



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

Connection

WASTE CONTROL SPECIALISTS

How this company brings "The Texas Solution" to problem of low-level radioactive waste disposal

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Director of Operations Jay Britten (left) and Radwaste Operations Manager Douglas Frenette





MESSAGE FROM THE PRESIDENT



Ed Kirby

**Innovation
that exceeds
expectations**



Dear Valued Customer:

Innovation is key to leading the way in the marketplace, and we believe no other manufacturer is as innovative as Komatsu. With each new emission standard, Komatsu sets the bar by not only meeting it, but exceeding expectations by designing machines that, in most cases, are also more productive and more fuel-efficient.

In this issue of your Kirby-Smith *Connection*, we highlight several new machines and services to illustrate Komatsu's construction ingenuity and its purpose-built machinery. Also included with Komatsu's new products is the introduction of the Doppstadt product line, which is one of the world leaders in recycling, grinding, shredding, and sorting equipment. We believe you will be impressed with both Komatsu's new lineup and Doppstadt's heavy-duty design and performance, as illustrated in a recent live video of a demonstration on a landfill.

As our valued customers, I want you to know that we will only handle those products that I feel meet or exceed our high standards of reliability, dependability and product support. We are continuously striving to be the best-in-class in servicing the product lines like Komatsu, Wirtgen, Doppstadt, or one of our other quality manufacturers. And we are doing that by making a significant investment in training throughout our company, so we are ready to meet your sales, rental, service, and parts needs.

Kirby-Smith is determined to be your single source when it comes to equipment. If there is anything we can do for you, please don't hesitate to call or stop by one of our 10 locations.

Sincerely,
KIRBY-SMITH MACHINERY, INC.


Ed Kirby,
President



Connection

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

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J.W. HUGHES EXCAVATION, INC.

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NEW EXCAVATION PRODUCTS

Here's an overview of the new Gradall Series IV excavators and the stories of three cities that use them.

TECH NOTES

Advances in computer technology aren't all fun and games. Find out how high-tech hardware and programs are bringing construction costs down.

EXCAVATION NEWS

See how Komatsu combined the horsepower and efficiency of its PC360 excavator with the robust undercarriage of its PC450 to create its new PC390LC-10 model.

NEW PRODUCTS

Discover why Komatsu's new WA500-7 wheel loader with SmartLoader Logic is a wise choice, especially in load-and-carry applications.

SPECIALTY PRODUCTS

Read about the new D65-17 waste-handler dozers, which are purpose-built with a landfill package that helps landfills move more trash at a lower cost.

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6715 W Reno
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405.787.5973 fax

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800.283.1247
806.373.4841 fax

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Lubbock, TX 79404
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866.289.6087
806.745.2102 fax

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12321 E Pine St
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918.438.1700
800.375.3733
918.437.7065 fax

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214.375.7903 fax

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325.692.4035 fax

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314.729.1317 fax

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WASTE CONTROL SPECIALISTS

How this company brings “The Texas Solution” to problem of low-level radioactive waste disposal

This spring, Waste Control Specialists (WCS) began accepting its first shipments of low-level radioactive waste at its landfill in western Texas’ Andrews County. It was a huge milestone in what has been a long process to license and construct the site, which consists of two large cells where the waste will be stored.

Dubbed “The Texas Solution,” it brings to fruition a long and complex process that began decades ago when Texas began searching for a long-term solution to storing low-level radiation generated through several sources. The waste materials come from university and research institutions, medical facilities where radiation is used to treat illnesses, and power-generation facilities, as well as from governmental entities such as the Department of Energy. Without a waste-disposal facility in the state, those places have had to store it on their own sites.

“This is obviously a better alternative,” stated Director of Operations Jay Britten. “It provides a safe and secure location. We have the solution in a dedicated facility. It’s also historic, in that

this is the first facility engineered, constructed and licensed to dispose of low-level waste in the U.S. since the Low-Level Radioactive Waste Policy Act was passed by Congress in 1980.”

The site’s two cells cover about 25 acres, and each cell is dedicated to a particular type of waste. One, known as a compact landfill because it takes in materials under a compact agreement between Texas and Vermont, takes in the waste from commercial and institutional, nongovernmental sources from either state. The 2.3-million-cubic-foot cell will house materials from as many as 36 states, as permits are approved by the Texas Low-Level RWD Compact Commission. The Texas Commission on Environmental Quality (TCEQ) regulates the landfill.

The second, larger cell, measuring more than 26 million cubic feet, accepts radioactive waste and equipment used in federal facilities, such as Cold-War lab remedial cleanups. That could include materials coming from decommissioning and demolition, for example, demolition debris, contaminated soils and heat exchangers — large items that can weigh as much as 500 to 600 tons.

“The main waste stream from federal operations is known as mixed waste,” said Douglas Frenette, Radwaste Operations Manager. “More often than not, it needs to be treated before it can be disposed. We have the ability to do that at an existing facility on site. The waste goes into an 80-yard mixing pan with materials, such as Portland cement, fly ash and ferrous sulfate, which immobilize the radioactive and chemical properties before they go into the landfill. We also have a shredder to reduce in size those large items. In some instances, that waste will go back out and be stored at another location, depending on what the provider wants. Our aim is to keep

Director of Operations Jay Britten (left) and Radwaste Operations Manager Douglas Frenette each have more than a decade of experience in dealing with radioactive waste. The two are part of the management team at Waste Control Specialists.

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it here, so this becomes a 'one-stop shop,' and the material isn't handled and hauled again."

Safety a top priority

The search for a permanent disposal site has been ongoing for decades in Texas. Several options were sought, but all failed. Licensing for the Andrews County facility was approved in 2009, about five years after WCS applied.

"This is an ideal location for several reasons, one is that we have an abundance of quality, red-bed clay, which is less permeable than concrete," said Britten, who noted that annual rainfall is very low. "That clay is also used as cover material as we fill the cells. In addition, we're not near any aquifer, so groundwater contamination is essentially a nonfactor."

Despite the site's good physical properties, aggressive steps were taken during construction of the cells to ensure safety and minimize potential contamination. Both cells are more than 100 feet deep and were excavated deeply so that a three-foot layer of compacted clay could be put down. On top of that is a layer of granular cover and one foot of reinforced concrete with two feet of protective cover. In total, the liner at the bottom of the cells measures seven feet thick.

Depending on the incoming materials and their configuration, workers will place them in cylindrical or rectangular concrete canisters. Voids in the canisters will be filled with a flowable grout, and concrete lids will be placed on top. Backfilling between the canisters is done as needed to ensure long-term landfill stability.

"The process involves following specific procedures, in fact, we had to submit about 120 procedures to the TCEQ during the permitting process," said Frenette. "Our waste acceptance criteria are very stringent, so anyone bringing in waste knows exactly how to do it. In general, we have at least a three-week notice before materials arrive. When a truck comes in, it must have a manifest, which we check over very carefully. We have visual and sample requirements. We also visit our vendors' facilities to check their processes. It's all part of safe disposal."



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WCS operator Kevin Mullins uses a Komatsu D51 dozer to fine grade in the compact cell at the company's low-level radioactive waste facility in Andrews County, Texas.



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Operator Frankie Salinas digs into a stockpile of material with a Komatsu PC450LC-8. "The PC450 and 100-ton HD785 combination is the most effective way to move large quantities of cover materials efficiently," noted Jay Britten, Director of Operations.



In addition, there are processes in place for the safety of the 180-plus workers at "The Texas Solution."

"Something we're very proud of is the number of jobs this facility has created," said Frenette. "The people of Andrews County have shown us great support, so we're very happy that we can provide numerous high-paying jobs. With our procedures in place, it's a safe and secure place to work."

A need for reliable Komatsu equipment

In addition to the permanent jobs created by the landfill, construction of the site brought several temporary construction projects. Among them was excavation of the cells, which involved moving more than 2 million cubic yards of dirt that stayed on site for future cover.

"Because the clay material is so good in this area, we stockpiled it, and we also have a good



Continued . . .

Komatsu equipment is integral to storage process

... continued

amount of sand that we can mine and use as backfill around the canisters," said Britten, noting that an outside contractor handled cell construction using Komatsu equipment. "As a radioactive waste site, the equipment used to move that material has to be reliable. We were already using a PC200 excavator in our treatment operation, which was here prior to the landfill approval, as well as a D155 dozer we've used in numerous applications. They've always fit our needs for production and reliability, so adding Komatsu equipment seemed logical."

Working with Kirby-Smith Machinery, including Territory Manager Kevin Demel and Amarillo Branch Manager Chuck Thompson, WCS added three HD785-7 haul trucks,



WCS will use these Komatsu HD785-7 haul trucks with 100-ton capacities to haul materials from stockpiles for use as cover in its storage cells.

Kirby-Smith Machinery President Ed Kirby (far right), Territory Manager Kevin Demel (second from left) and Branch Manager Chuck Thompson (third from right) were on hand at the WCS ribbon-cutting ceremony. "Kirby-Smith has gone above and beyond for us and become a very good partner," said WCS Director of Operations Jay Britten (far left).



two PC450LC-8 excavators, two D51 dozers and support equipment, including an NPK processor for the PC200, generators and pumps.

"As materials come in, we need to move large quantities of cover materials efficiently, and we believe the PC450 and 100-ton HD785 combination is the most effective," maintained Britten. "We really like the D51 dozers in our compact cell because their size allows us to get between the canisters, which can be tight. They have excellent visibility all around, and our operators really appreciate that. The PC200 works in our federal waste cell, using a shear to cut up bulk materials."

