



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

Connection

J.D. HEISKELL & CO.

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

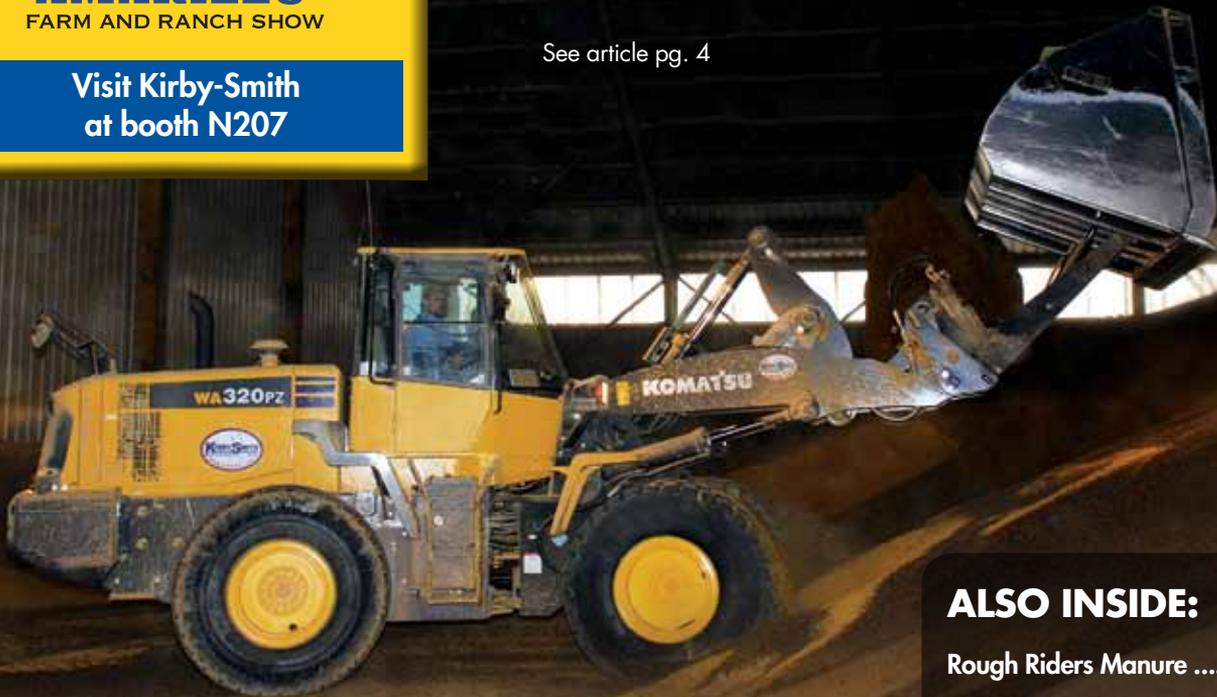
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Special Edition



AMARILLO
FARM AND RANCH SHOW

Visit Kirby-Smith
at booth N207



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

ALSO INSIDE:

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- JT Cattle 8
- Gus C. Unverfehrt Farm Supply 10
- Range Management 15





MESSAGE FROM THE PRESIDENT



Ed Kirby

**See what
Kirby-Smith has
to offer farms
and ranches**



Dear Valued Customer:

On behalf of Kirby-Smith Machinery, I'd like to welcome you to the IDEAg Amarillo Farm and Ranch Show. We hope you enjoy the event, and we're glad you stopped to check us out and see what we offer customers in Texas, Oklahoma and beyond.

Kirby-Smith has a wide range of machinery for farms, ranches, dairies, feedlots and other agriculture-related businesses. For example, we carry Komatsu wheel loaders in a range of sizes to fit practically any need, such as loading grain, feeding livestock or cleaning manure pits. This special issue of Kirby-Smith *Connection* showcases some of our customers who rely on these innovative products. We're proud to work with them, and I believe you'll find their stories interesting and insightful.

Our Komatsu lineup also includes excavators, motor graders and dozers, all of which make efficient and productive choices for constructing ranch roads, ponds, building pads, grubbing and a variety of other projects.

Many farms and ranches use skid steers, and we now carry a solid lineup of Gehl products. Gehl is a pioneer in the industry, with both wheel and track models that feature powerful hydraulics to run attachments such as hay forks, brush cutters and post-hole augers. We also represent NPK, Werk-Brau, Hensley and other manufacturers that make specialty buckets, brush-clearing implements and other useful attachments for all types of farm and ranch work. With more than 1,500 units in Kirby-Smith's rental fleet, we'll be able to supply the units you need for your operation.

We are committed to standing behind our machinery with outstanding parts and service support. We have eight locations in Oklahoma and Texas, including right here in Amarillo. Recently, we opened our newest branch in the Midland/Odessa area in an effort to better serve our west-Texas customers. Like our other locations, it provides shop and field service from highly skilled technicians and a large parts inventory to maximize your uptime.

Talk with us during the show, or call or stop by one of our branch locations. We'd love to visit with you about how Kirby-Smith can meet your farm and ranch needs.

Sincerely,
KIRBY-SMITH MACHINERY, INC.



Ed Kirby,
President



Connection

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

IN THIS ISSUE...

J.D. HEISKELL & CO.

Learn about this 125-year-old company's Southwest operations, which offer custom-feeding solutions. Also, check out the sidebars on Rough Riders Manure and JT Cattle.

GUS C. UNVERFEHRT FARM SUPPLY

Find out why this family business has continued growing through three generations.

RANGE MANAGEMENT

Discover the solution for restoring rangeland that Kirby-Smith and Werk-Brau provided to a northwest Texas rancher.

NEW PRODUCTS

See how the new Komatsu WA470-7 wheel loader improves productivity and uses less fuel compared to previous models.

Read about what the new Tier 4 Interim Komatsu PC210LC-10 excavator provides in terms of fuel efficiency and productivity.

Check out Komatsu's new D61-23 dozer models with next-generation hydrostatic transmissions that increase productivity and efficiency with lower fuel consumption.

