



A publication for and about Kirby-Smith Machinery, Inc. customers

Connection

CIMARRON COUNTY

Kleemann crusher helps two districts make road products faster, more cost effectively

See article pg. 10



District 3 Commissioner Tommy Grazier (left) and District 2 Commissioner John Freeman

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J.D. HEISKELL & CO.

125-year-old company's Southwest operations offer custom-feeding solutions

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Southwest Business Group Vice President Aaron Reid (left) and Friona Location Manager David Musick





MESSAGE FROM THE PRESIDENT



Ed Kirby

**We're proud
to represent
Komatsu**



Dear Valued Customer:

For many companies, 2011 was a challenging year, but it was one of Kirby-Smith Machinery's most successful years in better serving our customers. We invested more than \$1.5 million in service training during the past 18 months and we are starting to see a huge return on our investment, with fewer customer complaints, a drastic reduction in rework and increased uptime from our rental fleet.

Rankings and awards have not meant much to me in my career, but a number of our manufacturers have given Kirby-Smith Machinery some of the highest customer-satisfaction ratings in the industry. However, more important to me than rankings and awards is how well we service every customer who walks through our doors. You have my word that our company strives every day to be the best at what we do, and we're always trying to find better ways to serve you, our customer.

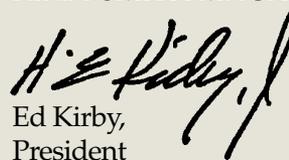
In this issue of your Kirby-Smith *Connection*, you will see examples of how we are improving our company to better serve you and read about customers who are experiencing the service of which I am most proud.

Komatsu introduced several new machines that meet Tier 4 Interim regulations, so don't miss reading how they are exceeding expectations of fuel efficiency and productivity, surpassing their predecessors in most cases. Like previous models, Komatsu's KOMTRAX machine-monitoring system comes standard and free on these new machines. Komatsu Tier 4 Interim machines are also backed by Komatsu CARE, the industry's only complimentary service for three years or 2,000 hours, whichever comes first.

If you haven't tried us lately, give us an opportunity to earn your trust and your business. We won't let you down.

Whatever your needs, we look forward to serving you in 2012.

Sincerely,
KIRBY-SMITH MACHINERY, INC.


Ed Kirby,
President



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IN THIS ISSUE...

J.D. HEISKELL & CO.

Learn about this company's Southwest operations, along with those of Rough Riders Manure and JT Cattle. All rely on Komatsu equipment in their cattle-related businesses.

CIMARRON COUNTY

See how a Kleemann crusher helps two districts make road products faster, more cost effectively.

GUEST OPINION

Christian Klein, AED VP of Government Affairs, shares his views on how the congressional super committee's failure to solve the nation's budget crisis will reduce federal infrastructure investment.

LOOKING AHEAD

Here's a forecast from construction-industry experts who share their views on what we can expect to see in 2012.

TIER 4 UPDATE

Now that Tier 4 Interim regulations have been in place for one year, read what users are saying about the benefits of Komatsu machines designed to meet the latest emissions standards.

NEW PRODUCTS

Find out about Komatsu's new HM400-3 articulated truck that meets all Tier 4 Interim requirements, plus provides increased capacity and other benefits.

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J.D. HEISKELL & CO.

125-year-old company's Southwest operations offer custom-feeding solutions



Aaron Reid,
Vice President
Southwest Business
Group

Earlier this year, J.D. Heiskell & Co. expanded its Friona, Texas, operations by adding a flaking operation that complements its feed-grinding service. It's just another in a long line of expansions the company has seen throughout its 125-year history.

Founded in California in 1886 by J.D. Heiskell, the family-owned business has continually grown through four generations, partnerships and acquisitions to become one of the United States' largest livestock-feed suppliers. Its products include rolled, flaked and bumped grains, as well as custom vitamin and mineral packages.

J.D. Heiskell's great-grandson, Scot Hillman, currently leads the company, which has a dozen locations throughout eight states. Three years ago, J.D. Heiskell & Co. opened its Southwest

Business Group regional office in Amarillo. The Friona operations fall within that area, along with a location in Portales, N.M.

"At Friona, we unload unit trains (100 rail cars) of commodities that come from several sources throughout the U.S. and Canada. Then we grind and flake those commodities to make feed for feedlots and dairies," said Aaron Reid, Vice President Southwest Business Group. "The Portales location mixes minerals that supplement the feeds. So each locale has its unique niche, but they're the same in terms of the guiding principles J.D. Heiskell brings to all its locations. Those include excellence, innovation and integrity."

Tailor to customer needs

Those guiding principles helped J.D. Heiskell continue to develop and expand its long customer list during the past century and a quarter, but a good deal of its growth has occurred in the last decade. During the most recent 10-year span, the company grew 300 percent in volume, putting it among the Top 250 Privately Held Firms, according to Forbes magazine.

"We have what's considered the nation's single, high-producing, feed mill in California, and through a joint venture, the world's largest grain-rolling facility in Idaho," said Reid. "Our operations in Texas and New Mexico are smaller in comparison, but no less important. We bring the same commitment to all our customers, and that's to provide the best value with high-quality products at competitive prices."

One way it ensures that happens is by listening to its customers and tailoring feed rations to their specifications. "We have



David Musick,
Friona Location
Manager

A J.D. Heiskell & Co. operator loads a truck at the company's Friona, Texas, operation. "We did some comparisons with a competitive brand and found that Komatsu loaders save us a substantial amount in fuel costs," said David Musick, Friona Location Manager.



Komatsu loader helps Rough Riders Manure's productivity

At 12 years old, Larry Garcia was driving trucks and performing maintenance on machinery in his stepfather and mother's manure business. Nearly 40 years later, he's still working for some of the same customers that Domingo and Lupe Pessina did business with when he was a kid.

"I literally grew up in the business; it's all I've ever known," said Garcia, Owner of Rough Riders Manure. "When I was younger I really didn't understand the business end of it, but that changed when I took over after my stepdad passed away. What I learned from him and my mom was the value of hard work and dedication. That's what I bring to every job I do."

Garcia estimates that 95 percent of Rough Riders Manure's business comes from repeat customers, such as feedlots and dairies. His services include cleaning pens, pits and ponds, stockpiling, hauling and spreading manure mainly throughout Texas and into Oklahoma and New Mexico.

With multiple jobs going at once, Garcia relies on six to seven employees in the field. His sister, Perla Luna, is Office Manager at Rough Riders Manure's office in Hereford, Texas.

In addition to his staff, Garcia has a fleet of equipment, including a Komatsu WA380-6 wheel loader he purchased from Kirby-Smith Machinery with the help of Territory Manager Britt Stubblefield.

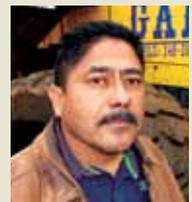
"The main reason I looked at Komatsu to begin with was I had trouble from a service standpoint with another dealer," Garcia recalled. "So when I needed a new loader, I decided to look around. Britt and Kirby-Smith assured me they would stand behind the Komatsu. They proved it when I had an issue with the loader and they sent me one to use while the issue was fixed.



Rough Riders Manure uses its Komatsu WA380-6 wheel loader for cleaning up, stockpiling and spreading manure for customers throughout Texas and into Oklahoma and New Mexico. "I'm very happy with the loader's production and the smoothness of operation," said Owner Larry Garcia.

"I'm glad I looked because the Komatsu loader has been very good," he added. "Handling manure is more than just scooping it up, stockpiling and loading it. The conditions vary, from wet and heavy to dry and dusty. The WA380 never misses a beat, no matter the situation. I'm very happy with the production and the smoothness of operation. It's a good machine."

Garcia said he expects longevity out of the loader because he sees a need for his services for a long time to come. "Like anything else, the market for manure fluctuates depending on the economy. But agriculture in this area means there's always a lot of cattle, and that means a constant need for manure services to both clean it up and spread it for fertilizer." ■



Larry Garcia,
Owner



Perla Luna,
Office Manager

nutrition experts who can custom blend rations to fit customer needs," Reid explained. "By working closely with them, we can design a feed mix of vitamins that best meets those needs, so their livestock gets the most out of it."