Britten noted that productivity and reliability weren't the only reasons WCS chose Komatsu equipment. "The price was right, so we believe we're getting the best bang for the buck. Equally as important to us is peace of mind in having a dealer that supports its equipment. After meeting with Kirby-Smith, we got that. They've gone above and beyond for us, including educating their service personnel on how to work on equipment at a radiological waste site. Kirby-Smith has become a very good partner for us."

An economic leader

When WCS held its ribbon-cutting ceremony, Kirby-Smith staff members were on hand, along with national, state and Andrews County dignitaries. "We're very proud of what this facility brings to the local economy," remarked Britten. "The people of Andrews County really educated themselves and realized that the level of safety measures we take makes this a very low-risk venture. They understood the misconceptions and overcame them."

Frenette noted that the facility already has years in operation without a lost-time accident, and he expects that to remain the case for a long time to come.

"We're currently licensed for 15 years, with the option to renew," said Frenette, discussing the possibility for additional cell construction. "We expect to remain here at least 30 years. As we cover and bring the cells back up to original grade, the ultimate goal is a site that many years into the future, no one will be able to tell there was ever a landfill here." ■

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J.W. HUGHES EXCAVATION, INC.

Bass-pond project turns into long list of services for Texas contractor



John Hughes,
Owner/President

Despite being located in the heart of Texas oil and gas country, John Hughes resisted working in the Barnett Shale that holds millions of barrels of the commodities. But when an oil company started drilling in his own “backyard,” he couldn’t hold out any longer.

“Our bread and butter was farm and ranch work,” Hughes explained. “When Marathon Oil showed up around Hico, where we’re based, and started drilling on the farms and ranches where we worked, it became a no-brainer. That was about five years ago, and during the past two years, oil and gas work has made up 60 to 80 percent of our business.”

J.W. Hughes offers gas and oil companies a long list of services that include erosion control and construction of roads, fences, culverts, pads and detention ponds. The company also does “mud farming,” taking wet soil from drilling operations and hauling it to area fields where the company discs the material into the existing dirt.

“We’re willing to do about anything our customers need,” said Hughes, who recently

began working in southern Texas, setting up a location in Pleasanton, just south of San Antonio. “When we first moved down to this area, we really didn’t have much going, but I knew there was an excellent opportunity here. I heard that Marathon had moved into the area, and because we had a relationship with them, I set up a meeting. They gave us the start we really needed by allowing us to do roustabout work, even though we had no experience with it. That led to other work, and our business has taken off considerably in this area, including now having about 50 employees dedicated to roustabout work.”

The first challenge

Hughes has never been afraid to step up and challenge himself with something new. In fact, it’s how he got into the excavation business in the first place. In 1999, after several years of running a successful company that built sand volleyball courts around the U.S., Hughes moved his family from Dallas to Hico because he didn’t want his children growing up in a big city.

“I spent about a month puttering around the house fixing things up,” Hughes recalled. “My wife asked me if I was planning to go back to the office in Dallas, and I told her no, that I was thinking about working on a lake. She chuckled and walked away, but about a week later that’s what I was doing. It was an old conservation lake, and I started out by dredging it.”

Despite having no experience moving mass quantities of dirt, Hughes rented an excavator and began working on the 26-acre bass lake. What he lacked in excavation knowledge — his only experience with equipment was running backhoes and skid steers in constructing the volleyball courts — he made up for with vision.

Operator Paul Kennedy uses one of J.W. Hughes Excavation’s Tier 4 Interim D65WX-17 dozers to disc soil from oil-well drilling operations into a farm field.

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"I didn't want it to be just some round, flat fish bowl," he explained. "I have experience in wildlife management, and I understand that bass and deer have the same habitats. So I basically built a deer habitat underwater by building berms and end rows, digging holes and laying in brush and other structures where bass could hide. A guy came out and saw what I did, called up Pond Boss magazine and they did a cover story on it. All of a sudden I was the go-to guy for building bass ponds."

Despite a glowing report on the pond, Hughes said he still didn't understand the basics of excavation. He contacted some engineers and began learning the principles of soil and compaction. "Things really took off. Within months, we were not only constructing new ponds, but repairing old dams, putting in bentonite cores and slurry walls. We did much of the work on ranches where old ponds that weren't supposed to leak when they were built, were empty when a drought hit.

"Working on those ranches helped us branch out," Hughes added. "Ranchers kept asking us to do other jobs while we were there. Suddenly, land clearing and building ranch roads became part of our resume."

Komatsu Tier 4 Interim machinery fits right in

It wasn't long before the service list grew again. Hughes recalled, "I was pulling an excavator off a ranch site and got a call. The guy I was talking to told me he got a call from someone who needed that Komatsu PC400 I was moving, but he told the caller I wasn't interested. When he told me the job was doing emergency work for a train collision near Gunner, Texas, I told him to call back and say I would do it. That's how we got in the 'train wreck' business.

"The first priority is to clear the track by getting the train or trains off," Hughes continued, explaining the work. "There's almost always damage to the tracks and subgrade, so building that subgrade back up was our part of the work. We did projects similar to that nearly every week for about three or four years, including repairing a long stretch between Slidell, Louisiana, and New Orleans after Hurricane Katrina. That was particularly



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Operator Stephen Howell moves dirt with a Komatsu Tier 4 Interim PC360LC-10 excavator on a jobsite in Arlington, Texas. "We're very impressed with the new Tier 4 machines, because they're as productive as previous pieces of that size, with greater fuel efficiency," said Equipment Manager Brian Foster.



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hard on the equipment because there was some strong granite involved. We went through two or three cutting edges a month on our dozers."

Those dozers were D65s, part of a large contingent of Komatsu equipment J.W. Hughes Excavation relies on for all type of projects. The company recently added two Tier 4 Interim D65-17 dozers, as well as a Tier 4 Interim PC360LC-10 excavator. It also has PC400, PC300HD and PC138 excavators and D61 and D51 dozers. Hughes also uses other products from Kirby-Smith, including Hamm compactors.

"To be honest, I had no real basis on which to buy Komatsu equipment other than when I needed an excavator to rent, the dealer in my area prior to Kirby-Smith was the only one who could get me one," recalled Hughes, noting that his sales rep at the time was Brian Foster, who's now Equipment Manager at J.W. Hughes. "That first piece impressed me greatly, so I started renting more and more Komatsu pieces, and

As trucks bring drilling mud to a farm, J.W. Hughes Excavation's operators disc it into the existing soil using Komatsu dozers.

Continued . . .



Good employees, right equipment add to success

... continued



Brian Foster,
Equipment
Manager

I eventually started buying. I'm glad Brian answered the call because it led us to Komatsu, which we believe is the most productive machinery on the market."

"We're very impressed with the new Tier 4 machines, because they're as productive as previous pieces in that size, with greater fuel efficiency," said Foster. "The PC360 is very powerful and also smooth to operate. We use the D65s quite often for discing-in drilling mud on the farms, and they have good power to get through that heavy material. One of our operators, who's very loyal to another brand, called in to tell us how much he liked the D65

and claimed it was his machine now. That said a lot to us."

Hughes said Kirby-Smith Machinery's service is equally impressive. "We've developed a great relationship and partnership with Kirby-Smith because they understand what customer service means. Our Sales Rep Ron Weaver, PSSR Terry Bailey and everyone we've dealt with at Kirby-Smith have bent over backward to ensure we're satisfied. We do much of the maintenance ourselves, especially down in the oil fields, but we also take equipment to the Dallas shop, as needed. Kirby-Smith does an excellent, timely job and has the parts when we need them."

An expanding footprint

J.W. Hughes Excavation's footprint goes well beyond the oil fields that make up most of the company's business now. It still does some farm and ranch work, as well as road work for municipalities as a general contractor. J.W. Hughes handles jobs, such as subgrade prep, while subbing out paving.

The company also general contracts facility construction, which includes everything from engineering to site work to the building itself, subbing out specialty jobs, such as electrical work. Recent projects include a building across the road from its Pleasanton office, a 50-acre pipe yard in Loving and an 80-acre commercial building site in North Dakota.

"These types of projects are something we started doing in the last couple of years, and like our other ventures, I went into it without any experience — just a willingness to try something new," said Hughes. "I've never really been afraid of a challenge and learning something new. It's how I got started, and it's how we've grown."

J.W. Hughes now has about 140 employees companywide, including key people such as Vice President Daniel Ross and Superintendents Bill Parks and Steve Lewis. "Fortunately, through the years, I've hired some of the most dedicated, trustworthy employees in the business," asserted Hughes. "They've stepped up to every new challenge I've put out there. I wouldn't have been able to do it without them." ■

A J.W. Hughes
Excavation operator
compacts gravel
on a jobsite in
Arlington, Texas,
using a Hamm
smooth-drum
roller.



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(L-R) J.W. Hughes Excavation Owner John Hughes meets with Kirby-Smith Machinery Aggregate Specialist Harold Clemons, PSSR Terry Bailey, Territory Manager Ron Weaver and Area Manager Mike Wenske at Hughes' Pleasanton office. "Ron Weaver, Terry and everyone we've dealt with at Kirby-Smith have bent over backward to ensure we're satisfied," said Hughes. "They do an excellent, timely job and have the parts when we need them."