NEW PRODUCT LINES

Kirby-Smith now offers Manitou telehandlers and Gehl loaders.

RENTAL REPORT

Witness the ways Kirby-Smith is committed to making your rental experience productive and cost-effective.

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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



David Musick,
Friona Location
Manager

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

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.

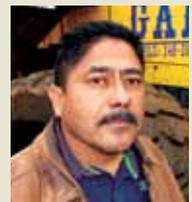
"The main reason I looked at Komatsu to begin with was I had trouble from a service standpoint with another dealer," Garcia recalled. "So when I needed a new loader, I decided to look around. Britt and Kirby-Smith assured me they would stand behind the Komatsu. They proved it when I had an issue with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

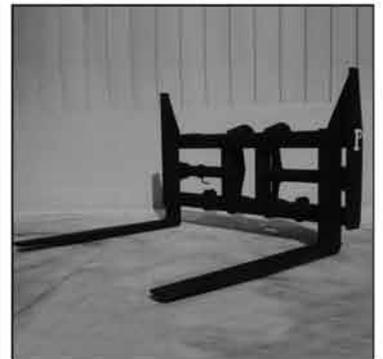
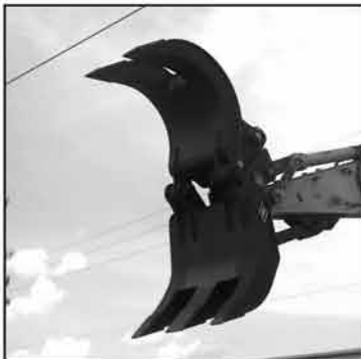
No matter the need, the rations begin with the commodities J.D. Heiskell & Co.

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 . . .



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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.”



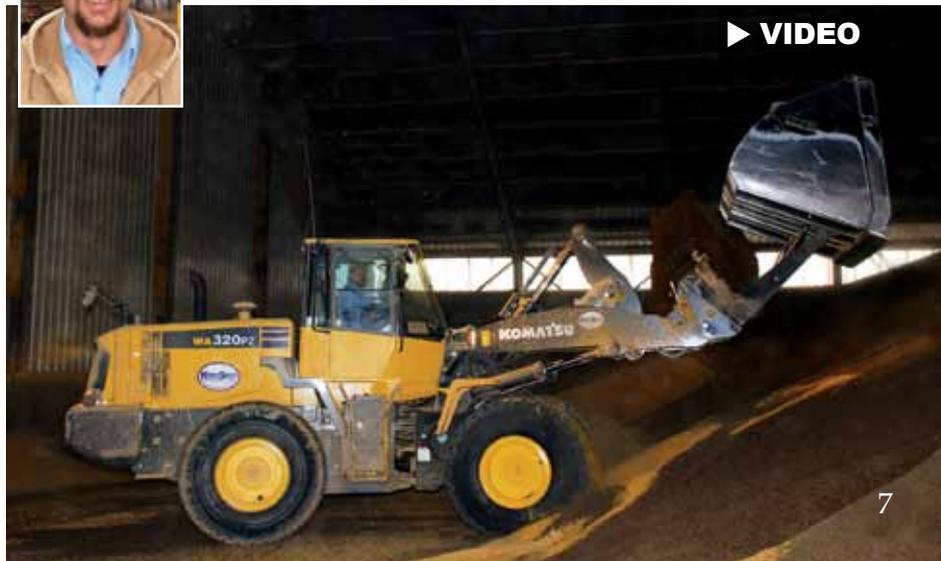
Operator Steve Detwiler works a stockpile of feed with a Komatsu WA320PZ-6 wheel loader at J.D. Heiskell & Co.’s Friona, Texas, location. The facility brings in feed products from the U.S. and Canada by rail, stockpiles it and loads it back out for delivery via truck.



Go online or scan this QR code using an app on your smart phone to watch video of Unverfehrt Farm Supply’s machines at work.

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▶ VIDEO



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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GUS C. UNVERFEHRT FARM SUPPLY

This family business has continued growing through three generations

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When Gus Unverfehrt and his wife, Irene, started farming their own land in 1954, the thought of owning a farm-supply business wasn't on their minds. The couple raised hogs and cattle on several acres near Centralia, Ill.

"I was just trying to get by raising livestock," recalled Gus. "During those early years, the market was in East St. Louis, so I'd take livestock there once a week or every couple of weeks. While I was there, I'd pick up supplies. Neighbors started asking me to pick up items for them too, and that's really how I got into the farm-supply business. It just continued to grow from there and we eventually named it Gus C. Unverfehrt Farm Supply in 1961."

Today, Gus C. Unverfehrt Farm Supply is a third-generation family business where Gus' sons Larry and Kevin now take care of day-to-day operations. Larry's wife, Kathy, works for the company, as do their sons, Matthew and Tyler, who work in sales, and their daughter, Jennifer, works in the office. Mathew's wife, Katie, also works in the office and Kevin's son, Adam, oversees electrical work and runs service calls.

Three generations of Unverfehrt's are active in operating Gus C. Unverfehrt Farm Supply, including (L-R) Gus and Irene, their son, Larry, and his son, Matthew.



Although the business came about by chance, once it was established, Gus was active in building it. In addition to supplies, such as feeding and watering systems for livestock, he began offering other services.

"For the most part, we were geared toward livestock farmers like me," said Gus. "Much of our business came from selling feeding equipment to dairy farms, which we still do. In addition, I began selling silo unloaders and became a feed dealer, which I really enjoyed. We started branching out with equipment and services geared toward grain in the late '70s, and things really snowballed."

Grain bin side expands

The first step in that direction was selling grain bins to area farmers. At the time, those individuals would erect bins themselves. As the grain market grew with increased yields, so did the need for larger bins.

"In the late 1980s, I put my first crew together to set up grain bins," said Larry, who joined his father full time in the business nearly 20 years earlier and oversees the grain side of the business, which includes grain bin construction. "It's now one of the major drivers of our business. We've continued to expand and offer commercial work erecting bins for elevators."

