



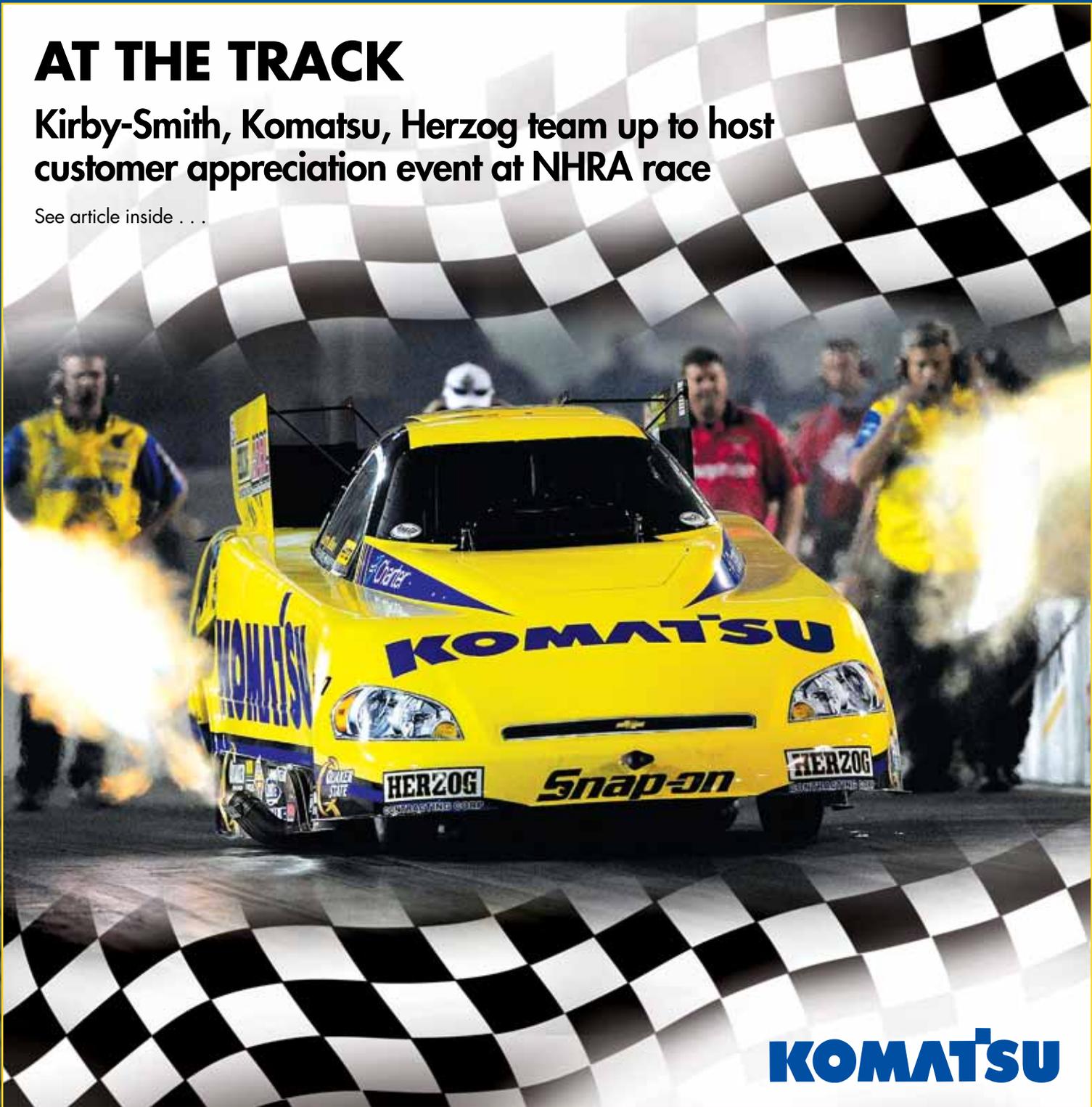
A publication for and about Kirby-Smith Machinery customers

Connection

AT THE TRACK

Kirby-Smith, Komatsu, Herzog team up to host customer appreciation event at NHRA race

See article inside . . .



KOMATSU



MESSAGE FROM THE PRESIDENT



Ed Kirby

**Dedicated
to your
success**



Dear Valued Customer:

As signs continue to point to our economy recovering and an increase in construction and oil field activity, I want to personally thank our customers for over 28 years of loyalty to Kirby-Smith Machinery. Kirby-Smith is more than just another construction equipment company. We are a customer-service organization focused on doing whatever it takes to make our customers successful.

In order to do that, we have more than 280 dedicated Kirby-Smith employees whose focus is on serving customers. Their efforts are especially apparent in Texas, where customers have welcomed Kirby-Smith and appreciate our commitment to bringing a new level of service to the state. We've made a substantial investment in both staffing and location upgrades, including a new location in Odessa, which will open soon.

Of course, all our efforts would be in vain if we couldn't provide top-quality machinery. We're convinced that Komatsu and the other lines we carry are just that. For example, Komatsu continues to set the pace in hybrid machinery. It was the first — and still the only — manufacturer in production of a hybrid excavator. Before others even have their first such excavator on the market, Komatsu is introducing its second-generation model, the HB215LC-1.

You've also heard a great deal in the past year about interim Tier 4 standards that went into effect January 1. Komatsu did more than just put in new, lower-emission engines. It added standard features that make its new models more efficient, allowing you to get the same or better production with less fuel, less soot and lower NOx emissions.

Komatsu is about more than just the machinery. It's always looking for ways to improve your bottom line with new technology, such as KOMTRAX, and has worked to make many new machines "plug-and-play." That means they're equipped so that all you have to do is bolt on your GPS system and activate it.

This issue of your Kirby-Smith *Connection* has some informative articles that will give you insights into the new machines and technology Komatsu has to offer. As the economy continues to improve, and you begin to look for new equipment, we hope you'll consider these machines. Keep in mind, bonus depreciation and additional expensing are still available for tax savings in 2011.

As always, we're prepared to support the new machines, as well as any machinery in your current fleet. Contact one of our branch locations to learn how we can be of service to you.

Sincerely,
KIRBY-SMITH MACHINERY, INC.



Ed Kirby,
President



Connection

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NEW PRODUCTS

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NORTH TEXAS CONTRACTING, INC.

Not shying away from tough projects helps Keller, Texas, contractor continue to grow



Zach Fusilier,
Vice President

North Texas Contracting (NTC) isn't afraid to tackle tough or difficult jobs. Case in point, the Keller, Texas, company recently completed a quick-turn-around, pipe-installation job at the Lubbock Airport, a job many contractors were not willing to take on.

"It was the largest diameter waterline we've ever put in," stated Vice President Zach Fusilier of the 72-inch steel cylinder waterline. "The joints were 24 feet long and weighed about 40,000 pounds each. Despite the size of the line and the depth, the project also required that the city's main waterline could only be shut down for a maximum of 72 hours when the tie-ins were made. Our firm successfully beat this deadline and avoided daily penalties of \$75,000 per day if the tie-ins were not completed in the three-day window."

To accomplish the task, NTC crews worked around the clock to install the 1,500 feet of waterline relocation and connect it to the city of Lubbock's water system with two tie-ins. Pipe

was installed by open-cut method using two excavators. In addition to operators and pipe layers, NTC superintendents and engineers were on site continuously to oversee the project.

"That was not a typical job for us, but it highlights what we can do," said Equipment Manager Randy Towles. "NTC prefers more difficult projects, especially in today's competitive market where simple projects have several bidders. We have an aggressive construction management team that eagerly goes after work that others might avoid."

In addition to Fusilier and Towles, North Texas Contracting is owned by President Jay Louy, whose background is primarily heavy civil and underground work. NTC specializes in underground, concrete and infrastructure work, mainly in the heavy highway, airport and municipal markets. Services include installation of structural concrete, box culvert, paving, storm drainage, water, sanitary sewer and lift stations.

"Depending on the size and scope of a project, we'll bid as either a prime contractor or a sub," said Fusilier. "While our concentration is heavy highway, airport and municipal, we also routinely work on commercial, educational and plant projects. We've built a solid and trusted relationship with many large contractors for whom we do repeat work because we can offer them not only quality performance and finished products but also bonding, which subcontractors often cannot provide on larger projects. Maintaining a good relationship with the very large, heavy highway contractors has proven to be a crucial part of remaining profitable in today's very tough and competitive market."

From small to multimillion

This level of quality service has helped North Texas Contracting grow from a small company,



Randy Towles,
Equipment Manager

A North Texas Contracting operator uses one of its 11 wheel loaders, a Komatsu WA250, to screen materials as part of a project on the North Tarrant Expressway in Fort Worth. "We've used other brands, but have found that Komatsu quality and performance has proven to be very solid," said Towles.