No matter the need, the rations begin with the commodities J.D. Heiskell & Co.

brings into its facilities by rail: corn gluten, dry distiller's grain and canola at Friona, for example. The company unloads the cars, stockpiles the commodities, grinds and flakes them and loads them back into trucks for customer deliveries.

Continued . . .



Komatsu loaders meet varied challenges in ag operations

... continued

"We're unloading thousands of tons of commodities each month, and we load out thousands of tons of product per day" said David Musick, Friona Location Manager. "We're running nearly around the clock, shipping not only to Texas and New Mexico, but Colorado, Kansas and Mexico."

Komatsu loaders stand out

To meet its production needs, J.D. Heiskell & Co.'s Southwest Business Group mainly uses Komatsu WA320PZ-6 wheel loaders equipped with roll-off buckets. In the past year, the company purchased three loaders with the help of Kirby-Smith Machinery Territory Manager Britt Stubblefield.

"The decision to buy Komatsu loaders was easy because we had a Komatsu WA320, and two top, competitive brands, and the Komatsu always stood out," Musick pointed out. "We have limited space in our storage facilities, so keeping the stockpiles pushed up is extremely important. The Komatsus allow us to go into the pile and continue to push when the competitive machines would stall out. That power also is important when it comes to breaking up the distiller's grain, which can get hard. The Komatsus are the only machines that will do it."

"The Komatsu loaders have more power and are much more fuel-efficient," he added. "We did some comparisons and found that when we started with a full tank first thing in the morning, the competitive brands had to be refueled in the middle of the afternoon, where the Komatsu ran all day and into the next before it needed refilling. Komatsu saves us a substantial amount of fuel and money."

Kirby-Smith Machinery's Amarillo Service Department performs service through a three-year, 9,000-hour preventive maintenance agreement. "Britt and Kirby-Smith are great to work with. They keep track of the hours and contact us to schedule the service," Reid noted. "Whenever we've needed something, they've responded quickly."

In addition to Komatsu loaders, J.D. Heiskell & Co. purchased two NPK pedestal-boom systems that are used to unload railcars at the



(L-R) Operator Steve Detwiler and Friona Location Manager David Musick talk with Kirby-Smith Territory Manager Britt Stubblefield. Kirby-Smith performs preventive maintenance on J.D. Heiskell & Co.'s Komatsu wheel loaders through a service agreement.



J.D. Heiskell & Co. uses two NPK pedestal boom systems to break up hardened grain in rail cars. "The dry distiller's grain tends to adhere to itself and becomes like concrete," said David Musick, Friona Location Manager. "The NPKs break it up easily, which makes our unloading more efficient."



Operator Steve Detwiler works a stockpile of feed with a Komatsu WA320PZ-6 wheel loader at J.D. Heiskell & Co.'s Friona, Texas, location. The facility brings in feed products from the U.S. and Canada by rail, stockpiles it and loads it back out for delivery via truck.



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Continued . . .

Efficiency is important equipment feature

... continued

Friona facility. “The dry distiller’s grain tends to adhere to itself and becomes like concrete,” said Musick. “The NPKs break it up easily, which makes our unloading more efficient.”

Innovative tradition

Finding ways to be more efficient has been a hallmark of J.D. Heiskell & Co. since its founding. It built one of the nation’s first computer-driven, high-production feed mills in the 1970s.

“This company has been built on a tradition of innovation and finding ways to better serve our customers,” said Reid. “It will continue that tradition while looking for expansion possibilities. We’re still delivering product to customers we’ve dealt with for decades, and at the same time, we’re constantly gaining new customers. As long as we continue to provide quality products to their specifications, that will always be the case. ■

JT Cattle improves efficiency with addition of Komatsu loader

Tommy and Jill Hefner estimate they spent nearly 15 years managing feedlots for other people in west Texas and, about seven years ago, decided they’d had enough. So, they bought some land of their own and set about building a cattle operation near Hereford.

“We have about 560 acres devoted just to feeding cattle,” explained Tommy, who, along with Jill, owns and operates JT Cattle. “We enjoy the freedom of running our own operation. We decide how many cattle we keep on hand, when to buy and

when to sell. I’ll go to sales, and whatever attracts me as a good investment on that day is what I buy. Having a background in the business is a big asset.”

Tommy noted that, for the most part, he buys calves, which the Hefners feed and eventually sell at anywhere from 400 to 1,300 pounds. Generally they have between 2,000 and 4,000 head of cattle at any one time, and have two to four people helping around the operation.

“We’ve built continuously since we started, and we did all the building ourselves, along with whomever we could get to help,” said Tommy. “During the last six years or so, we’ve grown by about 1,000 percent.”

As the couple expanded JT Cattle, the need for equipment grew as well. About four years ago, they invested in a Komatsu WA200 wheel loader. Tommy used it to clean pens and mix feed.

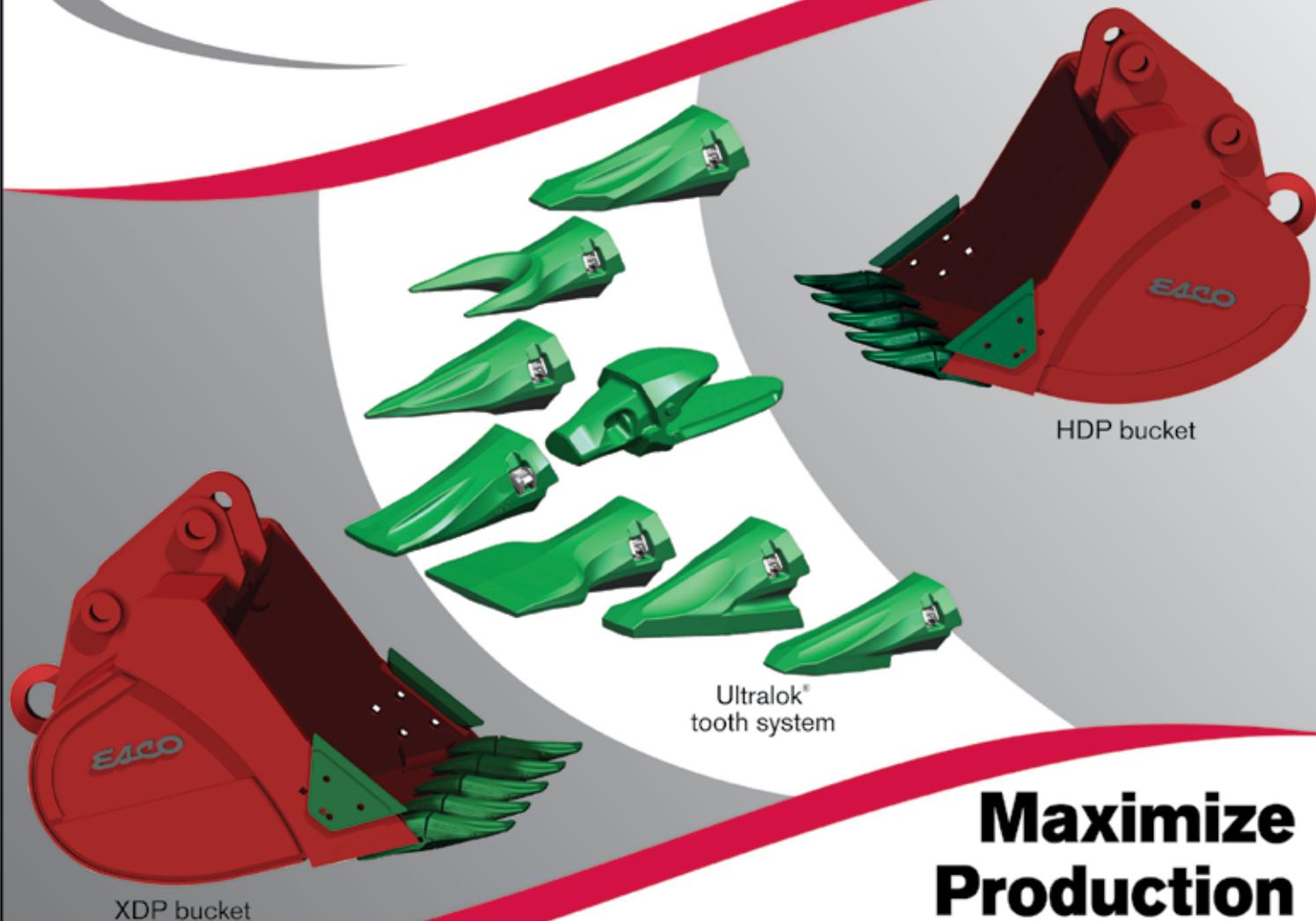
“I’d used Komatsu loaders when I managed feed lots, so it seemed logical to look at Komatsu when I needed one,” he said. “The WA200 gave me the basic functionality I needed at a very competitive price. I saw good value in it when I bought it, so much so that I recently traded it in for a new WA320-6.

