



# CONNECTION

A publication for and about Kirby-Smith Machinery customers • 2010 No. 3



**NEW!**

**Special crane section debuts in this issue**

## SAVAGE TOLK ENERGY SERVICES

This award-winning company specializes in coal handling at Texas' Tolk Station power plant

See article inside . . .



Darren Provence, Operations Manager

## CHAPARRAL ENERGY

Oklahoma City oil and gas company seizes opportunities to grow

See article inside . . .



Mark A. Fischer, Founder, CEO and President

# KOMATSU

# A MESSAGE FROM THE PRESIDENT



Ed Kirby

**Whatever it  
takes to make  
you succeed**



Dear Valued Customer:

At Kirby-Smith, we are more than just a machinery sales business — our primary business is as a customer service organization. Our goal is to do whatever it takes to make our customers successful, whether we're providing topnotch equipment for the job, supporting that equipment with prompt, efficient service and parts, or providing recommendations on selecting the right equipment for the job.

Another way we serve customers is by supporting the organizations that benefit them. We have a history of doing just that for more than 27 years for Oklahoma and national associations, including ACCO, AED, OKAA, ABC, OAPA, SIBA, OMCA and APCA. We've now extended our support to similar organizations in Texas, such as TxAPA, AGC of Texas, Wind Power Association and Chambers of Commerce for all our branch locations. Our support includes not only participating in association shows, but also contributing to scholarships and fundraising efforts.

With our expansion into Texas, Kirby-Smith has extended our renowned service to thousands of customers there. To better serve those customers, we added two rental sales reps in the Dallas/Ft. Worth metro area and added heavy machine sales reps in Abilene, Midland/Odessa, Lubbock, Amarillo, Dallas and Ft. Worth. We've also remodeled the Dallas office, and updates to the Amarillo branch are underway. New services we've brought to Texas customers include establishing a large rental fleet and rental department, plus offering trade-ins and machine demos. Furthermore, Kirby-Smith is planning an expansion in Odessa/Midland to better serve our growing and increasingly mobile customers in that area.

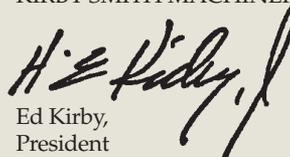
A new addition to your *Connection* magazine is the special crane section, which debuts this issue. Crane Talk will include information on new products, maintenance, parts and service support and more. We believe crane users, such as our featured customer, Lufkin Industries, will find this to be a valuable resource.

This issue of *Connection*, also shares the success stories of just a few of our other customers. Savage Tolk Energy Services, out of Earth, Texas, provides coal services to the Tolk power station. Tulsa, Okla., customer Paragon Contractors LLC has recently expanded to offer a complete package of services, while Atlas Asphalt Products in Oklahoma City focuses on asphalt production and paving. Also working out of Oklahoma City, Chaparral Energy LLC has developed a unique process to force oil out of abandoned wells and also offers complete well-drilling services.

We hope you enjoy and are inspired by the stories of each of these companies. We're proud of the role Kirby-Smith has played by providing the highest-quality products and product support.

Please don't hesitate to call us or stop by any of our branches if we can be of service to you and your business. We look forward to the opportunity to prove ourselves to you.

Sincerely,  
KIRBY-SMITH MACHINERY, INC.



Ed Kirby,  
President



# CONNECTION

## IN THIS ISSUE...

### SAVAGE TOLK ENERGY SERVICES

Learn about this award-winning company and how it handles massive amounts of coal for the Tolk Station power plant in the Texas panhandle.

### CHAPARRAL ENERGY

See how this independent, resourceful Oklahoma City oil and gas company became a leader in oil recovery.

### PARAGON CONTRACTORS LLC

Read about a recent expansion that helped this Tulsa company offer a complete package of self-performed services.

### ATLAS PAVING COMPANY

Find out how for 55 years, three generations of the Smith family have kept this Oklahoma City paving company going and growing.

### CRANE TALK

This special, new crane section highlights Lufkin Industries Inc. and how Kirby-Smith helped them out of a dilemma; explains how Kirby-Smith's sales and product support teams can meet all your crane needs; and answers critical crane questions.

### RANCH MANAGEMENT

If brush management on your rangeland is a problem, Kirby-Smith and Werk-Brau have the solution. See how combining a Komatsu PC200LC-8 excavator and Werk-Brau grubber/extractor can make it faster, easier and less expensive than other methods.

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# SAVAGE TOLK ENERGY SERVICES

## This award-winning company specializes in coal handling at Texas' Tolk Station power plant



Darren Provence,  
Operations Manager

Approximately 40 percent of the coal used in the U.S. each year comes from the Powder River Basin (PRB) in Wyoming. Much of that coal goes to fuel power plants throughout the country, including here in Texas and Oklahoma. So when the PRB Coal Users' Group selects a "Plant of the Year," it's a pretty big honor. For 2010, that honor went to Xcel Energy's Tolk Station Plant near Muleshoe in the Texas Panhandle. Co-recipient was Savage Tolk Energy Services which owns, operates and maintains the coal-handling aspects of the Tolk Station plant.

"We're proud of the award because it's recognition of a first-class operation in every respect," said Darren Provence, Operations Manager, Savage Tolk Energy Services. "Their judges came onsite to inspect the plant and our operation in handling the coal that powers it. They looked at safety, efficiency, environmental protection — a whole host of factors. They compared us against everybody else in the country and determined that we're the best. For our parent companies and for all the people who work here, it's really nice to be recognized like that."

Savage Tolk Energy Services uses its 11,000-hour Komatsu D375 dozer to separate and stockpile a 40-day supply of coal at the Xcel Tolk Station power plant near Muleshoe, Texas.

Savage Tolk Energy Services is a division of Savage Companies, a Salt Lake City-based firm that provides transportation and related services to power plants, coal mines, oil refineries and many other industries throughout North America.

### Innovative processes in place

The Tolk Station plant is unique in many ways. Part of Xcel's Southwestern Public Service Company (SPS), which serves the Texas Panhandle and eastern New Mexico, it is SPS' largest, most advanced and most innovative plant. For example, rather than dumping fly ash in a landfill, Tolk Station filters its emissions through thousands of fabric bags to catch the fly ash, which is then sold and re-used for construction purposes.

The innovations extend to Savage's operations at the plant as well. On average, once a day, a 120-car coal train loaded with more than 14,000 tons of coal pulls onto plant property. Savage handles all aspects on the coal side, from accepting the trains, to unloading the cars, to crushing and delivering the coal (or stockpiling it if necessary) to the two units that comprise the Tolk Station plant.

"Our process of unloading the cars is different than probably anybody else in the industry," said Provence. "We have a facility that rotates each car upside down, unloading the contents onto an underground conveyor. It takes about five-and-a-half hours to rotate all 120 cars and thereby get all the coal off the train. Once we're finished, the train turns around and heads back to Wyoming to do it all over again."

The underground conveyor transports the coal from the unloading facility to a handling site, where Savage operators separate it based





Xcel Energy's award-winning power plant, Tolk Station, provides electricity for Xcel's Southwestern Public Service Company (SPS) in the Texas Panhandle and in eastern New Mexico. It is SPS' largest, most advanced and most innovative power plant.



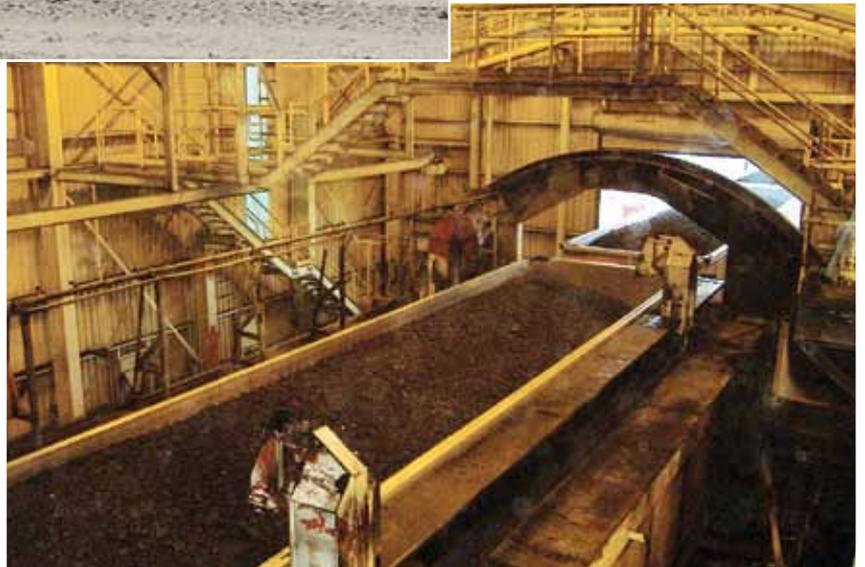
Since 2006, Savage Tolk Energy Services has owned and operated two Komatsu WA800 wheel loaders. With approximately 8,000 hours on each wheel loader, Savage Tolk Energy Services uses the machines to blend coal and feed the conveyors that deliver it to the power plant.

on BTUs it will produce. They then take a certain amount from each pile (a process known as blending) according to what the plant desires on a particular day and push it onto other underground conveyors for delivery to the plant. This process takes place 24 hours a day, seven days a week.

"That's the biggest challenge associated with this job — the fact that it never ends," said Provence. "The need to produce more energy is always there. Every day, every night, every weekend, every holiday — it's up to us to see that the plant has the fuel to keep running. Failure is not an option."

### **Reliable equipment keeps coal moving**

To help them keep the plant supplied with coal 24/7, Savage Tolk Energy Services turns to Komatsu machines from Kirby-Smith to feed the conveyors and deliver coal to or from the stockpiles. The company uses a D375 dozer and two WA800 wheel loaders.



The Xcel Tolk Station uses an innovative process to unload coal from train cars. Each car is rotated upside down, unloading the contents onto an underground conveyor. The conveyor transports the coal to the unloading facility, where Savage Tolk Energy operators separate it.

"To meet our plant obligations, we need equipment that's reliable, that we can count on day-in and day-out — and that's what we get from our Komatsu pieces," said Provence.

*Continued . . .*

# Savage's 24/7 operation needs reliable machines

... continued



(L-R) Kirby-Smith Machinery Service Manager Kevin Hart, Savage Tolk Energy Services Operator Dan Foley, Savage Tolk Energy Services Operations Manager Darren Provence, Kirby-Smith PSSR Jason Walterscheid and Kirby-Smith Branch Manager Chuck Thompson stand in front of one of Savage Tolk's two Komatsu WA800 wheel loaders.

