



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

Connection

WEBBER, LLC

High-profile highway, airport projects part of Texas contractor's diversified portfolio

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Bill Whitney,
Manager





MESSAGE FROM THE PRESIDENT



Ed Kirby

Looking
forward to
2014



Dear Valued Customer,

Like you, we're excited about what lies ahead next year. Economic indicators show a strengthening economy, and construction has been a major beneficiary. Spending hit a four-year high recently, led by a strong rebound in residential construction that includes significant gains in new housing starts. Non-residential construction also continues to do well, and many organizations expect the trend to continue into 2014 and beyond.

Another reason we're looking forward to next year is the upcoming CONEXPO. Held in Las Vegas on March 4-8, it showcases the latest in equipment and technology for the construction industry. As always, the manufacturers we represent, such as Wirtgen, Manitowoc, National, Grove, Vögele, Hamm and Komatsu, will have several innovative new products on display and will feature their world-class product support capabilities. We hope to see you there.

In this edition of the Kirby-Smith *Connection* magazine, you'll read stories about delivery of one of the largest Manitowoc crawler cranes in the midwest, to the oil boom in Midland/Odessa and how Kirby-Smith Machinery, Inc. is ensuring we support the products we sell.

Remember, incentives are still available for purchasing equipment this year. Fifty-percent bonus depreciation on most property placed in service before 2014, and extended Sec. 179 expense levels of \$500,000 with a phase-out beginning at \$2 million is still in effect.

Used or new, we can service your equipment, and encourage you to contact us about special incentives that may apply to parts and repairs on your machinery during the coming months. In some instances, subsidized financing may be available. Contact us for further details.

As always, if we can do anything for you, please call or stop by one of our locations.

Sincerely,
KIRBY-SMITH MACHINERY, INC.



Ed Kirby,
President



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Read about the high-profile highway and airport projects that are part of this Texas contractor's diversified portfolio.

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Find out how this McCamey, Texas, contractor grew at the urging of satisfied customers.

RANCH & OILFIELD CONSTRUCTION

Check out this Midland, Texas, contractor's start-to-finish services for Permian Basin drilling companies.

INNOVATIVE PRODUCTS

Here's a recap of Kirby-Smith's demonstration event, where it showcased Komatsu's *intelligent Machine Control* dozer and Manitou's largest variable reach forklift.

ALBERICI CONSTRUCTORS, INC.

Learn about this St. Louis-based firm and its partner companies, which bring nearly a century of experience to each project.

ICONIC PROJECT

See how Allied Steel used a Grove GMK 5165 all-terrain crane to reach above and beyond the top of Oklahoma State University's Gold Star Memorial Building.

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WEBBER, LLC

High-profile highway, airport projects part of Texas contractor's diversified portfolio

CONSTRUCTION



Bill Whitney,
 Manager

When driving in Texas, the chances of traveling a major roadway that Webber, LLC had a hand in building are nearly 100 percent. That's because during the past three decades-plus, the Houston-based company has grown into one of the Lone Star State's largest and premier heavy transportation contractors.

Webber, LLC grew from a partnership that started in 1963 as Champagne-Webber when Wayne Webber and Earl Champagne teamed up. At the time, the pair's business was in Michigan, but they moved operations to Houston in the late 1970s when the Michigan economy took a severe downturn. When Champagne retired in the early 1990s, Webber took sole possession and changed the name to W.W. Webber, which remained as such until about three years ago when the name Webber, LLC became official.

Webber, LLC recently beefed up its fleet with the purchase of several new WA380-7 wheel loaders. "One of the reasons we use Komatsu equipment is its reliability," said Manager Bill Whitney. "Because we're constantly busy, so are those machines, and every time we start one up, we're confident that it's going to give us maximum uptime and production."



The contractor's first Texas Department of Transportation project was in 1979, and the company continued to grow steadily to the point where it now general contracts multimillion-dollar projects throughout the state. Webber, LLC gets assistance on some of its projects from subsidiary companies Southern Crushed Concrete and Webber Barrier Service.

"We stand out in our ability to self-perform nearly all aspects of a project," said Manager Bill Whitney. "That includes everything from pavement removal, earthwork and utility installation to the placement of new pavement. Very little is contracted out, and we like it that way because it gives us complete control of our work schedule."

More than 750 miles of road work

Webber, LLC has completed more than 1,600 TxDOT projects, accounting for 750-plus miles of new highways. Heavy highway work isn't the sole emphasis for Webber, which continues to diversify its project portfolio. A few years ago, it started performing large airport projects — including eight major runways at state airports — as well as Army Corps of Engineers and nongovernmental-related work.

"Continued diversification has become a key driver for us," said Whitney. "Our plans, both short- and long-term, include finding new markets to put our skills to use. While there's been plenty of governmental work during the past several years, that's not something we can always count on. Diversification allows us to position ourselves to remain an industry leader in any economic environment. When one's down, we can easily direct our resources to another."

Webber has remained strong, even during the economic downturn of a few years ago, and now



▶ VIDEO

Operator Mickle Harris uses a WA380-7 wheel loader to move dirt for a bridge approach on a highway project. "It has good power, and the cab is comfortable and laid out nicely," said Harris of the WA380.

employs nearly 2,000 of the most talented men and women in the industry. Webber has been proactive about hiring several recent graduates each year, giving it a solid mix of experience and new blood. Field workers are split into crews working on as many as 50 projects that the company has going at any one time.