“I use the loader three or four hours every day, and it’s always reliable,” Tommy added. “One thing that really stands out to me is the fuel efficiency. That helps the bottom line.”

Tommy noted that the massive growth JT Cattle has seen during the past six years is not likely to continue. “If we get bigger, we lose some of the efficiencies and the niche we’ve worked hard to create. If we get too busy, we can’t continue to do what we do as well. We’re comfortable at the size we’ve built up to.” ■

Jill and Tommy Hefner own and operate JT Cattle near Hereford, Texas. Tommy used this Komatsu WA200-5 wheel loader to clean pens and mix feed. “I liked it so much that I recently traded it in for a new Komatsu WA320-6,” he said.





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CIMARRON COUNTY

Kleemann crusher helps two districts make road products faster, more cost effectively

Cimarron County, Okla., is undeniably big. With a landmass of nearly 1,900 square miles, it's the state's second-largest county. Connecting the townships that fall within the county is a mix of about 1,600 miles of asphalt, concrete, gravel, caliche and dirt roads.

To cover all the road maintenance that's needed, the county is split into three districts of a little more than 600 square miles each. Each district has its own County Commissioner to oversee such items as rerocking gravel roads, blading dirt byways and chip sealing overlaying asphalt pavements. Each district has about 10 full- and part-time employees who are cross-trained to run equipment, drive trucks or work as laborers.

"The majority of our roads are considered rural, and in most cases that means

unpaved," said John Freeman, District 2 County Commissioner. "And the majority of those tend to be caliche-based. It's a hard product, almost like concrete. It makes for a fairly solid surface."

Making caliche even more attractive as a road surface is its abundance in Cimarron County. Districts 2 and 3 get the material from a leased pit about 15 miles east of Boise City, the county seat. Through the years, they've harvested it in several ways, including pushing it up in a pile with dozers and crushing it. About 10 years ago, they switched to a soil reclaimer that picks up the material and grinds it.

"The reclaimer is really meant for grinding pavement, but it worked OK in the pit," said District 3 Commissioner Tommy Grazier. "The problem is that it's very inefficient and not cost-effective in that environment. The material is very hard in places, so the reclaimer wouldn't pick it up. We could never keep up with our needs and, on top of that, we were replacing almost 100 teeth a day. That got very expensive."

"Never misses a beat"

About a year ago, Freeman and Grazier began looking for a new reclaimer. They contacted Kirby-Smith Machinery, and Territory Manager Britt Stubblefield paid them a visit to discuss options. The commissioners decided a new 390-horsepower Kleemann MR 110 Z impact crusher with a 350 tons-per-hour feed capacity was their best choice

"Britt showed us that a new crusher would serve our needs much better," said Freeman. "Another problem with the reclaimer was that it didn't make a consistent product. So, when

District 3 Commissioner Tommy Grazier (left) and District 2 Commissioner John Freeman lead teams that oversee road maintenance in Cimarron County, Okla. The county has more than 1,600 miles of paved, gravel, caliche and dirt roads.



we sent material out to a road, there would be everything from small pebbles to some fairly sizeable rocks, which are hard to blade. The Kleemann crusher always makes the inch-and-three-quarter size we need. That cuts down our blade time because all the material stays on the road. When the blade operator is done, there's no cleanup to remove large rocks."

"An additional advantage is that it allows us to make more product faster and stockpile it," added Grazier. "With the reclaimer, it would take two to three months to grind up enough material to do one mile of road. We can easily get it in days with the Kleemann crusher. In the five months we've had it, we've already stockpiled more caliche than we've had in 15 years."

Freeman and Grazier point out that when caliche and gravel are spread on a road, it's advantageous to have fines in it to help bind the material together. They had trouble getting enough fines with the reclaimer.

"At first we had the same issue with the Kleemann crusher, but we figured out that the prescreen was taking that material out," said Freeman. "We put a blank in it, and solved the problem. The biggest issue we've had since then is keeping up with the crusher's production. We're running two loaders, and at times dumping rocks as large as four to five feet in diameter. The crusher never misses a beat."

Already saving time and money

To ensure the MR 110 Z would operate to its full capacity, Stubblefield and other Kirby-Smith personnel, as well as Kleemann representatives, trained the district's employees on how best to use the crusher. Kleemann personnel stayed on site for a week.

"The measures Kirby-Smith and Kleemann took to ensure our satisfaction are impressive," said Freeman, who's been a commissioner for seven years. "They spent a lot of time listening to us, and gave us a chance to try the crusher before we made a full commitment. I've worked with Britt and Kirby-Smith on other equipment purchases, and they've always been honest and dependable, so I knew they'd stand behind the crusher purchase."



Last year, Cimarron County Districts 2 and 3 teamed up to purchase this 390-horsepower Kleemann MR 110 Z impact crusher with a feed capacity of 350 tons per hour. "It allows us to make more product faster and stockpile it," said District 3 Commissioner Tommy Grazier. "In the five months we've had it, we've already stockpiled more caliche than we've had in 15 years."



Cimarron County District 2 Commissioner John Freeman (left) met with Kirby-Smith Territory Manager Britt Stubblefield at the county's material pit. "The measures Kirby-Smith and Kleemann took to ensure our satisfaction are impressive," said Freeman. "They've always been honest and dependable, so I knew they'd stand behind the crusher purchase."

"Below the caliche is gravel, and with the crusher, we'll get to it quicker," continued Freeman. "That will save us quite a bit considering we're hauling in gravel from about 120 miles away now." Freeman and Grazier already have plans for the 100,000-pound Kleemann MR 110 Z crusher beyond using it for caliche and gravel.

"As we become more proficient in using the crusher, I see us being able to make our own rock for chip sealing and other products as well," explained Grazier. "It was a big investment for the county but it's already saving us time and money and will easily pay for itself in a short amount of time."

When the districts purchased it, they made sure it had a magnet. "I have several tons of concrete piled up, some of which has metal in it," noted Freeman. "Now we can crush that for use on the roads too. I can honestly say it's the best piece of equipment we've ever purchased." ■



TRIGGERED CUTS

Super committee failure could mean reduced federal infrastructure investment



Christian Klein,
Association of Equipment
Distributors VP of
Government Affairs

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The failure of the bipartisan congressional “super committee” to produce a plan for solving the nation’s fiscal and budgetary crisis will trigger \$1.2 trillion across-the-board defense and nondefense discretionary cuts.

The spending rollback is set to begin in 2013 through a process known as sequestration. Though the exact impact of the process is unknown at this time, its effect will be far-reaching.

Federal infrastructure programs, such as the Clean Water and Drinking Water State Revolving Fund programs will likely see reductions. Combined with recent drops in investment levels, the new cuts will be particularly damaging. The exact impact on federal programs with dedicated revenue streams, such as the highway program (Highway Trust Fund), is still unknown.

The congressional super committee’s failure to reach an agreement means federal infrastructure programs will likely see reductions in investment, according to Associated Equipment Distributors’ Christian Klein.