"Farmers and commercial customers can have vastly different needs," noted Matthew, who



Kathy Unverfehrt, Accounts Payable & Payroll

often works with customers on their grain bin needs. "Farmers only deal with the trucks that come from their fields, bringing grain to their bins. Commercial businesses deal with a larger volume that comes from numerous farms, often handling hundreds of

trucks a day. Farmers are generally looking for a bin system that handles about 6,000 bushels per hour, whereas an elevator may need to accommodate 20,000.”

The size of the bins needed to handle those varying volumes is also vastly different, as farmers typically put up 60,000-bushel storage units. Commercial bins are often big enough to store 750,000 bushels or more. Private, individual projects generally require about a month to complete, while larger commercial set-ups can take as long as three months. The Unverfehrt can have as many as 10 to 12 projects going at once.

“It all depends on the size and scope of the set-up as to how long it will take to complete; we’re basically a turnkey operation,” said Larry, noting that he subs out very large concrete pours. “Our own staff does more than 90 percent of our jobs, and that number continues to increase as we have started doing our own electrical work. To increase efficiency, we have multiple crews and each focuses on a particular aspect of the project: concrete, building the grain bins, building the augers, assembly of the grain legs, etc. That way, once the concrete crew is done with its work, it can move on to another project while the other crews come in and do their work.”

The bulk of the company’s work comes after the planting season, during the summer and early fall, to ensure bins are ready for harvest season. The company also works throughout the winter, stopping only when the temperatures are cold enough that concrete can’t be poured. Matthew noted, however, that a project starts well before Gus C. Unverfehrt Farm Supply crews ever begin working.

“We sit down with customers to get details of their needs and their budget and work to tailor a system that fits. Sometimes that may involve incorporating existing bins into a new system or it may be a totally new construction. Then we start from the ground up, from initial site prep and concrete bases to the finished bins and grain legs. Most cases now involve automated systems that are electrically wired, and we’ll run the wiring. We work closely with another contractor to do the automation set-up. Ultimately, the goal is to make our customers as efficient as possible.”

Continued . . .



▶ VIDEO

Operator Roger Boozer lifts a grain bin into place on a farm using a 110-ton Grove TMS9000E crane.

Members of the Unverfehrt team gather for a photo outside the company’s headquarters in Centralia, Ill.



Grove and National cranes meet varying jobsite needs

... continued



Kevin Unverfehrt,
Sales/Dairy



Tyler Unverfehrt,
Sales



Adam Unverfehrt,
Electrical



Jennifer Unverfehrt,
Office

Gus C. Unverfehrt Farm Supply also takes care of customers' service needs. The company offers round-the-clock service, with a goal of getting a breakdown or other problem fixed the same day.

"From a service standpoint, we're available any time because our customers can often be working at all hours of the day and night, especially during harvest," said Larry. "We've taken calls at two in the morning on a Sunday. We make ourselves available because we understand how crucial it is to have their equipment back up and running as quickly as possible."

A need for larger equipment

As the need for additional storage capacities became necessary, so did the Unverfehrt's need for larger equipment. It began purchasing National boom truck cranes in the mid-1990s, and now has 28- and 40-ton units.

"The most efficient way to assemble bins is on the ground, especially the smaller ones," explained Larry. "The truck crane can lift the pieces into place, and our crew can bolt them together. Our National cranes are great for that step, and the various sizes we have allow us to fit different needs most effectively. National has a good reputation for quality products, so when we were looking for cranes, that's where I started. We bought a used one, and it performed well. That sold us on buying additional units. For smaller jobs, they work great."

For larger jobs, Gus C. Unverfehrt Farm Supply relies on two 110-ton Grove TMS9000E truck-mounted cranes. The mobile units have a

maximum tip height of 235 feet, and the company added a hydraulic luffing jib that allows set-ups in tight areas. The company also chose the full counterweight package, which maxes out at 48,500 pounds.

"That size machine really fits our markets well," stated Matthew. "Larger bins mean heavier and higher picks, and the TMS9000 gives us the lifting capacity we need. The luffing jib will fold up to a 20-degree angle, giving us further reach. That's important in an area where we have to keep a small footprint. We also like that they have one cylinder that pushes the boom out in stages. It gives us better capacity than other systems we've seen. The full counterweight package gives us flexibility to add capacity as needed."

"Mobility was also a factor in our decision to buy," Matthew continued. "Both the National and Grove cranes allow us to drive from project to project, which saves time and is more efficient than moving a larger crane in pieces and taking hours or days to set it up. With these cranes, we can pull onto the site and be ready to pick in minutes."

The Unverfehrt's worked with Kirby-Smith Machinery St. Louis Branch Manager Ray Jost on the purchase of both the National and Grove products. "Like us, Kirby-Smith understands the importance of backing what they sell with exceptional service," said Larry. "We've developed a great relationship with Kirby-Smith, working with Ray Jost and Dave Hoeft, before he retired. They're knowledgeable in what the cranes will do, and their service techs are well-trained to handle anything we've needed."

Additional services

In addition to grain bin services, Gus C. Unverfehrt Farm Supply also carries machinery, including transport and unloading augers, as well as parts for the wide variety of equipment it sells.

On the livestock side of the business, Gus C. Unverfehrt Farm Supply carries several products: gravity boxes for hauling feed, seed and fertilizer; liquid manure spreaders, mixers and silo unloaders. One of the company's largest livestock offerings is its dairy equipment, which includes robotic and other types of milking machines.

(L-R) Larry Unverfehrt, his father, Gus, and his son, Matthew, meet with Kirby-Smith Machinery's St. Louis Service Manager Tim Carothers, Product Support Representative Tom Costello and Branch Manager Ray Jost. "We've developed a great relationship with Kirby-Smith," said Larry.



“As with the grain bin business, we work with customers to find the right system to fit their particular needs,” said Kevin, who oversees that side of the business. “Robotic milking is an area that continues to grow, and a facet of the business where we’re looking to expand.”

In total, Gus C. Unverfehrt Farm Supply has 44 full-time employees, and hires about 20 part-time workers during the summer. It has nearly 500 years of combined experience on staff.