Current projects include road rehabilitation work on Interstate 35 in Hill County. The \$100 million job involves six miles of Interstate rehab, including replacement of several bridges and concrete pavement.

Another \$100 million job in Fort Worth has Webber crews working on a five-mile extension of the Highway 183 Southwest Parkway, where the company is excavating, stabilizing and laying concrete pavement.

Komatsu reliability plays a major role

Webber, LLC continues to use Komatsu equipment, which has been a staple in the company's fleet for nearly 20 years. Whitney said Webber has approximately 100 units, including about 15 WA380-7 wheel loaders it recently purchased from Kirby-Smith Machinery with the help of Territory Manager Ron Weaver. It also runs Komatsu excavators and dozers, including Tier 4 Interim PC360LC-10 and PC490LC-10 models.

"One of the reasons we use Komatsu equipment is its reliability," said Whitney. "Our general criteria are to keep a machine for seven years or 11,000 hours, and our experience tells us that Komatsu will go well beyond that without major issues. Because we're constantly busy, so are those machines, and every time we start one up, we're confident that it's going to give us maximum uptime and production.

"We get further assurance of that with the new Tier 4 machines, because Komatsu takes care of the scheduled services through its Komatsu CARE program," added Whitney. The program provides complimentary service for the first three years or 2,000 hours, with work done by certified technicians. "Kirby-Smith uses KOMTRAX and notifies our service manager in Dallas to set up a time and place to take care of it. We're aggressive about preventive maintenance, and the Komatsu CARE program fits right in with that."

Webber also uses KOMTRAX to track its Komatsu equipment. "We're spread out, so neither our service managers nor I can get to every job every day," noted Whitney. "With KOMTRAX, we can pull up a machine through an Internet Web site and see where it is located, its hours, how it's being used,



Go online or scan this QR code using an app on your smart phone to watch video of Webber, LLC machines at work.

Expanded services in future for Webber, LLC

... continued

idle time and fuel consumption. The detail is amazing, and we can use that information to proactively maintain our machinery and work

with operators to ensure they're in the proper working mode for the application."

Webber handles service on older pieces of equipment, using parts from Kirby-Smith Machinery. "Ron and Kirby-Smith are great to work with," said Whitney. "They have most parts on hand when we need them, and if there's an odd item that they don't have, they can get it to us in short order. Dealer support is as important as the machinery it carries, and Kirby-Smith does an excellent job."

Continued diversity

Whitney said there's no slowing down in the near future as Webber continues to look for ways to expand its portfolio of work.

"One area that Webber has expanded on in the past few years is our design-build services, and we believe that's an area of emphasis for us going forward," said Whitney. "We're already well diversified, but if there's another area that makes sense for Webber to take on, we're open to that. As long as it doesn't jeopardize our ability to complete work on time and on budget, it's open for discussion." ■



Webber, LLC Manager Bill Whitney (right) worked with Kirby-Smith Machinery Territory Manager Ron Weaver on the purchase of new Komatsu equipment. "Ron and Kirby-Smith are great to work with," said Whitney. "Dealer support is as important as the machinery it carries, and Kirby-Smith does an excellent job."

Operator Vicente Cortez loads trucks with a Komatsu PC490LC-10 excavator on a highway project near Waco, Texas.

▶ VIDEO



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2013 Section 179* example calculations

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50% Bonus First Year Depreciation: \$650,000 - \$500,000 = 150k x 50%	\$ 75,000
Normal First Year Depreciation: 20% in each of 5 yrs on remaining amount	\$ 15,000
Total First Year Deductions: \$500,000 + \$75,000 + \$15,000	\$ 590,000
Tax Savings: \$590,000 x 36% tax rate	\$212,400
Equipment cost after Tax:	\$437,600

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ROBERTO'S BACKHOE SERVICE

McCamey, Texas, contractor grows at the urging of satisfied customers

CONSTRUCTION

When Roberto Navarrete went into business for himself, he started with one backhoe that he either hauled or drove to a jobsite, depending on how far away it was. "I figured Roberto's Backhoe Service summed up what I offered fairly well, so that's what I named

the company," said Navarrete, President and Owner of the McCamey, Texas, business.

That was in 1980, and the bulk of Roberto's Backhoe Service's work was small digs, such as new trenches, and responding to leaks and repairs of existing lines for pipeline companies around McCamey. If needed, he serviced and repaired the backhoe at night to ensure it was always ready to roll.

"I was determined to make it work and stay in business for myself," said Navarrete, who started the business after working several years for another company. "I was a one-man crew at the start. It basically stayed that way for a couple years, until I felt comfortable that the business was well-established. Even at that point, I wanted to keep the growth relatively slow and controlled because I didn't want to sacrifice the ability to deliver on my word to customers."

Much of his work came from repeat customers who were also referring him to others, and at the same time urging him to add more services. Navarrete began adding staff and equipment to meet their requests.