The sequestration process creates a set of discretionary spending caps and triggers mandatory spending cuts spread over a nine-year period. In 2013, cuts will be made from all congressionally approved discretionary and mandatory spending. Beginning in 2014, discretionary caps will be lowered and spending will be cut from all categories not exempted by law (e.g., Social Security, Medicaid, veterans programs, refundable income tax credits, and programs with dedicated revenue streams, such as the Highway Trust Fund).

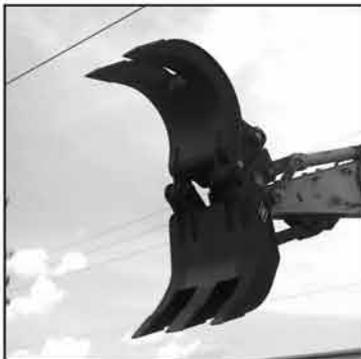
The automatic cuts are required by the Budget Control Act (BCA) of 2011, the deal reached last year to raise the national debt ceiling. Under the law, House and Senate leadership appointed members to the super committee who were tasked to come up with a plan containing at least \$1.2 trillion in cuts to the federal budget. The final compromise was to be voted on by both chambers. As an incentive for lawmakers to reach a deal, any failure to make the required cuts would result in automatic reductions necessary to reach the goal.

While the super committee’s failure has triggered sequestration, it is unclear what, if any, impact the process will have. Many members of Congress have indicated their desire to avoid the cuts envisioned by sequestration by creating new laws to reduce or eliminate the impact of the BCA’s requirements.

We need to continue to remind Congress of the important difference between wasteful government spending and critical investments in infrastructure. The threat of the cuts highlights the need for sustainable and dedicated funding for infrastructure investments and for new and innovative approaches to financing that capitalize on public-private partnerships. ■



ATTACHMENT NEEDS?



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WHAT WILL 2012 BRING?

Forecasts for the construction economy show slight improvement this year

The U.S. construction economy has stabilized during the past two years. According to most construction forecasting firms, it looks as though that trend will continue for 2012.

As always, different markets will behave differently this year. For example, according to McGraw-Hill Construction, residential construction will be up (+10 percent for single-family housing and +18 percent for multifamily housing). Also up, construction of office buildings, hotels, shopping centers, other commercial buildings and manufacturing. That's all positive, however, industry experts still see challenges ahead.

Challenge No. 1 is that despite the projected increases, some of the numbers are still fairly low. For example, take single-family housing. The National Association of Home Builders is even more optimistic than most other forecasters and is projecting 495,000 housing starts this year — a 17-percent increase from 2011. While that sounds

encouraging, it's still only about one-third of what NAHB says the housing market should be, and is well short of the million-plus homes that were being built each year before the downturn.

The other problem is the lack of financing for public projects. The Associated Road & Transportation Builders Association (ARTBA) is bracing for a 6-percent drop in highway paving and bridge construction in 2012. McGraw-Hill expects a similar drop in road work, as well as a 5-percent decline in environmental public works and a 24-percent decline in electric utilities.

\$\$\$ lacking for public works

The stagnant public-works market caused the Portland Cement Association to recently lower its projections for 2012 and 2013. When all the data are in, the group expects 2011 to wrap up with a 1.1-percent increase and for 2012 to grow at 0.5 percent, before rebounding with a 7.4-percent increase in 2013.

Continued . . .



The American Society of Civil Engineers says improving the nation's infrastructure would improve the economy by making us more efficient and putting construction workers back to work.

Congress holds key to unlocking construction funds

... continued

"We are riding on the bottom again in 2012, and the market I'm most concerned about is the public sector," PCA's Chief Economist Ed Sullivan told Engineering News-Record. "It's not talked about a lot, but we were still seeing a positive impact from stimulus spending in 2011. That largely disappears in 2012. Add to that the lingering fiscal crisis facing most states, and you have the potential of a steep slide in public spending next year."

McGraw-Hill Construction Chief Economist Robert Murray put it this way to ENR. "The Budget Control Act of 2011 is in line with the move toward reduced federal spending. Through Fiscal 2010, the federal government had assumed a supportive stance toward construction programs. After the November 2010 elections, that supportive stance changed. When 2012 appropriations are eventually finalized, they are virtually certain to contain diminished federal support for numerous programs."

He points to 2011 appropriations as a guide. Congress froze the federal aid highway program at fiscal 2010 levels; rescinded \$2.5 billion in contract authority to states; cut mass transit by 20 percent; allocated zero funding for high-speed rail; and cut financing for military-related projects in the U.S. by 16 percent. Legislation passed in late December 2011 resulted in a \$56 million cut in the Clean Water State Revolving Fund and a reduction of \$46 million in the Drinking Water State Revolving Fund.

What frustrates many observers about the lack of funding for public work is that almost everybody agrees that our nation has serious

infrastructure needs that must be addressed. They cite the American Society of Civil Engineers (ASCE) Report Card of American Infrastructure that gives infrastructure an overall grade of "D" and recorded "D-minus" for roads, drinking water and wastewater. ASCE points out that improving the nation's infrastructure would improve the economy in two ways: one, by making us more efficient and two, by putting construction workers back to work.

On the other hand

Somewhat more optimistic than the McGraw-Hill, Portland Cement and ARTBA forecasts were reports by construction-industry analysts at FMI Corp. and Reed Construction Data (RCD), although both were tempered.

Reed expects 2011 will wrap up with a nearly 3-percent decline in total construction spending, citing Euro Zone problems, uncertainty among U.S. businesses and low consumer confidence. Nonetheless, Reed says "positive economic data continue to accumulate..." and forecasts construction spending to increase by almost 4 percent in 2012 and about 7 percent in 2013. It should be noted that both of those figures were slightly lower than a previous RCD forecast, due to expectations of reduced government spending.

When final, year-end numbers are in, FMI Corp. expects a 2-percent increase in overall construction put in place for 2011, followed by a 6-percent rise in 2012. However, when recalculated into 2006 dollars to take inflation of construction material into account, the FMI numbers translate into a 1-percent decrease for last year and just a 3-percent increase for this year.

Fate of highway bill

One thing to watch closely in 2012 is what happens regarding a new highway bill. Will it continue to be one-year-at-a-time or can Congress and the White House agree on a new five- or six-year program that will give road builders some certainty and allow them to do some better long-range planning?

In late December of 2011, there was a bipartisan House effort to get a bill passed, but it was tabled until 2012. Various plans are being worked on in the Senate. Any bill will have to be approved by both Houses of Congress and the White House before it becomes law. ■

McGraw-Hill Construction predicts residential housing construction to increase by 18 percent for multifamily units and 10 percent for new single-family homes.



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TIER 4 INTERIM AFTER YEAR ONE

Customers seeing benefits from Komatsu machines designed to meet latest emissions standards

A year ago, Komatsu introduced its first machines designed to meet Tier 4 Interim standards, which dramatically reduce emissions in the 175- to 750-horsepower range. On nearly every machine, Komatsu went beyond just meeting the regulations, working to improve performance and efficiency. In some cases, Komatsu replaced the predecessor machines with new model numbers to better reflect changes, such as operating weight.

Komatsu released five excavators (PC490LC-10, PC390LC-10, PC360LC-10, PC290LC-10, PC240LC-10), two dozers (D155AX-7, D65-17 in EX, PX and WX models), two articulated haul trucks (HM300-3 and HM400-3) and a WA380-7 wheel loader. Tier 4 Interim standards for machines in the 75- to 174-horsepower range go into effect beginning this year.

“We believe we raised the bar, not only in terms of lower emissions, but in performance,” said Peter Robson, Director of Product Marketing. “We’ve made some significant changes to the machines, such as low-speed and variable matching, smart-loader logic and Komatsu traction control. Another key element of productivity is operator comfort, and the Tier 4 Interim machines have enhancements in the operator’s environment, including new seats, cabs, controls and monitors. Our feedback after the first year is very positive.”