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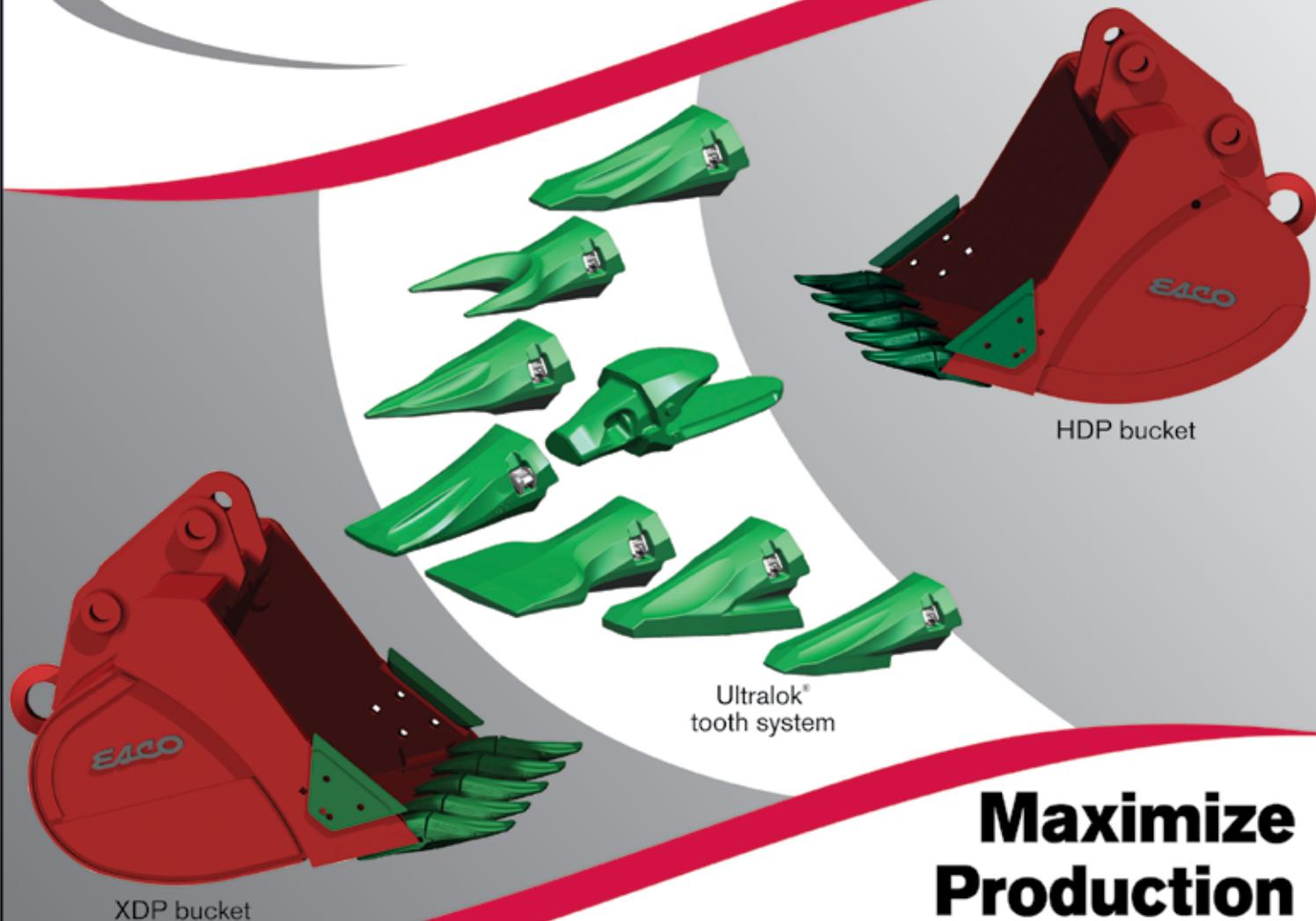
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NEW EXCAVATION PRODUCTS

UNMATCHED VERSATILITY

Gradall Series IV excavators offer excellent mobility, production on a variety of jobsites

When Gradall introduced its new Series IV line last year, it changed the familiar gray paint scheme to yellow in order to differentiate the Tier 4i machines from previous models. But the cosmetic change was small in comparison to the new productive and cost-effective features Gradall built into its rubber-tire excavators.

The new models — XL 3100 IV, XL 4100 IV and XL 5100 IV — feature load-sensing, high-pressure hydraulics that handle everything from conventional excavator digging to demolition, sloping, ditching, finishing and storm and canal cleanup. They range in size from 41,000 to 57,600 pounds and have cleaner, more efficient engines that offer higher road speeds and good power to

the upper structures. Their telescoping, tilting booms can reach from 27 to 34 feet.

“These machines are another step in the progression of our rubber-tire excavators, which have evolved from a niche of strictly municipal ditch cleaners in their earliest days, to ones that can handle construction, mining and industrial applications, among others,” said Bernie Linn, Gradall Regional Sales Manager. Linn has been with the company for nearly 40 years and works with Kirby-Smith Machinery and its Gradall customers. “I’ve seen many changes through the years, and I can honestly say these are the best models

Continued . . .



Glen Townsend,
Vice President/
General Manager,
Kirby-Smith



Bernie Linn,
Regional Sales
Manager, Gradall



Gradall’s new lineup of wheeled Tier 4i excavators offers greater versatility than ever before, along with automatic drive and highway speeds up to 60 miles per hour.

<http://tiny.cc/GradallVersatility>



Gradall wheel excavators are popular choice

... continued

we've ever built. They offer a wealth of benefits."

Linn points out that one major advantage of the Series IV rubber-tire machines is versatility. In addition to a standard bucket and specialty buckets, Gradall excavators can employ a variety of quick-change attachments, including grapples, tree-limb shears and mowers, to name a few.

"Having one machine that can handle multiple applications is an obvious savings in terms of fleet costs," Linn pointed out. "It's all about

utilization, and with Gradall's versatility, it will be in production more often. A Gradall excavator can take the place of multiple machines, so the up-front savings are considerable. When you factor in lower fuel usage and less labor, the bottom line is even better.

"To take it a step further, consider transportation expenses," Linn added. "Gradall machines have a top-rated speed of 60 miles per hour, making them highly mobile in the city or country. Getting from one job to the next involves driving the excavator there,

Gradall XL 3100 IV impresses City of Grapevine

When you do as many different types of projects as the City of Grapevine, Texas, having one machine that can handle multiple applications makes a lot of sense. The Dallas-Fort Worth metro suburb's City Works Department handles everything from cleaning and excavating ditches to street repairs, storm cleanup and demolition.

Kirby-Smith Governmental Sales Manager Sol Geiser (left) meets with the City of Grapevine Street/Drainage Manager Kirk Howard. "Sol and Kirby-Smith made sure our new XL 3100 IV was the right machine for us," said Howard. "They're great to work with."



www.KirbySmithConnection.com



"Every year, we work on miles of ditching, curb and gutter repair and we clean more than 500 storm inlets," said Kirk Howard, Street/Drainage Manager. "Some of the jobs only take a few hours, which means we may be working multiple job sites in the same day. You can imagine if we had to transport multiple machines to and from each project, the transportation and labor costs would add up very quickly."

The City of Grapevine has long used Gradall wheeled excavators because they offer versatility and the ease of driving from one site to the next. Working with Kirby-Smith Governmental Sales Manager Sol Geiser, the city recently added a new XL 3100 IV, part of Gradall's Tier 4i lineup introduced last year. The Series IV machines feature automatic transmissions with speeds up to 60 miles per hour.

"The automatic transmission offers better mobility and, without the clutch, it's easier to drive," Howard pointed out. "Where the 3100 really pays off for us, is its versatility. We can quickly change from a bucket to another attachment to fit the task at hand."

One of the first jobs the city did with the XL 3100 IV was demolition of a medical office building in downtown Grapevine. "We used a grapple attachment, and that, coupled with the rotating boom, made the job very smooth and efficient because the operator could set the attachment at the most effective angle," said Howard. "We're impressed. Like our other Gradall machines, the owner will receive real value by investing in a Gradall Series IV excavator." ■



Operator Josh Coburn uses the City of Grapevine's Gradall XL 3100 IV to move pipe at the city's storage yard. "The 3100 really pays off for us in its versatility. We can quickly change from a bucket to another attachment to fit the task at hand," said Street/Drainage Manager Kirk Howard.



as opposed to hauling it on a lowboy. That saves time as well."

A great partnership with Kirby-Smith

Driving the excavators is easier than ever before, as all new Series IV machines come standard with automatic transmissions, replacing the clutch in previous models. Gradall excavators also have a standard six-by-four or four-by-two, rear-wheel drive, with six-by-six or four-by-four options.

Once on the jobsite, the operator can conveniently switch from the lower travel cab to the upper work cab, both of which

are controlled by a single engine that also provides power to the patented telescoping, 360-degree-rotating boom. Gradall's boom design increases drawbar push/pull with increased force during the entire digging cycle.

"These machines work great in open areas, but they're also a smart choice on sites with low overhead obstructions, such as trees, bridges and power lines," noted Kirby-Smith VP/General Manager Glen Townsend. "That's made them a very popular choice for a very long time in northwestern Texas.

Continued . . .

Oklahoma City gets added versatility, mobility with Gradall XL 5100 IV

With its sprawling 620 square miles, Oklahoma City is among the United States' top five largest cities in terms of geographic area. The city has thousands of miles of roads, drainage ditches, creeks and canals, both within the city itself and in the outlying rural areas.

Oklahoma City's Public Works Department is responsible for road repairs and cleaning of ditches, creeks and canals. The department also provides services to rural residents, including putting in drainage pipes and drives to access fields from a paved road. For both types of projects, the city has long used Gradall wheeled excavators. Working with Kirby-Smith Machinery Territory Manager-Governmental Pud Wood, it recently added a Tier 4i XL 5100 IV to its fleet.

"The new 5100 has two major advantages for us," pointed out Ryan Edwards, Field Operations Supervisor. "One, as a rubber-tired machine, it's very mobile. With a highway speed of 60 miles per hour, we can be working in town and minutes later be in a rural area. Adding to that advantage is the automatic transmission, as opposed to the old clutch style. It's easier to drive, and it saves us transportation costs associated with hauling a machine using a lowboy."