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North Texas Contracting uses 17 Komatsu excavators, including several PC308USLC models for digging in both open and confined spaces. "They have the power to dig in limited space without worrying about hitting something with the counterweight," said Equipment Manager Randy Towles.

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when Louy founded it in 1990, to one of the Dallas-Fort Worth metro area's largest utility contractors. The company works on an average of 50 projects per year and maintains approximate annual revenue in excess of \$50 million.

"Through the years, NTC has focused on remaining profitable, despite the temptation to increase volume," said Fusilier, who's been with the company 11 years. "This strategy has helped us continue to grow and perform increasingly larger projects while minimizing the risk of doing new types of work or a larger work load. NTC started out doing small civil projects, many of which were less than \$100,000. We are currently working on projects exceeding \$100 million, some of which are the largest TxDOT projects in the state."

To complete those projects, North Texas Contracting relies on an average of about 200 employees. Those in the field are split among 15 pipe crews and five concrete crews, which vary depending on work load. Various projects the company is currently working on or under contract to install underground are: three segments of the George Bush Turnpike extension; three segments of the Southwest Parkway; the SH 121/Dallas North Tollway interchange; the SH 121/US 75 interchange and the North Tarrant Expressway project. NTC is also currently working on two TxDOT projects



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in Hillsboro and Waco for the IH-35 corridor expansion.

"We have a tremendously aggressive and hardworking crew of people, and that's a big reason why we've been able to grow while continuing to make money," Fusilier acknowledged. "They're self-motivated and understand what it takes to keep a good reputation while remaining profitable. We have confidence that we can out work the competition, and have faith that we can sustain our business during these tough times."

For deep digs and rock excavation, North Texas Contracting uses Komatsu PC400LC-8s. "They're workhorses," stated Equipment Manager Randy Towles. "They're our go-to machines for high-production digs and setting larger pipe."

Continued . . .

Komatsu equipment tackles tough jobs

... continued

North Texas Contracting's work includes numerous projects through the years at DFW Airport. Recent work at the airport included installing two new de-icing stations that required North Texas Contracting to install 18-inch runway paving, excavate 30 feet deep for pipe installation and install two underground pump stations. The company worked as prime contractor to fully complete this \$4.5 million project in less than 120 calendar days. DFW Airport uses the glycol de-icing facility to collect excess glycol solution during icy conditions when the planes require de-icing. To prevent runoff into ground water, the pump stations send the solution to a storage pond until it's recirculated.

Komatsu a step up

To get to the depth needed and set the large-diameter pipe on the DFW project, North Texas Contracting relied on Komatsu 103,000-pound PC400LC excavators, commonly used by the company on deeper excavation.

"They're workhorses," stated Towles, who oversees the company's equipment, which includes 17 Komatsu excavators, ranging in size from compact PC58s to PC400s. "We like them because they give us good production, even in the rocky conditions we often see in North Texas. They're our go-to machines for high-production digs and setting larger pipe."

NTC uses tight-tail-swing excavators in confined spaces. "We especially like the PC308s because they have the power to dig in limited space without worrying about hitting something

with the counterweight. We used one on a toll-road project where we had traffic on one side of the machine and a barrier wall on the other. The production we got from the PC308 ensured we could finish the job on time."

North Texas Contracting began buying Komatsu equipment about 16 years ago, starting with a used WA180. In total, the company uses 11 Komatsu wheel loaders, primarily utilizing 138-horsepower WA250s.

"We've used other brands, but have found that Komatsu quality and performance has proven to be very solid," said Towles. "That first loader we bought now has about 18,000 hours on it, and it's still working. In our eyes, Komatsu is a good choice for any construction company."

Keeping the machines productive is very important to North Texas Contracting's maintenance staff, and with help from Kirby-Smith's Fort Worth service department, NTC is accomplishing that. "We rely on them to help us troubleshoot when needed," acknowledged Towles.

Because Kirby-Smith now has an expansive rental fleet, more customers are renting to meet their needs for short-term or specialized projects. Renting can be a very economical alternative to buying in such situations. "We frequently rent Komatsu equipment from Kirby-Smith," noted Towles. "We deal with Territory Manager Buddy Shandy, who has done a tremendous job of finding us equipment when we need it."

Expected growth

North Texas Contracting already foresees a need for additional equipment in the future. Neither Fusilier nor Towles expect the company to downsize or reduce revenues in the future.

"We'll continue to try and make it all work," said Fusilier. "We don't care about seeing our name read low bidder on trailers on the highway, and we don't care if we are the biggest contractor around with the most volume. We understand why we work hard every day and are thankful that Dallas/Ft. Worth continues to have a substantial amount of work that allows companies like us to continue to operate. We've grown successfully because we offer a hardworking team and our customers have come to trust us. We'll continue to grow if the market allows." ■

(L-R) Kirby-Smith Territory Manager Buddy Shandy stops by a jobsite to see North Texas Contracting Operator Jose Ortiz and Equipment Manager Randy Towles. "Buddy has done a tremendous job of finding us equipment when we need it," said Towles.



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SIMPSON CRUSHED STONE

Customer service leads Texas aggregate supplier's expansion into new markets

In the past few months, Rusty Simpson has expanded crushing operations for Simpson Crushed Stone to two pits southeast of San Antonio, doubling the company's total. The move was prompted at the request of customers who have come to rely on timely delivery of Simpson Crushed Stone.

"I really cater to them, so they trust that we're going to get them what they need when they need it," said Simpson. "Some of our best customers have been the oil fields, and they run 24/7. If they need rock in the middle of the night or on a holiday, we're there for them."

Simpson Crushed Stone's main production machines are Komatsu WA480-6 wheel loaders, used to carry materials, feed crushers, stockpile and load trucks. "We particularly like the WA480s because they're fast and maneuverable, can load most trucks in three passes and have excellent fuel efficiency," said Owner/President Rusty Simpson. "That's a winning combination."

That's been the case since Rusty and his wife, Shelley, started Simpson Crushed Stone out of an old pit on their dairy farm in Nemo, Texas, about eight years ago. With no experience in the crushing aspect of an aggregate business, the couple took a chance that they could produce products from the quarry that was shut down several years beforehand.

Continued . . .



**Rusty Simpson,
Owner/President**



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Customers keep coming back to Simpson Crushed Stone

... continued

"I actually had a few trucks and did some hauling on the side," Rusty explained. "I told one of our customers we had an old quarry on the farm, and he encouraged me to start crushing operations because they were having trouble getting materials in the area. We started making road base and oversized rock.

"Oil field work was booming at the time, so there was an immediate market," he continued. "That was nearly all we did for about five years, but eventually other customers came to us. Now we're making about eight different products, including flex base, utility rock and riprap."

A winning combination

The additional products have taken a large bite out of the Nemo pit. Simpson estimates they've excavated about a 25-acre area anywhere from 30 to 90 feet deep, but there are plenty of reserves left. The Simpsons opened another pit in St. Jo a few years ago, and in total have about 15 employees.

(L-R) Kirby-Smith Territory Manager Ron Weaver and PSSR Terry Bailey meet with Simpson Crushed Stone Owner/President Rusty Simpson. "Whenever I need something, I call them and they jump right on it," Simpson stated. "We've found good partners in Komatsu, Kirby-Smith, Ron and Terry."



A Simpson Crushed Stone operator stockpiles material with a Komatsu WA500 wheel loader at the company's Nemo, Texas, pit.

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"Several of our customers move around frequently," Simpson noted. "They kept telling me they needed rock here and there and asked me if I would be willing to set up shop and crush rock to keep them supplied. That's how we expanded to St. Jo and now into the San Antonio area."

At each location, Simpson Crushed Stone is running Komatsu wheel loaders, mainly 299-horsepower WA480-6s. It also has WA500 and WA600 models. "We have a mix of older and newer loaders," said Simpson. "Some of the older ones have more than 12,000 hours on them and are still running strong. We used another brand before we switched to Komatsu a few years ago, and we never even approached that kind of longevity. We've demo'd other brands since we started using Komatsu, but the operators never like them. They want Komatsu loaders because they say the breakout force is far better, and so is the operator comfort.

"We particularly like the WA480s for several reasons," he added. "To us, they're the right size for loading trucks. They're fast and maneuverable, can load most trucks in three passes and have excellent fuel efficiency. That's a winning combination."

Simpson said he's also found a winner in Kirby-Smith Machinery's Dallas branch. He works with veteran Territory Manager Ron Weaver and Product Support Sales Rep Terry Bailey, who have more than 55 years of combined heavy equipment sales and service experience.

"Whenever I need something, I call them and they jump right on it," Simpson stated. "That wasn't always the case with the competitive dealer we used. In fact, that's what led us to try Komatsu in the first place. Obviously, we're glad we did. We've found good partners in Komatsu, Kirby-Smith, Ron and Terry."

Keeping their word

Simpson wants to remain a good partner with Simpson Crushed Stone's customers, too. That's why expansion plans aren't in the works.