Xcel Energy's Tolk Station Plant and Savage Tolk Energy Services, which owns, operates and maintains the coal-handling aspects of the Tolk Station plant, were co-recipients of the "Plant of the Year" award for 2010. The Powder River Basin (PRB) Coal Users's Group honored the Tolk Station plant for safety, efficiency and environmental protection.

"Because we're a round-the-clock operation, we use the machines a lot. They're now all about three years old. We have approximately 8,000 hours on the loaders and 11,000 hours on the dozer, and our downtime has been almost non-existent. They've been really good, productive units."

Equally important to Savage Tolk Energy Services is that when an issue does arise, Kirby-Smith handles it right away. "If we need them they get here fast," said Provence. "I call Kirby-Smith Service Manager Kevin Hart, and he takes care of us. Everybody at Kirby-Smith understands our situation. They know we can't fail and they respond accordingly."

## Pride in their work

Savage Tolk Energy Services has a long-term contract with the plant. "Our goal is to be here for as long as the plant is operational," Provence stated. "Savage Tolk Energy Services has 27 people here, and every single one of them cares about the workplace and cares about the job. That's the main reason for our success. This is not just a place where guys go to collect a paycheck. They all take pride in helping to make this a successful operation, not just for us, but for the plant itself and for the people in west Texas who depend on the energy that's generated here." ■



Gilbert Lopez operates and monitors the Xcel Tolk Station rate-claim system, which runs conveyors loaded with coal to the power plant.



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# CHAPARRAL ENERGY

## This independent Oklahoma City oil and gas company has grown by being resourceful and seizing opportunities



Mark A. Fischer,  
Founder, CEO  
and President

When Mark Fischer started Chaparral Energy in Oklahoma City in 1988, he had big plans. Although the company at the time consisted of just him and an administrative assistant, Fischer told his original investor partners that his goal was to reach \$100 million in reserve value. As it turned out, his business skills were much better than his long-range forecasting ability.

“Twenty-three years ago, when we were putting this together, I figured once we hit \$100 million, we would just all retire and go home happy,” Fischer recalled. “But we blew by that. Then we passed \$500 million, then \$1 billion. Today, we’re in the neighborhood of \$2 billion and growing fast. This is an exciting business and I still enjoy it. In fact, I love it.”

Today, Chaparral is a full-service, independent oil and gas producer and operator. With 900 employees and operations in twelve states, it has become a significant

player in the energy industry, yet Fischer remains a hands-on President.

“I’ve always been a very detail-oriented individual. I like to think I know everything that goes on in the company. I don’t have a number goal anymore as to how big I think the company will become, but I can say my goal is to direct Chaparral to make it the most profitable operation it can be.”

As Founder, Chairman, President and CEO of Chaparral, Fischer emphasizes profitability, but good corporate citizenship is equally important to him.

“Our goal is to grow 20 percent per year, but the issue is not just *that* we grow but *how* we grow. Our reputation as a company is important to me. I started it. I want it to be something I can be proud of in every respect. That includes protecting the environment and preventing waste of natural resources. We want to be respected in the communities in which we operate, and always want to represent our industry in a positive light.”

### This “roadrunner” is no joke

If you’re a fan of old cartoons, you’ll remember the Roadrunner (and of course, Wile E. Coyote). Another name for the bird known as the roadrunner is a chaparral. In addition to being very quick, the chaparral is known to be a resourceful, adept and opportunistic bird. The name seemed to fit the company that Fischer wanted to develop.

“Like the chaparral, we consider ourselves to be resourceful and opportunistic,” said Fischer. “We’re resourceful in our hunt for resources and we’re always on the lookout for opportunities including new technologies that will benefit our industry.”

This Chaparral crew is installing a pipeline near Velma, Okla., which will carry CO<sub>2</sub> as part of the company’s Enhanced Oil Recovery (EOR) program.



## A leader in oil recovery

A good example of that is Chaparral Energy's emphasis on an Enhanced Oil Recovery (EOR) program, designed to get substantially more oil out of wells that in the past were considered "done."

"EOR is where we expect much, if not most, of our long-term, future growth to be," predicted Fischer. "In the beginning, we grew through acquisitions, and by about the year 2000, we had accumulated in the neighborhood of 1 million acres. At that time, we embarked upon a developmental drilling program. Today, drilling accounts for about 65 percent of our budget, while acquisitions and work-overs are about 10 percent. The rest, about 25 percent, is devoted to EOR. That percentage has grown each year and will continue to grow as we move forward."

Why is EOR a growing piece of the pie for Chaparral? Fischer explains it this way.

"During normal production of an oil well, in the primary phase you only get about 15 percent of the oil out of the ground. A secondary process of water flooding gets another 15 percent or so. In the past, about 70 percent of the oil remained in the ground and most fields were 'done' because producers considered it too difficult and too expensive to pursue the rest of the crude. Due to the price of oil today, that attitude is changing. Most large oil companies are heavily involved in EOR. We're one of the few independents that's gotten on board."

The reason many independents have been reluctant to add an EOR program is because it takes a large commitment of money, resources, technology and time before there's any payback.

"At Chaparral, we determined it was worth the commitment and the risk," said Fischer. "We're heavily involved in an enhanced oil recovery process known as CO<sub>2</sub> EOR. Essentially, it uses carbon dioxide to swell and lubricate oil droplets that are trapped and remain in the ground so when you put more water behind it, those droplets can be pushed over to a producing well."

Chaparral currently has CO<sub>2</sub> EOR operations in the Texas Panhandle, the Permian Basin in west Texas, southern Oklahoma and



This Chaparral operator uses a Komatsu PC228USLC-7 to trench and backfill for a pipeline. "Komatsu is the only track hoe we'll buy," said Chaparral Fleet Services Manager Ron Brown. "Why? Because we don't have any problems with them."



Welder's helper Bobby Click prepares a four-inch steel pipe for the trunk line that will bring CO<sub>2</sub> to the facility.

northeastern Oklahoma. The company has already installed about 400 miles of CO<sub>2</sub> pipeline in the ground. During the next couple of years, the plan is to tie together a couple of pipeline systems to give Chaparral a CO<sub>2</sub> infrastructure system throughout the state of Oklahoma.

"Eventually, we expect to be able to reinvigorate up to 82 of our existing oil fields," Fischer revealed. "We estimate as many as 215 million barrels of oil can be recovered from those fields using CO<sub>2</sub> EOR."

## Equipment that works and lasts

Both the drilling operations and building of CO<sub>2</sub> pipelines are equipment-intensive. "We rarely sell or trade anything in — we run equipment until it's used up," said Chaparral Field Services Manager Ron Brown. "Because

Continued . . .



# Customer demand spurs growth of new services

... continued

of that, we want machines that are economical to own and operate, and that will do a good job for a long time. We've had really good luck with Komatsu machines through the years."

Because of that, Chaparral has a long history with Komatsu machines from Kirby-Smith. Chaparral owns Komatsu excavators, dozers, wheel loaders, skid steer loaders and backhoe loaders. "Komatsu is the only track hoe we'll buy," confirmed Brown. "We have PC120s, 200s and 220s. We use them for digging pipelines, digging and filling in reserve pits, and laying pipelines. The best thing about Komatsu excavators is we basically don't have any problems with them.

"We also really like Komatsu dozers. We have a D61 with a six-way blade and another one with a side boom for laying pipeline. We have half a dozen D65s and a D85 that we've been very pleased with. The D85 moves a little more dirt and works very well in areas where there's a lot of rock, as in northeast Oklahoma."

"Something else we've come to appreciate about Komatsu machines is the KOMTRAX machine-monitoring system," said Chaparral Drill Services Manager Scott Woodall. "We like it so much, we're working toward putting it on all of our machines, regardless of brand. It keeps us up-to-date on maintenance services, plus Kirby-Smith uses it to help us keep an eye on our fleet. Their shop calls us when they see something wrong, and if it's something that needs immediate attention, we're able to shut the machine down before it does any serious damage."

"In addition to the machines themselves, we also like working with Kirby-Smith and our Sales Rep Dean Traylor," noted Brown. "If we have any problems, I call Dean and Kirby-Smith takes care of it immediately. We're very pleased that they are now also in north and west Texas. From my perspective, our partnership with Kirby-Smith has been a very good one."

## Going public?

For now, Chaparral Energy remains a private company, but that could be changing within the next two or three years.

"We've been considering the possibility of going public, and there's a good chance that will happen at some point," said Fischer. "My guess is that when it does, we will be more of a CO<sub>2</sub> EOR company than a conventional production company. We believe EOR is a phase of the industry whose time is coming and that is where our future lies.

"In the meantime, we intend to pursue a continued aggressive but smart-growth strategy. We have experienced, talented employees and we've always tried to have a fixed direction. We believe that is what has allowed us to be a successful, quality company thus far. As long as we remain forward-looking, yet keep both feet firmly on the ground, we're confident we can continue to grow in the foreseeable future. ■



Chaparral personnel work closely with Kirby-Smith on equipment issues. (L-R) Construction Foreman Nick Haydock, Construction and Equipment Manager Jimmy Cunningham, Field Services Manager Ron Brown, Kirby-Smith Territory Manager Dean Traylor and Drill Services Manager Scott Woodall. "Dean and Kirby-Smith take care of us very well," said Brown. "Our partnership has been a good one."

Chaparral Energy's new Service King 775 drilling rig (1,000 hp) is rated to drill to 11,500 feet.





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# PARAGON CONTRACTORS LLC

## Recent expansion helps Tulsa company offer a complete package of self-performed services



Dale Forrest,  
Owner

Owner Dale Forrest admits to having no master plan for growth when he founded Paragon Contractors in 2005. But he hasn't been shy about taking risks to build the business into one that does more than just the site work that was Paragon's focus at its inception.

"Much of our expansion has been out of necessity and by recognizing voids in the marketplace we could fill," said Forrest. "In the past two years, we've added heavy paving, an asphalt plant and our own trucking fleet. We've become a more well-rounded company that's able to self perform nearly every aspect of a project."

With the addition of heavy paving and other services, Tulsa-based Paragon Contractors does an increasingly larger percentage of its projects in the hard-bid governmental sectors. Forrest estimates the company does about an 80 percent to 20 percent split between governmental and private work.

"That's a huge turnaround in our focus over a five-year period," noted Forrest. "When I

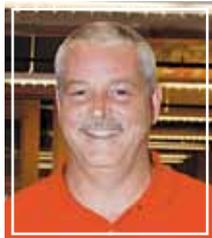
started Paragon, we were almost exclusively a private, commercial, site-construction company with an emphasis on basic site work. We still perform those services, but on a much larger scale and often as part of a total package that's done as a general contractor. We will subcontract out portions of our work, but it's our preference — and often that of our clients — to have us handle the entire scope of work."