"The second major advantage is its versatility," added Mike Gaston, Service Administrator for Streets, Traffic and Drainage. "We have several attachments for the 5100, including rock, smooth, and ditching buckets, as well as a screening bucket, a compactor and a shear. In an area this size, and with as much as we're responsible for, having one machine that can handle multiple applications is great. It works equally well in a paving-removal job, where the work



(L-R) Kirby-Smith's Pud Wood works with Oklahoma City Public Works officials Ryan Edwards and Mike Gaston.

www.KirbySmithConnection.com



Operator Norman Sizemore places rock with Oklahoma City's Gradall XL 5100 IV excavator.

is up-close, and in cleaning ditches, where there are times we max out its nearly 30-foot reach."

Both Edwards and Gaston have been with the city for more than a decade, and during their tenure, Gradall machines have always been in Oklahoma City's fleet. "It certainly came into play when we were looking for a new machine," said Gaston. "But we didn't just pick Gradall. We wrote specifications for a hydraulic excavator, and Gradall was the only one that met our criteria. The 5100's size (approximately 57,600 pounds) allows us to do bigger, heavier work."

"It gives us better production, because we can dig more materials faster," noted Edwards. "We want to be able to do that, and get in and out of a project quickly. We can do that with the Gradall 5100 and we're very pleased with it." ■

Versatility makes Gradall machines an economical choice

... continued

"We also rent out Gradall wheeled and track-mounted excavators," continued Townsend. "They are part of the Kirby-Smith rental fleet, which is one of the largest and most diverse in the region, with more than 1,500 pieces of equipment."

Kirby-Smith began carrying the versatile Gradall wheel excavators about a decade ago,

and according to both Townsend and Linn, the partnership has been solid.

"Our values match up very well," said Linn. "Gradall has always been a customer-first manufacturer, and Kirby-Smith is a customer-first equipment distributor. They exemplify the type of dealers with which we align ourselves." ■

Size among several advantages of City of McAlester's Gradall XL 3100 IV

Street Superintendent Timmy Adams has been with the City of McAlester, Okla., for more than 30 years. His responsibilities include overseeing maintenance of the city's 300 lane-miles of roads, as well as storm-ditch and canal cleaning and installing storm drains as part of stormwater management.

"Our projects can be as diverse as repairing and replacing our main roads and arterial feeders, to digging out storm canals that have silted in," explained Adams. "We're not a

Timmy Adams,
Street Superintendent



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Operator James Roberts uses the City of McAlester's Gradall XL 3100 IV excavator for concrete removal. "We appreciate that it has the breakout power of a tracked excavator, but gives us the flexibility of working on one project and minutes later on another," said Street Superintendent Timmy Adams. "It definitely saves us money."

big city, and our operating budget reflects that. We're very adept at maximizing our resources, so when we were looking for a new machine, we wanted versatility and low operating costs. Since I've been here, Gradall excavators have always been part of our equipment fleet, so it was natural to look in that direction."

About a year ago, the City of McAlester added a Tier 4i XL 3100 IV excavator. Part of Gradall's new rubber-tired Series IV lineup, the city uses it daily. City officials worked with Kirby-Smith Machinery Territory Manager-Government Pud Wood on the purchase.

"We appreciate that our new Gradall has the breakout power of a tracked excavator, but gives us the flexibility of working on one project and minutes later on another," said Adams. "That's not possible with a tracked machine that has to be transported on a lowboy. It definitely saves us money."

"Another advantage over previous models is that the operator can move the machine more quickly on the jobsite," Adams continued. "For example, in the past, when our previous machines were in remote-control mode (the operator is at work in the upper cab) and were moving pipe, it would take a long time to get from point A to point B. The new Series IV machine does that much faster, saving us valuable time."

Adams said he also likes the approximately 41,000-pound XL 3100 IV's size. "Our streets are fairly narrow, so space is limited. With a narrow swing, the 3100 allows us to sit in the street and not be concerned with a big counterweight hanging out there. It also has a relatively small turning radius, which is useful when space is tight." ■

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THERE'S AN APP FOR THAT

How advances in technology are helping significantly lower construction costs

Want to see blueprints on your smartphone or tablet? Want to instantly communicate from the jobsite to the office or to the engineering firm that created the blueprints? Want to see the parts manual for your specific machine so you can order oil, filters or other items for maintenance? Chance are, as the saying goes, "There's an app for that."

Technology in construction continues to expand and evolve as quickly as in other industries, with seemingly new ways to make the jobsite, as well as the people and machinery on it, more efficient and cost effective. In fact, it's predicted that within a very short time, the jobsite could be totally paperless.

A recent article in Constructech magazine titled "The Paperless Jobsite" said, "Technologies like Web collaboration and 3-D modeling have

empowered construction teams with more data than ever before. Devices like tablets and smartphones enable ... professionals to carry such data with them wherever they go."

A March TechCrunch.com article ("How Tablets Will Transform Construction") listed a paperless jobsite as one of three advantages of using mobile devices. The other two were better communication and analytics. The article describes a scenario where someone in the field needs clarification from an architect. Instead of heading to the job trailer to look at paper blueprints, "That person can just open up a blueprints app, mark the problem and send out an email right there."

Such technologies are designed to save time and money, and more and more companies are embracing it, according to an Associated General Contractors of America (AGC) survey. Results showed 55 percent of businesses plan to invest in IT departments this year. Twenty-four percent planned to switch financial, job costs or operational software to cloud computing.

"As a result of the tight market conditions, firms are trying to find the best way to leverage their investments in new information technology," said Roger Kirk, President and CEO of Computer Guidance in another recent Constructech article that highlighted the AGC survey and report, "A Look Ahead: Technology in 2012." "Contractors are looking for software and technology that increase the efficiency of existing staff and allow firms to do more with fewer people," noted Kirk.

GPS systems get good grades

Excavation equipment is one area where technology has made huge strides. Estimating software has been available for several years, allowing companies to do digital takeoffs,

Technology, such as tablets and smartphones, is increasingly being used on jobsites, with apps that allow instantaneous information about building plans. Many envision a "paperless" future where printed items, like blueprints, will no longer be needed.





The latest buzz in the construction industry is the use of Building Information Modeling, or BIM, which follows a building's "history" from initial planning through its entire life cycle, including eventual demolition. All aspects are factored in, making a model plan of the building to create better efficiency and job costing.

replacing the older, by-hand methods. However, in the past few years, there's been a trend that allows companies to take site-grading plans in digital format and plug them directly into a telematics device on a machine.

Equipment manufacturers, such as Komatsu, now offer machinery that's "plug-and-play" ready, making it easier for users to connect to 3-D, machine-control systems. Using GPS, these systems can control machine hydraulics, in turn, allowing a site to be put to grade more quickly. Labor costs can be saved by eliminating a grade checker. Or, if operators are checking grade, they don't have to leave the cab to do it, meaning more time spent inside the machine and increased production.

"The cost benefits can be substantial, starting with the elimination of staking," said Erik Wilde, Komatsu Vice President, ICT Business Division. "Users can grade the site in fewer passes, minimizing rework and overexcavation. That helps lower costs for the equipment user, who's using less fuel and fewer machine hours, as well as the project owner's cost of materials because there's less waste."

GPS systems are gaining prominence in utility installation and excavations, such as

footings and basements, with several types available: one-dimensional that provides a simple depth gauge, two-dimensional for accurate bucket position relative to slope and three-dimensional that gives accurate machine and bucket position anywhere on site, according to the article "Computer Grade Excavation" in the November issue of *Utility Contractor*. "The type of application and size of the job usually determine whether a 1-D, 2-D or 3-D system is the best fit," it points out.

"An excavator guidance system significantly reduces the need to check grade because operators have real-time, in-cab feedback on their progress," the article explains. "They always know where they are relative to grade ... they can quickly check grade and slopes by placing the bucket or tool anywhere on the site."

The article's author, John Bohlke, explains that getting to the proper depth more quickly, saves not only time, but has another distinct advantage.

"More jobs could be completed between service intervals," noted Bohlke. "A greater percentage of the hourly charge for excavation services can go toward profit and less toward maintenance — in other words, this practice decreases variable costs per project."

Continued . . .

Technology speeds construction, improves accuracy

... continued

Monitoring systems can reduce O&O costs

Of course, all machinery requires maintenance and keeping up with it is an important way to keep owning and operating costs low. Maintenance technology continues to expand, with equipment manufacturers putting systems on machines that allow owners to track hours, among other things.

An example is the KOMTRAX remote machine-monitoring system, which Komatsu has included as standard on its new machinery for several years. Through a secure Web site, owners can view a machine's usage and location.

"Both our distributors and our customers are more and more 'mobile,' so the information can be accessed from anywhere with Internet connection. The equipment owner or fleet manager can view a machine's hours relative to a service interval," said Goran Zeravica, Distributor Operations Development Manager, Machine Support Programs. "That helps them be proactive in scheduling a machine's downtime to have the service performed and ensures it's done on time. It eliminates guesswork.

"It also helps in terms of seeing trends, such as idle time," he added. "For instance, if idle time

is excessive, the owner knows and can address it with the operator. Eliminating excessive idling keeps unproductive hours to a minimum. That lengthens time between services and conserves fuel among other benefits."

Systems such as KOMTRAX also monitor error codes. "The system alerts us and the distributor, and we can relay that information to the owner and operator and tell them if a machine needs to be shut down," said Zeravica. "We can dispatch service personnel to the site quickly, knowing the error code and the potential issue before they get there. It makes for a faster diagnosis, reducing downtime."

Part of a growing trend

Before, during and after site construction, excavation contractors can coordinate with a project owner and general contractor to record their work. In today's marketplace, that may become part of an overall technological push in construction known as Building Information Modeling or BIM. According to the AGC survey, BIM is one of the fastest-expanding areas of technology in 2012. Forty-seven percent of respondents expect it to grow.