Feedback comes in various forms, including direct customer contact and active tracking through Komatsu’s KOMTRAX remote machine-monitoring system.

“We’ve found that the Tier 4 Interim machines are more efficient than their Tier 3 predecessors,” said Ken Calvert, Komatsu’s Director of Product Support Systems. “In fact, many customers see benefits, such as higher production with lower fuel consumption, which equate to lower operating costs. As with any new standards, there was some concern about how they would affect performance. Our data show that customers can put those concerns to rest.”

Already saving

Alton Hutto, Owner and Vice President of Lad Corporation, saw savings right away. A longtime Komatsu user, Hutto purchased a PC360LC-10 late last year and began using it on a large sewer project that involved digging in rocky soils. Despite the rugged conditions, which required using the excavator in Power mode, he said the fuel savings were apparent.

“There were competitive machines on the project, working in the same conditions,”

With reduced fuel consumption and higher productivity, Komatsu’s Tier 4 Interim machines, such as the PC360LC-10 excavator and the HM300-3 articulated haul truck, make a cost-effective combination in most applications.

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Last year, Komatsu introduced new excavators, articulated dump trucks and dozers, including this D65-17, that meet Tier 4 Interim standards. Data show they're more fuel-efficient and productive, with lower emissions than their Tier 3 predecessors.

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Hutto pointed out. "Compared to those, our PC360LC-10 used about half the fuel. That's a significant savings, but not completely unexpected. Our experience with Komatsu through the years has shown significant savings compared to competitive brands."

Hutto attended a seminar during one of Komatsu's recent Demo Days at the company's Training and Demonstration Center in Cartersville, Ga. He learned about the technology behind Komatsu's Tier 4 Interim machines and was impressed. Tier 4 Interim emission regulations require equipment manufacturers to reduce NOx by 45 percent and soot by 90 percent.

"After the seminar, I was very confident that Komatsu is well ahead of the competition in terms of Tier 4 and how it reduces emissions," said Hutto, who's researched the Tier 4 Interim standards and how Komatsu and other companies went about meeting the regulations. "After we purchased the excavator, Komatsu sent someone to train our operators in how to maximize the machine's performance and fuel economy. We're very

impressed with their commitment to ensuring our machine's optimal performance."

Komatsu machines do that by using engine components, including the exhaust gas recirculation system, variable geometry turbocharger and Komatsu Diesel Particulate Filter (KDPF), which work together to maximize efficiency. Through regeneration, the KDPF uses heat to burn soot and reduce emissions. Komatsu designed the machines to passively and actively regenerate during operation.

Robson said passive and active regeneration trends are right on track. "The results are very positive. Passive regeneration happens consistently during normal working conditions when operating conditions maintain sufficient exhaust temperatures to oxidize particulate matter. Operators don't even know it's happening. Active regeneration generally occurs in the 60- to 80-hour range, and is what we call a 'house-cleaning event,' where temperatures are raised to oxidize the carbon. In most cases, the operator is unaware of it as well."

Continued . . .

Tier 4 Update: Komatsu programs mean even more benefits

... continued

KOMTRAX plays a crucial role

According to the Tier 4 Interim standards, the diesel particulate filter must be cleaned at 4,500 hours. "Our tracking shows the number of regenerations, including machine requests for manual regeneration and the length of the regeneration itself," said Calvert. "We've also tracked fuel consumption as it relates to regeneration, and the numbers are very positive. We've learned a lot."

Tracking regeneration is done with Komatsu's new KOMTRAX 4.0, designed specifically for Tier 4 Interim machines, which also collects other critical information, such as fuel usage, idle time and machine hours.

"KOMTRAX 4.0 builds upon our previous versions by offering information such as predicting fuel-saving opportunities associated with changes in operating modes," noted Calvert. "For example, it can show operators ways to save fuel by using the Eco mode in their application as opposed to Power mode, if it's appropriate. It alerts them when idle time seems excessive and it would be better to shut the machine down to conserve fuel."

In addition to Komatsu tracking the machines, Calvert said distributors are actively using KOMTRAX to track equipment in their territories. "Our distributors are excellent communicators of the Tier 4 Interim technology when they sell or rent a machine, and are great at identifying situations where customers could operate equipment more efficiently to maximize productivity using less fuel."

CARE part of the equation

To further help Tier 4 Interim users keep owning and operating costs down, Komatsu backs its new machines with Komatsu CARE. The program features complimentary factory-scheduled maintenance for the first three years or 2,000 hours, whichever comes first, with work performed by Komatsu distributor technicians using genuine parts and fluids.

"One of the main goals of Komatsu CARE is to assist in the overall profitability of the end user," pointed out Jake Tiongco, Senior Product Manager, Parts Division. "Lower owning and operating costs will lead to more competitive quotes on jobs for our

Continued...



All new Komatsu Tier 4 Interim machines are backed by the Komatsu CARE program that provides three-year/2,000-hour complimentary maintenance.



Komatsu tracks Tier 4 Interim machines using its advanced KOMTRAX 4.0. "Our tracking shows the number of regenerations, including machine requests for manual regeneration and the length of the regeneration itself," said Ken Calvert, Komatsu's Director of Product Support Systems. "We've also tracked fuel consumption as it relates to regeneration, and the numbers are very positive."

Tier 4 Update: improvements to your bottom line

...continued

customers. In addition, proper maintenance of the machine with Komatsu genuine parts and factory-certified, trained technicians will increase the longevity and reliability of the Komatsu machine throughout its life.”

Robson said it all adds up to increased profitability. “If owners are getting as good or better production compared to their older machines, with less fuel consumption and

lower maintenance costs, their bottom line will be better. With each new tier standard, we’ve improved our equipment beyond the regulations, and we believe these machines mark our best introduction yet. If owner’s are still thinking about whether they should make the investment, we encourage them to demo or rent a machine. We believe they’ll see the difference.” ■

New Komatsu machines make magazine’s Top 100 list

Komatsu’s Hybrid HB215-1 is among several of the company’s products listed in Construction Equipment magazine’s Top 100 Products of 2011. Also listed were Komatsu’s Tier 4 Interim Dash-10 excavators and its new WA1200-6 wheel loader.

The HB215-1 is Komatsu’s second-generation Hybrid excavator, which was built upon the success of its predecessor and provides significant fuel savings compared to its conventional counterpart, the PC200LC-8. Four major components of Hybrid — a generator motor, inverter, capacitor and electric swing motor — work in harmony to assist the engine. For example, the swing motor captures energy from the upper structure during swing braking and sends it to the capacitor for storage. It’s then available to power the swing motor or the generator motor.

Both the Hybrid HB215-1 and the Tier 4 Interim excavators (PC240LC-10, PC360LC-10, PC490LC-10) feature low-speed matching that optimizes engine and hydraulic performance. Higher-displacement pumps deliver a higher flow amount at lower engine speeds. The machine can adjust the engine speed based on the flow output for better efficiency.

Tier 4 Interim excavators reduce emissions while, in most cases, providing better fuel economy and higher horsepower than the models they replaced. All major components, such as the engines, hydraulic pumps, motors and valves, are exclusively Komatsu. An integrated design with a closed-center, load-sensing hydraulic system makes the machines more efficient.

Designed for mining applications, the WA1200-6 wheel loader has an increase of 132 horsepower compared to its predecessor. It has an engine rpm-control system with auto deceleration and a dual-mode hydraulic system that can be set for normal or powerful loading. ■



Komatsu’s second-generation hybrid excavator, the HB215LC-1, is recognized by Construction Equipment magazine as one of the most innovative products of the year. Also listed were Komatsu’s Tier 4 Interim Dash-10 excavators and its new WA1200-6 wheel loader.

COMPLIMENTARY TIER 4 SERVICES



Komatsu CARE for Komatsu Tier 4 Interim models is a new, complimentary maintenance program designed to lower your cost of ownership and improve your bottom line. It provides factory-scheduled maintenance on the machines for the first three years or 2,000 hours, whichever comes first. This includes up to two exchange Komatsu Diesel Particulate Filters. Be sure to contact your Komatsu distributor for all the details.