More than 30 years later, Roberto's Backhoe Service continues to serve many of those same customers, but with a broader list of services. Navarrete describes Roberto's Backhoe Service as a general oilfield maintenance and construction business, and he estimates 95 percent of the company's work is in the oilfield market, with the balance being mainly road construction and repair projects.

"Our specialty is building well-site locations," stated Navarrete, noting that Roberto's Backhoe Service also offers limited dirt work for residential customers. "That

Founder Roberto Navarrete (left) is Owner and President of Roberto's Backhoe Service and his son, Adrian, is Vice President. The McCamey, Texas, contractor provides oilfield services, including pad-site construction, in the Permian Basin.



Roberto's Backhoe Service uses Komatsu D65 dozers, including two Dash-17 Tier 4 Interim models it purchased this year. "The D65s are good, all-purpose dozers, as they will push a sizeable load during cut, but are nimble enough for finish grading and placing caliche," said Vice President Adrian Navarrete.

▶ VIDEO





▶ VIDEO

CONSTRUCTION

includes clearing, leveling and rocking the pad, and hauling in caliche as needed. In addition, we construct the reserve pit and the road for the site."

An experienced, dedicated staff

Roberto's Backhoe Service expanded its territory and covers about an 80-mile radius of McCamey that includes a large portion of west Texas' Permian Basin. It also employs about 30 people, including original employee Leroy Salinas, who's now Operations Manager. Other key individuals are Navarrete's son, Adrian, who joined the business full time in 2003 and is Vice President, and Field Supervisors Art Carrasco and Lalo Alvarez.

"Another factor in my decision to grow was ensuring that I could find the right people who would take as much pride as I do in the work," said Roberto. "I found that with Leroy, and, for the most part, every employee who's worked for me. There are numerous years of experience on staff, and that's a key component in the company's success, because they've seen it all and know how to execute a plan so that projects go smoothly and deliver customer satisfaction."

The group is generally split up to cover two to three jobs at any one time. "Typically, the projects are the same from one to the next, and I believe that's a good thing as it allows us to focus on what we know and be the best at it,"

said Adrian. "Occasionally, we'll run into some rock and have to hammer it. I think the biggest pad we've ever built was 700 feet by 400 feet, but we are capable of handling much larger projects."

Komatsu, Kirby-Smith deliver

Salinas joined Roberto's Backhoe Service about two years after the business was founded, but Roberto didn't begin adding equipment for a couple more years after that. In addition to more backhoes, he acquired a used dozer. "I believe it was from the 1930s, and of course in retrospect, was very inefficient," he recalled.

Today, Roberto's Backhoe Service has a fleet of modern equipment that includes four Komatsu D65EX dozers, two of which are new Dash-17 Tier 4 Interim models. The company recently added Topcon GPS grading systems to the newest dozers for added efficiency.

"While building pads and roads tends to be straightforward, there are variations in cut and fill from site to site," said Adrian. "The D65s are good, all-purpose dozers as they will push a sizeable load during cut, but are nimble enough for finish grading and placing caliche. Since we started using Komatsu dozers a few years ago, our production has greatly increased and our time to completion is lower. What previously may have taken us a week to

Continued . . .

At a pit near Midland, Texas, a Roberto's Backhoe Service operator moves caliche with a Komatsu PC200LC hydraulic excavator. The company also uses Komatsu dozers and a wheel loader.



Go online or scan this QR code using an app on your smart phone to watch video of Roberto's Backhoe Service's machines at work.

www.KirbySmithConnection.com

Komatsu equipment “greatly increased our production”

... continued

complete, we can now do in a day or two, and that’s especially true now that we added the Topcon laser systems.”

Additional Komatsu units include a WA430 wheel loader for loading caliche and a PC200LC hydraulic excavator used to dig pits. The Navarretes work with Kirby-Smith Territory Manager Kevin Demel for purchases and rentals.

“The excavator and wheel loader also added to our production,” Adrian pointed out. “For example, we rented the WA430 because we needed a loader but weren’t sure about buying a new one. Production was close to double, compared to the loader we had at the time. Instead of six buckets to load a truck, we could do it in three to four. That convinced us to purchase it.”

Another factor in the Navarrete’s decision to use Komatsu equipment is the service they get from Demel and Kirby-Smith. “We were firm users of competitive machinery before Kevin approached us a few years ago and

talked to us about Komatsu and Kirby-Smith,” said Roberto, noting that about 10 years ago he did own a used Komatsu dozer. “Kevin showed us the value Komatsu offers and what Kirby-Smith could do for us in terms of service capabilities. The previous experience I had with Komatsu was positive, so we bought the first two D65s. Right away, we noticed that they were as or more productive than the machines we had, and they used less fuel. With the new Komatsu CARE program on the newer D65s, scheduled service is complimentary, so that adds even more value.”

“Kirby-Smith tracks the hours through KOMTRAX and calls to arrange a convenient time to come out and do the work,” said Adrian, adding that he uses KOMTRAX to monitor fuel usage, production and idle time as well as other critical machine data. “The technician comes to our location from the new Kirby-Smith branch in Odessa, and we’re very happy they made the commitment to having that presence in the Permian Basin. Kevin and Kirby-Smith are tremendous to work with, and we’re very pleased with the relationship we’ve built with them.”