During the past five years, Paragon Contractors has built an impressive resume that now includes excavation, demolition, grading, erosion control, seeding and sodding; site utilities that include storm, sanitary, water line and fire line; concrete paving, including curb and gutter; and asphalt paving.

"Our specialty is fast-tracked, horizontal construction," explained Forrest. "We've been able to deliver on that because we put the resources in place to ensure that we not only do a quality job, but we do it on time and on budget. I have to credit much of the success to our employees. With the additional services, we now have a staff of about 250, and the vast majority of them brought plenty of experience to the table, which has paid off in a number of ways."

Management includes Operations Manager Tyler Rogers, CFO Robert Flannery, Contract Administrator Polly Whitman, General Superintendents Keith Berry and Mike Owens and Equipment Manager Brian Burris. "Paragon is fortunate to have several highly qualified superintendents who can handle a wide variety of job applications," said Forrest.

Paragon's field personnel is split into multiple groups, with the majority working on one of a dozen site-grading crews. The company also has a half-dozen concrete and utility crews each and an asphalt paving crew.



Tyler Rogers,  
Operations Manager

A Paragon Contractors operator uses a Komatsu WA250 wheel loader to move rubble at the 76th Street Interceptor project in Owasso, Okla.





Paragon Contractors used its Komatsu D51 dozer for much of the grading on its reconstruction of OneOK Field in Tulsa.

The company completed the 18-month project that involved complete construction of the field, installation of an irrigation system and landscaping, as well as street reconstruction around the ballpark. "The D51 is a very versatile machine. It's the right size for many applications," said Owner Dale Forrest.

They've helped Paragon Contractors complete a number of high-profile projects in Tulsa and Oklahoma City, as well as northeastern Oklahoma and part of western Arkansas.

### Teaming up with sister companies

In a few instances, Paragon has teamed up with its sister companies, United Golf LLC and Northeastern Irrigation & Landscape Inc. Forrest founded Northeastern Irrigation and Landscape about 25 years ago and United Golf about 12 years later. A case in point was the recently completed renovation of OneOK Field baseball stadium, home to the Tulsa Drillers minor-league team.

Paragon started the renovation by excavating the existing field 13 feet below street level, hauling out more than 125,000 cubic yards of dirt. Paragon and United Golf crews teamed up to install a drainage system, while Northeastern Irrigation & Landscape did irrigation and landscape work. Paragon and United backfilled and built the playing surface, and Paragon installed city utilities and paved for new curb and gutter, sidewalks and streets around the ballpark.

"Having the three companies is a real strength because we can share resources," said Forrest. "Honestly, it's rare that all three companies work on the same project. More often it's one of the sister companies working with Paragon."

A large portion of Paragon's recent work has been right in its own backyard, including work on several hard-bid projects for the city of Tulsa under its \$450 million bond issue a couple of years ago to fix the city's aging infrastructure.



Paragon has also worked on sections of the Mingo Trail along Highway 169 in the city.

Other high-profile work includes completion of the Fred Creek Phase II project at Oral Roberts University, where Paragon crews enlarged the creek and built a dam, as well as retaining walls. The company moved 30,000 yards of dirt in the process, including excavation for footings.

"It sounds like a straightforward job, but there were several challenges to it," noted Forrest. "We've had a lot of rain in Oklahoma in the past few years, and working in a creek was obviously not ideal with those conditions. The footings would fill up with water, so we packed the excavations with demolition concrete, then poured the footings on top. It worked well."

Doing such challenging projects is one of Paragon Contractors' specialties. The company recently completed a five-and-a-half-mile, 48-inch sanitary sewer installation for the city of Owasso that was at times 24 to 28 feet deep. The \$4.5 million 76th Street Interceptor work took 10 months, and much of the work was in solid rock. Paragon subcontracted drilling and blasting, then dug the trenches to lay the line.

*Continued . . .*



# Versatile equipment meets varied jobsite needs

... continued

## Komatsu equipment is top choice

Even with drilling and blasting, Paragon had to hammer some of the material. It equipped a Komatsu PC300LC excavator with an NPK hammer to handle the task. Much of the digging was done with a Komatsu PC400LC-7 excavator, one of many the company owns or has on rent from Kirby-Smith.

"We've found that Komatsu excavators not only have the strength to handle the deeper digs and run attachments such as the hammer, but are faster than competitive brands we've tried," said Forrest. "That's been the case with every one we've tried, from the PC78 up to the PC400. One size we really like is the PC88, which we have several of, because they can work in open areas or confined spaces equally well. Komatsu is our operators' excavator of choice."

Paragon Contractors also chooses Komatsu dozers and wheel loaders, including an award-winning D51EX-22 dozer with the slant-nose design. Equipped with a Topcon GPS system, Paragon used the D51 for much of the grade work on OneOK Field. "The D51 is a very versatile machine," Forrest pointed out. "It's the right size for many applications, including mass and final grading. It's the most requested machine by our superintendents."

To house and service its equipment, Paragon Contractors is building a new shop facility next to its asphalt plant and just around the corner from Kirby-Smith's Tulsa branch. "We've built a great relationship with Kirby-Smith and our Territory Manager Dan Rutz," said Forrest. "We service our machinery with parts and support from Kirby-Smith as needed. Anytime we need something, I know I can call Dan or anyone else there and get a quick response."

## Putting plans in place

While he had no plans for Paragon Contractors to grow so big so quickly, Forrest does have plans for where the company is headed in the near future. Controlled growth and efficiency head the list.

"We're not trying to be the biggest company on the block, but one that's competitive and can get the job done to our customers' satisfaction and schedule. We have the resources and personnel in place that make that a strength of Paragon's. Our current focus is continuing to build our efficiency. We've grown very quickly in the past five years to meet customer demands and set ourselves up for success in this market. Now that we've done that, it's time to assess and look at long-term plans. We're comfortable with where we're at and where we're going." ■

(L-R) Owner Dale Forrest, Operations Manager Tyler Rogers and Kirby-Smith Territory Manager Dan Rutz meet at Paragon Contractors' office in downtown Tulsa. "Anytime we need something, I know I can call Dan or anyone else at Kirby-Smith and get a quick response," said Forrest.



Paragon Contractors uses several Komatsu excavators, such as this PC300LC-8 (below) for lifting retaining-wall blocks into place at the Fred Creek project on the campus of Oral Roberts University, and the PC88 (right) for removing dirt on a street project in Tulsa.





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# ATLAS PAVING COMPANY

## An Oklahoma City paving company enters its third generation of successful operation

In May of this year, the third generation of Smiths graduated from Oklahoma State University and joined Atlas Paving Company to continue the nearly 55-year family tradition of contracting excellence in the highly competitive Oklahoma City paving market.

In 1949, Hugh Smith graduated from Oklahoma A&M with a degree in civil engineering using the GI Bill following his service in World War II. After several different employments, Hugh was lured to Oklahoma City in 1953 by Charles Makins of the Makins Sand and Gravel Company to oversee the installation and operation of a hot-mix asphalt plant. Hugh then became one of the founding members of the Atlas Paving Company in 1956. After many years of hard work and commitment, Hugh became president in 1972 and by 1980 was the sole owner and president of Atlas Paving Company, Makins Concrete Company and Atlas Asphalt Products. The family patriarch retired in 1992 from the businesses he built but, to this day, can be seen driving through the yard and walking the hallways to monitor the succession of the family business.

Kyle Smith (left) and his father Bruce are the third and second generations to work at Atlas Paving Company. Bruce is President of the Oklahoma City business, and Kyle recently joined full-time.



Hugh's son, Bruce Smith, graduated from Oklahoma State University in 1977 with a master's degree in civil engineering. Like his father before him, Bruce joined the family business in 1978 after working as a consultant in Cincinnati, Ohio. As with most family businesses, Bruce began his career at the bottom of the company, starting on the asphalt laydown crew, and worked his way to the office of president in 1992. Today, Bruce is the principal owner and president of Atlas Paving Company, Atlas Asphalt Products and Grace Trucking Company. Bruce's son, Kyle, graduated from Oklahoma State with a degree in construction management in May of this year and, in the family tradition, began work on the asphalt laydown crew shortly thereafter. Kyle's brother, Jeff, is now a freshman at Oklahoma State University, majoring in civil engineering. The family business and tradition appear to be secure for the next 50 years.

From its beginning, Atlas Paving Company has specialized in asphalt street and road construction in the greater Oklahoma City area for state, county and municipal agencies, along with private and commercial contracts. The company offers a full list of services, with multiple crews performing drainage and storm sewer, concrete paving and amenities, grading and stabilization and, of course, asphalt resurfacing. Atlas recently added asphalt milling to its list of services.

"The ability to handle the multiple aspects of a contract is an attribute that a company must have to survive in today's market and I believe we have that ability," said Bruce. "Probably the other thing that sets us apart is our focus on innovation and future trends." Atlas was one of the first companies in the area to offer asphalt pavement recycling. Atlas



An Atlas Paving crew milled 3,200 feet of asphalt on Northwest 164th in Oklahoma City, using the company's Wirtgen W 210 cold milling machine. The crew removed up to nine inches in one pass on the four-lane project.



(L-R) Kirby-Smith Sales Representative Don Jacobson meets on a jobsite with Atlas Paving's Milling Operations Foreman Danny Sneed and Operator James Hearn. "I'm confident that when I call Don, or anyone else at Kirby-Smith, they'll be honest and fair with me," said Atlas President Bruce Smith.

was also the first in Oklahoma to do fly-ash soil stabilization. "I proposed and engineered a fly-ash-stabilized subgrade on a project we had for Oklahoma City in the early 1980s. We did the project and monitored it over several years. It turned out to be very successful and now is a common process in road construction where noncohesive soils are found."

### **Strong corps of employees, machinery**

All the asphalt mix that Atlas Paving lays comes from its sister company Atlas Asphalt Products. Atlas Asphalt supplies Atlas Paving and other contractors with more than 30 different mix designs from its 400-ton-per-hour, drum-mix asphalt plant. Another sister business, Grace



With its state-of-the-art asphalt plant, Atlas Asphalt Products produces up to 400 tons an hour.



Atlas Paving's Wirtgen W 210 cold milling machine removes asphalt up to seven and one-half feet wide and 13 inches deep.

Trucking Company, hauls product for Atlas Asphalt and its customers, using 18 dump trucks of various axles and eight tractor-trailer combinations.

*Continued . . .*

# Atlas Paving continues building on past successes

... continued

Among the three businesses, about 75 employees make up the Atlas Companies. Key members include Superintendent Jerry Walker; Milling Operations Foreman Danny Sneed; Asphalt Plant Superintendent Larry Brashiers; Operations Manager Tyle North; Harvey Sparks, Asphalt Sales; Ted Loret, Drainage; and Carol McCain, Business Manager. "This business couldn't have survived as long as it has without the excellent group of people who've worked here in the past and those who are here now," said Bruce. "They're a big reason for this company's success."