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NEXT-GENERATION TRUCK

Komatsu's new HM400-3 meets all Tier 4 Interim requirements, plus provides increased capacity

You care about the reduction in emissions that Tier 4 Interim regulations mandated, but chances are you're more concerned that new machines will move the same amount of material as efficiently as your current equipment. Komatsu's new HM400-3 articulated haul truck does that and more. The new Tier 4 Interim truck actually outperforms the previous Tier 3 model.

The HM400-3 has an increased body capacity that yields a 44.1-ton payload compared to the 40 tons of its predecessor. Built of high-strength, wear-resistant steel, the body features a low loading height of 10 feet, five inches, which allows easy loading by Komatsu wheel loaders and excavators.

"A good combination is matching the HM400-3 with a 40- to 60-ton hydraulic excavator or a 5.5-cubic-yard to 7.5-cubic-yard wheel loader," said Product Manager Rob Warden. "That's an efficient, cost-effective way to move massive amounts of dirt on a variety of jobsites. Depending on conditions, operators can select from two working modes: Economy for lighter work on flat ground or Power for higher-production jobs and uphill-hauling applications."

A new Komatsu Traction Control System (KTCS) allows for maximum performance in soft ground, allowing operators to continue working in wet, sloppy conditions. If the truck detects a rapid slowdown in movement, it checks to see that the front and middle axle shafts are rotating at the same speed. If not, it automatically engages the inter-axle differential lock. If wheel slippage is then detected, the HM400-3's KTCS system will automatically brake the slipping wheel.

"Job conditions determine fuel consumption, but with improvements in the transmission and advanced electronic engine control, we're seeing as much as 14-percent better fuel economy

compared to the previous model," said Warden. "Eco Guidance through the monitor panel gives the operator information on ways to improve fuel economy. In addition, there are improvements to make the operator more productive, such as a center-located seat that provides a wider view, and a larger seat with air suspension that dampens vibration. The cab design offers less vibration and noise, too."

Backed by Komatsu CARE

Like other Tier 4 Interim machines, Komatsu backs the HM400-3 with Komatsu CARE. The program provides complimentary scheduled maintenance for three years or 2,000 hours by factory-certified technicians using genuine Komatsu parts and fluids.

"It's a value-added service that ensures proper maintenance, done right and on time," explained Warden. "That lowers owning and operating costs, maintains uptime and reliability and improves resale value." ■



Rob Warden,
Product Manager

Komatsu's new HM400-3 features increased payload, horsepower and gross vehicle weight compared to its predecessor, while reducing fuel consumption by as much as 14 percent, depending on job conditions.

| Brief Specs on the Komatsu HM400-3 Artic Truck | | | |
|--|----------------|----------------------|-----------|
| Model | Net Horsepower | Gross Vehicle Weight | Payload |
| HM400-3 | 469 hp | 162,569 lbs. | 44.1 tons |

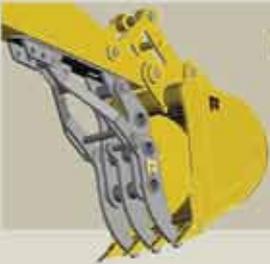




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MODEL MANUFACTURING

General Manager Dennis Riddell says the Komatsu CMO's quality focus equals quality products

QUESTION: What products are produced at the Chattanooga Manufacturing Operation (CMO)?

ANSWER: For the past couple of years, we've been producing the forestry line, which has been rebranded as Komatsu since 2011. That includes three log-loader models that will become Tier 4 Interim machines later this year and four models of tracked feller bunchers.

CMO is well-known as the Komatsu hydraulic excavator manufacturing facility. We produce several models of hydraulic excavators, including the new Tier 4 Interim construction machines that range from the PC240LC-10 to the PC490LC-10. We believe that when those excavators are paired with Komatsu's new Tier 4 Interim articulated trucks, they are one of the most productive combinations in earthmoving.

QUESTION: Why is that?

ANSWER: The Tier 4 Interim machines have proven to be as productive as, and in many cases more productive than, their Tier 3 predecessors. At the same time, they provide both decreased emissions and fuel consumption. So a company that uses a Tier 4 Interim combination can often move more dirt, more quickly with less fuel. That improves per-yard costs and equals better profits.

QUESTION: Have you received any feedback from Tier 4 Interim users supporting that?

ANSWER: Lots of feedback, and it's been very positive. Anytime there are new product introductions, especially ones that are mandated by federal regulations, there's a bit of apprehension. Users always wonder whether those standards will affect performance. But

Continued . . .



**Dennis Riddell,
General Manager,
Chattanooga Manufacturing Operation**

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.

In the 25 years Dennis Riddell has been at Komatsu's Chattanooga Manufacturing Operation, he's never seen production levels as high as they are right now. As General Manager of CMO, Riddell oversees about 300 employees who build six models of hydraulic excavators and seven models of Komatsu Forestry equipment, including log loaders and feller bunchers.

"Our production numbers are well above previous levels," said Riddell, who joined CMO as a quality engineer a few months after it opened in 1986. He moved up to Quality Manager, Manager of Manufacturing Engineering and Operations Manager before becoming General Manager in 1997. "We believe that's due in part to construction picking up, which is good for the economy as a whole."

CMO began building new Tier 4 Interim excavators in late 2010 to be ready to meet the standards that took effect at the beginning of 2011.

"We're able to meet high production levels and maintain the quality Komatsu is known for because an excellent group of people work here. Many have been here as long as I have and are well-versed in new product introductions and making that a fairly seamless process."

Dennis and his wife, Jamie, have been married for 46 years and have two grown children and five grandchildren, with a sixth on the way. He's an avid golfer and likes to fish.

Excavators and forestry equipment built at CMO

... continued



Komatsu's Chattanooga Manufacturing Operation produces hydraulic excavators and forestry equipment.

About 300 employees work at CMO, building excavators and forestry machines. "We're able to meet high production levels and maintain the quality Komatsu is known for because an excellent group of people work here," said General Manager Dennis Riddell.



The 360-horsepower Tier 4 Interim PC490LC-10 is the largest excavator produced at Komatsu's Chattanooga Manufacturing Operation. The facility also manufactures four other Tier 4 Interim excavators, as well as the PC200LC-8.

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our engineers, research and development teams and manufacturing personnel, among others, have spent years testing and retesting to ensure all our new products not only meet the emissions standards, but give the owner/operator more value without sacrificing any of the productive features they've come to expect from Komatsu. From the feedback we've received, we believe we achieved that.

In addition, Komatsu tracks Tier 4 Interim machines with its KOMTRAX 4.0, which gives instant feedback on how a machine is performing. We've produced more than 700 of the new machines, and several of them are approaching 1,000 hours with very few issues. In the 25 years I've been here, the Tier 4 Interim introduction has been the best new-model introduction we've ever done.

QUESTION: How did CMO prepare for the new Tier 4 Interim machines?

ANSWER: Just like we always do when a new machine is introduced. We start with good manufacturing practices, and that involves a great deal of time engineering the machine before it's ever put on the production line. That began right away, as soon as the standards were announced several years ago. The engineers and manufacturing personnel worked together to ensure that when actual production started, it was as seamless as possible. What really helps is that the people who work for Komatsu are all quality-focused and take their responsibility very seriously. As an example, when a machine goes through the production line, the workers at each station act as though the workers at the next station are their customers. It's a very unique quality-control measure and very effective as well. Of course, we thoroughly inspect each and every machine produced here. If it doesn't meet our stringent standards for any reason, it doesn't go out.

QUESTION: So, that means Komatsu is already preparing for the final Tier 4 standards, which take effect in 2014?