"If things get too big, it's tough to keep your arms around it and keep your word," Simpson pointed out. "Our word has helped obtain customers and kept them coming back. If we lose sight of that by growing and growing, it's not worth it." ■



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NATIONAL MAINTENANCE & REPAIR

Hartford, Ill., business remains eager to quickly repair and service inland waterway vessels

National
MAINTENANCE & REPAIR, INC.



Dale Cathorall,
Vice President,
Hull Group



Matthew Braundmeier,
Hull Manager

At first glance, the use of a beaver in part of National Maintenance & Repair's logo might seem an odd choice. But on second thought, it makes perfect sense considering the beaver works round the clock, 365 days a year. Just like National Maintenance & Repair.

One of National Maintenance & Repair's prime locations is its Hartford, Ill., facility, which provides services to the river industry, including everything from minor hull repairs to complete vessel refurbishment. The 35-acre site has seven dry docks with capacities up to 3,500 tons, a full-service machine shop, a fabrication shop, wheel shop, engine group and a U.S. Coast Guard inspected and EPA-approved, gas-free cleaning facility.

It's one of the only full-service marine repair facilities in the nation, and has the capacity to handle just about any repair customers need, whether it's swapping out a rudder or a complete refurbishment of the inside and outside of the vessel. The facility handles 200 to 250 repairs a year, and in many cases, when a boat leaves the Hartford facility, it's like brand-new at far lower cost.

The majority of the Hartford facility's work falls under the repair category, including a large number of engine refurbishment and repowers, which have been popular lately with a clean air act that calls for more efficient engines. National Maintenance & Repair removes the stacks off the deck, takes out the old engine and puts in a new one. It also does work on railroad engines, which are essentially the same as what's in a tow boat.

New construction a specialty

If a new vessel is in order, National Maintenance & Repair can handle that need as well. The Hartford facility offers new construction tailored to a customer's plans and specifications or as a combination of those with one of National's designs.

The company has a particular niche in specialty barges, such as a crane barge. National Maintenance & Repair works with customers to build them exactly to customer specifications. That's different from many other companies that mostly build tank and hopper barges on an assembly line.

Located just up river from National Maintenance & Repair's location is Mid America Fuels, another McNational entity, which sits on 15 acres and provides fueling-related services on the Ohio and Upper Mississippi Rivers. It has a capacity of 14,000 barrels of diesel fuel and 25,000 gallons of potable water, as do two other Mid America locations, for midstream and dock-side delivery.

A long, diverse history

Both the National Maintenance & Repair and Mid American Fuels facilities in Hartford are part of the McNational company, which has roots that stretch back to 1913 when Charles King, F.C. "Floyd" Fuller and Gilbert Monroe founded The Portsmouth Sand and Gravel Company in Portsmouth, Ohio. About a decade later, King married Edith McGinnis,



The Hartford facility has seven dry docks used for a variety of needs, including repairs to tow boats and barges.



National Maintenance & Repair added this Manitowoc 14000 crawler crane to its Hartford, Ill., facility. With 200-ton capacity, it's used to lift vessels out of the water and engines out of vessels. "The Manitowoc 14000 gives us all the capacity, power and reach we'll likely ever need," said Dale Cathorall, Vice President of the Hull Group.

whose son Mac eventually became marine superintendent of the company and bought its first set of dry docks to perform equipment and barge repairs.

In 1952, he shut down Portsmouth Sand and Gravel and formed the Portsmouth Docking Company. Through the years, he continued to add facilities on the U.S. waterways, and his son Doug continued the tradition after buying the company from Mac in 1969. Doug eventually changed the name to McGinnis Inc.

It was that entity that purchased the existing repair facility in Hartford in 1988, the same time he changed the parent company name to McNational. In addition to the Hartford locations, McNational operates facilities in Ohio, Kentucky, and Louisiana. It has a midstream fueling division that sells diesel fuel and lube oil to tow boats on the rivers. A separate towing company, Excell, provides additional horsepower to boats on the Mississippi, Ohio and Missouri rivers. A related company, Inland Rivers Environmental, offers emergency services to



vessels that may be in distress and provides salvage and spill-response operations.

Manitowoc crane adds efficiency

National Maintenance & Repair's Hartford locations employ about 300 hourly workers and an additional 35 salaried employees. Key members of the staff include Dale Cathorall, Vice President of the Hull Group, and Hull Manager Matthew Braundmeier. They worked with Kirby-Smith Machinery Territory Manager Crane Division Jim Iannazzo to add

Replacing steel on older vessels and constructing new vessels are services offered by National Maintenance & Repair in its fabrication shop.

Continued . . .

Diverse services bring new opportunities

... continued

a 200-ton-capacity Manitowoc 14000 crawler crane to the Hartford repair facility.

“Capacity was our foremost consideration when we started looking for a new crane about three years ago,” said Cathorall. “It also needed a large working radius. We must have the ability to lift not only engines that often weigh up to 50,000 pounds, but entire vessels out of the water and move them to and from our fabrication shop, which sits about 60 feet from the river. The Manitowoc 14000 gives us all the capacity, power and reach we’ll likely ever need.”

Additional considerations for National Maintenance & Repair included reliability and efficiency. “Working around the clock all year long puts a toll on a machine,” said Cathorall. “There are also severe weather conditions, especially in this area where we have sub-zero winters and 100-degree temperatures in the

summer. It’s critical to have a machine we can depend on, and, based on history, we were sure that would be the case with the Manitowoc 14000. All our locations have Manitowoc cranes, so that familiarity played a big role in our contacting Kirby-Smith when we began looking for a new crane.”

“We’ve seen first-hand a huge benefit in terms of efficiency,” added Braundmeier, who noted that advanced technologies, such as the modulating electronic-over-hydraulic controls in the 14000, add to its efficiency. “As an example, when we take an engine out of a vessel, we have to cut the deck and stacks off first and lift those out of the way before pulling the engine out. It’s a big operation that in the past took several days. With the 14000, we can get it done in one. The time is cut at least in half in most cases, and more in others.”

When National Maintenance & Repair took delivery of the Manitowoc 14000, it turned to Kirby-Smith Machinery to put it together. Its size dictated eight truckloads to bring all the pieces to a location where Kirby-Smith’s Kerry McPherson, Lead Mechanic for Crawler Cranes, led a team that assembled the 87,500-pound machine that has 120 feet of heavy-lift boom.

“Jim, Kerry and the rest of the Kirby-Smith team have been great to work with from the start,” said Cathorall. “Even though we have a history with Manitowoc products and that topped our list when looking for a crane, we still considered dealer service. They worked closely with us to ensure we were getting the right crane for our needs, and they’ve been great at following up to make sure everything is in order. Of course, regulations dictate crane inspections on a regular basis, so we turn to Kirby-Smith to handle that too.”

An increase in work load

National Maintenance & Repair expects new regulations to increase business in the near term and well into the future.

Previously, the Coast Guard classified tow boats as uninspected vessels, but that classification will soon change to inspected, likely requiring more dry-docking intervals for inland tow boats. That will mean an increase in work load for shipyards like the Hartford facilities. The company’s experience and full-service facilities mean it’s set up well to handle that. ■

(L-R) Hull Manager Matthew Braundmeier and VP of the Hull Group Dale Cathorall meet with Jim Iannazzo, Kirby-Smith Territory Manager Crane Division. “Kirby-Smith worked closely with us to ensure we were getting the right crane for our needs, and they’ve been great at following up to make sure everything is in order,” said Dale Cathorall, VP Hull Group.



Barge towing is one of many services offered by the Hartford location, which also does maintenance, repair, new vessel construction, engine repowers and refurbishment and gas and lube services.



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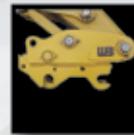
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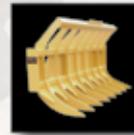
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A PIECE OF HISTORY

Allied Steel tackles challenge of assembling structure for World Trade Center Museum

Construction of the World Trade Center Museum will take a few more years, but a structure that makes up part of the entrance was completed last fall by Oklahoma City-based Allied Steel Construction. The company finished what proved to be a challenging project during the Labor Day weekend, before it was trucked to New York for final erection.

It began when longtime customer W&W Steel, which fabricated the pieces that comprise the structure, contacted Allied Steel Construction Manager/Estimator Mike Doughty in early August about doing preassembly of the structure. Not one to shy away from a tough project, Doughty agreed to take it on.

“After W&W fabricated the pieces, the next step was to ensure they fit together and met the required dimensions before they were trucked from Oklahoma City to New York,” explained Doughty. “It’s a crucial step, and more so considering that the structure has some significantly out-of-the-ordinary characteristics to it.”

The structure is made up of three separate pieces, two of which make up walls that contain glass and are part of the museum’s outside entrance. The other serves as a roof. Each piece is made from 20-inch by eight-inch, half-inch-thick metal tubing, each with another inner tube that makes up a splice plate. One wall measures 71 feet

Continued . . .