Bruce also believes success comes from having the best equipment that's available, such as the Wirtgen seven-and-one-half-foot, dual-engine W 210 milling machine. Atlas Paving recently purchased the Wirtgen W 210 from Kirby-Smith

Machinery with the help of Sales Representative Don Jacobson. The Atlas Companies have in the past worked with Jacobson to buy Komatsu wheel loaders and Broce Brooms.

"This is an equipment-intensive industry, and having machinery that's dependable makes a huge difference to the bottom line," Bruce pointed out. "We've found dependability in everything we've purchased from Kirby-Smith. For example, the Wirtgen milling machine is very technologically advanced compared to the others we've tried. That stood out, but what really sold us was Wirtgen's track record of reliability coupled with production. We believe it's the best on the market."

"When we're making asphalt at 400 tons per hour, it's important to have machines that can keep up and have minimal downtime. Our Komatsu loaders do that," he added. "They're powerful, productive and fuel-efficient. All are extremely important qualities to us."

Bruce said dealer support also plays a crucial role in Atlas' equipment-buying decisions. "I'm confident that when I call Don, or anyone else at Kirby-Smith, they'll be honest and fair with me. Time is money; it's that simple. When a machine is down, we expect the dealer to respond as quickly as possible. Kirby-Smith has always understood that and has met our needs."

## A trail of satisfied customers

During the past 50-plus years, Atlas Paving has paved thousands of miles of Oklahoma roads, leaving behind a trail of satisfied customers. However, as the company takes its next steps forward, it won't rest on its past successes.

"I've always believed in the value of hard work that will deliver a quality product and projects that we can be proud of," said Bruce. "Our approach is always to build off what we've done and try to do it better the next time. My dad instilled that in me, and I've tried to do the same with our employees. Now that Kyle is aboard and Jeff is only a few years away, I'm working to make sure they understand these basic principles to work by and to live by. I'm looking forward to the day that I can step aside and watch them continue the family business." ■

Hugh Smith (left) helped form Atlas Paving Company in 1956 and became its President in 1972. In 1985, his son Bruce took over as President.



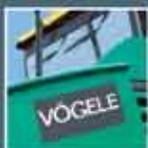
Atlas Paving stockpiles recycled asphalt for later use, using a Komatsu WA450-5, at its 35-acre Oklahoma City facility.



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## WE'VE GOT YOU COVERED

### Kirby-Smith's knowledgeable, experienced staff can meet all your crane needs

If your business relies on cranes, you know how important it is to find the right unit to cover your lifting needs. You also know that upkeep of your crane, as well as a dealer that backs its product, is essential. For all your needs, Kirby-Smith remains "your source for a world of cranes," according to Ben Graham, Vice President & Crane Division Manager.

"Sales, service and support. Kirby-Smith Machinery is dedicated to being the leader in all three categories when it comes to your crane needs," Graham said. "We carry an extensive lineup of cranes, including truck, rough-terrain and crawler, as well as wheel, lattice-boom, articulating, marine and more. We're aligned with leading manufacturers such as Manitowoc, Grove, Effer and National Crane. In addition to crane sales, we also offer rental units."

It's not enough just to have an excellent product line, Graham noted. Knowledgeable sales and service staffs are vital. "It starts with our veteran sales personnel, who have extensive experience in assisting customers with their selection of the right crane for their needs. They're familiar with a wide range of applications and know how to match a crane to those."

Support comes in a variety of ways, including training customers on how to use their cranes efficiently and effectively. In addition, Kirby-Smith personnel are experienced in conducting annual OSHA crane inspections, which they can do in the shop or in the field.

Kirby-Smith offers both shop and field service from factory-trained, skilled technicians. Field technicians have fully equipped trucks that allow them to perform routine service and maintenance, as well as most emergency repairs. "Whether on the jobsite, in our shops or customers' shops, customers can be confident that our crane technicians know how to handle any type of service on the brands of cranes we carry, as well as competitive models," confirmed Graham.

Beginning with this issue, the Kirby-Smith Connection will have a special section devoted to cranes and the customers who use them, according

to Graham. Stories will center around how to get the most from your machinery, safety tips and products of interest.

"We're dedicated to providing customers with the best in machinery and support, and that includes keeping up with new products such as Manitowoc's CraneStar, which we're field testing right now," said Graham. "It's a data management and planning tool for crane owners that gives up-to-date information on location, working conditions and lifting schedules, among other things."

"In addition, we're looking at a support program where we can cosponsor training companies' courses that will lead to licensing crane operators," Graham added, noting that new regulations require licensing. "We'll provide the cranes in conjunction with a two- to four-day course, twice a year, for example. We're excited about it."

Kirby-Smith Machinery has been serving the crane industry for more than 26 years. The steps the company takes to continually provide crane support and education are an indication of its commitment to customers. The company strives to be more than simply a supplier, rather a resource for all its crane customers' needs. ♦



Kirby-Smith provides sales, service and support for a wide variety of cranes, including National Crane, Manitowoc, Grove and Effer. Kirby-Smith technicians can also service other crane brands.



# LUFKIN INDUSTRIES INC.

## Creative problem-solving by Kirby-Smith helped this oil-field equipment supplier out of a tight spot

Imagine how Buddy Moore, General Manager of Oilfield Services for Lufkin Industries felt when his order for two truck cranes fell through and he was left with specially designed Mack trucks and no cranes to mount on them. “We had ordered the trucks through the Mack truck dealer, with which we’ve had a 30-year relationship, and we were left with chassis neither of us could use. We didn’t want the Mack dealer to be stuck with the chassis, but we couldn’t find cranes that would fit either truck,” Moore explained.

Lufkin Industries, based in Lufkin, Texas, is a leader in the design, engineering, manufacturing, sales and installation of high-quality and high value-added oil-field equipment and power transmission products across the globe. Dependable truck cranes are an equipment staple for the company, which needed a solution to its dilemma.

That’s when Kirby-Smith Sales Representative John Arterberry stepped in. “I was fairly sure there was a way to use those

chassis with the new National Crane NBT45 crane, which was perfect for their application,” he recalled. “National Crane has the most diverse line of crane options in the industry. However, it took a very precise and advanced engineering process to make it work.”

### Challenging design

Although Kirby-Smith has one of the largest boom truck rental fleets in the nation, it didn’t have any Mack trucks in its fleet. However, Kirby-Smith forged ahead and purchased the two chassis from Bruckner Mack Truck Sales in order to help Lufkin Industries out of the tough situation.

Kirby-Smith is accustomed to working with customers on specialized or unique requests and was ready to tackle the task. While it was a risk that most equipment dealers would be unwilling to take on, Kirby-Smith is financially strong enough and was confident in the eventual success of the project. Both Kirby-Smith’s VP of Cranes Ben Graham and Owner Ed Kirby had to approve the undertaking and the special finance arrangements needed to make it happen.

Part of the challenge in making the truck chassis and cranes work together was the design of the chassis. Mack chassis are not commonly used in the crane industry, so it took some redesign of the cranes and chassis. Arterberry worked closely with National Crane and the truck-mounting company in order to mount the NBT45 cranes on the Mack trucks.

On July 6, the first NBT45 crane truck was delivered from Kirby-Smith’s Ft. Worth branch to a Lufkin operator to try out.

### Positive results

Now that Lufkin Industries has been using the specially designed cranes for a while, operators report that they prefer National Crane and the Mack chassis because they have less sway and a sturdier feel than other units they have used in the past. One operator responded by saying, “You have changed



In early July, Lufkin Industries took delivery of its first NBT45 crane and put it to work on a jobsite. “The NBT45 is more dependable, productive and efficient compared to other cranes,” noted Lufkin General Manager of Oilfield Services Buddy Moore.

# CRANE CUSTOMER



When Lufkin Industries had a problem finding cranes to fit the specially designed truck chassis it had ordered, Kirby-Smith and Sales Representative John Arterberry stepped in with the solution. They had National Crane NBT45 cranes redesigned to fit the trucks.

## Brief Specs on National Crane NBT45, NBT50 and NBT55 cranes

Model	Capacity	Main Boom	Boom Extensions	Max Tip Height	Outriggers/Stabilizers	Swing	HCA/LMI	Mounting Configuration
NBT45	45 ton	142'	26', 31-55'	207'	HO	Std 360°	LMI	RM
NBT50	50 ton	128'	26', 26-45'	183'	HO	Std 360°	LMI	RM
NBT55	55 ton	128'	26', 26-45'	183'	HO	Std 360°	LMI	RM

my life!" in his reference to how smoothly the vehicle responds on rough roads and the abilities of the crane.

"Compared to the other cranes we originally ordered, the National Crane NBT45 has more power and can run at a lower idle during lifts," the operator noted. "Because the engine runs at a lower idle, it burns less fuel and is quieter in the working area. In addition, with more power in lifts, the NBT45 is more productive and efficient than other cranes of its size."

With nine National Crane parts and service locations and a geographic footprint from

southern Illinois to west Texas, Kirby-Smith has the ability to service a large percentage of Lufkin's crane fleet. In August, as part of its commitment to a smooth transition to the NBT45, Kirby-Smith and National Crane are partnering in an extensive operator training class at Lufkin Industries' new facility in Odessa, Texas.

"We are extremely pleased with the outcome," confirmed Arterberry. "It turned out to be a real win-win-win situation for Mack Truck, Lufkin Industries and Kirby-Smith. It feels great to know that we can take on that kind of challenge and repeatedly help our customer succeed." ♦



## DARE TO COMPARE

### Kirby-Smith has the answer to your critical crane questions

**F**or most companies, a crane purchase is their largest capital investment, so before you buy it's important to answer several questions.

**QUESTION: Will dealer service and support be there when you need it?**

If you purchase from Kirby-Smith, you can rest assured the answer will be yes. Kirby-Smith Machinery has more than 26 years experience in serving the crane industry from southern Illinois to western Texas, giving it one of the largest crane service footprints in the industry.



Kirby-Smith carries one of the industry's largest sales and rental fleets, and backs it with on-site service from experienced technicians who bring their well-equipped trucks to your location.

**QUESTION: Are the dealer's mechanics certified to work on the cranes in your fleet?**

Kirby-Smith believes it has the most well-trained, skilled and knowledgeable technicians in the industry. The company is a certified servicing dealer for Manitowoc, Grove, National Crane, Effer and Tadano cranes, and its technicians can also service other brands. Kirby-Smith also offers crane inspections, a valuable service that ensures your machines are functioning properly and safely.