Continued expansion

Roberto said he never imaged building Roberto’s Backhoe Service to the size it is today. “I told myself that with one backhoe I could make a living, and that’s what I set out to do, but the plans changed. In addition to Roberto’s, I have another business, El Jefe Oil and Gas, that provides complete well services. I’m particularly proud that Adrian joined Roberto’s full time, and as I transition to retirement, I know it’s in capable hands.”

Roberto’s Backhoe Service is also expanding again. It will soon have a larger presence in the Midland-Odessa area with a new facility on the south edge of Midland.

“I believe the opportunity is there for Roberto’s to continue growing,” said Adrian. “Of course, dad taught me how important it is to do that in a responsible way that ensures we don’t lose the ability to provide the quality service that our customers have come to expect. The prospects remain good, and I’m looking forward to what the future has to offer.” ■

(L-R) Owner and President Roberto Navarrete and Vice President Adrian Navarrete work with Kirby-Smith Machinery Territory Manager Kevin Demel to rent and purchase Komatsu equipment. “We’re very happy that Kirby-Smith made the commitment to having a presence in the Permian Basin,” said Adrian. “Kevin and Kirby-Smith are tremendous to work with, and we’re very pleased with the relationship we’ve built with them.”



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RANCH & OILFIELD CONSTRUCTION

Midland, Texas, contractor provides start-to-finish services to Permian Basin drilling companies

CONSTRUCTION

When it comes to Ranch & Oilfield Construction, it's the latter part of the Midland, Texas, company's name that stands out. Nearly 100 percent of the work Ranch & Oilfield currently does is geared toward the booming oilfield market in the Permian Basin.

"There's just so much work in this area that providing oilfield services has really remained our focus during the past few years," said Owner Terry Glover. "We offer a fairly extensive list, and we like to say that we can take care of customer needs from start to finish. Other than the drilling, there's not much we can't handle."

The start of Ranch & Oilfield Construction's services begins after a well site has been staked. The company performs clearing and grubbing, rough and final grading and placement of caliche for the building pad. It also constructs the reserve pit that holds mud used in the drilling process.

"When we're done, the site's ready for the drilling company to begin its work," said Jerry Armitage, who has minority ownership in the company. "In most instances, we can move in and be done within a week's time, and that includes hauling in and placing about 3,000 yards of caliche on the average pad location. We're building several sites a year, the majority of which are for a handful of companies that we've developed solid relationships with because they know we'll deliver for them with quality work and honest pricing."

Ranch & Oilfield Construction is a full-service pipeline company, including work on poly pipe. It offers maintenance with its roustabout crews, which also builds tank batteries and ties the batteries into wells. In addition, the company provides response services for remediation work on spills and leaks. In most cases, that involves Ranch & Oilfield digging down to clean dirt in the affected area, blending the contaminated soil and treating it, blending it again with clean dirt and putting it back in its original place. Occasionally, the contaminated dirt is hauled away to a treatment farm.

"The final piece of the puzzle comes from what we consider another aspect of remediation, which is closure of a well site after drilling stops," said Glover. "Our work involves digging another pit around the reserve pit and placing the mud from the reserve into the new one, covering it up and leveling out the site."

A change in direction

Ranch & Oilfield Construction works in about a 125-mile radius of Midland. Its employee list and reach have grown considerably from its inception in November of 2006, when Glover and three partners went into business together to form the company.

Owners Terry Glover (left), Danny Ketchum (not pictured) and Jerry Armitage (right) lead operations of Ranch & Oilfield Construction. The Midland, Texas, company provides well-pad construction, roustabout and remediation services for customers in the Permian Basin.





“Actually, the roots went back around a year before that when I bought a skid steer and dump trailer,” recalled Glover. “I was on my own, doing mainly yard work for new housing construction in Midland. I’d clean up a lot, then haul in fresh dirt and level it. The people I ended up going into business with saw my work and got the idea to form Ranch & Oilfield. Early on, the intent was to grub mesquite.”

The intent changed quickly when a friend of Glover’s, who had a similar business to Ranch & Oilfield Construction, contacted him about helping remediate some drilling pits. “We jumped at the chance, and never really looked back,” said Glover. “I could see a big opportunity for long-term success, so I really pushed to stay with oilfield work and aggressively expand. In fact, I like to joke that when this business got started, no one was safe from me. I was knocking on doors and making phone calls. I think some of them gave me a job so I’d leave them alone.”

About three years ago, Glover bought his business partners out and took sole possession of the company. Armitage, for whom Glover worked many years ago in another business, has since purchased a stake. Recently, Danny Ketchum became an owner as well.

In addition to Glover, Ketchum and Armitage, Ranch & Oilfield Construction has a staff of about 50, including Field Superintendent Carey Foster, who joined the company within its first year of existence and oversees projects and crews.

“Carey does a fantastic job of ensuring our customers are taken care of, and having

dedicated staff like him has made us a better company,” said Armitage. “The fact that we’ve grown consistently, developed repeat customers and been able to add to our list of services speaks for itself. Those things don’t happen without quality employees who are willing to work hard and care about the customer. We believe the credit for Ranch & Oilfield’s success is as much due to our staff as it is to us.”