The finished product is in place at the World Trade Center Museum. Inside the structure will stand the final pieces of the Twin Towers left standing after they collapsed on 9/11.



Grove cranes integral to assembly process

... continued

long by 62 feet tall, while the other is 62 feet by 62 feet. Put together, the walls weigh more than 60 tons.

"The walls aren't vertical, they lean in about three feet and the roof isn't level, so we couldn't just stand it up and bolt it together," explained Doughty. "We started by putting the walls together while they were lying flat on the ground, but we eventually had to stand the pieces up and mate them together."

Tying it all together

Allied Steel used 120- and 210-ton Grove all-terrain cranes to stand the walls up and move them around, and a 50-ton Grove rough-terrain crane to lift and hold them in place during the

preassembly process. It also employed two 80-foot man lifts to reach the wall heights.

"Once we had everything in place, the next challenge became bolting it all together," stated Doughty. "We had to slide the inner tubes up into place, then put 26-inch bolts through the outer and inner tubes in all directions to tie it all together."

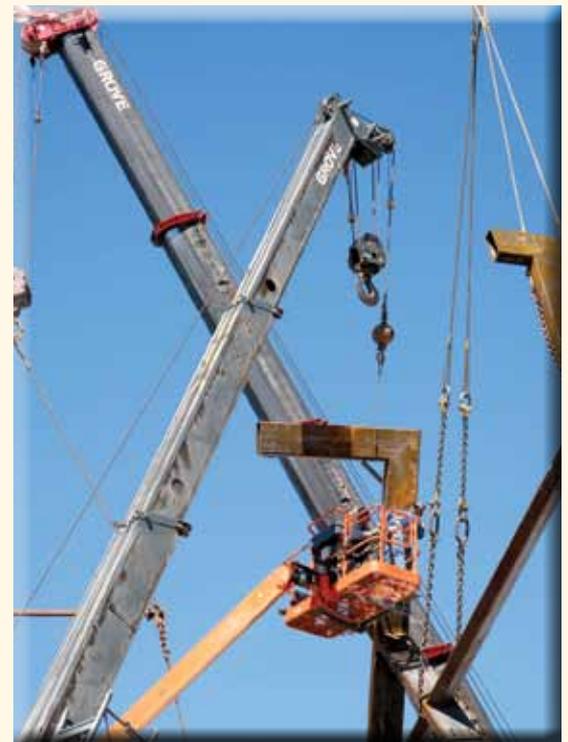
Once completed, the structure was taken apart to prepare it for shipping. Pieces were welded together, it was blasted and given a coat of primer, an intermediate coat of epoxy and clear coat before being loaded onto trucks for shipping to New York. At the museum site, workers applied another clear coat.

When visitors step through the structure, they will see the final pieces of the Twin Towers that were left standing after they collapsed on Sept. 11, 2001.

"It turned out beautifully," said Doughty. "We're proud that we could be a part of what millions of people will see when they visit the World Trade Center Museum." ■



Allied Steel Construction used three Grove cranes to lift and assemble the three pieces that make up the structure that's part of the World Trade Center Museum entrance. The project took about three weeks to complete.



Allied Steel Construction workers were often at lofty heights to fit pieces together as they assembled the structure that was fabricated by W&W Steel.



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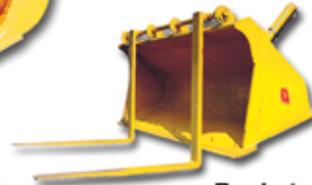
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WATER LINE REPLACEMENT MADE EASY

City of McKinney, Texas, turns to Gradall XL 3300 for faster, more efficient results

When it comes time for water line replacement in McKinney, Texas, the city wants the job done as quickly as possible to minimize traffic-flow interruptions. That's why the city turns to a Gradall XL 3300.

City supervisors say the XL 3300 gets the work done faster than a conventional excavator or a loader/backhoe. In addition, the compact size of the carrier means it can work in congested areas, maneuvering easily with its 21-foot turning radius.

The first step for the replacement crews is cutting a section of asphalt eight feet wide and 1,100 feet long. Equipped with a 60-inch ditching bucket, the XL 3300 efficiently removes the asphalt and the old water lines before lowering sections of new eight-inch water line into place. Once that's complete, the operator uses the Gradall machine to backfill, grade and smooth the area before new pavement is laid.

Versatility advantages

With its trademark 360-degree rotating bucket and other features, the Gradall XL 3300 is a versatile machine that the city of McKinney can turn to for many applications. Equipped with a blade and two outriggers, the XL 3300 remains stable on uneven terrain, allowing the boom to work to the front, rear and sides of the machine.

Unlike traditional excavators, the Gradall's telescoping boom maintains a low profile, so the machine can work under tree limbs or other low-overhead obstructions. The machine's full-tilting boom movements allow the operator to complete delicate pavement removal around curved curbs and manhole covers without disturbing adjoining pavement outside the work area.

Working speed is another advantage for the city of McKinney, thanks to the XL 3300's high-pressure, load-sensing hydraulics. Backed by Kirby-Smith's excellent parts and service teams, the city doesn't have to worry about downtime that could slow down its jobs. The result is a faster, more efficient water line replacement job. ■



For more information on how the Gradall XL 3300, or other Gradall machines, can make your jobs easier and faster, contact your Kirby-Smith sales representative or our nearest branch location.

With its two outriggers, the Gradall XL 3300 remains stable on uneven terrain.

Full-tilting boom movement and a 360-degree rotating bucket on the Gradall XL 3300 allow operators to delicately remove pavement sections without disturbing adjoining pavement.



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AT THE TRACK

Kirby-Smith, Komatsu, Herzog team up to host customer appreciation event at NHRA race

Kirby-Smith Machinery, Herzog Contracting and Komatsu partnered to host more than 100 customers at the O'Reilly Fall Nationals National Hot Rod Association (NHRA) drag race at Texas Motorplex. During the event, customers got a firsthand look at the funny car sponsored by the three companies.

A longtime Kirby-Smith Machinery customer and Komatsu equipment user, Herzog Contracting was the main sponsor of the car driven by two-time Funny Car World Champion Tony Pedregon. St. Joseph, Missouri-based Herzog Contracting is a major associate sponsor on the car throughout the NHRA season, and was primary sponsor for four events, including the Fall Nationals.

"We designed an abstract paint scheme that represents what we do as a company," said Herzog Vice President Dan Samford,

who noted that Herzog Contracting has worked with Pedregon Racing to sponsor cars the past five years. "The sides of the car featured railroad tracks, which represents our specialty, railroad construction and services. The roof had a safety chevron, which depicts our roots as a heavy highway contractor. We are longtime race fans who enjoy racing ourselves. Many of our customers, vendors and manufacturers are race fans as well. This was the perfect venue for us to show our appreciation for them."

First-time sponsors

While Herzog Contracting has a long-running association with racing, Kirby-Smith and Komatsu marked their first time as racing sponsors last year. Both companies were

Continued . . .

Photo courtesy of Max Cackle Photography. www.MaxCacklePhotos.com



Longtime Kirby-Smith customer and Komatsu user Herzog Construction sponsored a car driven by two-time Funny Car World Champion Tony Pedregon at the O'Reilly Fall Nationals at the Texas Motorplex. Herzog, Kirby-Smith and Komatsu teamed up to host more than 100 customers and their family members at the event.

Komatsu cars draw racing fans

... continued

Todd Bacon (left) of Circle H Contractors, Inc. in Midlothian, Texas, attended the event with his son Blake.



George Slayton (left) and Dustin Slayton (right) of TXI in Midlothian, Texas, are with race car driver Tony Pedregon.



associate sponsors on the car at Fall Nationals and this marked their first endeavor into team sponsorships. Komatsu made available six starting-line passes that attendees could use to watch the races up close and personal.

“Having never followed drag racing, I was surprised how closely our customers enthusiastically follow the sport,” said West Holtzclaw, Branch Manager at Kirby-Smith’s Dallas store. “We received overwhelming gratitude from those who attended and requests to attend next year from those who didn’t.”

Komatsu was primary sponsor on the Tony Pedregon car for six NHRA races last year, and an associate sponsor on his brother Cruz’s car. Komatsu also sponsored a car in the NASCAR Sprint Cup Series Amp Energy Juice 500 at Talladega. Longtime driver Bobby Labonte piloted the ride, which Komatsu also sponsored in a Nationwide Series race.

“Many of our customers are racing fans, so sponsorship of race cars seemed like a natural fit for us,” said Erik Wilde, Vice President of Product Marketing at Komatsu America Corp. “We enjoyed our first associations with racing owners, teams and drivers and are considering more sponsorships this year.” ■

Komatsu was primary sponsor of this car driven by Tony Pedregon in four NHRA races, and was an associate sponsor on his brother Cruz’s car.