“We have numerous longtime employees, including some that have been here 10, 15 and even 20 years or more, and that experience really pays off,” asserted Kevin. “They’re dedicated and they take ownership of a project, with an eye toward doing it right the first time while meeting a customer’s time and budget constraints. That, in turn, has helped us gain new business because our customers often recommend us to other people. Those same people who are spreading the word have also called us back many times to do repeat work for them.”

Forward-looking approach

Despite more than 50 years in business, Gus C. Unverfehrt isn’t satisfied with the status quo. In addition to expanding into robotic milking systems, the company is also looking to grow in the center-pivot irrigation market, something it started selling the past couple of years.

“We believe that staying static will lead to going backward, so we take a forward-looking approach,” said Larry. “That’s an ideal Kevin and I have worked to instill in our kids, and they’re taking it and running with it. I believe the future of the company is very bright with the third generation.”

Kevin agreed. “Our dad was willing to step out and take chances, and he taught us that doing that, along with hard work and an eye toward customer satisfaction, will take us a long way. It’s nice to see the kids taking an active interest in carrying on what our dad and we have built.”

“Much of the growth we’ve experienced is directly due to Larry, Kevin and their families’ efforts in seeing an opportunity and running with it,” acknowledged Gus. “Irene and I couldn’t be prouder of what they’ve done and continue to do.” ■



During assembly, Gus C. Unverfehrt Farm Supply uses National boom truck cranes to lift pieces into place before crew members bolt them together.

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CLEARING UNWANTED BRUSH

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

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

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

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

A better solution

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

Continued . . .



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

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

Brush removal offers many benefits for ranchers

... continued

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

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

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

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

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

Financial assistance

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

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

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



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



NEW WHEEL LOADER

Large-capacity torque converter improves productivity, reduces fuel consumption in WA470-7

Wheel loader users want a machine that not only provides maximum fuel savings, but does so with the power and productivity needed for a variety of applications. Komatsu’s new WA470-7 has those attributes in a redesigned model that meets the Tier 4 Interim regulations.

“The new WA470-7 is great for a wide variety of work, including quarry and construction applications,” said Product Manager Armando Najera. “Its predecessor, the WA470-6, was a proven performer, and the Dash-7 maintains its production with up to 8-percent better fuel efficiency and operator productivity features.”

The WA470-7 features a newly designed powertrain that has a large-capacity torque converter with lock-up. This provides improved acceleration for faster hill-climb ability and higher ground speeds (up to 23.8 miles per hour) in load-and-carry applications. The torque converter increases tractive effort for greater productivity in V-cycle applications.

Komatsu Smart Loader Logic, which functions automatically, provides optimal engine torque in all applications. It decreases engine torque when the loader isn’t working hard, providing increased fuel savings.

Better visibility

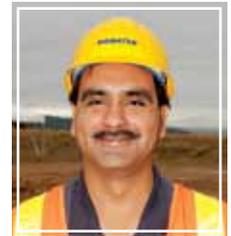
Komatsu created a quieter, more comfortable cab with better visibility by lowering the front glass and redesigning the dashboard. The seat-mounted right-hand console now has electronic pilot control levers and a forward-neutral-reverse switch.

Operators can modify settings to their individual needs, check operational records and find tips to reduce fuel consumption with Eco Guidance on the new high-resolution monitor.

For added safety, a backup camera is standard, providing a view behind the loader.

Komatsu backs the WA470-7 with its exclusive Komatsu CARE program, which helps lower owning and operating costs. Komatsu CARE includes complimentary scheduled maintenance for three years or 2,000 hours and two Komatsu diesel particulate filter exchanges at 4,500 and 9,000 hours within the first five years.

“Factory-certified technicians do the work, using genuine Komatsu parts and fluids, including the two filter exchanges,” explained Najera. “It’s another Komatsu commitment to lowering owning and operating costs.” ■



Armando Najera,
Product Manager

Brief Specs on the Komatsu WA470-7

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA470-7	272 hp	52,007 lbs.	5.0-6.8 cu. yds.

The new WA470-7 maintains horsepower but lowers fuel consumption, compared to the previous model. Additionally, a large-capacity torque converter provides greater tractive effort for increased productivity in V-cycle applications.



EXCAVATOR EXCELLENCE

Greater fuel efficiency, lower emissions make Komatsu's new PC210LC-10 even better than its popular predecessor



Brian Yureskes,
Product Marketing
Manager, Excavators

When Tier 4 Interim standards were announced, the challenge was to take already proven and productive machinery and reduce emissions without losing performance. Komatsu's new PC210LC-10 excavator does just that, with greater fuel efficiency as a bonus.

"The previous PC200 models, which the PC210LC-10 replaces, were popular because they were proven to be among the most productive excavators in their size class," said Komatsu Product Marketing Manager Brian Yureskes of the 47,000-pound-class PC200 excavators. "They're good machines in a wide range of applications. That holds true with the new PC210LC-10, with several added benefits, including up to 10 percent better fuel efficiency, depending on the application."

Komatsu's Tier 4 Interim PC210LC-10 provides up to 10 percent better fuel efficiency, depending on application, while maintaining the productivity of the PC200LC-8.

Yureskes notes that Komatsu achieved better fuel economy through advancements in engine and hydraulic-pump control technology, utilizing a combination of both newly designed pumps and advanced matching techniques. Komatsu did it without sacrificing power, as the PC210LC-10 maintains the same digging forces and lifting capacity of the previous model.

"The machine has larger displacement pumps, which are capable of providing higher flow at lower engine speeds," explained Yureskes. "Because the pumps are able to generate more volume per revolution, the engine speed does not need to be as high in order to achieve the same amount of hydraulic flow. That reduces fuel consumption by allowing the machine to operate at a lower engine speed without compromising pump flow.

"With variable-speed matching, the machine makes slight adjustments to engine speed based on the amount of hydraulic flow the application requires. Whenever high flow is required, such as during heavy digging or trenching, the engine speed will adjust to accommodate the flow demand. In lower-flow applications, such as leveling or fine grading, engine speed will slightly reduce in response to the lower hydraulic work load. Previous models would operate at consistent engine speeds regardless of hydraulic demand, so fuel consumption was consistent even during low-flow applications. This slight reduction in engine speed improves fuel efficiency."