**QUESTION: If for some reason, you have a machine that's down, does the dealer have adequate rental units available?**

Kirby-Smith has one of the most current and largest crane rental fleets in the region, with nine certified, convenient crane service locations to fit practically any lifting need you have.

**QUESTION: What makes Kirby-Smith different from other dealers?**

Kirby-Smith can answer all your crane sales and rental questions, and it has payment options to fit most any need. The company has more than 200 units in its fleet that are inspected and ready to go. Compare Kirby-Smith to the competition, and you'll understand why Kirby-Smith is *the* crane authority. ♦





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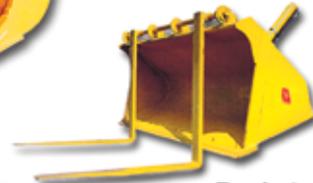
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# CLEARING UNWANTED BRUSH

## Kirby-Smith and Werk-Brau provide a better solution to restoring rangeland for northwest Texas rancher

Ranchers know how important brush management is. The pervasive infestation of mesquite and cedar/juniper trees and bushes can seriously affect land productivity, especially in Texas and Oklahoma. Removing brush has a number of benefits for ranchers and their land. It restores degraded rangeland, improves the cattle and wildlife habitat, increases plant diversity and improves the overall hydrologic function of the rangeland, which makes it more productive.

However, the process of clearing the unwanted brush can be time-consuming, labor-intensive and expensive. In some confined areas, grinding and mulching is a solution. Some ranchers use dozers and root plows, but that process typically requires complete restoration with reseeded.

When Clint Ward of the John E. Fish Ranch, in northwest Texas near Paduca, approached Kirby-Smith looking for help, he had 180 acres on the ranch that was 93 percent infested with mesquite and salt cedars, rendering the land virtually useless. So Kirby-Smith worked with Werk-Brau to provide an efficient and cost-effective solution for Ward and other ranchers. They combined a Komatsu excavator with a Werk-Brau grubber/extractor. For ranchers like Ward, who have hundreds of acres to manage, using this equipment to selectively extract mesquite and cedars is more efficient and less damaging to the soil.

### A better solution

“Basically, we paired a Komatsu PC200LC-8 excavator with a Werk-Brau EZ-V grubber/extractor,” explained Kirby-Smith Territory

*Continued . . .*



*Thanks to Construction Equipment Guide for providing information and photos for this story.*

Clearing mesquite and cedar infestations on rangeland benefits ranchers by making the land more productive. Kirby-Smith teamed up with Werk-Brau to develop a cost-effective solution using a Komatsu PC200LC-8 excavator with a Werk-Brau EZ-V grubber/extractor.

# Brush removal offers many benefits for ranchers

... continued

Manager Kevin Burrell, who worked with Ward. "This combination was very effective not only in removing the brush, but also the root ball. The EZ-V grubber/extractor has a V-bottom design that is much more efficient than a straight-edge grubber," he pointed out. "Werk-Brau uses AR400 steel for the cutting edges and triple-pass welds on the high stress areas. Combined with the power of the Komatsu PC200 excavator, it's a perfect match."

The Natural Resources Conservation Service (NRCS) specifies a nine- to 18-inch extraction to make sure the root ball is removed. That's

important because a single mesquite root left in the ground has the capability of propagating and starting a whole new plant. In addition, mesquites have enormous root systems that soak up as much water as possible and deprive other, more beneficial vegetation.

"The NRCS classified the 180 acres on the ranch as 93 percent covered with brush," noted Ward. "Yet, the Komatsu/Werk-Brau machine went through it with no problems. We rented the Komatsu/Werk-Brau package for a little more than six weeks and were able to clear five acres per day with approximately 135 trees per acre.

"The state of Texas doesn't require permits for this type of vegetation clearing, but because the EZ-V grubber penetrates the soil from nine to 18 inches, we did check with the local utility companies to make sure there were no obstructions before we started grubbing," he pointed out.

## Financial assistance

"I was very pleased with the performance of the PC200/grubber package," Ward continued. "I'm telling our ranch neighbors, who have the same problem we had on the John E. Fish Ranch, about it." Because most states encourage brush management, Ward is working with the NTCS and the Environment Quality Incentives Program (EQIP) for financial assistance with this project.

With millions of acres in Texas, Oklahoma and surrounding states in jeopardy from such brush infestations, multiple governmental subsidy programs are available to address the situation. Instead of simply burning the trees and roots, some organizations are trying to find more profitable uses for the by-products. Both mesquite and cedars have other uses ranging from furniture manufacturing to biodegradable fuels to the popular mesquite-smoked meat products.

"We're very excited about the opportunity to bring this cost-effective, efficient solution for brush management to our customers in Texas and Oklahoma," concluded Kirby-Smith's Burrell. "The Komatsu PC200LC-8 and Werk-Brau EZ-V grubber/extractor combination is an excellent solution to range management. We look forward to showing ranchers how it can work for them." ■



The Werk-Brau EZ-V grubber/extractor teamed with a Komatsu PC200LC-8 excavator effectively removes the root ball along with the brush or tree. "The attachment's V-bottom design that penetrates up to 18 inches below the surface is more efficient than a straight-edge cutter," noted Kirby-Smith Territory Manager Kevin Burrell.



# NEW D65-16 DOZERS

## A long list of new features, including 6-way and sigma blade options, adds to efficiency and lowers O&O costs

More dozing capacity and greater efficiency in a variety of applications are always an advantage. Komatsu's new D65-16 model dozers — EX, WX and PX — provide both, thanks to a long list of new features, including a Power Angle Tilt (PAT) blade and a fuel-efficient, 205-horsepower, Tier 3 engine.

Unavailable in some previous models, a six-way PAT blade can now be used on all new D65s. The hydraulic blade tilt, angling functions and manually adjustable blade pitch expand versatility and productivity in a wide range of applications. It's well balanced for light and medium dozing operations as well as providing precise grade cutting required in site prep, golf course or house pad applications. The blade is 100-percent Komatsu, and is stringently tested for durability.

"Users like the PAT blade because it rolls material forward so well, it takes less horsepower to move it," said Product Manager Bruce Boebel. "Komatsu designed the blade to keep that material rolling in front of it and away from hoses and cylinders. That extends their life and reduces maintenance costs."

Boebel said adding a PAT blade to all new D65s came about as a result of customer feedback, but it's not the only blade option. A revolutionary Komatsu SIGMA blade is available for the D65EX-16 and D65WX-16 models. It's designed for heavy dozing applications and keeps more material to the center, giving it a 15-percent boost in productivity when compared to a typical semi-U. PX and EX models can also be equipped with a straight blade.

"Having blade options allows users to choose what's going to best suit their business and the type of work they do," said Boebel.

"Each blade has its particular purpose, and matching the blade to the application is a vital part of being able to move material efficiently so per-yard costs stay low."

### Lock-up torque converter, two modes

Power to push any blade full of material comes from a highly efficient lock-up torque converter that automatically transfers engine power directly to the transmission. The result is increased dozing speeds compared to

*Continued . . .*



**Bruce Boebel,**  
Product Manager

Brief Specs on the Komatsu D65-16 Dozer		
Model	Operating Weight	Net Horsepower
D65EX-16	43,980 lbs.	205 hp.
D65PX-16	46,960 lbs.	205 hp.
D65WX-16	45,570 lbs.	205 hp.

All new D65-16 models can be equipped with a six-way Power Angle Tilt blade that rolls materials forward, resulting in less horsepower used and better fuel efficiency. A lock-up torque converter and two-mode transmission are also new features in the Tier 3 machines.



To see this machine in action,  
find this article in  
our online magazine at  
[www.KirbySmithConnection.com](http://www.KirbySmithConnection.com)



# Longer undercarriage life, easier maintenance

... continued

previous D65 models. Operators can select from two gearshift modes, automatic and manual, to fit the appropriate application.

At the same time, in Auto mode the lock-up torque converter helps reduce fuel consumption by as much as 10 percent with the new D65s. New Power and Economy modes allow operators to match the needed performance to the job for maximum efficiency. E mode can be used for all general dozing, leveling and spreading applications, providing the right mix of speed and power for maximum fuel savings. P mode is for slot dozing, ripping or other applications requiring maximum production where engine power has priority over fuel efficiency.

“Our excavator users rave about the ability to choose modes based on work load, and it makes sense in dozing as well,” stated Boebel. “If you don’t need full power to get the job done, why use it? The ability to change modes to suit the application gives users added versatility. They have one machine for multiple uses.”

## PLUS extends undercarriage life

The new D65-16 models come with Komatsu’s Parallel Link Undercarriage System (PLUS) — the EX and WX models also have an additional foot of track on ground — that provides up to double the wear life of conventional undercarriages. The rotary bushing system virtually eliminates bushing wear, and wear

limits of the link and carrier roller are increased to balance the extended life of the bushing.

Added undercarriage life also comes from an improved, self-adjusting, idler support that applies constant downward pressure to the wear plate of the idler guide, preventing bouncing and vibration and reducing noise. It also acts as a scraper that keeps materials out. A full guarding package, designed with customer feedback, offers added durability and lower maintenance time and cost.

“The biggest cost of owning and operating a dozer is the undercarriage, and by extending its life, Komatsu is keeping that cost down,” noted Boebel. “We want customers to produce with these machines for a long time to come, and the new and enhanced features we added to the undercarriage accomplish that.”

## Efficient maintenance

Added efficiency in the D65-16s comes from better visibility in the larger ROPS/FOPS cab that puts the operator higher and more forward for improved sight to the blade. The cab is ultra quiet at a 75-decibel rating, and an air-ride seat and rear hydraulics are standard. A seven-inch, in-cab, color monitor allows owners and operators to track fuel consumption and idle time, as well as other functions, using Komatsu’s KOMTRAX technology that comes standard and is free for the first five years.

KOMTRAX helps provide better maintenance tracking to ensure proper service intervals are met, further keeping owning and operating costs down. Komatsu’s new D65 models also feature easy routine maintenance that includes daily engine checks grouped at the left-hand side of the engine compartment. A wide-core cooling package and manually reversing fan allow for quick cleaning of the radiator without leaving the cab.

“There are so many things you can point to that make these new models an upgrade over previous ones,” said Boebel, who noted that the dozers can come with Topcon plug-and-play or Trimble ready. “We designed these from the ground up with a list of enhancements our customers wanted. The result is more efficient and reliable machines, which is what they asked for.” ■

EX and WX models can be equipped with a SIGMA blade designed for heavy dozing applications. Blade visibility is better in the new D65s as the cab was designed to move the operator up and forward.