NEW D65-17 DOZERS

Komatsu's list of productive features doesn't stop with Interim Tier 4 engines

When Interim Tier 4 standards went into effect, Komatsu wasn't satisfied with simply putting a compliant engine into its new D65-17 dozers. While the three new models all meet the EPA interim Tier 4 requirements to reduce soot and NOx emissions, they have additional features that make them more efficient while maintaining productivity.

Last year, Komatsu rolled out its Tier 3 D65s that increased horsepower to 205, while lowering fuel consumption by as much as 10 percent compared to previous models. The new D65-17 models built upon that efficiency by lowering fuel consumption an additional 5 percent while maintaining horsepower with a new automatic transmission with lockup torque converter. It automatically transfers engine power to the transmission, offering greater powertrain efficiency.

"Users understand that new standards are inevitable, but they don't want them to affect performance or uptime," said Product Manager Bruce Boebel. "They can be confident the new Komatsu D65-17s will not only produce like previous models, but do it with less fuel consumption."

Operators can select from two gearshift modes — automatic and manual — to fit the appropriate application: automatic for general dozing offers a choice of four forward and reverse speeds, while manual for dozing and ripping rough ground offers three. The automatic transmission shifts to the optimal gear range based on working conditions and load.

An excellent combination

Komatsu's innovative SIGMA blade, which is designed keep more material to the center for 15-percent better productivity compared to a Semi-U, is available for the standard EX and

wide-track WX models. Customers can equip those models, as well as the low-ground-pressure PX, with a power angle tilt (PAT) blade, which can be adjusted six ways for added versatility and productivity. A new toggle switch allows the operator to easily angle the blade.

Komatsu also redesigned the joysticks for maximum control, offering a relaxed posture and superb fine control to minimize operator fatigue. A newly designed cab is larger, with an operator's seat that's three inches higher and four inches closer to the blade for excellent all-around visibility. A new seven-inch, high-resolution LCD monitor displays all machine information and is integrated with the interim Tier 4 technology.

"These dozers are at the top of the class, not only because of the new features, but also the proven systems we integrated," said Boebel. "The D65-17s are a great combination of new technology with the best of the previous models, and they're cleaner and greener." ■



Bruce Boebel,
Product Manager

Brief Specs of the Komatsu D65-17 Dozers

D65EX-17
44,355 lbs.
205 hp

D65PX-17
47,335 lb.
205 hp

D65WX-17
45,945 lbs.
205 hp

The new D65-17 dozers have several new features, including an automatic transmission with lockup torque converter that automatically transfers engine power to the transmission for greater powertrain efficiency.



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Low emission standards don't have to equate to decreased production or efficiency. Komatsu proves that with its new PC240LC-10 and PC290LC-10 excavators, which feature interim Tier 4 engines that reduce particulate matter and NOx emissions while making you more profitable.

"Users won't sacrifice any production with these new machines," said Product Manager Doug Morris. "What they will see is better efficiency, with up to 10 percent less fuel consumption compared to the Tier 3 models they replace."

The PC240LC-10 replaces the PC220LC-8, while the PC290LC-10 takes the place of the PC270LC-8. Both new machines are powered by Komatsu's interim Tier 4 engine technology that features a Komatsu Diesel Particulate Filter (KDPF), Variable Geometry Turbocharger and Cooled Exhaust Gas Recirculation, among other technologies that reduce emissions and add efficiency. Both have increased horsepower and operating weight compared to previous models.

Komatsu didn't simply replace the engine and model numbers with the PC240LC-10 and PC290LC-10. The new excavators use advanced hydraulic-matching techniques to better optimize the engine and hydraulic performance.

"With low-speed matching, higher displacement pumps can deliver a higher flow amount at lower engine speeds," explained Morris. "In addition, the machine can adjust the engine speed based on the flow output for better efficiency."

Improved in several ways

Working modes on the new excavators are set through a new easier-to-use, high-definition, seven-inch monitor panel that also has a

new Eco Guidance feature, which provides operational information and advice for maximizing economy. It also keeps the operator aware of KDPF condition, as well as offering enhanced maintenance monitoring.

"Along with the other new features, these excavators come with Level 4 KOMTRAX that has additional information compared to its predecessors. They have a whole host of other new features, including a new reach boom and arm on the PC290LC-10 that offer an additional one to two feet of working range," noted Morris. "The cabs are improved, and we made them easier and quicker to service and maintain. So, we went well beyond just adding a new engine in order to provide machines that are not only better for the environment, but better for the bottom line." ■



Doug Morris,
Product Manager

Brief Specs on Interim Tier 4 Excavators

Model	Operating Weight	Horsepower	Bucket Capacity
PC240LC-10	55,256 lbs.	177 hp	1.85 cu. yd.
PC290LC-10	66,756 lbs.	196 hp	2.13 cu. yd.

Komatsu's new interim Tier 4 excavators have low-speed matching, allowing users high flow even at low speeds. They are also more fuel-efficient without sacrificing productivity.

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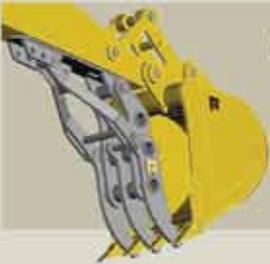




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NEXT-GENERATION HYBRID EXCAVATOR

Komatsu makes significant improvements to what remains the world's only hybrid excavator

Last year, Komatsu introduced the industry's first hybrid hydraulic excavator to the North American market. This year, it's releasing the HB215LC-1, an updated hybrid that features significant improvements over the original model.

"The original hybrid model is an excellent machine — a good digger that's approximately 25 percent more fuel-efficient than the traditional PC200," noted Komatsu Excavator Product Manager Armando Najera. "We learned a lot from our first hybrid model. We now have more than a million operating hours in the field with that original hybrid. The information we gained and the feedback we got from customers led to significant improvements in the second-generation HB215LC-1."

Key improvements include:

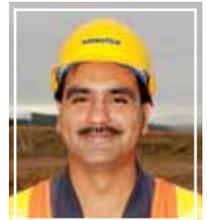
- A service valve to power hydraulic attachments;
- An enhanced monitor panel;
- Improved serviceability;
- A five-year/7,000-hour warranty on hybrid powertrain components.

The HB215LC-1 delivers fuel savings that average 25 percent compared to a similar-size, non-hybrid excavator. And, on jobs where there's lots of swinging, fuel savings can be much higher than that. It's also a huge step forward from an environmental standpoint, reducing CO₂ emissions by almost 17 tons annually (based on operating 1,500 hours per year) compared to a conventional PC200.

"The phrase 'win-win' is over-used, but in this case, it's exactly what users get," said Najera. "The new hybrid provides the same

performance with lower fuel costs and less environmental impact. As fuel costs continue to go up, the owning and operating costs of the HB215LC-1 become more and more favorable."

For more information on the Komatsu HB215LC-1, including an explanation of Komatsu hybrid technology, call your sales representative or our nearest branch location, or go to www.komatsuamerica.com/hybrid. ■



Armando Najera,
Komatsu Excavator
Product Manager

Brief Specs HB215LC-1 Hybrid Excavator

Operating Weight	Power	Bucket Capacity
47,530 pounds	139 hp	1.57 cu. yd.

www.KirbySmithConnection.com



The HB215LC-1, Komatsu's second-generation hybrid hydraulic excavator, has a service valve to power attachments and is 25 percent more fuel-efficient than a similar-size conventional excavator.

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BETTER DAYS AHEAD

Komatsu's Ed Powers sees continued growth and optimism in construction industry

QUESTION: As we all know, the construction industry has been hit hard the past several years. Where does it stand now?

ANSWER: Many have referred to the past few years as the "Great Recession," however, we're optimistic that recovery is in motion. Throughout our entire 2010 business year, the construction equipment market grew an average of 32 percent in North America, compared to 2009. Another key indicator, tracked monthly, is our North American hour utilization. Our 2010 per-month utilization, tracked through our 23,000 KOMTRAX-populated machines, exceeded 2009 and 2008. In some cases we are comparing the hours to an all-time market low in 2009, but it's positive and deals are being made. We're expecting the same level of recovery throughout 2011 and beyond.

In speaking with contractors at CONEXPO in March, the majority were very optimistic, indicating that business had been picking up steadily and asking, 'When can Komatsu deliver?' There remain some lagging indicators, such as our housing market and unemployment, but the worst is behind us. We can attribute a good portion of our 2010 recovery to Uncle Sam's tax incentives, such as the extension of the Depreciation Bonus, accompanied by Sec. 179. What's encouraging is that this incentive is extended through 2011 with even larger matching dollars.

QUESTION: Often, as recovery happens, businesses start buying equipment. As users begin adding to their fleets or replacing older machines, why should they choose Komatsu?