Like other new Tier 4 Interim excavators, the PC210LC-10 has increased operating weight and net horsepower compared to its predecessor. Both are about 10-percent



higher compared to the PC200LC-8. An optional, lighter counterweight is available to accommodate regional transportation regulations. The PC210LC-10 also has 13 percent more drawbar pull, which improves steering and maneuverability.

Eco Guidance, Komatsu CARE

Additional new features of the PC210LC-10 include an enhanced LCD color monitor with improved resolution. Through the monitor, operators can set the proper working mode and program the attachment control, with the ability to store up to 10 attachments. It also has an Eco Guidance feature that gives the operator information on ways to improve fuel economy.

“We want operators to maximize productivity in the most economical way so their per-yard, per-ton costs are the lowest possible,” noted Yureskes. “There are times when maximum output is necessary, but often it’s unnecessary, and the operator can run the machine in a different mode that uses less fuel. Eco Guidance alerts them to those situations. It will also alert them to excessive idling, showing that it might be better to shut a machine down to save fuel and operating hours.”

Once the PC210LC-10 reaches its routine service intervals, the work is covered by Komatsu CARE. This exclusive program provides complimentary, factory-scheduled maintenance for the first three years or 2,000 hours, performed by distributor technicians using genuine Komatsu parts and fluids. Serviceability is improved with the addition of handrails around the upper structure, a rear-opening hood, battery-disconnect switch, swing-out cooler and improved diagnostics through the monitor.

“Komatsu CARE ensures that those service intervals are done properly, with the goal of longevity, reliability and lower owning and operating costs throughout the lifetime of the machine,” said Yureskes. “In addition, we provide two, complimentary Komatsu Diesel Particulate Filter (KDPF) exchanges at 4,500-hour intervals. Komatsu and its distributors track the service intervals through



The PC210LC-10 has increased operating weight, net horsepower and drawbar pull, compared to its predecessor.

KOMTRAX 4.0, then set up the scheduled maintenance.”

The KDPF is one of several components that reduce emissions on the Tier 4 Interim PC210LC-10. Through passive and active regeneration, the KDPF uses heat to burn soot. Other components include the Komatsu Variable Geometry Turbocharger (KVGT) and the exhaust gas recirculation system. Komatsu designed the components to work in harmony for maximum efficiency.

Cab improvements

Komatsu further boosted productivity by improving the operating platform in the PC210LC-10 with an integrated ROPS cab designed to minimize noise. A high-back, heated, air-suspension seat provides more comfort for the operator.

“We saw the new emissions standards as an opportunity to build a machine that not only meets regulations, but improves upon what users have already come to know as the leader in its size class,” summarized Yureskes. “We believe that anyone who uses the new PC210LC-10, whether for digging trenches, grubbing, clearing, pond building, landscaping or a host of other applications, will find it to be a class leader. We encourage anyone who’s interested to try one out. We’re confident that the results will speak for themselves.” ■

NEW, MORE PRODUCTIVE DOZERS

Komatsu D61-23 dozers have next-generation hydrostatic transmissions that increase productivity, efficiency



Bruce Boebel,
Komatsu Product
Manager, Dozers

When you have a machine that’s already proven reliable, improving on its productive features bears a challenge. To do that, Komatsu went directly to users to gather information it used to design and build its new D61-23 model dozers.

The two new models are the standard EX model with new, longer tracks and the low-ground-pressure PX. While the net 168 horsepower of the new Dash-23 models remains the same as its predecessors, Komatsu increased the operating weight.

“We didn’t want to just meet the Tier 4 Interim standards to lower emissions, we wanted to reduce customers’ owning and operating costs,” noted Bruce Boebel, Komatsu Product Manager,

Dozers. “Using the valuable input we gathered from our customers, Komatsu designed the new D61s with features we believe make them the most efficient and productive dozers in their size class.”

Among the new features are a next-generation hydrostatic transmission (HST) and engine-control technology that improve fuel economy in both Economy and Power working modes. E mode is intended for general dozing and leveling, while P mode offers maximum engine power for slot and uphill dozing and ripping. Komatsu’s exclusive HST control system reduces fuel consumption by up to 10 percent in P mode and up to 20 percent in E mode.

A newly designed power-angle-tilt (PAT) blade provides improved curvature to roll material more efficiently. With the new, standard, adjustable blade pitch, operators can set the aggressiveness of the cutting edge to match the application. A new hydraulic blade-angle toggle switch makes blade operation easier.

Blade visibility improved with a sloped engine-hood design, similar to the popular and award-winning Komatsu D51. A new roomier, integrated ROPS cab sits forward to put the operator closer to the blade and has large glass windows to enhance visibility.

“Several other improvements include being plug-and-play ready for Topcon GPS technology. The user simply has to bolt on a completing kit and it’s ready to use,” said Boebel. “That further increases efficiency and reduces wasted movement and materials in grading applications. The D61s also work well for land clearing and forestry, so they’re versatile machines that fit well into nearly any fleet.” ■

Brief Specs on the Komatsu D61-23 Dozer

Model	Operating Weight	Net Horsepower	Blade Capacity
D61EX-23	39,099 lbs.	168 hp	4.5 cu. yds.
D61PX-23	41,138 lbs.	168 hp	5.1 cu. yds.

Komatsu’s new D61-23 dozers have several new productive and efficient features, including a next-generation hydrostatic transmission that provides up to 20-percent fuel savings, depending on working mode and application.

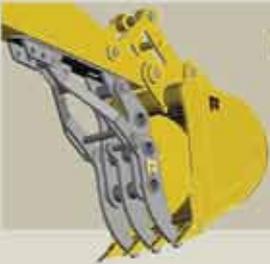




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Kirby-Smith now offers Manitou telehandlers, Gehl loaders for sale or rent

www.KirbySmithConnection.com



Go online or scan this QR code using an app on your smart phone to watch video of Gehl's RT Series compact track loaders.