Komatsu, Kirby-Smith’s added value

Glover and Armitage also credit Komatsu equipment and Kirby-Smith Machinery for increased production and uptime. Working with Kirby-Smith Territory Manager Kevin Demel, Ranch & Oilfield Services has purchased five Komatsu dozers (a D65, two D65-17s, a D85, and a D51), two PC210LC-10 excavators and a GD655 motor grader. The company also rents from Kirby-Smith as needed.

“When Ranch & Oilfield first started, some equipment dealers wouldn’t even look at us because we were a small company, and the ones we bought equipment from put us at the bottom of their list when it came to service or other issues,” noted Glover. “At the time, I’d never even heard of Kirby-Smith because it really didn’t have a presence out here in the Permian Basin. We knew Kevin and Kirby-Smith were different from the first time we met. They treated us as if we were their biggest customer, which, in turn, made us take a closer look at Kirby-Smith and Komatsu.”

Continued . . .

Ranch & Oilfield Site Supervisor Jorge E. Chavana (left) visits with Kirby-Smith Territory Manager Kevin Demel in front of Ranch & Oilfield’s Komatsu D65EX dozer.



Carey Foster, Field Superintendent



Go online or scan this QR code using an app on your smart phone to watch video.

Delivering on its word helps Ranch & Oilfield grow

... continued

CONSTRUCTION

"We're glad we did, because we believe that Komatsu has made a tremendous difference for us," added Armitage. "With sandy, dusty conditions, this area is very hostile on equipment, but with Komatsu we've had no major issues. In the past, when summer came and the temperatures really soared, we could always count on the air conditioning going out on our other equipment. That's not a problem with Komatsu, so our operators stay comfortable and can keep producing, where they may have had to shut down before due to the heat."

"Another item that robbed production was the dirt and dust," Glover continued. "With other brands, the operator has to stop the machine while the fan is cleaned. Komatsu

machines do it automatically, or we can set the fan to reverse at a given interval, without stopping. Over time, that difference in increased production really adds up."

Komatsu and Kirby-Smith's commitment to service is another big difference, according to Armitage. "With Komatsu CARE (on Tier 4 Interim machines) and the service agreements we have with Kirby-Smith, they take care of practically everything. They track our equipment through KOMTRAX and call us to let us know when a service is due and notify us when they're going out to a jobsite to perform the work. With Komatsu CARE, there's no charge, which is a great added value."

"Helping us lower our idle time last year is another example of how much Kirby-Smith cares about its customers," added Glover. Ranch and Oilfield won a Most Improved Award from Komatsu during its No Idle Initiative. "That has saved us in fuel and maintenance costs, which lowers our operating costs and improves the life cycle of our machines."

In the short term and long term

Glover said that's important going forward because it also improves the future outlook for Ranch & Oilfield Construction. "Oil tends to be cyclical, and therefore prone to booms and busts. In the seven years we've been in business, we've already seen both and survived a bust. The ability to do that means being efficient and having both short-term and long-term views.

"The aggressive approach to building the business was short-term and allowed us to grow quickly, basically doubling in size every year," he added. "That's relatively easy when you're going from five to 10, or 10 to 20 people. It's not so easy to go from 50 to 100. So, long term, we're likely to take a more controlled-growth approach, with a continued focus on ensuring we provide quality work."

"That's been the real key to success," added Armitage. "We like to say that we got where we are by getting up in the morning and delivering to customers what we said we were going to. As long as we continue to do that, we believe Ranch & Oilfield Construction will be here for a very long time to come." ■

(L-R) Kirby-Smith Machinery Territory Manager Kevin Demel meets with Ranch & Oilfield Construction Owners Terry Glover and Jerry Armitage and Field Superintendent Carey Foster. "We knew Kevin and Kirby-Smith were different from the first time we met," said Glover. "They treated us as if we were their biggest customer, which, in turn, made us take a closer look at Kirby-Smith and Komatsu."



Operator Don McCracken uses a Komatsu GD655 motor grader to move dirt on a jobsite near Midland, Texas. "I've run several pieces of Komatsu and find them very productive and operator friendly," said McCracken.



▶ VIDEO



Innovative. Integrated. Intelligent.



D61i-23

Next Generation Machine Control

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No Cables

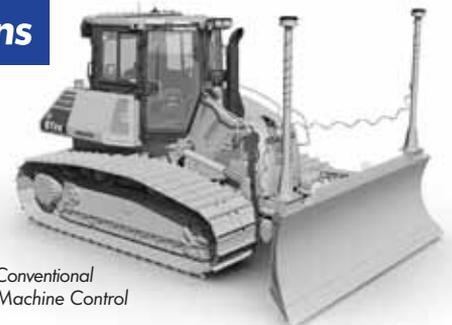
No Connections

Factory installed Intelligent Machine Control – standard on the new D61i-23. Automated dozing – 1st to last pass with finish grade performance. Intelligent blade assistance minimizes track slip and improves efficiency.

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Scan here to see the video.



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Kirby-Smith showcases world's first *intelligent Machine Control* dozer, largest variable reach forklift

CONSTRUCTION



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www.KirbySmithConnection.com

Kirby-Smith Machinery highlighted two products during its recent Demonstration Day event that can make a significant difference toward increased efficiency on gas and oilfield projects. The event, which was attended by more than 80 people, was held at the company's Odessa branch, and it showcased Komatsu's new D61i-23 dozer and Manitou's MHT10225 variable reach forklift.