ANSWER: After the recent wake-up call this industry experienced the last three years, we've all become much more after-market cautious. Today, the customers' primary focus is their after-sales efficiencies, as well as their owning and operating costs. This creates a perfect opportunity

Continued . . .



Ed Powers, Vice President and General Manager, Construction Equipment Division

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

After graduating from the State University of New York in 1988, Ed Powers started at Komatsu in the finance department, which included collections.

"The goal was always to find a way to help customers keep their machines. That may have meant restructuring a payment schedule or some other method that allowed the user, who may be behind, to continue using that machine until things turned around. During the economic downturn the past couple of years, Komatsu has kept the same philosophy with positive results."

April 2011 marks the start of Ed's 24th year with Komatsu, including the past three as Vice President and General Manager, Construction Equipment Division. His prior responsibilities included Vice President of Construction Equipment Sales, West Region Construction Equipment Manager, Director of North America Sales Utility Division, Region Manager of Rental Services, Deputy Regional Sales Manager and Finance Field Representative. During his career, he also earned his MBA at Keller Graduate School of Management in Chicago, Ill.

"I've had a very well-rounded experience throughout my career with Komatsu. This has helped me see the equipment industry from all perspectives, but primarily from the customer's point of view. Seeing things from customers' perspectives, and listening to their needs has made me a better decision-maker and emphasized the value of relationships."

Ed and his wife, Berta, will soon celebrate their fourth wedding anniversary and their daughter, Joselyn's, first birthday.

Komatsu technology leads the way

... continued

for Komatsu, as the world's most technically advanced manufacturer of earthmoving equipment, to step up, stop talking about it and prove that we manufacture the most reliable and lowest cost-per-hour products in the industry.

As most know, we don't spend a lot of money advertising our brand. We'd rather put those dollars into research, development and being the leader in innovation. As a result, we were the first to introduce a hybrid excavator, which has been shown to be as reliable and efficient as our traditional excavators, with 25-percent to 40-percent fuel savings. We are already rolling out our next generation of hybrid models before most OEM's even introduce their first.

When it comes to telematics, no other OEM has Komatsu's experience with remote asset management. With more than 200,000 machines reporting globally, Komatsu knows about a customer's technical problem before the operator does. Between Komatsu customers and our highly engaged dealer network, we are using KOMTRAX information to improve machine utilization and reduce owning and operating costs.

Komatsu's investment in research and development has given us another opportunity to show our strength as a leader. We are excited to be launching several interim Tier 4 products this year, with engines ranging from 175 to 750 horsepower. Once again, our engineers have not only met stringent governmental emissions regulations, but also improved machine

performance and fuel efficiency. As this industry continues to introduce Tier 4 technology, two key concerns lie in the marketplace — the cost of maintenance and its reliability.

How is Komatsu going to differentiate itself from the competition? We are so confident in our technology and our distributors' service capabilities that we are going to offer a three-year complimentary maintenance care package for all Tier 4 products. A key component to the servicing and reliability of our Tier 4 products will rely on KOMTRAX, which will help customers manage required maintenance and provide constant preventive support. That is peace of mind!

QUESTION: What else is Komatsu doing to benefit customers?

ANSWER: It's all about the relationship and the after-market support. You can't have one without the other. Komatsu's strongest asset is its dealer network, with more than 300 locations across North America. Of those, 70 percent have been in business for more than 50 years. As a manufacturer, our job is to provide our dealers with ongoing support, training and the tools they need to earn credibility and establish lasting relationships.

The key word is "earn." Today it's not only about premium parts and service, but preventive maintenance practices (KOMTRAX), financing, used equipment, resale value and overall value propositioning. It's not just about closing the deal, but knowing customers' short- and long-term aspirations and how Komatsu can assist in achieving those aspirations. The relationship doesn't end when the machine is delivered. Rather, it continues to grow.

Today's technically advanced products and our customers' level of sophistication require a team effort between the dealer and manufacturer. The quality of the OEM is reflected in its dealers, and our customers recognize and expect it. That is what differentiates a manufacturer — its dealers, the quality of their people, and their commitment to product support. I am confident that Komatsu offers those qualities, so now instead of simply asking customers for their business, we can ask for the opportunity to earn it.

The bottom line is — we can manufacture the most technically advanced machine in the world, but if we can't support it, it's worthless. ■

Komatsu's second-generation hybrid excavator, the HB215-1, was introduced at CONEXPO. In 2011, Komatsu will also introduce excavators, wheel loaders, articulated trucks and dozers that meet interim Tier 4 engine standards.



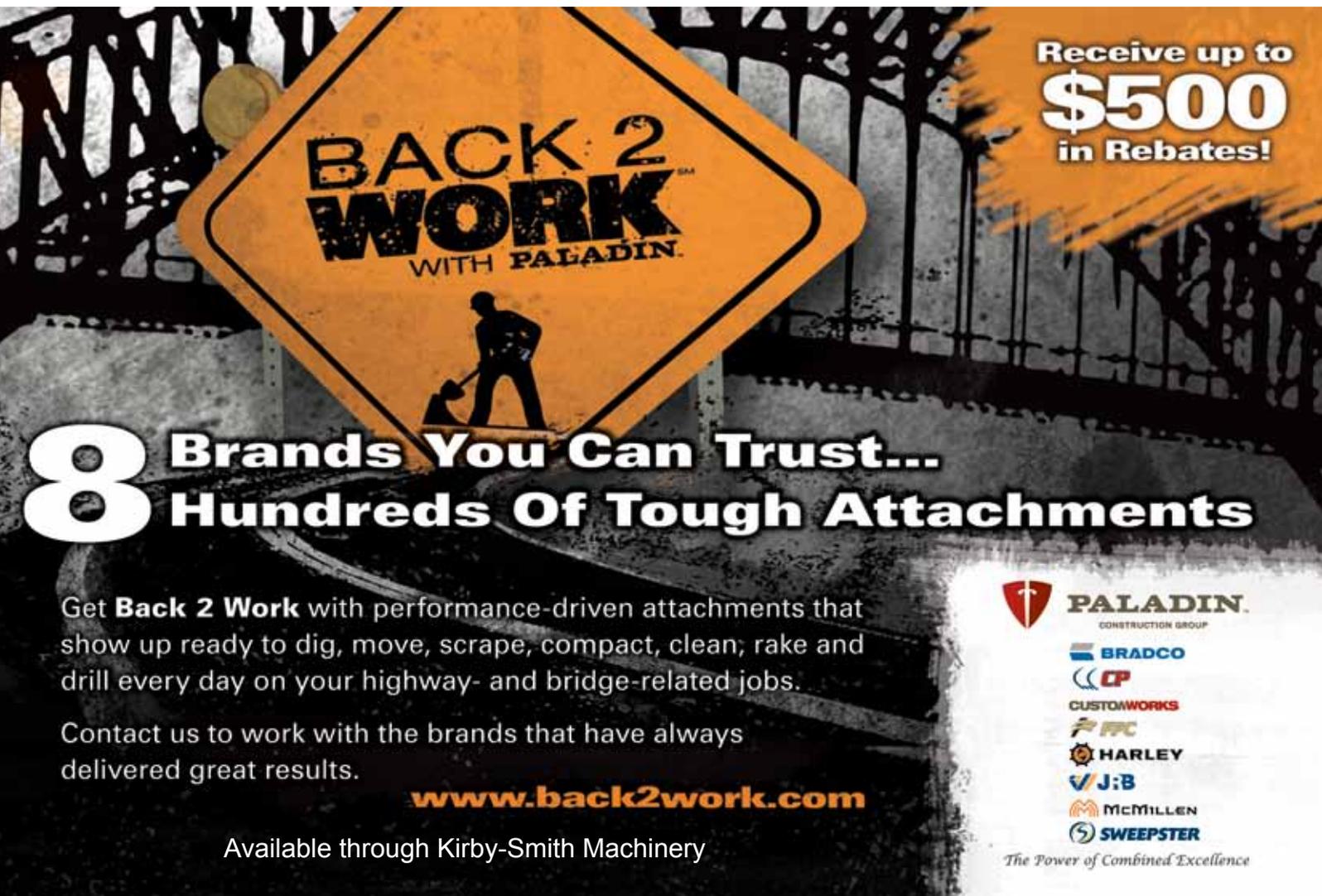
Bills introduced to repeal withholding tax before it goes into effect

Efforts to repeal the 3-percent government contractor withholding tax are once again up for debate. Two bills have been introduced to repeal the tax that construction industry groups say will hurt small companies' cash flow and individuals doing business with the government.

The tax, which passed in 2006 and goes into effect in 2012, requires federal, state and local governmental entities whose annual expenditures exceed \$100 million to withhold 3

percent of all payments made to any individual or company that has provided goods or services to the government. The withholding amounts are sent to the Internal Revenue Service and credited against government contractors' future tax liability.