Kirby-Smith Machinery now carries an extensive lineup of products from the Manitou Group, including Gehl compact track loaders and rubber-tire skid steers, as well as Manitou telehandlers. All are available for sale or rent in Oklahoma and Texas.

Gehl's RT Series compact track loaders come in two models, the RT175 and the RT210, both of which feature the industry-exclusive, patent-pending, HydraTrac Automatic Track Tensioning System. When the loaders start up, the hydraulic system automatically pressurizes, providing the ideal tension for the track system, eliminating manual tensioning before operation.

Keeping tracks at the proper tension reduces undercarriage component wear, one of the biggest causes of premature component failure. HydraTrac uses hydraulic pressure to maintain proper track tension during use and releases tension when the machine is shut down, increasing the life of the tracks and bearings.

Gehl is a skid steer pioneer, with more than 40 years experience in manufacturing the machines for construction, landscaping and farming applications.

"HydraTrac extends undercarriage life by 15 percent to 20 percent and reduces maintenance costs by a similar amount," said Kevin Caldwell, Manitou District Development Manager for Texas. "That makes a significant difference to the bottom line because the undercarriage is one of the biggest expenses of owning and operating a track machine. The guesswork and time involved with tightening tracks is gone."

Compared to older models, both models have powerful turbo-diesel engines with increased torque for better traction and stronger digging forces. The RT175 produces 179 foot-pounds of torque, generating 11,840 pounds of tractive effort. The RT210's tractive effort is 12,359 pounds from its 206 foot-pounds of torque.

The high-torque engines have AntiStall technology that continuously senses machine load and adjusts the hydrostatic drive pump displacements to manage available engine horsepower and torque. During heavy-duty cycles, it keeps the engine from stalling, resulting in faster cycle times and less wear and tear on the engine.

RT Series lift arms provide more efficient load placement and overall performance with additional reach and increased dump heights. Lift arms are designed for optimal visibility, strength and capacity.

Gehl designed the RT Series with operator comfort in mind. Spacious cabs are available with heat or both heat and air conditioning. Controls, armrests and restraint bar are adjustable to accommodate the operator, and the foot pod can tilt out for cleaning. The joystick controls reduce operator fatigue while providing precise control. Operators can choose from five driveability settings with Gehl's





▶ VIDEO

Electro-Hydraulic “5x5” Drive Control System that allows operators to match applications and their individual preferences. Enclosed cabs are pressurized with heat and air-conditioning and standard air-suspension seats.

Other optional features include All-Tach and Power-a-Tach attachment mounting systems, HydraGlide Ride Control System, high-flow auxiliary hydraulics and hydraulic self-leveling.

“The RT Series is best suited for those who need a low-ground-pressure machine so they can continue working in wet soils,” said Terry Gilbreath, Manitou District Development Manager for Oklahoma. “In most cases, the ground pressure on these machines is less than a person’s foot because the weight is distributed over a greater area.”

A pioneer in skid steers

With more than 40 years experience, Gehl is one of the pioneers in skid steer manufacturing. Like its compact track loaders, Gehl designed its rubber-tire skid steers for a variety of applications, including construction, landscaping and farming. Gehl’s skid steer lineup has 10 models in two series, ranging from the ultra-compact 1640E to the high-capacity V400.

The seven E Series models range from the low-profile, narrow-width 1640E to the

2,600-pound operating capacity of the 6640E. V Series models include the 2,700-pound operating capacity V270, the 3,300-pound capacity V330 and the V400, the world’s largest skid loader with 9,150 pounds of capacity.

“The E Series models are radial machines with booms that work in a circular arc,” explained Gilbreath. “The bucket extends out as the boom comes up, then comes back toward the machine from the midpoint of the lift. The V Series booms move straight up and down and offer more reach and height. While the V Series is best for loading, both V and E Series models are ideal for digging applications.”

Gehl skid steers come with high-strength, heavy-duty, vertical-lift booms to provide long life. Lift-arm tubes are concealed and protected from the work environment. The Powerview lift arms have a low-profile mount for excellent operator visibility.

Powerful hydraulic systems provide pressure and flow to power any attachment, offering versatility to users. Hydraulic self-leveling action keeps buckets, pallet forks and other attachments level during lifting.

All come with operator comfort in mind, thanks to large compartments with clear side and rear sight lines for outstanding visibility.

Gehl’s RT Series compact track loaders feature the patent-pending HydraTrac Automatic Track Tensioning System that extends track life by 15 percent to 20 percent.

Continued . . .

Gehl loaders, Manitou telehandlers work well in ag markets

... continued

The roof grid sections and window provide a great view of the bucket at full height. The ROPS/FOPS cabs feature high-backed, adjustable-cushion seats, as well as adjustable restraint bars. The operator can select T-bar “hands-only,” hand/foot, dual-hand or joystick controls to match individual preference, depending on model.

“Gehl’s design focus is on longer wheel bases, which provide smoother rides and more stability,” said Caldwell. “That improves operator comfort as well as operator performance.”

Telehandlers built for construction

Like Gehl, Manitou has a rich history in developing telehandlers for a variety of applications. The company has one of the broadest offerings in the industry with more than 30 models, including heavy telescopic and rotating lines. Manitou is also the only company in the industry that produces a 12,000-pound-capacity telehandler. All are available from Kirby-Smith Machinery, including the MT Series telehandlers, geared toward the construction market.

“Each model number in the MT Series indicates the lift capacity and height,” according to Caldwell. “For example, our latest model, the

MT 5519 has a lift capacity of 5,500 pounds with a lift height of 19 feet. It’s our most versatile machine with a low-profile frame and boom and overall height of six feet, four inches. It can be used practically anywhere someone needs to lift materials, including in a parking structure.”

The smallest of the MT Series telehandlers, the MT 5519 has a turning radius of 11 feet, about a foot and a half less than the next size up, the MT 6034. Also in the lineup are the MT 6642, MT 8044, MT 10044, MT 10055 and MT 12042.