Komatsu's D61i features *intelligent Machine Control*, which is a fully-integrated, factory-installed 3D machine control system. The dozer provides automatic blade control from rough cut to final grading for maximum production under all situations. During rough cut, if the system senses the blade has excess load, it automatically raises to minimize track slip and maintain forward momentum. It

also automatically lowers to push as much material as possible. Kirby-Smith Machinery also showcased the D61i-23 dozer during Demonstration Day events held at its Dallas and Oklahoma City branches to show customers its efficiency and production in construction and other applications.

"Finding operators for the energy sector is tough, but finding operators that have the needed experience for grade control is virtually impossible," said Territory Manager Kevin Demel. "The new D61i-23's *intelligent Machine Control* system gives contractors that strategic advantage in mastering grade control efficiency with just the click of a button. Because it provides automatic grading from start to finish, even less-experienced operators can be effective."

Manitou chose Kirby-Smith Machinery to introduce the MHT10225 because of Kirby-Smith's strong presence in the Permian Basin's oil and gas sector. The forklift can lift up to 49,000 pounds and can extend up to 32 feet, making it ideal for moving items such as containers, generators and big compressors. To keep the operator from dangerous situations, it's equipped with the LMI safety system, which will shut down the machine when the boom and load are too high and placed at 58 degrees or more.

"Because it lifts significantly heavier loads than smaller forklifts, the MHT10225 could be a more efficient alternative to other types of lifting or loading equipment in some instances," said Odessa Branch Manager George Denny. "With its power and safety features, the 24.8-ton Manitou rough-terrain forklift is perfectly suited for the harsh oilfield work environment."

Manitou chose Kirby-Smith Machinery to introduce its MHT10225 variable reach forklift during the Odessa Demonstration Day. Here the machine is lifting a 20,000 lb. forklift to its full height of 32 ft. The MHT10225 has a lift capacity of 49,000 pounds, making it ideal for moving items such as containers, generators and big compressors.





▶ VIDEO

Attendees of Kirby-Smith Machinery's Demonstration Day in Odessa had a chance to see and operate Komatsu's new D61PXi-23 dozer, which features *intelligent Machine Control* that provides automatic blade control from rough cut to finish grading. Kirby-Smith Machinery also demonstrated the dozer at its Dallas and Oklahoma City locations.

"We appreciate Manitou selecting Kirby-Smith to introduce this forklift, and we're pleased with the turnout from customers who took time from their busy schedules

to attend our Demo Days," he added. "We plan to periodically host such events to keep customers apprised of our new products and technology." ■

CONSTRUCTION

MT12042XT telescoping fits a wide range of applications

What do you get when the oldest manufacturer of telescopic handlers puts its long history of innovation to work? A rugged machine such as the Manitou MT12042XT that provides high lift capacity and reach in a wide range of applications, including construction, agriculture, landscaping and energy.

The MT12042XT's boom is made from a welded box-section design that makes it stronger than booms in comparable competitive models and allows a rated lift capacity of 12,000 pounds. Hydraulic self-leveling automatically keeps the load level as the boom is raised up to the maximum lift height of 42 feet.

A rear axle stabilizer system improves stability by locking the rear axle in position whenever the boom is raised more than 60 degrees, the parking brake is applied or the optional Personnel Work Platform (PWP) is activated. The patented PWP allows use of a personnel work platform that makes many jobs almost as easy as working at ground level.

Excellent hydraulic flow and system pressure provide the hydraulic performance needed to power a wide



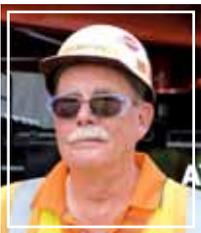
Manitou's MT12042XT provides high reach and lift capacity in a compact design that makes it fast and efficient while moving around a jobsite.

variety of attachments, and a quick carriage release system allows quick attachment changes.

"The MT12042XT is a great fit for construction, agriculture, landscaping, energy and a host of other applications," said Odessa Branch Manager George Denny. "Having one machine that can handle a variety of tasks is a distinct advantage, saving time and money." ■

ALBERICI CONSTRUCTORS, INC.

St. Louis-based firm and partner companies bring nearly a century of experience to each project



Jim Sanders,
Vice President-
Construction

John Stanislaus Alberici founded St. Louis-based J.S. Alberici Construction, known since 2000 as Alberici Constructors, Inc., in 1918 after coming to the Gateway to the West to oversee construction of a new building for his New York City employer.

The client urged Alberici to remain in St. Louis and open his own concrete contracting business. He retained that customer, and began growing from there by developing longstanding relationships built by providing world-class customer service. That approach has helped Alberici Constructors garner 80 percent of its revenue from repeat business.

Today the founder's grandson, also named John S. Alberici, is Chairman of the Board for Alberici Constructors. His father, Gabe, went to work for his father in 1928 and took over

as President of the company in 1940 when the elder John S. Alberici passed away. Gabe's sister Mary ran the office for many years.