Industry groups say the law forces government contractors to make interest-free loans to the federal government. In some cases, the amount will exceed a business's profit margin. ■



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EXPANDING POSSIBILITIES

Kirby-Smith continues building a large, diverse rental fleet to meet your needs

It's common for companies to rent specialty items for one-time use, be it a piece of earthmoving or paving equipment, a boom truck or crawler crane. Kirby-Smith continues to be the place to turn to for those types of items as well as a large number of other products

NEW!



Hear what the Kirby-Smith rental staff says sets them apart. www.KirbySmithConnection.com



(L-R) Texas rental personnel includes Texas Division Rental Manager Bryce Puckett, Rental Sales Representative Chad Nelson, Manager of Rental Fleet Maintenance Greg Luckenbill and Rental Sales Representative Chase McKinney.



(L-R) Oklahoma rental personnel includes Rental Coordinator Josh Lee, Branch Rental Manager Dewayne McDaris, General Rental Manager Randy Coffey and Vice President/General Manager Glen Townsend. Travis Rowe (inset) is Rental Coordinator in Tulsa.



available at any one of its nine locations in Oklahoma, Texas and Missouri.

"We cater to earthmoving and crane companies by carrying equipment from the top manufacturers in those industries," said General Rental Manager Randy Coffey. "We've made a concerted effort to build a large inventory that's available for daily or long-term rental. In some cases, customers have rented a piece of equipment for years and that's just fine with us. Whatever their need, we're here to ensure it's met."

"We've built a rental fleet based on what our customers tell us they believe should be in our fleet and units we see frequently rented," said Vice President/General Manager Glen Townsend, who's been instrumental in building the rental fleet. "Having those items available for rent makes sense because they're often needed only once or sporadically. If you only need it for a day or a few days, there's no need to make a significant investment in buying it."

Kirby-Smith, however, has made a significant investment in its rental fleet inventory, which now includes more than 1,300 pieces of equipment. Among them are commonly used items, such as Komatsu dozers, Grove cranes, National Crane boom trucks, Skytrak lifting equipment and Hamm compaction machines. But Kirby-Smith differentiates itself by carrying specialty items in its rental fleet, including soil stabilizers, air curtains, long-reach excavators, bottom-dump trailers and hammers.

"Our machinery is available throughout our entire branch system," pointed out Texas Division Rental Manager Bryce Puckett. "If a machine isn't at a customer's local branch, we can usually get it from another branch and have it delivered fairly quickly. Or, customers can pick up a piece of machinery themselves. We'll work with them to find the solution that best meets their needs."



Kirby-Smith offers one of the largest but most diverse inventory of rental products in the region, such as (clockwise from left) super long-front excavators, soil stabilizers, rough-terrain cranes, and hydraulic demolition hammers, to name a few.



Focused on the proper match, maintenance

Kirby-Smith takes great care in matching your needs with the right piece of equipment. Along with an expanding rental inventory, Kirby-Smith continues to build its rental team with knowledgeable staff who know how to find the exact machine that will lift, doze, excavate, provide power or compaction or any of the other tasks contractors have.

During the past several months, Kirby-Smith has added several new staff members to the rental teams, including rental coordinators, managers and sales representatives. Many of

the new members brought extensive rental backgrounds with them.

“We believe our rental personnel provide another distinct advantage to Kirby-Smith,” said Coffey. “When a customer calls or stops in to talk about renting a machine, it’s vital we know the type of business he has, the application for the machine, the conditions it’s going to run in and other factors. Of course, most of the time, customers know exactly what they need, based on their experience. But there have been times when our staff looks over the information and recommends a different

Continued . . .



Experienced staff makes the difference

... continued

machine that better suits the customer's needs and saves time and money."

To ensure that happens, Kirby-Smith rental equipment must meet stringent quality standards before and during its time in the fleet. Greg Luckenbill, Manager of Rental Fleet Maintenance, said it starts with an

aggressive focus on service and accountability to the customer.

"We've developed critical standards that drive everything involved with our rental fleet, starting with our first priority of customer satisfaction," said Luckenbill. "Everyone on our team understands his or her role and how it relates to others and customers. We believe in continuous training for everyone, including our staff and customers. That also involves the service technicians who work on the machines to ensure they're up-to-date on the latest models."

That includes knowing proper service intervals and recognizing when a machine needs routine preventive maintenance and/or more extensive work that may cause significant downtime on the job. Kirby-Smith takes an aggressive approach to both areas by thoroughly inspecting a machine before and after each use as part of a larger focus on quality control.

"Nothing goes back into the rental fleet until we're convinced it's ready to perform at maximum production," said Branch Rental Manager Dewayne McDaris, who covers both Tulsa and Oklahoma City. "When a machine comes back in, we start by cleaning it and sending it through the inspection process where fluids are checked and refilled, hours are recorded and scheduled maintenance is performed, if needed. We also check items such as tire wear and test proper function of wipers, heaters, hoses, etc. Once that's done and repairs are made, we attach a green tag that indicates it's ready to rent again."

More than rent-to-rent

Customers can also buy a rental machine, often having rental payments applied to the purchase price. "Frequently, customers rent a machine and then realize it can be useful beyond just the job at hand," said Coffey. "We're willing to work with them to make it feasible and cost effective to keep that machine if they want."

"We recognized a long time ago that offering rent-to-purchase, along with a large and very diverse rental fleet, was a way to distinguish ourselves from the rent-to-rent shops and our direct competitors," concluded Townsend. ■

Before going out for rent again, Kirby-Smith technicians attach a green "ready-to-rent" tag to show the machine has been thoroughly inspected, serviced and repaired.

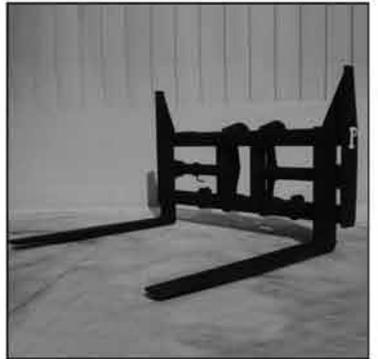


Kirby-Smith has a wide variety of equipment for rent, including compact excavators such as this Komatsu PC50.

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2011 PAVING SEMINARS

Kirby-Smith Machinery's annual event draws large crowds in Oklahoma City, Tulsa

Kirby-Smith recently conducted its annual paving seminars in both Oklahoma City and Tulsa. The Oklahoma City event was held on February 22 and the Tulsa program was presented on February 24. Together, the seminars drew nearly 230 participants. Representatives came from cities, counties and independent paving contractors throughout the state.

Tulsa-area Sales Manager Kelly Littlefield and Oklahoma City-area Sales Manager Bill Gustafson opened the seminars with a welcome and introduction of Kirby-Smith staff and seminar presenters.

The presenters, each a seasoned expert in his field, came from a wide range of paving experiences. Jeff Wiley, Senior VP Sales and Marketing Wirtgen America, focused on milling and stabilization. L. "Nars" Narsingh, Product Support Manager for Vögele, spoke on good paving practices, free floating screeds, noncontact continuous paving and longitudinal joint construction. LeeBoy Regional Product Support Manager Mark Odom presented chip-and-seal techniques, types of material, aggregate preparations and maintenance, road surface preparation and pre-/final-sweep surface preparation. Tim Kowalski, Wirtgen America Applications Support Manager, is a quality-control expert for asphalt, aggregates and concrete projects. He presented different compaction methods in his Compaction 101 and Advanced Compaction sessions.

The daylong seminar included a luncheon, ample breaks for one-on-one conversations between participants and presenters, and equipment walk-a-rounds to view the Wirtgen, Hamm, Vögele, Rosco and LeeBoy products on display. "This year we arranged 'breakout' sessions so attendees could participate in

subjects that had a direct effect on their jobs," noted Kirby-Smith Director Marketing/Sales George Denny.

"We are committed to being the 'Paving Authority' for all our customers' paving projects and equipment needs," emphasized Kirby-Smith President Ed Kirby. "These seminars are a way to give back to those industries that have helped us grow and prosper for the last 28 years." ■



Tim Kowalski, Wirtgen Applications Support Manager (left), was joined by a paving seminar attendee during a walk-around of the Hamm HD120+ VO oscillating compactor.

Kirby-Smith's Tulsa Sales and Product Support team were also trained on the most advanced paving techniques at this year's seminar.



Attendees from as far away as the Panhandle filled the room at the Oklahoma City Paving Seminar.



Service Manager Ben Sitton



Ben Sitton,
Tulsa Service Manager

In February, Ben Sitton marked his 13th anniversary with Kirby-Smith Machinery, the last three years as Service Manager in the Tulsa branch. He started in the Oklahoma City branch as a shop and field technician before moving to a product support manager's position, prior to the move to Tulsa.

"Those positions offered good experience because they allowed me to see things from a technician's perspective and gave me experience working directly with customers," said Sitton. "I enjoy what I'm doing, especially working with customers to keep their machines productive."