BIM takes into account not only the design of a building, but its entire life cycle. It involves three-dimensional building plans as well as "envisages virtual construction of a facility prior to its actual physical construction, in order to reduce uncertainty, improve safety, work out problems, and simulate and analyze potential impacts. Subcontractors from every trade can input critical information into the model before beginning construction. Waste can be minimized on-site and products delivered on a just-in-time basis rather than being stockpiled on-site," according to Wikipedia.

Additionally, BIM can bridge the information loss that often occurs when a project is handed from design team to construction team to building owner/operator. Using BIM, each group can add to and reference back to all information they acquire during their period of contribution to the project. Those who support BIM say it improves visualization and productivity, facilitates coordination of construction documents, links vital information, increases delivery speed and reduces costs. ■

GPS systems have gained prominence during the past several years because they offer more efficient excavation and grading with less overexcavation and waste.



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WINNING COMBINATION

Komatsu's PC390LC-10 provides efficiency, stability in tough applications



Brian Yureskes,
Product Marketing
Manager, Excavators

There are times when you need a heavy-duty machine to get the job done, but you don't want to sacrifice fuel efficiency. Komatsu's new PC390LC-10 excavator fills that role by combining the horsepower and economy of its PC360LC-10 with the more robust undercarriage of a PC450LC-8.

While the horsepower is the same as the PC360, the PC390LC-10 provides additional operating weight for better lift capacity (up to 20 percent) and improved lateral stability in applications that require long arms or heavy lifting at maximum reach. Heavy-duty boom and arm designs with thick plates of high-strength steel, along with one-piece castings in the boom foot and tip and arm tip, provide long-term durability and strong resistance to bending and torsional stress.

The PC390LC-10 has two boom mode settings: Smooth Boom mode provides easy operation for gathering blasted rock or when scraping down walls, and Power Boom, which provides increased pushing force for improved digging in applications such as ditching in hard ground.

The PC390LC-10 builds upon previous heavy-duty excavators to provide a Tier 4 Interim machine that handles tough applications while remaining fuel efficient with lower emissions.

"For many years, users in tough applications — digging in hard soils or lifting at maximum reach, for instance — have relied on our heavy-duty machines such as the PC300HD and the PC350HD models," stated Brian Yureskes, Product Marketing Manager, Excavators. "The PC390LC-10 builds upon those proven platforms and enhances them with key features that make it more productive and efficient than previous models."

Efficiency starts with the Tier 4 Interim engine, featuring an advanced electronic control system that manages airflow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance. A Komatsu Variable Geometry Turbocharger and Exhaust Gas Recirculation Valve provide more precise system function, air management and longer component life.

Better drawbar pull

Exclusive Komatsu major hydraulic components, including pumps, motors and valves, work together to further increase efficiency. The integrated design is part of the closed center load sensing system that uses variable speed matching, which allows the engine speed to adjust based on hydraulic pump output.

"The system matches the engine and hydraulics to the load condition, providing greater efficiency because the machine is not running at maximum output for a lighter load," explained Yureskes. "We've also improved the main valve and hydraulic circuit to reduce hydraulic loss. That increases efficiency and lowers fuel consumption by up to 10 percent compared to a PC350HD-8, which the PC390LC-10 replaces."

While the PC390LC-10 engine is the same as a PC360, its bigger undercarriage has larger final drives that provide up to 13 percent more drawbar





Brief Specs on the Komatsu PC390LC-10

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC390LC-10	257 hp	86,998-89,071 lbs.	0.89-2.91 cu. yds.

Komatsu's PC390LC-10 combines the horsepower and efficiency of a PC360 and the robust undercarriage of a PC450, providing excellent lateral stability in applications that require long arms or heavy lifting at maximum reach.

pull. Larger size-class components add reliability and longer life, and other reliability and longevity features include sealed-grease tracks and a sloped track frame that minimizes soil accumulation.

"The sloped track frame also allows for easier mud removal, and the sealed tracks mean longer life," explained Yureskes. "They are among the many features in our newer machines designed to minimize maintenance downtime and improve longevity. Also, metal ring guards on the hydraulic cylinders, face-to-face O-rings that securely seal hydraulic hose connections, and all work-equipment bushing lubrication intervals are now at 500 hours, with the exception of the arm tip and bucket linkage."

Reduced maintenance costs

In addition to longer component life, Komatsu increased uptime with long service intervals. Using high-performance filters and oils, engine oil and filter replacement are at 500 hours, hydraulic oil filter at 1,000 hours and hydraulic oil at 5,000 hours. Engine maintenance is easier with a new work platform on the upper structure, where Komatsu also installed handrails.

"Of course, we've reduced the owner's maintenance costs with our Komatsu CARE program that's standard on all Tier 4 Interim

machines," emphasized Yureskes. "It provides complimentary scheduled maintenance performed by skilled technicians for three years or 2,000 hours, whichever comes first. Komatsu CARE is designed to reduce ownership costs, while maintaining maximum uptime."

Met the challenge

Also complimentary is Komatsu's KOMTRAX remote machine-monitoring system that allows owners to track critical machine information, such as hours, location, maintenance notifications and machine utilization, through a secure Web site. Further information is provided on the PC390LC-10's large, high-resolution monitor panel, which alerts operators on ways to improve efficiency and lower fuel consumption using Eco Guidance.

"The monitor panel is easy to use and conveniently located in the spacious cab that's designed to maximize operator comfort," noted Yureskes, also pointing out the new, heated, air-suspension, high-back seat in the PC390LC-10. "We took the challenge of producing a machine that meets the Tier 4 Interim standards, which reduce emissions, and does so in a cost-effective way that provides added value to owners and operators who need efficiency in a more robust machine. The PC390LC-10 delivers." ■

IMPROVED EFFICIENCY

SmartLoader Logic means real fuel savings with new WA500-7 wheel loader



Rob Warden,
Product Manager

Wheel loaders often require different amounts of torque throughout the course of a day. For example, they may need high torque for V-cycle loading, but minimal torque for traveling with an empty bucket. Komatsu's new WA500-7 with SmartLoader Logic automatically compensates for the difference to provide the optimal amount of torque based on the need.

"SmartLoader Logic uses data from sensors to control the engine torque," explained Product Manager Rob Warden. "It functions automatically, so the end result is fuel savings of up to 7 percent, compared to the Dash-6 model, while maintaining performance and production. Combine the fuel savings with the machine's already-high level of production, and per-yard and per-ton costs are reduced."

SmartLoader Logic isn't the only savings feature of the Tier 4 Interim WA500-7, which provides as standard, a large-capacity torque converter. It provides better productivity in V-cycle loading applications because the increased tractive effort does not require full throttle. The large-capacity torque converter improves hill-climbing ability, allowing the loader to upshift faster and achieve higher gear ranges and travel speeds when working in load-and-carry applications. The torque converter's lockup function activates in second, third and fourth gears for a maximum travel speed of more than 23 miles per hour.

Ergonomic cab

Komatsu enhanced operator comfort with a redesigned dashboard and cab that include lower front glass for improved forward visibility. From the cab, operators can set the bucket cutting-edge level and dump-height positioner with the push of a button. They can also set the working mode, the hydraulic, auto-reversing fan and get Eco Guidance that offers fuel-saving tips via the large, seven-inch monitor panel.

"The new operator's cab is more ergonomic for increased comfort. The machine also features a rearview monitoring system with a separate LCD monitor as standard equipment," noted Warden. "With our complimentary Komatsu CARE program, all factory-scheduled maintenance is covered for the first 2,000 hours or three years, whichever comes first. In addition, two complimentary Komatsu Diesel Particulate Filter (KDPF) exchange units are included for the first five years or 9,000 hours. These services lower owning and operating costs for customers." ■

Brief Specs on the Komatsu WA500-7 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA500-7	353 hp	74,626-75,453	6.8-8.2 cu. yds.

SmartLoader Logic automatically provides the optimal amount of torque based on need, reducing fuel consumption, compared to its predecessor, by up to 7 percent in the new WA500-7.



LOADERS

From Komatsu - The Loader Experts



The WA380-7 Tier 4 Interim Wheel Loader is a class leading performer with improvements in production, fuel efficiency, operator comfort and serviceability.

- Komatsu Smart Loader Logic reduces fuel consumption while maintaining production.
- Large capacity torque converter with lock-up provides 10% fuel savings.
- New 7" LCD multi-function monitor panel provides easy access machine diagnostics.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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D65-17 WASTE-HANDLER DOZERS

Tier 4 Interim machines help landfills move more trash at a lower cost



Bruce Boebel,
Product Manager,
Dozers

The productive and efficient features of Komatsu’s D65-17 Tier 4 Interim dozers are also available in purpose-built landfill packages designed to move trash more economically than ever before. Like the construction models after which they’re patterned, landfill dozers come in three models, EX (standard track), WX (wide track) and PX (low-ground-pressure track).

“We have waste-handler configurations to meet various applications,” said Bruce Boebel, Product Manager, Dozers. “Common among them are features designed to reduce debris entry, making the dozers easier to clean and service, which results in increased productivity.”

Such features include a belly-guard seal kit that reduces the amount of material entering the engine compartment, and a tank-guard group made of thick guarding to protect rear

tanks. Both the belly and tank guarding have easy access, which simplifies cleaning.

Quick-opening, two-piece, radiator-guard doors provide easy access to the standard wide-core radiator for cleaning. A computer-controlled fan automatically reverses to keep the radiator and oil cooler clean, allowing the operator to concentrate on productivity. The operator can manually reverse the fan if desired.