“All have welded box booms which are very strong up and down and good in pick-and-place applications,” said Gilbreath. “They’re ideal for projects where good lift capacity and height are essential, such as stacking hay bales. Capacity and height needed determines which model is best for the user.”

Precise load control comes from two, direct-mechanical, joystick controls for boom and fork tilt functions and the Automatic Self-Leveling Fork System, which is standard on all Manitou MT Series models. All models are fast and easily maneuverable with power steering and operator-selective steering that offers two-wheel, four-wheel and crab options. Three-speed forward/reverse powershift transmissions provide good ground speeds for more efficient movement around the jobsite.

“We’re very pleased to team up with Kirby-Smith because we believe it’s a key supplier of quality construction products in Oklahoma and Texas, and because Manitou and Gehl fit in well with its product lineup,” said Gilbreath. “Like us, Kirby-Smith goes the extra mile for its customers, so our values match up very well.”

“Globally, one in three lifts on the jobsite are Manitou, which says a great deal about its reputation for quality, productive machines,” said Kirby-Smith Vice President and General Manager Glen Townsend. “They’re stronger and more durable than the competition. We’re proud to partner with Manitou to carry both the telehandler and Gehl track and skid steer machines. We encourage anyone looking for these types of machines to contact their Kirby-Smith territory manager or nearest branch location to set up a demo.” ■

Manitou offers one of the broadest lines of telehandlers, including the MT Series, which has the Automatic Self-Leveling Fork System.



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ADDED VALUE

Kirby-Smith committed to making your rental experience productive, cost-effective

When Kirby-Smith Machinery started renting equipment nearly three decades ago, it did so with the recognition that many customers had a need for machinery on a short-term basis. Through the years, Kirby-Smith's rental operation has grown into one of the largest earthmoving, lifting and speciality machine fleets in the Midwest and south-central United States. But Kirby-Smith's commitment to rentals goes well beyond having more than 1,400 machines available for short- and long-term use.

Greg Luckenbill, Manager of Rental Fleet Maintenance, displays a "Ready to Rent" tag on one of Kirby-Smith's rental units. Luckenbill said standards and practices developed by Kirby-Smith ensure its rental equipment remains productive and efficient.



"Efficiency is the name of the game, especially in today's economy," said Greg Luckenbill, who was recently named Manager of Rental Fleet Maintenance for all nine Kirby-Smith locations. "That means identifying issues and opportunities and acting on them quickly to better maintain our and our customers' costs. We can pass these cost-saving measures on to customers by ensuring maximum machine performance and reduced downtime."

Luckenbill said Kirby-Smith identified ways to maintain its rental equipment and manage costs by developing critical standards for rental, service and repair that apply throughout the company. Standards include items such as safety, training, efficiency and on-time service and repair.

"One of the most valuable components is having a Quality Control Inspector at each branch who plays a major role in the initial and final inspection of a machine before it goes out on rent and when it comes back," said Luckenbill. "The inspectors work with the service departments, product support reps and rental coordinators to address any potential issues and guarantee a machine is ready to perform when rented."

Dual inspections

When a machine comes back from rental, it immediately goes through Kirby-Smith's simple but highly effective rental-tag process. A three-phase tag is placed on the machine indicating whether a machine is in the "Check Out," "Do Not Use" or "Ready to Rent" phase. No unit goes back into the field until it's thoroughly inspected and hits the final stage of the process.



Kirby-Smith's rental fleet features a wide array of machines, including Komatsu earthmoving equipment and cranes, water trucks, paving and milling units from other manufacturers.



When a rental unit comes in from a rental, it's tagged and goes through inspection and servicing before being put back in the fleet to ensure it's "Ready to Rent."



Kirby-Smith prominently displays notices that guide operation, maintenance and other important information.

"All scheduled services are done on time or ahead of schedule, and any repairs — no matter how minor — are made by our factory-trained technicians," said Luckenbill, noting that more than 50 percent of those technicians were trained through an accredited program at Oklahoma State University Institute of Technology. Kirby-Smith Machinery Vice President of Product Support David Baker helped develop the program, which is supported by Kirby-Smith, Komatsu and Manitowoc. "We represent more than 26 brands, so expediting machine repair can be a

challenge, but it's necessary that each machine meets our and our customers' demanding standards before it's put into the fleet after a rental. If it breaks down, it costs everyone time and money through delayed projects and added stress levels."

Luckenbill noted that Kirby-Smith has invested more than \$1 million in training, including factory training of service technicians for all major brands: Komatsu,

Continued . . .



K-S rental goal: develop customers for life

... continued

Manitowoc, Grove, National and the Wirtgen Group, which includes Wirtgen milling machines and soil stabilizers, Vögele pavers and Hamm rollers.

“We do all services in compliance with industry and manufacturer standards, and



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RENTAL RESPONSIBILITIES OF LESSEE

IMPORTANT NOTICE
Reverse radiator fan at least twice daily depending on working environment.
Open both engine side covers.
Refer to operation manual for procedure.

RESPONSABILIDADES DE RENTA DEL ARRENDATARIO

NOTICIA IMPORTANTE
Invierta el ventilador de el radiador por lo menos dos veces al día dependiendo del ambiente de trabajo. Abra ambas cubiertas al lado de el motor. Vea el manual de operación para el procedimiento.

KSMB42H

Notices, such as this one, are posted on machines and alert users to potential items that may affect the rental unit. Kirby-Smith has begun displaying the notices in English and Spanish for a diverse work force.

Factory-trained, certified technicians perform all necessary services and repairs so that Kirby-Smith rental machines remain productive and efficient, reducing users' costs and potential downtime risks.



we've taken the additional step of adding extended warranty coverage on all our Komatsu machines as a way to better manage our repair costs," he added.

Training provided

Just because a machine is ready to rent doesn't mean Kirby-Smith's commitment to the customer stops there, said Luckenbill. The company focuses on training for its technicians, along with the entire rental staff and customers.