# DOZERS

# 100% control

(productivity runs in this family)

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## MORE NEW PRODUCTS

# NEW PC78US-8

## Compact excavator provides upgraded features that increase productivity, reduce O&O costs



David Caldwell,  
Product Manager

### Brief Specs on Komatsu's PC78US-8 Excavator

**Model**  
PC78US-8

**Operating Weight**  
16,240 lbs.

**Net Hp**  
55 hp\*

**Digging Depth**  
15 feet, 5 inches

\*Interim Tier 4  
emissions-certified engine

A machine that offers more horsepower, operating weight and increased digging depth at lower owning and operating costs and emissions would be a major asset to your business. Komatsu's new PC78US-8 excavator offers all that in a compact package that works well in small and mid-size applications.

The PC78US-8 replaces the PC78US-6, offering almost 400 additional pounds of operating weight. The popular long arm is now standard, offering a larger working range than the previous standard arm. A 55-horsepower, direct-injection, Interim Tier 4 engine provides better fuel efficiency without sacrificing power or productivity.

"It's a great machine for a variety of construction projects, as well as utility and landscaping jobs," said Product Manager David Caldwell. "With the tight tail swing, it's very useful in confined areas."

Using Komatsu's HydrauMind™ hydraulic system, the PC78US-8's pressure-compensating Closed Loading Sensing System (CLSS) ensures each function works according to its control input regardless of the load, giving the operator precise control. An engine-speed sensing system maintains engine speed under all

conditions, so the engine's full power potential is always available. An auto-idle feature senses when the machine is not working and reduces rpms to conserve fuel.

### Productivity features

A number of the new PC78US-8's features add to productivity, including load-sensing, automatic, two-speed travel that provides 10.7 percent faster high-speed travel. Komatsu also improved traction force by 2.6 percent, enhancing blade performance and enabling the new PC78US-8 to power through turns.

Auxiliary hydraulics and the Level 3 KOMTRAX package (Komatsu's exclusive wireless machine-monitoring system) are standard equipment. Inside the spacious cab that's 3.6 percent larger, a seven-inch, color, multifunction monitor gives the operator the ability to easily navigate between functions. The monitor allows operators to select from five working modes for power, economy, lifting, breaker and attachments; to adjust the flow rate to auxiliary attachments without leaving the cab; and to modify the heat and air conditioning for maximum comfort throughout the day.

Komatsu made maintenance easier with an engine hood that can be opened in confined spaces, a wide-opening side hood, and extended, 500-hour arm and boom lube intervals and 500-hour engine oil and filter changes. In addition, the new machine comes with a standard three-year, 3,000-hour warranty.

"Our previous PC78US-6 model was very popular because of its power and productivity in tight jobsites, and we have further improved upon that," said Caldwell. "It's a valuable addition to any fleet, especially for those contractors who do utility work, landscaping, residential and non-residential construction." ■

The new PC78US-8 has several upgrades that make it more productive and efficient in small to mid-size applications.



# READY FOR NEW REGULATIONS

## Komatsu is geared up for the big leap in Tier 4 emission standards that start next year

Throughout the past several years you've heard a lot about Tier 3 emission standards for construction equipment, and chances are you have one or more machines that meet that criteria. In the next few months, the industry will shift to another gear, bringing a heavy dose of new Tier 4 standards to a large number of engines and all the compliance levels that go with them.

Tier 4 standards come in two phases, with the interim phase beginning next year and focusing on particulate matter reduction requirements. Final standards will come later and deal with oxides of nitrogen (NOx) and hydrocarbons. Tier 4 interim standards for smaller engines, ranging from 25 to 74 horsepower, are already in effect. However, OEMs have the option of skipping Tier 4 interim standards if they implement Tier 4 final standards one year ahead of schedule, in 2012.

Emission standards don't cover the type of machine, rather they apply to the horsepower of the engine, and a very large number of construction machines with engines in the 175 to 750 range will be affected when the interim phase comes in January of 2011. A year later, 75- to 174-horsepower machines will have to meet the interim phase.

So what do the new standards mean for construction machinery? Tier 4 rules cut the soot an engine can emit by 90 percent compared to Tier 3, and cut NOx by 45 percent during the interim phase. When final compliance goes into effect in 2014, NOx will have to be cut by an additional 80 percent, meaning new-machine emissions will be close to zero.

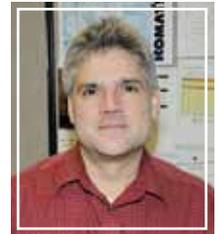
In addition, diesel machines will be required to use Tier 4-specific engine oil, use ULSD

fuel containing less than 15 ppm sulfur, and maintain emission filters. While meeting these new standards is challenging, Komatsu has already announced it's set for the new requirements to take effect.

"We were ready for Tier 3 compliance in advance, and that's also the case with Tier 4," said Senior Product Manager Chuck Murawski. "Komatsu has always been an innovator, and constantly looks for ways to not only meet current and future standards, but exceed them when possible."

### Technology behind the engines

Murawski said machine performance won't be affected, and in some cases, may actually be improved. Komatsu engineered new excavators, dozers, wheel loaders, trucks and other equipment in the new horsepower range to meet the standards without sacrificing productivity or fuel efficiency.



Chuck Murawski,  
Senior Product  
Manager

*Continued . . .*

Equipment in the 175- to 750-horsepower range, such as Komatsu's WA500-6 wheel loaders and HM400-2 articulated trucks, must meet Tier 4 interim standards beginning January 1, 2011. "Komatsu was ready for Tier 3 compliance in advance, and that's also the case with Tier 4," said Senior Product Manager Chuck Murawski.



# Komatsu steps up to Tier 4 with innovative design

... continued

Komatsu did so in a variety of ways, including a newly designed, KVGT (Komatsu variable-geometry turbocharger) that varies the air flow and delivers optimum air volume to the engine combustion chamber under all speed and load conditions. The result is cleaner exhaust gas and improved fuel economy while maintaining power and performance.

“Our initial feedback has seen more responsive machines that consume less fuel,” said Murawski. “The Tier 4 machines are completely Komatsu-designed and -manufactured, including components, so we control quality and performance. All machine systems work in harmony.”



Dozers such as the Komatsu D155AX-6 Sigma will be required to meet interim Tier 4 standards next year, while smaller dozers, such as the D51EX-22, have until 2012 to meet regulations.

The PC88MR-8 is equipped with a 65-horsepower engine that meets Tier 4 interim standards.



Other key features of the new technology include:

- A Komatsu-designed and -developed high-efficiency, diesel-particulate filter that captures more than 90 percent of particulate matter. The engine controller initiates passive and active regeneration automatically as needed to oxidize the particulates while the engine is running, which allows uninterrupted machine operation. A special oxidation catalyst eliminates the need for a traditional fuel burner, reducing maintenance costs and increasing reliability.
- A computer-controlled, heavy-duty High Pressure Common Rail System delivers the precise quantity of pressurized fuel into the engine combustion chamber, using multiple injections to achieve complete fuel burn and reduce exhaust emissions. Wear-resistant materials provide improved fuel-injector life.
- A heavy-duty, cooled Exhaust Gas Recirculation System, which has already proven effective in Tier 3 models, has been enhanced for increased capacity to further reduce NOx to Tier 4 levels. Larger, more robust components ensure reliable performance during demanding work conditions.
- A new fuel/air combustion chamber, located at the top of the engine piston, has a new shape designed to improve combustion and further reduce NOx, particulate matter, fuel consumption and noise.
- The engine and machine equipment function in harmony as the electronic control system performs high-speed processing of information from sensors throughout the machine. The result is reduced fuel consumption, noise, NOx and particulate matter.

“What customers get with these machines is solid production with lower emissions and less fuel consumption,” said Murawski. “Komatsu technology has once again produced machines with a competitive edge.” ■

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# OFFERING FINANCING SOLUTIONS

## VP Financial Services and Treasurer Ben Norris says helping customers purchase equipment is top priority



Ben Norris,  
VP Financial Services/Treasurer

*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.*

Ben Norris has witnessed firsthand the massive growth Komatsu has undergone during the past 30 years. He's currently Vice President Financial Services and Treasurer of Komatsu America, as well as President of Komatsu Financial, a wholly owned subsidiary of Komatsu America. He's also served as Finance Sales Manager and Controller in his 25 years with Komatsu.

Ben started in finance operations after graduating with a Bachelor of Science degree in finance from Illinois State in 1984. He received his MBA in 1990 from DePaul University, and served on the 2006 National Security Forum as a civilian guest at the Air War College at Maxwell AFB in Huntsville, Ala.

As Vice President Financial Services and Treasurer, he's responsible for assets and liabilities for Komatsu America. He oversees a staff of more than 50 finance professionals who work with Komatsu distributors and customers to provide financing options for equipment purchases.

"Komatsu Financial provides support to about 20,000 Komatsu end users, as well as our distributors throughout the United States and Canada," said Norris. "That's considerably higher than when I started with Dresser Leasing, which eventually grew into Komatsu Financial. One thing I'm most proud of is that through the transition into Komatsu Financial, and especially through the peaks and valleys of the construction industry, we've consistently provided stable, cost-effective and competitive financing."

Ben and his wife, Marybeth, are celebrating 20 years of marriage and have two sons aged 18 and 13. The Norrises enjoy golf, fishing, sports and travel.

### **QUESTION:** What role does Komatsu Financial play in customer purchases?

**ANSWER:** First, Komatsu Financial is interested in the success of every deal, but we're not a replacement for traditional lenders. We encourage those buying equipment to shop around and find the best rates and terms that they believe will benefit them the most. However, Komatsu Financial offers a vast array of options that equipment buyers can use to finance or lease their Komatsu machines.

Komatsu makes efficient and productive products that are cost-effective, and we believe, put more profit in our customers' pockets. Komatsu Financial wants to help ensure customers are able to purchase Komatsu pieces by providing financing solutions, whenever they're needed.

### **QUESTION:** Will you only finance new Komatsu equipment?

**ANSWER:** First and foremost that's what we do. Most of our customers are buying new pieces of equipment because, again, newer models tend to be more efficient and productive. But, if a customer believes a used piece is more of an advantage to them, we'll certainly work with them. From the used side, we'll finance competitive brands as well. For instance, if a distributor took a competitive piece on trade, and a customer is interested in purchasing it, we're here to help.

### **QUESTION:** What's the advantage to using Komatsu Financial?

**ANSWER:** First, Komatsu Financial offers a stable, cost-effective and viable financing solution to customers by providing core product financing of Komatsu equipment. Second, we provide the best service in the



Komatsu Financial offers cost effective and viable financing solutions for all types of equipment.

industry. We don't offer other types of loans or lines of credit. But because our rates and terms are in line with other lenders, customers can finance equipment with Komatsu, leaving their other sources of credit open to continue to grow their businesses.