ANSWER: Absolutely. Our personnel have been working on that for a long time, and we're in what we call the "prepro" process, meaning preproduction. Just like all the previous tier standards, we'll be ready when the regulations take effect. ■

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A MAJOR VICTORY

Industry groups hail repeal of 3-percent withholding rule

After a long legislative fight, Congress passed and the President signed the repeal of the 3-percent withholding rule that was designed to hold back that amount from individuals or companies that provide goods or services to the government. Passed as part of the Tax Increase Prevention and Reconciliation Act of 2006, it was originally scheduled to go into effect at the end of 2011, but was subsequently delayed until 2013.

Several construction industry groups lobbied for its repeal ever since its passage, noting that the withholding applied to the total contract, not to the net revenue generated from a project. That meant the government would withhold funds necessary to complete a project, such as those needed to pay subcontractors and material suppliers. According to the Associated Builders and Contractors, the rule would restrict cash flow, resulting in higher bond costs or denial of coverage, thus driving up the cost of construction and forcing smaller firms out of the public sector market.

Congress repealed the 3-percent withholding rule, marking a victory in the long legislative fight against it. Construction industry organizations say it brings more certainty to contractors.

“An overwhelming, bipartisan majority of Senators understand that repealing the 3-percent withholding mandate is essential to boosting economic growth,” said Stephen E. Sandherr, Chief Executive Officer of the Associated General Contractors of America. “With construction activity down, the last thing construction employers need is to be forced into giving interest-free loans to the federal government. That’s why the vote comes as welcome news for construction firms, workers and taxpayers alike. As our members made clear in a recently released survey, many firms will be better able to offer positions to veterans, which this legislation also supports, without the enormous cost of this measure looming.”

Sandherr was referring to the portion of the repeal that offers tax credits ranging from \$5,600 to \$9,600 to companies that hire former members of the military who are unemployed. The credits, part of the total cost of the repeal that’s estimated at \$11 billion less revenue over 10 years, are offset by changing a provision of the 2010 health care law that moves some people from Medicaid to subsidized coverage in new health care exchanges, among other changes.

“By repealing the 3-percent tax withholding provision that was scheduled to take effect in 2013, Congress took an important step in lifting a cloud of uncertainty hanging over the business community,” said Bruce Josten, U.S. Chamber of Commerce Executive Vice President for Governmental Affairs. “With passage of this legislation, many small businesses that operate on tight margins will feel more comfortable making decisions to hire and invest in their companies, knowing that the government won’t be allowed to withhold 3 percent of their revenues.” ■



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INCREASING RENTAL UPTIME

How Kirby-Smith's quality-control process ensures your rental unit is productive, reliable

Keeping downtime to a minimum is a priority for every contractor. Kirby-Smith Machinery is also committed to maximum uptime, not only on your machinery, but also on the vast inventory of more than 1,400 machines in its rental fleet.

Kirby-Smith ensures its rental machines are ready to stand up to any task they're called upon to do. To accomplish that, the company has developed several standards designed to keep its rental fleet at maximum performance, including a thorough, quality-control inspection before a piece of equipment goes on rent.

"We are one of the only heavy equipment dealers in the industry that goes to this extent," said Kirby-Smith VP of Product Support David Baker. "The benefit to the end user is that this inspection process ensures high performance, low fuel consumption and reduced downtime."

"Our process is simple, yet comprehensive in its scope so that we address any potential issues before they create a problem," explained Quality Control Inspector Robert Rodriguez. "When a machine comes back, we tag it, and as it passes through each stage of the inspection process, the tag shows what stage it's in. The first step is an overall look at common maintenance items, such as oil and fluid levels."

That step also includes checking a machine's hours to see how close it is to a service interval. If needed, one of Kirby-Smith's factory-trained technicians takes care of the service. Once a piece of equipment passes the first step, it moves on to Rodriguez or one of the other Quality Control Inspectors at various Kirby-Smith locations.

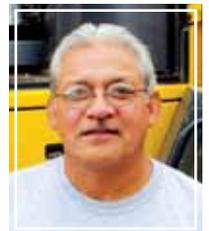
"This is more than just a walk-around visual inspection," emphasized Rodriguez. "We have a checklist and we thoroughly look over the machine for items such as signs of wear or cracked hoses. Once that's complete, we put the

machine through its paces by operating it. During operation, we check pressures, temps and engine rpm. If any issues show up, we send it back to the shop for the technicians to make repairs. Then we check the machine again."

Ongoing inspections

After a machine passes through the inspection process, it won't be put back into the rental fleet until the Quality Control Inspectors sign off on it. Before the machine goes out on rental again, inspectors check it over one last time. Even when in the field, Kirby-Smith continues to track the unit by contacting customers to check performance or by using Komatsu's KOMTRAX remote-monitoring system.

"Kirby-Smith has more GPS monitoring devices on its rental units than any other supplier of heavy equipment in the region," noted Baker. "Our standards, inspections and continuous monitoring are in place to make sure when customers rent a unit, they're getting a machine that's ready to perform, be productive and won't cost them in downtime. It's a cost-effective solution for everyone," concluded Baker. ■



Robert Rodriguez,
Quality Control
Inspector



Kirby-Smith Quality Control Inspectors, such as Robert Rodriguez, do a thorough inspection of each unit when it comes back from rental. Several steps ensure rental machines are productive and provide customers with maximum uptime.

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NEW BRANCH COMING SOON

Kirby-Smith to open Midland/Odessa location along I-20

Kirby-Smith Machinery is breaking ground for its newest location to serve the Permian Basin market. “By the time this story is printed, we will have a temporary office and parts warehouse to start serving our already-growing customer base in this area,” stated Chuck Thompson, who is acting as the temporary branch manager for this location. The store is conveniently located between Midland and Odessa at 7301 East I-20, Odessa, Texas.

“Our new facility is between Loop 338 and County Road 1788, with good access from I-20,” said Thompson. “This gives us a more direct presence in the area to better serve the growing marketplace there. Currently, we have one sales representative and two service technicians there, but when the store is fully operational, we expect those numbers to double.”

The 12,000-square-foot Midland/Odessa store will also house a parts department, a six-bay service department and a separate wash bay. Each service bay will be big enough to house machines as large as a Komatsu D155 dozer or PC650 excavator. It will serve the Permian Basin area all the way to the New Mexico border.

“I have been selling and servicing the Permian Basin area for more than 17 years,” said Territory Manager Kevin Demel. “Kirby-Smith Machinery offers a new perspective on customer service, from state-of-the-art, equipment-tracking technology to a passionate desire to do whatever it takes to make our customers successful. There’s a new sheriff in town and it’s Kirby-Smith.”

“The Permian Basin area is booming with the increase in oil production, which in turn has grown the residential and commercial

markets,” noted Thompson. “We’ll have the resources in place to respond to contractors’ needs, whether it’s servicing our brands of equipment or competitive models, or providing new and used equipment sales and rentals. Kirby-Smith Machinery has one of the largest and most diverse rental-fleet offerings in the region, with more than 1,400 pieces of heavy equipment and boom trucks.” ■



Site preparation has begun on the new Kirby-Smith branch, just off I-20 between Midland and Odessa.

This computer drawing shows the new 12,000-square-foot Midland/Odessa branch.



The oil boom in The Permian Basin prompted Kirby-Smith to construct a new facility there to better serve customers.



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On the light side



"Go to school, study hard, get a job and make money, aren't there phone apps to do all that?"



"My lawyer will read the fine print."

Did you know...

- The human eye blinks an average of 4.2 million times a year.
- Only 1% of bacteria cause disease.
- Bluebirds cannot see the color blue.
- Like fingerprints, everyone's tongue print is different.
- A law in North Carolina prohibits plowing a cotton field with an elephant.
- Throughout the world, more Monopoly money is printed in a year than real money.
- The U.S. has more bagpipe bands than Scotland does.
- The Mona Lisa has no eyebrows. It was the fashion in Renaissance Florence to shave them off.
- The most productive day of the workweek is Tuesday.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.KirbySmithConnection.com

1. D L E B A _ _ _ D _ _
2. D G D E R E _ _ _ _ _ G _ _
3. N M E E T C _ _ _ M _ _ _
4. G R E E N I E N _ _ _ _ _ E _ _ _
5. L N P P E I E I _ _ _ P _ _ _ _



MORE INDUSTRY NEWS

Fed report: restoring housing market critical to economic recovery

In a message to Congress, the Federal Reserve said, "Restoring the health of the housing market is a necessary part of a broader strategy of economic recovery."