“We realize that when customers rent a machine, most have a good understanding of how it works,” Luckenbill emphasized. “That's a start, but we want them to use it in the most effective and efficient way possible, so we spend time working with them on best practices for operation and maintenance to ensure lower operating costs in a variety of ways, including fuel savings.

“A good example occurred this year, which was extremely hot and dry,” he added. “Our personnel made sure that anyone who rented a dozer was aware of its reverse radiator fan procedures and how and when to use it. That minimizes dust buildup in order to keep the machine from overheating, prevent lost time and avoid other potential performance-robbing issues.”

Another area of need that Luckenbill and the rental staff identified was addressing a bilingual work force. “Many of our customers have Spanish-speaking operators and laborers, so we've taken the step of developing important notices that are posted on our rental machines in both English and Spanish. We're also providing documentation in Spanish and, going forward, we're working to continuously improve on that.

“We believe we already have the most diverse, productive and efficient machinery in the marketplace,” Luckenbill added. “Where Kirby-Smith further stands apart is our commitment to adding value by maintaining it to the highest standards and working with our customers to ensure they're getting the most out of every rental. Our goal is to partner with them and develop customers for life.” ■



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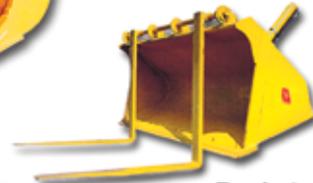
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FIND US AT THE SHOW

Visit Kirby-Smith's booth at the Amarillo Farm and Ranch Show

Kirby-Smith invites you to their booth (N207) at this year's Amarillo Farm and Ranch Show. This is the fourth year Kirby-Smith has hosted a booth at the annual trade show, where attendance is expected to top out at more than 30,000.

Visitors to the Kirby-Smith booth can talk with company representatives about their new Gehl and Manitou lines of skid loaders and variable reach forklifts.



In addition to its booth, Kirby-Smith is also displaying a Komastu WA250PZ at the entrance to the exhibit hall. Stop by and check out the impressive machine and its many benefits. ■

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\$74,900



1999 CASE 1150G
\$29,500

HYDRAULIC EXCAVATORS

Year	Make/Model	Description	Unit #	Hrs.	Price
2008	Hitachi 240	36" bkt	EQ0014075	4,440	\$89,500
2007	Hitachi 270	36" bkt	EQ0014014	3,813	\$114,500
2007	Komatsu PC200LC-8	w/ hyd thumb	EQ0017286	2,190	\$127,900
2007	Komatsu PC220LC-8	no bkt	EQ0012559	2,919	\$119,500
2009	Komatsu PC228	36" bkt	EQ0014379	2,457	\$126,500
2006	Komatsu PC300HD-7		EQ0013795	6,435	\$115,000
2007	Komatsu PC300LC-7	new U/C	EQ0012985	4,305	\$142,000

CRANE

Year	Make/Model	Description	Unit #	Hrs.	Price
2005	Broderson IC200F	16' Jib	EQ0012690	3,355	\$120,500
1981	Grove RT58A		EQ0018389	NA	\$20,000

CRAWLER DOZERS

Year	Make/Model	Description	Unit #	Hrs.	Price
1999	Case 1150G	OROPS, PAT blade	EQ0015325	6,439	\$29,500
2008	Cat D5K	OROPS, ripper, PAT blade	EQ0015168	1,238	\$79,900
2006	Komatsu D61EX-15E0	EROPS, PAT blade, ripper	EQ0011275	2,444	\$119,500
2004	Komatsu D65EX-15	EROPS, SEMI-U, ripper	EQ0011992	6,265	\$98,500
2005	Komatsu D65EX-15	OROPS, SEMI-U DB	EQ0013510	4,007	\$100,000
2007	Komatsu D65EX-15	EROPS, SEMI-U, ripper	EQ0014069	2,018	\$140,000
2008	Komatsu D65EX-15	EROPS, SEMI-U, ripper	EQ0017724	4,302	\$150,602
2006	Komatsu D155AX-5B	EROPS, SEMI-U, SSR	EQ0012311	4,291	\$265,000

MANLIFT

Year	Make/Model	Description	Unit #	Hrs.	Price
1993	45AH	as is	EQ0012371		\$14,000



2008 CAT D5K
\$79,900



1997 ROSCO RA300
\$27,500



2006 KOMATSU PC300HD-7
\$115,000



2008 HITACHI 240
\$89,500

PAVING & COMPACTION

Year	Make/Model	Description	Unit #	Hrs.	Price
2005	Hamm 3307P	low hours	EQ0012615	1,555	\$49,990
2007	Hamm 3307P		EQ0013801	443	\$55,099
2005	Bomag BW11RH		EQ0013976	241	\$47,500

TRUCKS/TRAILERS

Year	Make/Model	Description	Unit #	Hrs.	Price
1996	Parker tilt		EQ0014318	NA	\$699
2003	Trail King TKT24		EQ0014431	NA	\$6,000
20??	Big Tex		EQ0014317	NA	\$2,899
2006	Witzgo RG-35	as is	EQ0012522	NA	\$25,000
1997	Rosco RA300		EQ0015055	3,494	\$27,500
2004	Lonestar 4 1/2 cu. yd. mixer	Sterling chassis	EQ0013979	1808m	\$59,500

RECYCLERS/PLANERS

Year	Make/Model	Description	Unit #	Hrs.	Price
1994	Cat SM350		EQ0017474	NA	\$34,500
2008	BomagMPH364R-2	low hours	EQ0013564	227	\$215,000

LOADERS

Year	Make/Model	Description	Unit #	Hrs.	Price
2008	Komatsu WA200-6		EQ0014324	2,691	\$74,900
2011	Komatsu WA250		EQ0018251	8,117	\$72,300
2007	Komatsu WA320-5L		EQ0012530	6,417	\$89,500
2008	Komatsu WA380-6	new rubber	KMU08409	3,724	\$141,500

SKID LOADERS

Year	Make/Model	Description	Unit #	Hrs.	Price
2006	Komatsu SK820-5		EQ0009893	1,111	\$25,000
2011	Case SV300		EQ0015019	500	\$39,900

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