Because equipment financing is our core business, we have been incredibly consistent throughout the years in providing affordable solutions through all types of market conditions. We understand that the construction industry has peaks and valleys, and the last couple of years would indicate that sometimes there are deep valleys. But through it all, we've maintained our book of business and haven't shied away from lending until the next peak hits. We also have more than 50 people on staff, many of whom have been here a decade or more, and they understand the industry better than anyone else.

**QUESTION: Given the current economics, there are sure to be businesses that may fall behind on payments. How do you handle those situations?**

**ANSWER:** Really, that happens in all economies for a variety of reasons. As I said, we understand there are going to be some rough times, and to be honest, there are times when we have to take a machine back. That's a last resort, however. Maybe it's just a matter of the customer waiting to get paid for a job, or the customer has work lined up months ahead but hasn't been able to start yet. It helps if the customer contacts us, and lets us know the situation. Our first priority is to work with customers to find solutions that will allow them to keep their machinery so they can continue working.

**QUESTION: What do you see ahead?**



Vice President Financial Services/Treasurer Ben Norris said Komatsu Financial's main aim is to help customers purchase new Komatsu equipment, such as the all-new D65EX-16 dozer.



According to Ben Norris, Komatsu VP Financial Services/Treasurer, the company is optimistic about the construction industry's future, and projections are for gradual growth ahead. Komatsu factories are ramping up production again, Norris noted.

**ANSWER:** We're optimistic about the construction industry going forward. We believe the industry has hit a firm bottom, and projections are for a gradual recovery and growth ahead. Our factories are ramping up again, so that as the market grows, we're in position to have the machinery ready that end users can put to work.

Those who are looking for machinery should contact their distributor first to find the right equipment to match their needs. That's the most important step in the equipment-buying process, and our distributors are excellent at doing that. Next comes financing, if needed. Komatsu distributors have strong credit or finance managers who can help buyers find financing with Komatsu Financial or an outside lender of their choice. ■

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# COMMITMENT TO CUSTOMERS

## Kirby-Smith's longstanding philosophy to focus on customers and product support benefits Texas equipment users

Ever had a bad experience with a product or service you've purchased? Most of us have. And unless the issue is resolved quickly to our satisfaction, we're not likely to do business with that company in the future.

Kirby-Smith recognizes that scenario may have been too common for heavy equipment users in Texas before Kirby-Smith entered the marketplace. "In Oklahoma, Kirby-Smith has a longstanding reputation for outstanding product support and customer service," noted David Baker, VP of Product Support. "In 2008, Komatsu ranked Kirby-Smith No. 1 in product support in the U.S. With our expansion into Texas, our challenge is to communicate our commitment to customers and demonstrate the Kirby-Smith difference when it comes to product support."

Baker carries product support responsibility for all nine Kirby-Smith locations and is placing a special emphasis on the Texas branches. With Baker's 37 years of experience with product support for Komatsu dealers, he knows customer perceptions can be difficult to change. "We know we're bringing the same outstanding product support to Texas that has been so successful in our other locations. Now we just need the opportunity to prove it to Texas equipment owners," Baker explained.

Baker has been the catalyst for bringing a number of product support initiatives to Kirby-Smith, including:

- A Kirby-Smith partnership with Oklahoma State University to train students as heavy equipment technicians;
- A student apprenticeship program for Komatsu and Manitowoc cranes;
- Establishment of Kirby-Smith as a certified training center for Komatsu dealers;

- PSSR development;
- New and used online parts ordering;
- Overnight parts service from Komatsu for all nine Kirby-Smith locations.

"At Kirby-Smith, we believe that providing topnotch product support is crucial to our customers' success as well as our own," Baker insisted. "That's why we devote so much time and so many resources to programs like the OSU student technician training. During the current economic downturn, many equipment dealers have cut back on such partnerships. But Kirby-Smith continues to support and actively recruit bright young students for the two-year OSU program.

"In addition, our in-house trainer is dedicated to training our Texas technicians to be the best in the U.S.," Baker continued. "We are continually improving technicians' skills so they can use the most innovative tools to diagnose problems and prevent potential failures. When it comes to product support, Texas heavy equipment users can count on Kirby-Smith to provide the best service possible." ■



David Baker,  
VP of Product  
Support

Whether in the field or in the shop, Kirby-Smith technicians have the training and experience to diagnose problems and prevent potential failures.



# NEW FACES IN NEW PLACES

## Kirby-Smith welcomes 10 new sales, rental and product support pros to better serve Texas customers

Kirby-Smith moved aggressively into the Texas market nearly nine years ago, and just in the last 15 months the company has opened five new facilities, with a sixth location in the works. To further strengthen its commitment to customers in that state, the company has already boosted its Texas staff in 2010 with more than 16 new team members.

"To establish a solid presence in Texas, Kirby-Smith has expanded equipment and parts inventories, added a large rental fleet,

upgraded facilities and added staff," said Glen Townsend, Kirby-Smith VP and General Manager. "The investment Kirby-Smith is making in people underscores our commitment to providing outstanding, award-winning service to Texas equipment users."

Take a look at these 10 new faces in sales, rental and product support and the new places they are serving. Better yet, call or stop by the nearest Kirby-Smith Texas branch and get to know them in person! ■

### AMARILLO



Brady McAlister,  
Territory Manager

#### Brady McAlister — Territory Manager

- Brings 10 years of experience in the heavy equipment industry, including product support.
- "I am excited to be working with an equipment dealership truly focused on the success of its customers."



Jason Walterscheid,  
Product Support Sales Rep

#### Jason Walterscheid — Product Support Sales Rep

- Brings 11 years experience in a heavy-equipment distributor parts department.
- Has four years experience as a parts manager.
- "I am excited to represent Kirby-Smith in the West Texas Panhandle."

### ODESSA/MIDLAND



Kevin Demel,  
Territory Manager

#### Kevin Demel — Territory Manager

- Has 13 years of sales and rental experience in the Permian Basin oil and gas industry.
- Takes great pride in the professional and personal relationships he builds with his customers.
- "I am very excited to be a part of the Kirby-Smith team in the development stages of the Texas expansion in the Permian Basin region. I look forward to offering the commitment, dedication, and integrity of service that the Kirby-Smith name carries with it."

# DALLAS



James "JD" Berryhill,  
Service Manager

## James "JD" Berryhill — Service Manager

- Worked in the mining industry for a Komatsu dealer for many years.
- Loves spending free time with family and is interested in race cars.
- "I really enjoy working with Kirby-Smith and am ready to apply my knowledge and skill to help customers get the most out of their equipment."



Bill Pepper,  
Territory Manager

## Bill Pepper — Territory Manager

- Has seven years experience in Komatsu sales and three years with rental sales.
- Was involved with a family-owned construction company.
- "I am very excited to be with Kirby-Smith!"



Chad Nelsen,  
Rental Sales Representative

## Chad Nelsen — Rental Sales Representative

- Has 10 years experience in equipment rental sales in Texas.
- Is an avid sportsman, hunter and competitive shooter and big University of Texas football fan.
- "This is an exciting time to be working with customers, offering a large fleet of rental equipment."



Andrew Russell,  
Rental Coordinator

## Andrew Russell — Rental Coordinator

- Brings three years experience in the rental industry.
- Enjoys motorcycles and hunting, but not at the same time!
- "I love having the opportunity with Kirby-Smith to focus on customers and their rental needs."

# FT. WORTH



Buddy Shandy,  
Territory Manager

## Buddy Shandy — Territory Manager

- Brings 20 years of heavy equipment experience with him from a competitive dealer.
- "This is a great time to be representing Kirby-Smith in Texas!"



Greg Luckenbill,  
Equipment Manager

## Greg Luckenbill — Equipment Manager

- Has 27 years experience with General Motors Corporation.
- His motto: "We work as a team and succeed as one."



Joe Trevino,  
Parts Counter Sales Assoc.

## Joe Trevino — Parts Counter Sales Associate

- Brings 22 years of parts experience to Kirby-Smith.
- "I believe in putting customers first and I'm ready to put my knowledge and skills to work for Kirby-Smith customers."

## MORE INDUSTRY NEWS

# Study shows theft of construction equipment a major issue

Results of a recent study show more than 13,000 pieces of construction equipment were stolen last year, with towable items such as generators, welders and air compressors being the top targets. The thefts were largely committed by organized crime rings, according to the 10th Annual Construction Equipment Theft Study done by LoJack Corporation.

Newer equipment is the most common theft target because of its high resale value. While towables were the top items stolen, backhoe loaders, skid steers, wheel and track loaders

were not far behind. More than 82 percent of the pieces stolen were never recovered.

Poor on-site security, easy access to open cabs, one key that fits all and a lack of product identification numbers and records make construction equipment easy targets, according to the study. LoJack suggests labeling all equipment with unique ID numbers in several locations on the equipment, keeping accurate records, focusing on site security and using theft deterrent systems, such as wheel locks and battery disconnects. All are good practices in theft prevention and recovery. ■

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## TIME SAVERS

# ONLINE PARTS ORDERING

## Kirby-Smith customer appreciates speed, ease and accuracy of ordering parts electronically

In a relatively short period of time, Cherokee Builders has become one of the Tulsa area's leading full-service contracting firms. The company, which opened its doors in 1995, offers complete earthwork, grading, site utilities, asphalt paving, concrete and soil stabilization services. It now employs nearly 150 men in the field and does approximately \$25 million of work annually.

Fleet Manager Kent Bergman oversees 150 pieces of equipment for Cherokee. He appreciates the ability to order parts online through Kirby-Smith and Komatsu.

"I order about 75 percent of our parts online," said Bergman. "I like to be able to check the price and see right away if the parts I need are in stock at the distributorship. Being able to view their parts inventory allows me to plan future repairs and be assured the parts I'm going to need will be available.

"I've found the process of ordering parts online to be fast and easy," he continued. "I like that I'm not put on hold, I never have to leave a message and wait for somebody to call me back, and I can place an order anytime of the day or night. It's not at all hard to learn how to do it. It's a very user-friendly system."

### Less chance for error

Bergman says he also finds online parts ordering to be more sure-fire.

"Talking to a parts person over the phone is not always the best way to communicate. First of all, the original information is often coming from somebody out in the field. I'm trying to relay what he's told me to someone at the parts counter. I can do my best to explain it, but there are still ways for the order to be

confused. Online ordering is more specific, and in my experience, there's less likelihood of receiving the wrong part.

"The other big advantage from a fleet manager's point-of-view are the online parts books. With 150 machines, that used to mean I had to have 150 parts books and know where each one was at all times. Now, with the parts books online, the serial numbers and pricing are right there in front of me, 24 hours a day."