That message was part of a report by the Federal Reserve that said excessively tight mortgage-lending standards are hampering a housing and economic recovery. Organizations such as the National Association of Home Builders (NAHB) applaud the report, saying that the lack of credit extends to housing construction loans, which is crippling the housing industry and preventing construction of new homes. NAHB said housing can act as a job catalyst if regulators and lending

institutions return to prudent underwriting standards that do not exclude creditworthy borrowers and if they move to restore the flow of credit to viable home-building projects.

NAHB noted that cash-strapped municipalities are desperately searching for new revenue sources and home building can increase the property tax base that supports local schools and communities. "Removing the obstacles limiting access to mortgage credit and enabling builders to obtain construction loans to build in markets where demand is firming is imperative to get housing back on track, to put our nation back to work and to keep the economy moving forward," said Chairman Bob Nielsen. ■

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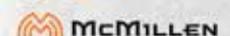
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2006 KOMATSU PC300HD-7
\$142,000



1988 John Deere 310C
\$12,500

Make/Model Description Year Unit # Hrs. Price

HYDRAULIC EXCAVATORS

| | | | | | |
|-------------------|--|------|----------|-------|-----------|
| New Holland EH35B | | 2005 | ZZU05529 | NA | \$20,000 |
| Komatsu PC95 | | 1999 | KMU99190 | NA | \$25,000 |
| Hitachi 240 | | 2008 | ZZU08531 | 4,400 | \$93,000 |
| Hitachi 270 | | 2007 | ZZU07530 | 3,772 | \$115,000 |
| Komatsu PC220LC-8 | | 2007 | KMU07619 | 2,836 | \$119,500 |
| Komatsu PC270LC-7 | | 2005 | KMU05046 | 6,564 | \$90,000 |
| Komatsu PC300HD-7 | | 2006 | KMU06019 | 6,435 | \$142,000 |
| Komatsu PC300LC-7 | | 2007 | KMU07543 | 4,305 | \$189,500 |
| Komatsu PC400LC-7 | | 2006 | KMU06018 | 4,934 | \$155,000 |

CRANE

| | | | | | |
|------------------|---------|------|----------|-------|-----------|
| Broderson IC200F | 16' Jib | 2005 | ZZU05979 | 2,880 | \$120,500 |
|------------------|---------|------|----------|-------|-----------|

CRAWLER DOZERS

| | | | | | |
|--------------------------------|----------------------------|------|-----------|--------|-----------|
| Komatsu D37EX-21 | | 2005 | KMU05149 | 1,509 | \$55,500 |
| Komatsu D39EX-22 | | 2009 | KMU09107 | 22 | \$110,000 |
| Komatsu D61EX-15 | | 2005 | KMU05935 | 3,927 | \$98,000 |
| Komatsu D61EX-15EO Cab, ripper | | 2006 | KMU06073 | 2,074 | \$119,500 |
| Komatsu D65EX-12 | OROPS | 1998 | KMU98007 | 9,489 | \$45,000 |
| Komatsu D65EX-12 | OROPS | 1997 | KMU97008 | 10,721 | \$45,000 |
| Komatsu D65EX-15 Cab, ripper | | 2004 | KMU04750 | 6,263 | \$120,000 |
| Komatsu D65EX-15 | OROPS | 2005 | KMU05984 | 4,006 | \$105,000 |
| Komatsu D65EX-15 | | 2007 | KMU07459 | NA | \$140,000 |
| Komatsu D65EX-15 Cab, ripper | | 2008 | KMU08619 | 4,121 | \$179,500 |
| Cat D6K | Cab, ripper, sweep/screens | 2008 | CTU08,791 | 1,941 | \$130,000 |
| Komatsu D155AX-5B | Landfill package | 2006 | KMU06500 | 3,614 | \$265,000 |

RECYCLERS/PLANERS

| | | | | | |
|-----------------|-----------|------|-----------|-------|-----------|
| Bomag MPH100 | | 1990 | BGU901029 | 2,105 | \$28,500 |
| Bomag MPH364R-2 | Low hours | 2008 | BGU08130 | 143 | \$265,000 |

BACKHOES

| | | | | | |
|----------------|--|------|----------|--------|----------|
| John Deere 310 | | 1988 | JDU88097 | 12,000 | \$12,500 |
| Ford 555D | | 1993 | ZZU93534 | 4,709 | \$8,000 |

Make/Model Description Year Unit # Hrs. Price

FORK LIFT

| | | | | | |
|--------------|-----------|------|----------|-----|----------|
| Skytrak 6036 | 36' reach | 2006 | TIU06332 | 428 | \$55,000 |
|--------------|-----------|------|----------|-----|----------|

PAVING & COMPACTION

| | | | | | |
|-----------------------|-----------|------|----------|-------|----------|
| Hamm 3307P | Low hours | 2005 | HAU05059 | 1,451 | \$49,990 |
| Hamm 3410P | Low hours | 2007 | HAU07060 | 812 | \$67,500 |
| Hamm 3307P | | 2007 | HAU07099 | 300 | \$55,099 |
| Cat CS-563D | | 2000 | CTU01790 | NA | \$38,600 |
| Bomag BW11RH | | 2005 | BGU05138 | 209 | \$55,000 |
| Ingersoll-Rand SP56DD | | 1983 | IRU83614 | NA | \$12,100 |
| Ingersoll-Rand SD45F | | 2004 | IRU04163 | NA | \$18,500 |
| Champion A471 | | 1996 | ZZU96535 | NA | \$6,000 |

TRUCKS/TRAILERS

| | | | | | |
|---------------------|----------------|------|----------|-------------|----------|
| Witzgo RG-35 | | 2006 | ZZU06465 | NA | \$29,500 |
| Trail King TK110HDG | | 2005 | TK05536 | NA | \$72,500 |
| Sterling | Concrete truck | 2004 | ZZU08527 | NA | \$58,000 |
| Ledwell | 4,000 gallon | 2004 | WTU04451 | 2,244 | \$82,500 |
| Mack GU713 | 16-yard dump | 2008 | ZZU08523 | 152,238 mi. | \$90,000 |
| Mack GU713 | Low miles | 2008 | ZZU08524 | 232,902 mi. | \$79,500 |
| Mack GU713 | Low miles | 2008 | ZZU08525 | 221,895 mi. | \$79,500 |

MOTOR GRADERS

| | | | | | |
|-------------------|--------|------|-----------|-------|-----------|
| Komatsu GD655-3CA | Ripper | 2006 | KMUC06224 | 2,607 | \$150,000 |
| Komatsu GD655-3EO | Ripper | 2007 | KMU07509 | 1,641 | \$169,500 |
| Komatsu GD655-3EO | | 2010 | KMU10203 | 615 | \$205,000 |

LOADERS

| | | | | | |
|------------------|------------------------|------|----------|--------|-----------|
| Volvo L50 | | 2000 | ZZU00522 | NA | \$35,000 |
| Ford A64 | | 1981 | ZZU81533 | NA | \$5,000 |
| Cat 924G | Solid tire | 2000 | CTU00785 | 10,051 | \$32,000 |
| Komatsu WA320-5L | | 2007 | KMU07611 | NA | \$98,500 |
| Komatsu WA380-6 | New rubber | 2008 | KMU08409 | 3,712 | \$159,500 |
| Komatsu WA450-5L | New rubber | 2006 | KMU06215 | 4,853 | \$159,500 |
| Komatsu SK820-5 | Skid loader, low hours | 2006 | KMU06027 | 271 | \$25,000 |



2005 Trail King TK110HDG
\$72,500



2004 Ingersoll Rand
\$18,500



2005 Broderson IC200-F
\$120,500



2008 Mack GU713 Dump Truck
\$90,000

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