed in a watermelon-eating contest. For the children, clowns, balloons and a bounce house provided entertainment. Some of the participants even got to cool off in a dunk tank.

An estimated crowd of 650 guests enjoyed SummerFest, which was organized by the ABC staff, along with volunteers and associate members. ■



Children line up to try their hand at dunking Kirby-Smith Sales Rep Clay Lineback in the dunk tank at SummerFest.



The young and young-at-heart enjoyed train rides at SummerFest.



Participants eagerly await their turn at the watermelon-eating contest.



Old and young alike competed in the watermelon-eating contest.



ABC set up a number of tents for its members to use during SummerFest.



The team from Quantum Electric defended their championship in the softball tournament.



Gathered with their families at SummerFest's Kirby-Smith tent were Tulsa Service Manager Bruce Taylor, Tulsa Sales Assistant Casey Horton, and Tulsa Technician Kevin Linhares.



Kirby-Smith Sales Rep Clay Lineback hopes to avoid a dunk by this youngster.

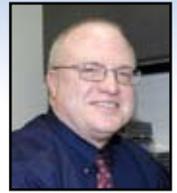
SERVING YOU BETTER

KIRBY-SMITH GUILDS

Promoting excellence benefits customers



John Martin,
Technical Communications
& Training Coordinator



Jay Van Duzer,
Internal Systems
Trainer

Kirby-Smith Machinery's dedication to serving its customers continues to be reflected in its unique awards program for its elite Partsman Guild and Service Technician Guild members.

The program was pioneered by Kirby-Smith in 2003 and is now in its fourth year. Guild members who achieve a perfect score on the quarterly qualifying tests earn a Quarterly Exam Award.

At the end of the year, Guild members who achieved a perfect score on all four quarterly exams are further recognized at Kirby-Smith's Annual Guild Recognition Dinner.

Twenty-three Guild members achieved perfect scores through the first two quarterly tests of 2007.

How customers benefit from Guild

For Kirby-Smith customers, the program offers more assurance that their equipment maintenance needs will be addressed quickly and correctly. "The Guild program has been tremendously successful in educating our technicians and parts personnel and pushing them to an even higher level of performance," noted Kirby-Smith VP and Product Support Manager David Baker.

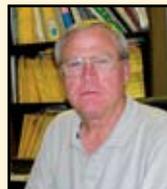
"Since initiating the Guild program, our productivity is up and we've been able to reduce the amount of rework on equipment. For our customers, that means a faster turnaround and the assurance that equipment is fixed right the first time."

The Guild program is one more way that Kirby-Smith continues to set the standard for dealers nationwide in offering the best possible service for its customers. ■

TULSA - Service



Bruce Taylor



Jim Payne



Justin Carey



Brian Witt



Travis Bolden



Cecil Cartlidge



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 Stallsworth



Harold Ahart



Jeff Rice



Bret Bryant



Jeff Cauthon

FT WORTH



Fred Leach
Branch Manager



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



Mike Santel

OKLAHOMA CITY - Service



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



Ron Hagood



Dustin Wooten



Steven Houck

OKLAHOMA CITY - Parts



Jack Bruesch



Danny Hughes



Lawrence Wilkowski



Bob Weaver



Ron Clark



Larry Hollen



Gary Cox



Dusty Odom



Bob Williams



Dave Harris



Bill Thomas



Mark Foster



Daniel Franks



Ronnie Morgan



Rusty Hancock



Terry Miles

DISTRIBUTOR CERTIFIED

MORE VALUE IN USED EQUIPMENT

Late-model, Komatsu Distributor Certified used machines include KOMTRAX monitoring system



Lee Haak,
Komatsu ReMarketing
Director



When you buy a late-model, Komatsu Distributor Certified used machine, you're undoubtedly doing so for the work it can do and the value it represents. Now, you may be getting even more value than you realize. That's because many Komatsu Distributor Certified machines that are about a year old or less have the KOMTRAX wireless equipment-monitoring system as standard equipment.

Virtually every Tier 3 Komatsu unit has some form of KOMTRAX, the most basic of which gives you a machine location, tells you whether the machine's working, and provides service-meter readings. It also includes the out-of-area alert and nighttime lockout. More advanced units include fuel consumption information, dashboard cautions, and in-depth, production-related information, such as digging hours and load frequencies.

Komatsu has been installing the KOMTRAX system in most of its new models for more than a year. "As these KOMTRAX-equipped units enter the used equipment market as Komatsu Distributor Certified machines, it's a great opportunity for used equipment buyers to get the benefits of equipment-monitoring technology," said Komatsu ReMarketing Director, Lee Haak.

Once you register the ownership of a Komatsu Distributor Certified used machine through a Komatsu distributor, KOMTRAX will deliver all that information to you free of charge, 24 hours a day on the Web. That means you can get the information anytime at your office, home or laptop. With KOMTRAX you also get a complete machine history.

"The benefits of an equipment-monitoring system are becoming clear to many contractors," said Komatsu ReMarketing Director Lee Haak. "And with Komatsu, those benefits aren't limited to machines that are purchased new. Because KOMTRAX technology is built into almost all new Komatsu machines, it stays with the machine when it's sold as a Distributor Certified used unit."

No communication fees

Most manufacturers now offer some type of Web-based monitoring system similar to KOMTRAX, but Komatsu is the only one installing it free at the factory as standard equipment. With other brands it's an option that can be installed, for a price, at the buyer's request. Equally significant, there are currently no KOMTRAX communication fees, whereas other manufacturers charge a monthly service fee for communication.

"The fact that it's free is what really brings it into the equation for used equipment buyers," said Haak. "That means, if you buy a Tier 3 Komatsu Distributor Certified used machine that's a year old, you have years of free KOMTRAX service remaining on the machine. For contractors willing to invest just a little time in setting it up and learning how to use the information, it can be a meaningful fleet-management tool." ■





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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

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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

CRANES



P&H Omega 18, '79, 18-ton rough-terrain crane. \$20,000



P&H Omega 40, '81, 40-ton rough-terrain crane. \$45,000



GROVE RT59S, '75, 15-ton rough-terrain crane. \$15,000

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

SKID STEER



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

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

ARTICULATED TRUCK

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

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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

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