At the Tulsa store, Sitton's staff of product support managers and technicians serves heavy excavation, industrial and crane customers, and services Kirby-Smith rental-fleet machines.

"We provide many training opportunities to our technicians to make sure they're ready for updates or changes our manufacturers are making," noted Sitton.

With four children at home, Ben and his wife, Brandy, stay busy with kids' activities as well as golfing, hunting and fishing. He and Brandy also like skeet and target shooting. ■

Product Service Manager Kurt Maxwell



Kurt Maxwell,
Product Service
Manager

Kurt Maxwell has been "wrenching" in some form or another most of his life. The Tulsa Product Service Manager joined Kirby-Smith about five years ago as a service technician, but was quickly promoted to his present position, servicing Kirby-Smith's non-Komatsu heavy equipment.

"I grew up working on cars, lawnmowers, friends' farm tractors, whatever was around," said Maxwell, who's originally from the Tulsa area. "I got into working on heavy equipment in the mid-1990s and have been with it ever since."

As Product Service Manager, Smith oversees two shop and three field technicians. "What I like best is knowing that we're helping customers stay productive," he said.

From the Tulsa branch, Maxwell works with customers in eastern Oklahoma, but has sent technicians as far as Kansas, Texas and Arkansas. "We do what needs to be done to help the customer. That's one of the things I like best about Kirby-Smith. We're customer-focused."

Maxwell likes to spend time outdoors when not at work. He and his wife, Cheryl, have one son, Mitchell. ■

Product Service Manager George Cross



George Cross,
Product Service Manager

Product Service Manager George Cross is well-versed in keeping up with customer needs. He came to Kirby-Smith Machinery's Tulsa branch three years ago after working as a service manager for another company. At Kirby-Smith, he handles service-related work for Komatsu and Moxy equipment.

"I schedule the service calls and preventive maintenance and help with rentals," said Cross, who oversees three shop and nine field service technicians. "One of the most effective ways we keep customers up and running is by using KOMTRAX. It allows us to monitor

customers' machines and alerts us to faults and upcoming PMs. It's a great tool.

"We're also flexible, so if there's an emergency, we're able to handle it, too," he continued. "We've got well-equipped trucks in the field and well-trained technicians.

"We offer our technicians many training opportunities and classes for them to stay up to date. It's very important to meet customer needs."

Cross enjoys riding his Harley, hunting, fishing and following Oklahoma football. He and his wife, Stacy, have one daughter, Jill. ■

Fort Worth Product Service Manager believes in a customer-first approach

Donnie Burns recently added excavation equipment service to his duties as Product Service Manager at Kirby-Smith Machinery's Fort Worth branch. For the past five years, his entire focus has been supporting crane sales and rental departments at the store.

Burns grew up working on machinery. The Texas native farmed for several years, then went to work for a contractor in the pipeline industry before becoming a field mechanic for equipment dealers. He took a similar position with Kirby-Smith before moving into management at the Fort Worth branch.

"I still work on equipment, but for the most part I'm making sure our technicians in the field and shop are working to complete service orders in a timely fashion," said Burns. "I have three field technicians for the crane side and four shop guys for the dirt side. Keeping customers' downtime to a minimum

is essential, whether it's a customer-owned machine or one we have out on rent."

Field technicians use well-equipped trucks to handle on-site work, while shop technicians work in the eight bays at Kirby-Smith's Fort Worth location. Half of those bays have overhead cranes for working on some of the largest pieces of equipment Kirby-Smith carries.

"We're a full-service location that can diagnose and fix the lines we carry in addition to competitive brands," noted Burns. "Kirby-Smith believes in a customer-first approach. That drew me to the company, as well as the opportunity for advancement."

Burns and his wife, Amy, have been married seven years. He has a daughter and a stepdaughter. He also enjoys riding his motorcycle, bow hunting and fishing. ■



Product Service Manager Donnie Burns works with customers in the Fort Worth area to keep their crane and excavation equipment running. Burns has been with Kirby-Smith for five years.

Field Technician Gerard Martinez is ready to work day or night

If you've called Kirby-Smith's Fort Worth branch for crane service, chances are Gerard Martinez has worked on your machine. As a Field Technician, Martinez is a veteran at working on all types of cranes, whether it's a brand Kirby-Smith carries or a competitive one.

"I started here about ten years ago when Kirby-Smith took on the National Crane franchise," said Martinez, who's actually on his second go-around with Kirby-Smith. "I left for a while to work in the oil fields, but I came back. I really enjoy working on our customers' cranes."

As a field technician, Martinez handles all types of crane repairs and performs annual OSHA inspections. He is usually dispatched from his home, taking his service truck with him at night. He's on call and ready to work at any time.



Gerard Martinez is ready for dispatch at any time in an effort to keep Fort Worth customers' cranes productive. He handles all types of repairs and maintenance and performs annual OSHA inspections.

"We don't get many emergency calls, but I have been called out in the middle of the night and on a weekend," said Martinez, whose background includes working on aircraft after he attended aviation school. "I don't mind because I know it's going to help a customer."

Martinez and his wife, Brande, have two children, and he likes to spend his time outside of work with his family. ■

DAVE HOEFT

Longtime Kirby-Smith St. Louis branch crane salesman retires

Dave Hoeft started his construction career in 1971, immediately after completing a tour of duty in the Air Force, which included a stint in Vietnam. When Dave returned home to St. Louis, he started his own grading and excavation business. In 1976, he sold that company and went to work selling asphalt and concrete plants and products. He also sold construction equipment and managed a branch location for a time before finding his true calling as a crane salesman in the early 1980s.

“Back then, I worked for Holekamp Equipment selling Link-Belt, American and Drott cranes,” Dave recalled. “Holekamp closed in 1987 and another dealer took on their lines and that’s when I started selling Grove cranes. Then in 2002, Kirby-Smith bought out that dealer’s crane line, and all of the cranes and people came with it.”

Hoeft says Kirby-Smith’s entry into the St. Louis market was a win for everybody involved.

“When Kirby-Smith took over, we became 100-percent cranes. We’re the only dealership in the region that is all cranes, all the time. It’s our specialty. It’s all we’re trained in and all

we study. As a result, we know cranes better than anybody else. We know what they can do and can’t do, better than anybody else. We also service them better than anybody else.”

As someone who’s spent nearly 30 years in the crane business, Dave says he has no doubt that the Manitowoc, Grove and National products that Kirby-Smith carries are the best cranes in the business.

“I think if you talk to anybody on a jobsite, they’ll tell you their preference is Manitowoc/Grove/National over anything else. They have leading capacity, and operators like the way they feel. It’s a comfort factor. Crane operation can be difficult. Because operators can’t always see what’s going on, they’ve got to have a good feel and a high comfort level with their cranes. The Manitowoc/Grove/National product gives operators that extra level of confidence.”

Plenty to do

In retirement, Dave says he plans to stay busy.

“My wife and I will do more traveling. There are many places in the U.S. that we want to go to or return to. We have a boat at Mark Twain Lake, so we’ll be able to take advantage of that more frequently. We also have a farm to take care of. With the house, the farm and the lake, I’m sure I’ll have plenty to do.

“But certainly, there are things I will miss at Kirby-Smith. I enjoyed the people I worked with. I enjoyed my customers. I enjoyed making deals that were fair for everybody involved. I want to thank everybody for their support through the years. I feel fortunate because I’ve made many friends in this business. Even though I won’t be making sales calls anymore, I’m sure we’ll stay in touch.” ■

Dave Hoeft, longtime crane salesman in Kirby-Smith’s St. Louis branch, is retiring after nearly 30 years in the business.





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CRANE



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KOMATSU D65EX-15E0	2004	KMU04750	\$84,000
KOMATSU D65EX-15E0	2007	KMU07521	\$159,900
KOMATSU KOMATSU D155AX-5	2006	KMU06500	\$275,000

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KOMATSU WA320-5L	2007	KMU07611	\$85,000
KOMATSU WA380-6	2008	KMU08409	\$120,000
KOMATSU WA380-6	2007	KMU07731	\$129,500
KOMATSU WA450-5L	2006	KMU06215	\$175,000

LIFTS



SKY TRACK 6036	2006	TIU06332	\$57,980
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KOMATSU GD655-3E0	2007	KMU07509	\$160,000
KOMATSU GD675-3C	2004	KMUC04222	\$117,500

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CAT 740 EJECTOR TRK	2004	CTU04781	\$140,000
CAT 740 EJECTOR TRK	2004	CTU04782	\$140,000
WITZCO RG-335	2006	ZZU06465	\$30,120
CMI PR525-7	1999	CMU99012	\$70,000
KOMATSU SK820-5	2006	KMU06027	\$22,500
KOMATSU SK820	2005	KM05297	\$21,100
LEDWELL 4000 GALLON	2004	WTU04451	\$82,500



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