To learn more about online parts ordering go to [www.kirby-smith.com](http://www.kirby-smith.com) or have your local PSSR demonstrate this to you and your employees. ■

Ordering parts online from Kirby-Smith is a fast, easy and accurate way for customers to get the exact parts they need. Kirby-Smith parts personnel can pull the parts from inventory and get them to customers without delay.



*To order parts online, go to [www.kirby-smith.com](http://www.kirby-smith.com) and click on the "Order Online Parts" button on the right side of the page.*



# USED AND RECONDITIONED PARTS

## Kirby-Smith now offers a new source of value-priced parts and components



To find used parts, go to [www.kirby-smith.com](http://www.kirby-smith.com) and click on the "Search Used Parts" button on the right side of the page.

If you own some older equipment that you still count on as part of your productive fleet, you'll be interested to know that Kirby-Smith now has a new option to help you keep those "vintage" machines up and running. Kirby-Smith Machinery and H&R, one of the largest used and reconditioned parts suppliers in the nation, have partnered to supply high-quality, reconditioned components and other alternatives to new and remanufactured OEM parts and components.

"The price of replacement parts is always important to contractors, but it's especially important when they own an older machine," said H&R Corporate Marketing Manager David Sorci. "If you're just trying to get another year or two out of a piece of

equipment, it doesn't usually make sense to pay top dollar for a brand-new OEM part or component, or maybe not even for a remanufactured component. That's where we shine. Kirby-Smith offers a cost-effective, value-priced option that gives equipment owners another choice when they need a replacement part."

The focus is on parts and components for hydraulic excavators, wheel loaders, crawler tractors and articulated trucks. Components offered include rebuilt drive lines and hydraulic systems, not just for Komatsu, but for almost any brand of heavy equipment.

"We buy more than 150 machines per year, all of them between five and 15 years old, then we tear them down for the parts and components," explained Sorci. "That's where we get most of our inventory. Some good-quality, simple parts may be put right on the shelf, but we recondition most items before we sell them. We take a lot of pride in the quality of the parts we sell, which are backed by a 'best-in-the-business' warranty."

### All-makes parts

Others who might benefit are customers who have a mixed fleet but prefer to get parts and service from Kirby-Smith.

"We carry parts for all top brands of equipment and many off-brands," said Sorci. "We have most construction-size models. If you like doing business with Kirby-Smith, you can get parts for your competitive equipment and have Kirby-Smith install the parts."

Search for parts at [www.kirby-smith.com](http://www.kirby-smith.com) by going to the parts section of the Web site and clicking on used parts. You can also visit with your Kirby-Smith PSSR. ■

With state-of-the-art test equipment and four locations, H&R can assure Kirby-Smith customers quality, on-time used and reconditioned parts delivery.



## IN THE FIELD

# DEMO DAYS

## Hands-on event gives attendees opportunity to see and operate variety of equipment

Customers attending Komatsu's most recent Demo Days got the first look at new products — the GD655-5 motor grader and the D65EX-16 and D65PX-16 dozers. They were among the more than 20 pieces of equipment featured at the event held at Komatsu's Training and Demonstration Center site in Cartersville, Ga.

In addition to the motor grader and dozers (see related dozer product article), attendees operated everything from a tight-tail-swing utility excavator, such as the PC88MR-8, to the D275AX-5 dozer with Komatsu's patented Sigma blade. The Sigma is also an option on the new D65EX-16, and customers had a chance to see how it works on the smaller dozer.

"Being able to not only see, but operate any piece of equipment we have on site is a real advantage for those who attend," said Bob Post, Director of Marketing Communications and Sales Training. "We want them to walk away seeing the breadth of our product offerings and appreciating how productive Komatsu equipment is. You can only do that by getting in the cab and running the machine, which is a big part of what Demo Days is all about."

Attendees could also take advantage of educational seminars designed to help them get the most out of their machinery in productive and efficient ways. An optional tour of Komatsu's Chattanooga Manufacturing Operations, where excavators and articulated trucks are built, was available too.

Several of those products were on site to operate at Demo Days, along with wheel loaders, a crusher and a rigid-frame haul truck. For more information on any piece of Komatsu equipment, contact your sales representative or visit our nearest branch location. ■



(L-R) Kirby Smith Sales Rep Clint Montfort visits with Chemical Lime Quarry Lead Man Mark Herzog, Maintenance Manager Larry Brownsworth and Plant Manager Sam Wells.



Attendees could operate all types of Komatsu equipment, including the new Hybrid PC200LC-8 excavator and the PC270LC-8.

Those attending Demo Days got to see the depth of Komatsu's construction equipment line, which includes dozers, excavators, crushers, motor graders, wheel loaders and trucks.



# TEXAS TRADE SHOWS

## Kirby-Smith participation in upcoming trade shows reflects commitment to organizations

### 27th Annual AGC of Texas Trade Show and Market Symposium

October 20 and 21, 2010      Austin Convention Center  
Austin      Booth# 125  
[www.agctx.org](http://www.agctx.org)

### Permian Basin International Oil Show

October 19-21, 2010      Ector County Coliseum Complex  
Odessa      Booth# OS517  
[www.pbioilshow.org](http://www.pbioilshow.org)

### Amarillo Farm and Ranch Show

November 30 - December 2      Amarillo Civic Center  
Amarillo      Booth# C2115  
[www.farmshows.com](http://www.farmshows.com)

Kirby-Smith will showcase a broad array of equipment and services at three upcoming Texas trade shows.

Throughout the company's history, Kirby-Smith has been a strong supporter of organizations that benefit construction, mining, utility, energy services and other industries. Part of that support, in addition to fundraising and scholarships, is participating in trade shows and expositions. Since expanding into Texas, Kirby-Smith has been an active participant in Texas trade organizations and is pleased to be exhibiting at several upcoming shows.

As usual, Kirby-Smith will have a strong presence at the annual AGC of Texas Trade Show. This year, in addition to its Komatsu equipment, Kirby-Smith will be introducing the latest advancement in vibratory roller technology — the Hamm HD140+VV. The double-drum asphalt roller features vibratory oscillation.

The Permian Basin International Oil Show is one of the largest oil and gas shows in the nation. Every two years, more than 20,000 energy-related companies attend this show. Kirby-Smith will exhibit a number of new and industry-first pieces of equipment, including National Crane's largest-capacity boom truck, the NBT55, and Komatsu's D65EX-16 with the Sigma dozer blade.

One of the top three farm and ranch shows in the U.S., the Amarillo Farm and Ranch show attracts more than 30,000 attendees. Kirby-Smith will showcase Komatsu's Web-based, wireless, equipment-monitoring systems that can enhance dairy and farm operations' profits.

Please stop by and say hello to the Kirby-Smith representatives at these shows and take a look at the products and services we offer. ■



# USED EQUIPMENT

Ask for Chris or Rick for more information  
ckirby@kirby-smith.com or rnielsen@kirby-smith.com • (800) 375-3339



1992 Rosco Maximizer Distributer Truck, RSU92075, 3,000 gallon capacity, Ford L8000.....\$35,000



2005 Broce RJ350, BRU05307, cab, A/C, water system.....\$36,500



1997 Cat D9R, CTU97773, EROPS, A/C, full-U blade, ripper .....\$169,500



2006 Ingersoll RT708J, IR06470, 2WD, 8,000 lbs., 22' 3-stage mast w/ side shift...\$41,500

Make/Model	Year	Stock #	Price	Make/Model	Year	Stock #	Price
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## BACKHOE & WHEEL LOADERS

Komatsu WB150-2N	2006	KM06203RR	\$59,400
Komatsu WA380-6	2007	RB10082	\$135,000

## CRANE

Grove TMS900E	2004	GRU04439	\$475,000
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## HYDRAULIC EXCAVATORS

Komatsu PC18MR-2	2006	KM06197RR	\$20,500
Komatsu PC18MR-2	2006	KM06230RR	\$18,400
Komatsu PC160LC-7	2007	KMU07465	\$74,450
Komatsu PC228USLC-3N	2005	KMU05843	\$78,770

## CRAWLER DOZERS

Komatsu D31EX-21A	2006	KM06242	\$73,700
Komatsu D65EX-15E0	2004	KMU04750	\$84,000
Komatsu D65EX-15E0	2007	KMU07521	\$159,900
Komatsu D65EX-15E0	2007	KMU07661	\$155,000
Dressta TD15MLT	2007	IHU07150	\$150,000
Cat D8R	1998	CTU98774	\$125,000
Cat D9R	1997	CTU97773	\$169,500
Komatsu D155AX-5B	2006	KMU06500	\$269,600

## MOTOR GRADERS

Komatsu GD655-3CA	2006	KMUC06224	\$139,940
Komatsu GD675-3C	2004	KMUC04222	\$117,500



2003 JLG 600S, JL03872, 60', 4W drive, 2W steer, oscillating axle, 36"x 96" basket .....\$39,900



2005 Komatsu PC228USLC-3N, KMU05843, 31.5" triple grouser track shoes, 9' 6" standard arm.....\$78,770



2006 Komatsu D31EX-21A, KM06242, EROPS, a/c, PAT blade, ripper, sweeps .....\$73,700



2006 Komatsu D155AX-5B, KMU06500, EROPS, a/c, semi-U blade and single shank GVR ripper .....\$269,600

## PAVING & COMPACTION

Lee Boy 1000B	1997	LBU97116	\$10,000
Rosco MAXIMIZER II	1992	RSU92075	\$35,000
Ingersoll Rand DD-90	1998	IRU98667	\$29,500
Cat 815F	1998	RB10086	\$129,500
Cat 815F	2004	RB10107	\$249,500

## LIFTS

Sky Trak 6036	2006	TIU06332	\$57,980
Ingersoll-Rand RT708J	2006	IR06442	\$45,200
Ingersoll-Rand RT708J	2006	IR06469	\$48,200
Ingersoll-Rand RT708J	2006	IR06470	\$41,500
Ingersoll-Rand RT708J	2006	IR06466	\$56,200
Ingersoll-Rand RT708J	2006	IR06467	POR
JLG Manlift 600S	2003	JL03872	\$39,900

## MISC.

Concept Air Curtain CP3200HD	2007	CP07027	\$18,700
Concept Air Curtain CP4000T	2008	CP08030	\$40,200
Broce Broom RJ350	2005	BRU05307	\$36,500
Multi-Quip Generator SDW225		MQ98014*	POR
Multi-Quip Generator DLW400	2007	MQ07059	\$8,500
Ledwell 4,000 Gallon Water Truck	2004	WTU04451	\$82,550



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