Meanwhile, the operator stays comfortable, thanks to a large, quiet, pressurized cab that provides excellent all-around visibility and standard, rearview monitoring system. A new, heated, air-ride seat offers additional comfort for increased productivity.

Blade options

With the choice of Komatsu’s patented SIGMA blade, a power-angle-tilt blade or a straight-tilt blade, waste handlers can maximize productivity by matching the blade to their particular needs. Each blade comes with a trash rack that keeps material away from the front of the dozer.

“We know that many waste-handling operations work around the clock, so we kept the cab-mounted lights and moved the hood-mounted work lights to the top of the blade cylinders. Then, we placed an additional work light on each cylinder, for better night visibility,” Boebel pointed out. “These productive features, when combined with our more efficient Tier 4 Interim engines, move more trash at a lower cost. We further reduced costs by offering complimentary scheduled maintenance through our Komatsu CARE program for the first three years or 2,000 hours, whichever comes first.” ■



Komatsu’s D65-17 waste-handler dozers are purpose-built with added guarding for working in tough conditions such as landfills. Blade options include SIGMA, power-angle-tilt and straight-tilt to match the user’s need and maximize productivity.

D65-17

From Komatsu – The Dozer Experts



Komatsu has once again made a great machine even better. The new D65-17 increases productivity and operator comfort while lowering operating costs. All designed to improve your bottom line.

- Efficient Komatsu Tier 4 Interim engine and automatic shift transmission with lockup torque converter maximize productivity while saving fuel.
- PLUS (long life) undercarriage is standard, further reducing our already low operating costs.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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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.

Once again, Komatsu leads the industry. No other construction equipment manufacturer offers a complimentary maintenance program like this.

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KOMATSU CARE MAKES A DIFFERENCE

Complimentary services convince oil-field contractor to purchase PC240LC-10 excavators

When Courtney Construction purchased four new Komatsu Tier 4 Interim PC240LC-10 excavators last year, they first demo'd one against a competitive brand. Production-wise, the two machines matched up very well, according to Senior Manager Chance Courtney.

"What tipped the scale in Komatsu's favor was the Komatsu CARE program," said Courtney, part of the two-generation family business that offers site work and trenching in oil-field construction. "We're very aggressive about our equipment maintenance. With Komatsu CARE we were assured that routine services would be done on time by our distributor's technicians. We saw it as a major cost savings."

The Komatsu CARE program offers complimentary service on all new Tier 4 Interim machine purchases and rentals for the first three years or 2,000 hours, whichever comes first. Also included are two Komatsu Diesel Particulate Filter exchanges for the first five years or 9,000 hours (parts only). A trained distributor technician performs all work, using genuine Komatsu parts and fluids.

Distributor commitment

Courtney tracks hours and other critical machine data through Komatsu's KOMTRAX remote machine-monitoring system. So do Komatsu and his distributor, which worked with Courtney to set up services on the 54,000-pound-plus excavators that feature a digging depth of 24 feet.

"The distributor technicians came to our jobsites, and in our line of work, locations can be remote," said Courtney. "They scheduled a time convenient to us and covered the

services, including travel time to the site, with no out-of-pocket expense to our company."

The Tier 4 Interim PC240LC-10 excavators were Courtney Construction's first Komatsu purchases since its founding in 2001. "The Komatsu CARE program showed us the value Komatsu places on customer satisfaction after the sale. As we look at future purchases, Komatsu will definitely be a part of the equation." ■



Chance Courtney,
Senior Manager
Courtney Construction

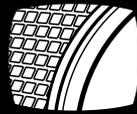
The Komatsu CARE program, which provides complimentary service on new Komatsu Tier 4 Interim equipment purchases and rentals, ensures the machines receive all regular maintenance services for the first three years or 2,000 hours.



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NEW PRODUCT OFFERING

Kirby-Smith Machinery adds Doppstadt shredding, grinding and screening equipment to its lineup

Shred, screen, grind. All these terms are centered around a common theme, the reduction of material size for either recycling purposes, air-space savings, or easier transport of the material for disposal. Kirby-Smith now stocks and services the full line of Doppstadt machinery, with options to rent or purchase these products in its Texas and Oklahoma branch locations.

“Our products fit in a variety of applications, including turning organic material, such as pallet wood, into mulch,” said Sean Grieve, Business Development Manager with Doppstadt U.S. “Other examples would be compost and topsoil processing and processing waste materials generated from construction and demolition debris. Recycling has gained prominence, and our products are popular with businesses that recycle.”

Doppstadt’s DW Series shredders range in size from a 41,800-pound, rubber-tire machine to a 100,300-pound track model. All are designed to provide high torque and power for maximum efficiency in land clearing, demolition and other tough, high-volume applications. They’re built with a heavy-duty, comb-and-teeth shaft to handle even the most challenging materials.

For fine grading and regrinding applications, Doppstadt offers three models ranging in size from 33,070 to 66,140 pounds. They work well for processing green waste, dimensional lumber and converting land-clearing materials into a final sellable product. A load-sensing feed system provides consistent material flow, and users can change product sizes in as little as 10 minutes, thanks to a one-piece screen design.



Sean Grieve,
Business Development
Manager,
Doppstadt U.S.

Continued . . .

www.KirbySmithConnection.com



Doppstadt screening, grinding and shredding machinery is now available for sale or rent from Kirby-Smith Machinery. Doppstadt products work well for mulching, composting and construction and demolition recycling applications.

Doppstadt machines are good fit for variety of industries

... continued

Screens for demanding applications

For demanding screening applications, Doppstadt's SM Series trommel screens are equipped with patented, automatic, load-sensing drums, a hydraulically tensioned cleaning brush and a quick-change drum design. Four models are available, from 23,150 to 52,910 pounds, for topsoil, composting and construction and demolition separation projects.

"Nearly every product we offer has options available to make it even more productive for the user," said Kirby-Smith Machinery Vice President and General Manager Glen Townsend, noting machines are available for

purchase or rent. "Doppstadt is well-known for quality design and superior performance. We're proud to bring those products into our lineup. We encourage anyone who does this type of work to check out what Doppstadt has to offer."

Sean Grieve added, "We went through an extensive search for a premier distributor for our product for the Oklahoma and Texas area. Kirby-Smith Machinery was hands down the best dealer for this type of product. Kirby-Smith not only offers best-in-class service but is willing to stock and demonstrate Doppstadt products to customers, which helps them learn how the product can benefit their businesses." ■

Doppstadt waste shredder conquers landfill



Preston Brown,
Sales Rep

A key component of managing any landfill is maximizing the amount of waste that is placed in a given, permitted amount of airspace. Conserving airspace at a landfill is critical to its longevity because once that airspace, which is like a warehouse, is filled, the landfill is out of business.

Presenting a major challenge at landfills are large objects such as mattresses, tires and tree

trunks, which are virtually noncompactable. For example, mattress springs can wrap around compactor wheels or dozer sprockets and damage drive lines and differentials. Large tree trunks can flip a compactor or dozer over in a landfill.

One landfill facing those challenges decided to take a look at a Doppstadt 3060K shredder, which is designed to handle most any landfill waste. The innovative shredder increases the compactability of the waste and reduces the size of the material, thus conserving landfill airspace.

The landfill routinely takes in from 100 to 200 tons of waste per day, including a mix of municipal solid waste, construction and demolition debris, mattresses, tires and oilfield pipe, among other wastes.

Kirby-Smith Sales Rep Preston Brown set up a demonstration at the landfill where the Doppstadt 3060K shredded mattresses, box springs, tires, couches, carpet and a large tree trunk. "The shredder was truly impressive," Brown reported. "During the four-hour demonstration, the Doppstadt increased airspace savings by 30 percent to 40 percent. This unit does everything Doppstadt says it will do." ■



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This Doppstadt 3060 shredder processed large items at a landfill, making them compactable and saving landfill airspace by up to 40 percent.



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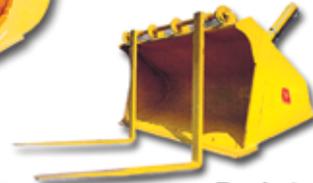
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Kirby-Smith Machinery Inc. has become a full line dealer of Atlas Copco Portable Compressors, Generators, Air and Gas Powered Tools.

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A WELL-ROUNDED LEADER

Rod Schrader steps into CEO/Vice Chairman role for Komatsu America

QUESTION: What are your responsibilities as CEO/ Vice Chairman of Komatsu America?

ANSWER: There are several elements that make up Komatsu America, including our construction and utility division, mining division, parts division and forestry and forklift divisions. My responsibilities include all functions that fit across those groups, as well as the nuts and bolts of our financial results. One key role I see is as a collaborator who's making sure our organization is working together for the common cause of serving our customers. Throughout the company, no matter what role they play, the thought I want at the top of everyone's mind every day is, "What are we doing today to serve our customers?"

QUESTION: You've held several leadership positions with Komatsu. How has that prepared you for your current role as CEO?

ANSWER: Very well. Each position has its own uniqueness, so having served in construction, mining and utility gives me a well-rounded background in all aspects of the company. Those perspectives are a good foundation from which to work. One common aspect of the various positions I've held includes talking with and listening to customers. I have a very good understanding of where they're coming from, what challenges they face and what will help them be more productive and profitable. We take that knowledge and use it to build better machinery that's more reliable and efficient.

QUESTION: What do you believe are Komatsu's strengths?

ANSWER: One major strength is our distributor network, which provides our customers with equipment, parts and service

Continued . . .



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Rod Schrader,
CEO/Vice Chairman

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.

Walk into Rod Schrader's office and one of the first things you'll notice is a plaque that reads, "Good News is No News, Bad News is Good News, No News is Bad News." Schrader, Komatsu America's new CEO/Vice Chairman, says the phrase is very relevant to the company's success.