Emphasis in energy

In the 1960s, the Albericis moved into the energy sector, and that continues to be a particular area of emphasis for Alberici Constructors. Today, it constructs quality control systems in coal- and gas-fired power plants and nuclear and ethanol facilities. The company recently began a nearly two-year project to upgrade a St. Louis-area power plant with the installation of two new precipitator units and refurbishment of two others.

"Precipitators use electrical charges to further remove particles from coal-fired combustion gases," explained Jim Sanders, Vice President-Construction. "Each unit is 60 feet wide, 140 feet long and 48 feet tall, and each has 640 collector plates with electrodes between them. Particles cling to those plates, and, periodically, a system raises and lowers the plates to knock the particles off."

Alberici Constructors is assembling the precipitators at the plant. When finished, units weigh about 100,000 pounds each and require installation of more than 2,000 tons of structural steel to support their weight. Fabrication and installation of approximately 1,000 linear feet of airtight ductwork that runs to and from the precipitators is also a large part of the project.

"Ductwork is really the biggest piece of the puzzle, and when we're finished, it will total nearly 4,000 tons," said Sanders. "Trucks deliver the material to the plant in pieces that are about 40 feet long. Each of the pieces have to be bolted and welded together into box sections that weigh between 85,000 and 110,000 pounds."

▶ VIDEO



Alberici Constructors uses several Grove rough terrain cranes, including this RT 9130.



Alberici Constructors uses a Manitowoc 18000 with MAX-ER and a luffing jib to set steel, precipitators and ductwork at a power plant near St. Louis. "Reach was of great importance, as we have a relatively narrow area to work in," said Equipment Manager John Heitert. "The 18000 gives us the ability to make picks we wouldn't otherwise be able to do with another crane."

▶ VIDEO

Alberici Constructors started this project in May with approximately 100 people, but Sanders estimates that as many as 300 could be working during peak construction since Alberici self performs nearly every aspect of the project. "We'll have craftsmen from every trade, with boilermakers making up the largest percentage. Alberici has a highly experienced staff, which is critical in a large, fast track project like this one, where part of the challenge is ensuring that we meet the deadline for completion.

"A more unique challenge is getting the precipitators and ductwork into place," he added. "Railroad tracks run next to the plant, and we have no place for the precipitators to sit other than over those tracks. That means everything has to be lifted quite a ways off the ground. Adding to the challenge is the fact that over the years the plant has expanded outward, so we needed a crane that would give us good reach to make our picks."

Manitowoc 18000 getting the job done

Alberici Constructors chose a Manitowoc 18000 crawler crane with a MAX-ER wheeled counterweight that provides an 825-ton lifting capacity. The company ordered 300 feet of

main boom and 290 feet of luffing jib, working with Kirby-Smith Machinery Territory Manager Bruce Bayless and St. Louis Branch Manager Ray Jost on the purchase. The Manitowoc 18000 was assembled at the plant by Alberici personnel in conjunction with Kirby-Smith technicians and representatives of Manitowoc.

"After looking at several options, we believed the Manitowoc 18000 best fit our specifications from all aspects: safety, reach and capacity," said Equipment Manager John Heitert. "Our highest priority is safety, so when we started looking for a crane, the first question we asked was, 'Does this machine put our operators and personnel on the ground in the best position to safely get the work done?'"

"Reach was of great importance as well, as we have a relatively narrow area to work in," Heitert added. "That's a big reason we chose to add the luffing jib. We can keep the main boom stationary, while raising and lowering loads into place with the luffer. The 18000 gives us the ability to make picks we wouldn't otherwise be able to do with another crane. To date, we haven't made any picks that come close to maximum capacity, but I'm confident that if and when the time comes, it will get the job done."

Continued . . .



Go online or scan this QR code using an app on your smart phone to watch video of Alberici's machines at work.

Founder's vision continues to build company's success

... continued

Routine maintenance will be handled by Alberici technicians, who also service several other Manitowoc and Grove cranes the company owns.

"We have a lengthy history with Manitowoc and Grove products, and we've always found them to be quality products with good load charts," said Sanders. "We also view Kirby-Smith as a valuable resource. Bruce was timely in getting us information about the 18000, and we're very pleased with the relationship we've built with him and Kirby-Smith."

Alberici Constructors uses a Manitowoc M-1200 Ringer to set steel gates onto barges at a yard on the Mississippi River in St. Louis.



(L-R) Kirby-Smith Machinery St. Louis Branch Manager Ray Jost and Territory Manager Bruce Bayless meet with Alberici Constructors' Vice President-Construction Jim Sanders on a job near St. Louis. "We view Kirby-Smith as a valuable resource," said Sanders. "Bruce was timely in getting us information about the (Manitowoc) 18000, and we're very pleased with the relationship we've built with him and Kirby-Smith."

CRANES

Several subsidiaries

Additional Manitowoc products in Alberici Constructors' fleet include a 900-ton-capacity M-1200 Ringer that the company has set up in a yard on the Mississippi River in St. Louis. Alberici is using it to load 200- to 250-ton gates onto barges for transport to an Army Corps of Engineers lock and dam project on the Ohio River.