"What it boils down to is listening to the customer," said Schrader, who moved into his new position April 1. "The second two lines are the most profound for me. Bad news is good, because if we know the bad, we can find the root causes and put actions into place to fix it. I encourage our employees and customers to present us with the bad news. The third line, 'No News is Bad News,' suggests we're not hearing the voice of the customer. We're either not out there listening to or communicating with them. Going to customers' workplaces to listen and see the facts, enables us to provide solutions to improve our customers' operations."

Schrader has spent a good deal of time listening to customers during his 25 years with Komatsu, the past seven as Executive Vice President/General Manager of Komatsu America's Mining Division. He's also been a product manager, Director of Marketing, Vice President of Product Marketing and President of Komatsu Utility Corporation. He's been a member of the Komatsu America Corporate Board since July 2010.

"I've seen all sides, so to speak," said Schrader, an Illinois native. "What's common throughout is that Komatsu cares about the customer, whether it's a guy with a mini excavator digging utility lines or a large mining company with a fleet of our largest trucks. My goal is for Komatsu to be known as the best in the equipment industry when it comes to serving the customer."

Schrader and his wife, Kim, have three children (twins Hannah and Logan who are freshmen in college and Connor, who's still in high school). He enjoys golf, yard work and jogging.

Komatsu — innovative and always striving to improve

... continued

support from trained personnel. We believe we have the best in the business, and my goal is to continue to provide them with the support they need to grow their business, train their people and offer the tools they need to be most effective at serving customers in their markets.

Another is being an innovative leader in equipment and product support. For example, we were the first to manufacture a hybrid machine, now in its second generation,



At Komatsu, customer input is one important aspect of improving products, as well as parts and service capabilities, according to CEO/Vice Chairman Rod Schrader. He encourages customers to visit Komatsu manufacturing plants and provide feedback.

Komatsu CEO/Vice Chairman Rod Schrader says products and service, such as Tier 4 Interim excavators and trucks with KOMTRAX 4.0 and Komatsu CARE, are why Komatsu is an innovative leader in productive, reliable and efficient equipment.



before any other manufacturer commercially introduced its first. Our Tier 4 Interim machines have been very well-received because we not only met the standards, but did so with more productive and efficient machines. Along with that, we're the first to offer complimentary service with our Komatsu CARE program on those Tier 4 Interim machines. We were the first manufacturer to offer free machine monitoring with our KOMTRAX system. Items such as those add value that can lead to better per-yard costs, less fuel usage and more profit.

Finally, we're always striving to improve. For the past several years, we've collected a large volume of data through KOMTRAX. For the most part, we've been reactive in using it. Now, we're more proactive by taking that information and using it two ways: to help our customers identify ways to better utilize their machinery, save fuel and plan for scheduled maintenance; and for our distributors to better stock their parts inventory and contact customers to schedule services.

QUESTION: What do the markets look like today?

ANSWER: The trends continue to go up and strengthen. Mining remained fairly strong, even during the worst of the recession, and we believe that's going to continue for some time. From a construction standpoint, we saw an increase in year-over-year sales during our previous fiscal year, which indicates a recovery. We're optimistic that this year will be even better. ■



Helping customers understand how to better utilize their machinery is one aspect of Komatsu's support. CEO/Vice Chairman Rod Schrader says data collected through KOMTRAX offers ways to decrease fuel usage and idle time as well as use equipment in the most efficient mode for the task at hand.



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Maximizer 3 Asphalt Distributor

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



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KOMATSU FINANCIAL

The finance arm of Komatsu America consistently offers low rates and top service

If you're a contractor purchasing a piece of Komatsu equipment and you plan to finance the purchase, you basically have three choices: your bank, an independent finance company or Komatsu Financial.

"I believe we are far and away the best option for financing Komatsu equipment and I can list at least half a dozen specific reasons why," said Tim Tripas, VP Operations for Komatsu Financial. "But it really comes down to one thing. As the finance arm of Komatsu America, we have a vested interest in you continuing to choose Komatsu equipment in the future. Therefore, we're more motivated than anybody else to ensure that you have a positive financing experience."

What goes into ensuring a positive financing experience? First and foremost, low rates.

"Komatsu Financial is what's known as a 'captive' finance company," said Tripas. "We finance exclusively for Komatsu. As a result, we have a special relationship with the manufacturer and we're able to offer rates that are significantly below market. Our rates are routinely lower than the competition on the vast majority of Komatsu products, and on top of that, we often have special rates as low as zero percent on select products.

"For example, right now we're offering 'Zero for 60' (0% for 60 months) on the HB215LC-1 Hybrid hydraulic excavator for a limited time. Why? Because it's a unique machine to the North American market and Komatsu wants to give customers an incentive to try it out. Zero percent can save thousands of dollars over the life of a loan. For any Komatsu product where a special interest rate is not offered, Komatsu Financial

offers financing with extremely competitive market rates."

Because it's not financing airplanes, cars or medical devices, Komatsu Financial knows its specific job (financing Komatsu equipment) far better than anybody else. Tripas calls it the "triple play of market expertise, customer expertise and equipment expertise." With this knowledge, Komatsu Financial brings plenty to the table for Komatsu equipment purchasers, such as:

- More flexibility, both up front and through the life of the loan;
- Ability to react quickly to changes in the marketplace and to unforeseen changes in customers' situations;

Continued . . .



Tim Tripas,
VP Operations
Komatsu Financial

Komatsu Financial rates are routinely lower on most products, including a current offer of zero percent for 60 months on the new HB215LC-1 Hybrid excavator.



- A willingness to take more risk than other lenders;
- Superior customer service provided for the entire life of the loan;
- Streamlined credit review for most transactions;
- Limited financial disclosure requirement;
- Simple and direct documentation (no automatic, cross-collateralization agreement);
- A consistent credit review and approval process;
- Deals that are typically approved in four hours or fewer (as compared to a day or two);
- Never any prepayment penalty.

Tripas says another significant advantage of using Komatsu Financial for your Komatsu equipment purchases is that it preserves your banking line of credit for other things, such as acquisitions, that will help you grow your business.

Financing used machines, parts and leases

Komatsu Financial not only offers financing for new Komatsu equipment, it also offers financing for Komatsu certified used machines, Komatsu used machines, parts and service performed by a Komatsu-trained technician offered through your Komatsu distributor.

"If instead of buying a new or used piece of equipment, you prefer to fix what you have by putting on a new undercarriage, rebuilding an engine, or whatever — we'll finance that for you too," said Tripas. "Just about anything you

want to buy from your Komatsu distributor, we can finance it for you."

If you prefer leasing to purchase or rental, Komatsu Financial has some of the most favorable lease programs in the equipment-finance industry, with terms from 12 to 60 months.

"I believe we're one of the few lenders in the industry that offers a standard 12-month term on a lease," said Tripas. "We're willing to custom-quote a lease to meet a customer's specific need for a unique job or application. We also offer a feature where, when your lease gets down to the final six payments, Komatsu Financial will allow you to trade it in with no pretrade penalty if you buy a new piece of Komatsu equipment and finance it through KF."

Save the deal, help the customer

As all contractors know, there are often speed bumps on the road to building a successful business. Perhaps you experience unforeseen problems on a job, or there are weather issues, or you have difficulty collecting payment for services. Tripas says at Komatsu Financial, the mind-set is to help customers get past those bumps to the smoother road ahead.

"Komatsu distributors often take the position that they're in partnership with their customers and the only way they both succeed is by working together. At Komatsu Financial, we feel the same, so we're going to do everything we can to help them along. Our unofficial motto is, 'Save the deal, help the customer.' We are more motivated to ensure the long-term success of the customer than a third-party lender is."

Obviously, the past several years have been challenging ones for the construction industry overall, and that includes equipment manufacturers. But Komatsu and Komatsu Financial see the industry rebounding.

"In 2008, and especially 2009, the market was down," observed Tripas. "But we saw a considerable increase in volume in 2010, and 2011 continued that upward trend. Overall, we're optimistic about the industry continuing to gradually improve, and our goal at Komatsu Financial is to grow right along with it." ■

In addition to financing new, used and leased Komatsu equipment, Komatsu Financial offers financing for parts and service from Komatsu distributors.



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National Green Building Code approved

After two years of development, the International Green Construction Code was adopted by the U.S., setting mandatory baseline standards for building design and construction. It includes items such as energy and water efficiency, site impacts, building waste and materials.

The code applies to new and renovated commercial buildings and residential buildings of more than three stories. It sets enforceable minimum standards on every aspect of building design and construction

that now must be reached, as opposed to LEED certification which is voluntary, according to SustainableBusiness.com. Many state and local governments have already adopted it, the organization noted.

“It represents a change in the standard of construction,” said Jessyca Henderson, Director of Sustainable Advocacy at the American Institute of Architects, in an article on the Web site. “It will affect everyone that touches buildings ... it will be a big leap.” ■



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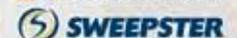
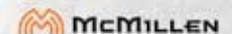
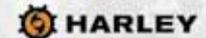
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YOUR “PAVING AUTHORITY”

Kirby-Smith showcases equipment, best practices at first Texas paving seminar

Nearly 500 people attended Kirby-Smith Machinery’s inaugural Texas Paving Seminar, which showcased its offerings in machinery and best practices in paving. Held at the Arlington Convention Center, the event also included techniques in asphalt-shingle recycling.

“This is not a selling event,” emphasized Kirby-Smith Vice President and General Manager Glen Townsend. “Our goal with this event is to educate customers on ways they can make their paving more efficient and, in turn, more profitable.”

Educational presentations by industry professionals offered insights into best practices on milling, soil stabilization, compaction, asphalt-shingle recycling and paving techniques, among other topics. Throughout the

day, Kirby-Smith personnel and manufacturers’ representatives were available to answer questions.

Continued . . .



Kirby-Smith Vice President and General Manager Glen Townsend helps kick off the first Texas Paving Seminar.

More than 500 people attended the paving seminar, where more than \$8 million in paving equipment was on display. Kirby-Smith and sponsors Wirtgen America and Doppstadt U.S. provided refreshments and lunch.

www.KirbySmithConnection.com



Paving seminar offers up-close look at equipment

... continued



Kirby-Smith personnel were on hand to answer questions about machinery and other paving-related topics.

Educational seminars provided insight into best practices in areas such as paving, soil stabilization and asphalt-shingle recycling.



Kirby-Smith Texas Governmental Sales Manager Sol Geiser (right) talks with an attendee about the advantages of a Vögele Super 700 track paver on display outside the Arlington Convention Center.

Wirtgen America helped sponsor the event and displayed several products in its extensive lineup, including a W 210 milling machine and a WR 2400 soil stabilizer. Other Wirtgen Group products displays featured: a Hamm HD+ 410 VV double-drum asphalt roller, HD 14 and 3410 P pad-foot rollers and a GRW 280 pneumatic roller; Vögele 5203-2 rubber-tire highway-class paver and Super 700 street/parking-lot-class asphalt track paver; and a Kleemann MC 110 Z 97,000-pound mobile crusher.

\$8 million in equipment on display

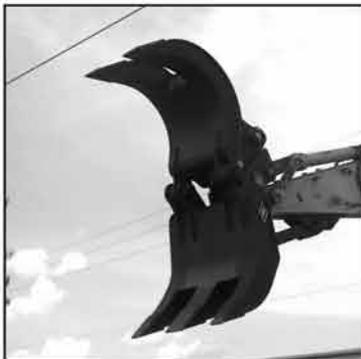
In total, Kirby-Smith displayed more than \$8 million in technologically advanced paving and related products outside the convention center and in its 30,000-square-foot indoor exhibit space. In addition to the Wirtgen products, equipment on display included a Gradall rubber-tire excavator, Komatsu PC138 excavator and Komatsu WA200 wheel loader. A Broce Broom and Atlas Copco air compressor were part of the mix as well. Attendees were introduced to Doppstadt, which manufactures grinding, shredding and screening products. (See related article on pg. 31). Kirby-Smith now offers this new product line.

"We believe we set the standard for paving products, along with the support and education that go along with them," stated Townsend. "We want customers to be able to turn to us for all their paving needs. This event shows that Kirby-Smith is the 'Paving Authority' in Oklahoma and Texas." ■



Jeff Wiley, Senior VP of Sales and Marketing for Wirtgen America (left), presented and answered questions on best practices in milling, cold in-place recycling and micro milling.

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Second Place: Gary Cox, OKC Parts	Second Place: Ron Hagood, OKC Service
Third Place: David Harris, OKC Parts	Third Place: Bob Weaver, OKC Parts



Kirby-Smith VP/GM Glen Townsend and VP Product Support David Baker joined Oklahoma City Annual Guild Award recipients: (front row, L-R) Jay VanDuzer, Townsend, Baker, Eluid Montes, (back row, L-R) Kenneth Howeth, Rusty Hancock, Ron Hagood, Dave Harris, Ron Weaver, Gary Cox, Bill Thomas, Mark Foster, Ronnie Morgan and Bob Williams.



Tulsa Annual Guild Award recipients posing with VP Product Support David Baker are: (L-R) Joe Howsden, Mark Sims, Brian Devore, Jay VanDuzer, Rowe McCarthy, Chris Malone, Baker, Kurt Maxwell, Travis Bolden, Cash Still, Ben Sittton, Jeff Jacobi, John Robison, Ronald Free, Roger Jorgensen, Bruce Taylor, Jeff Ray, George Cross and Jason Rogers.

Kirby-Smith Machinery, Inc. has long realized the value of service. In March, the company once again recognized outstanding parts and service team members in Oklahoma City and Tulsa with its annual Guild Awards.

Kirby-Smith established the Parts and Service Guild in 2004. To qualify for Guild enrollment, a parts person or service technician must pass an entrance exam. Members are required to attend 40 hours or more of technical training each year and take quarterly tests based on recent manufacturers' product bulletins and technical manuals. Each quarter that participants achieve a perfect score on the quarterly test, they receive their choice of a cash bonus, a savings bond or a voucher for tools.

At the end of the year, Guild members who achieved a perfect score on all four quarterly tests are invited to an annual recognition dinner and receive an additional award.

The pinnacle of the Guild program is the Guild Excellence Program Award, given to the top three individuals, companywide, in the construction and crane categories. Recipients must have achieved perfect scores on all four quarterly exams and received one of the top three scores on the Guild Excellence Program test.

"It's a win, win, win program," said Glen Townsend, Vice President and General Manager. "Customers win through increased knowledge and expertise in repair and maintenance of their equipment — which translates to 'fixed right the first time.' Ultimately, this leads to lower operating costs, increased productivity and profitability for our customers. The Guild members win, through increased knowledge in their areas of expertise and monetary rewards for that knowledge. Kirby-Smith wins, through increased customer and employee satisfaction." ■



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\$20,000



BIG TEX
\$3,500

Make/Model	Description	Year	Unit #	Hrs.	Price
HYDRAULIC EXCAVATORS 					
New Holland EH35B	24" & 16" BKT	2005	ZZU05529	1,716	\$20,000
Hitachi 240	36" BKT	2008	ZZU08531	4,440	\$87,000
Hitachi 270	36" BKT	2007	ZZU07530	3,772	\$105,000
Komatsu PC220LC-8	No BKT	2007	KMU07619	2,836	\$119,500
Komatsu PC228	36" BKT	2009	KMU09227	2,457	\$126,500
Komatsu PC300HD-7		2006	KMU06019	6,437	\$137,000
Komatsu PC300LC-7		2007	KMU07543	4,305	\$175,000
Komatsu PC300LC-8		2007	KMU07717	5,875	\$175,000

Make/Model	Description	Year	Unit #	Hrs.	Price
CRANE 					
Broderson IC200F	16' Jib	2005	ZZU05979	3,351	\$120,500

Make/Model	Description	Year	Unit #	Hrs.	Price
CRAWLER DOZERS 					
Komatsu D37EX-21	EROPS, PAT, Ripper	2005	KMU05149	1,627	\$55,500
Komatsu D61EX-15	EROPS, PAT, Ripper	2005	KMU05935	3,927	\$110,000
Komatsu D61EX-15E0	EROPS, PAT, Ripper	2006	KMU06073	4,924	\$119,500
Komatsu D65EX-15	EROPS, Semi-U, Ripper	2004	KMU04750	6,265	\$120,000
Komatsu D65EX-15	OROPS, Semi-U, DB	2005	KMU05984	4,007	\$100,000
Komatsu D65EX-15	EROPS, Semi-U, Ripper	2007	KMU07459	4,921	\$140,000
Cat D6K	EROPS, PAT, Ripper	2008	CTU08791	1,941	\$125,000
Komatsu D155AX-5B	EROPS, Semi-U, SSR	2006	KMU06500	3,614	\$265,000

Make/Model	Description	Year	Unit #	Hrs.	Price
RECYCLERS/PLANERS					
Bomag MPH100		1990	BGU90129	2,105	\$22,000
BomagMPH364R-2	Low Hours	2008	BGU08130	172	\$265,000

Make/Model	Description	Year	Unit #	Hrs.	Price
BACKHOE 					
John Deere 310		1988	JDU88097	12,000	\$10,000

Make/Model	Description	Year	Unit #	Hrs.	Price
PAVING & COMPACTION 					
Hamm 3307P		2005	HAU05059	1,500	\$49,990
Hamm 3307P		2007	HAU07099	291	\$55,099
Bomag BW11RH		2005	BGU05138	209	\$55,000
Ingersoll-Rand SD45F		2004	IRU04163	NA	\$17,000

Make/Model	Description	Year	Unit #	Hrs.	Price
TRUCKS/TRAILERS 					
Parker tilt		1996	ZZU96537	NA	\$1,000
Trail King TKT24		2003	TKU03260	NA	\$6,000
Big Tex		2005	ZZUXX536	NA	\$3,500
Witzgo RG-35		2006	ZZU06465	NA	\$25,000
Ledwell	4,000 gallon	2004	WTU04451	2,244	\$82,500
Sterling	Concrete Truck	2004	ZZU08527	NA	\$65,000
Mack GU713	Low Miles	2008	ZZU08524	232,902	\$79,500

Make/Model	Description	Year	Unit #	Hrs.	Price
MOTOR GRADERS 					
Komatsu GD655-3CA	Ripper	2006	KMUC06224	3,618	\$150,000
Komatsu GD655-3E0	Ripper	2007	KMU07509	2,047	\$169,500
Komatsu GD655-3E0		2010	KMU10203	650	\$205,000

Make/Model	Description	Year	Unit #	Hrs.	Price
LOADERS 					
Volvo L50		2000	ZZU00522	9,349	\$20,000
WA200-6		2003	KMU08218	2,691	\$89,500
Komatsu WA320-5L		2007	KMU07611	6,417	\$98,500
Komatsu WA380-6	New Rubber	2008	KMU08409	3,712	\$141,500
Komatsu WA450-5L	New Rubber	2006	KMU06215	6,217	\$135,000
Cat 950F		1997	CTU97795	10,051	\$60,000
Komatsu SK820-5	Skid Loader	2006	KMU06027	1,111	\$25,000



CAT 950F
\$60,000



CAT D6K
\$125,000



HITACHI 270
\$105,000



STERLING CONCRETE TRUCK
\$65,000

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