The gates are fabricated by Hillsdale Fabricators, which produces about 40,000 tons of steel annually. It's one of numerous subsidiaries that fall under the Alberici Group umbrella, including Alberici Constructors. Continually ranked among the nation's top construction companies, Alberici Constructors is still headquartered in St. Louis but also has offices in Detroit, Atlanta and Topeka. It has an office in Mexico as well. A partner company, Alberici Constructors, Ltd. serves Canada from offices in Burlington and Cambridge, Ontario and Saskatoon, Saskatchewan.

Building to its current level has been due in large part to the Albericis willingness to increase services and expand into several new markets, including automotive, building, healthcare, heavy industrial, manufacturing, mining infrastructure and water. Heavy highway was added in the 1950s, and over the years, Alberici Constructors has worked on all Interstates in and around the St. Louis area.

The company has also played roles in the construction of several of the city's most-recognized buildings, including the Saint Louis Science Center, Edward Jones Dome and Scottrade Center. Additionally, Alberici Constructors built the company's current headquarters in St. Louis nearly 10 years ago. The building earned a Leadership in Energy and Environmental Design (LEED) Platinum certification.

"The fact that the Alberici name is so well recognized in the industry goes back to the vision of the founder," said Sanders. "He passed on the values of hard work, willingness to expand and doing a job safely with customer satisfaction in mind. That's been passed down through each generation and to each employee, many of whom have worked their way up through the company and have been here for several decades. That experience is invaluable, and a big part of Alberici's success as well." ■



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ICONIC PROJECT

Allied Steel uses GMK 5165 all-terrain to reach above and beyond top of Gold Star Memorial Building



CRANES

Built during the late 1940s and early 1950s, the Gold Star Memorial Building on the Oklahoma City University campus is one of Oklahoma City's major landmarks. It stands nearly 300 feet tall, and the 200-pound gold star that adorns its top can be seen from as far as 10 miles away. Restoration of the iconic structure is underway, beginning with waterproofing and followed by brick and mortar refurbishment.

"Reaching the top is an obvious challenge," said Randy Sudik, President of Oklahoma City-based Allied Steel Construction and Crane Rental.

"The contractor hired to do the work considered using scaffolding, but several factors made that prohibitive. They contacted us to discuss solutions, and together we decided that using cranes would be most efficient and cost-effective."

For work up to the sixth floor, Allied supplied the contractor with 40- to 60-ton Grove TMS truck-mounted models. For work above the sixth floor, it used a GMK 5165 all-terrain crane with three jib inserts. The crane was also equipped with a man-basket to lift personnel up to and beyond the gold star.

"Because we had limited space, we needed a crane positioned in the same place during the entire project that could reach the top and the other side of the building," said Mark Farris, Crane Estimator. "We've worked on projects of similar height in the past, so we knew the GMK 5165 was the perfect choice." ■

An Allied Steel operator lifts personnel up to and over the top of the Gold Star Memorial Building – more than 300 feet – with a Grove GMK 5165 all-terrain crane with three jib inserts and a man-basket. "Because we had limited space, we needed a crane positioned in the same place during the entire project that could reach the top and the other side of the building," said Mark Farris, Crane Estimator. "We knew the 5165 with the bi-fold jib was the perfect choice."

Hit the ground running with LeeBoy/Rosco.



8515B Asphalt Paver

Increase productivity and reduce operating costs with LeeBoy's 8515B Asphalt Paver. The 8515B incorporates big-paver features into a heavy-duty maneuverable package designed for production and reliability. It includes an 8- to 15-foot heated and vibrating Legend screed system, powerful 84-hp Kubota engine, dual operator controls and high-deck/low-deck configuration. Now available with the new, heavy-duty 815 electric screed.



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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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SUPERIOR SCREED

Stability of Vögele’s VR 600-2 among many standout features contributing to excellent quality on large projects



Gary Corley,
Kirby-Smith Texas
Paving Manager

Asphalt paving projects are measured in several ways. For instance, consumers are looking for a smooth ride, which is also important to contractors. However, contractors are also looking for the production rate achieved. Vögele’s new VR 600-2 offers several attributes for success on all counts with its rear-mounted screed designed for multi-lane paving while maximizing smoothness and density.

Specifically for use with Vögele’s VISION pavers, the VR 600-2 is perfectly suited for paving widths between 10 feet and 19 feet, 8 inches. Bolt-on extensions allow for paving up to 28 feet wide.

“Screed stability is crucial during paving projects, and the VR 600-2 is excellent in that

regard,” said Gary Corley, Kirby-Smith Texas Paving Manager. “Even at maximum width, it maintains layer thickness, crown and transverse profile due to the large and sturdy telescoping tubes. The weight of the VR 600-2 in conjunction with the high precision rigid guide tube system contributes to superb evenness and quality.”

A powerful AC generator quickly heats up the screed, and the advanced control system uniformly distributes heat over the entire screed width. Insulation minimizes heat loss, and all functions can be checked at any time with the dedicated monitoring module. The heavy-duty vibration system significantly increases density behind the screed.

Screed control is easy and intuitive with Vögele’s ErgoPlus operating system that features two fixed and two remote controls. Direction of auger rotation can be changed as needed for flexibility in distributing the asphalt mix, and adjustments to the vibrator speed – up to 3,000 rpm – and the conveyor speed can also be made.

Sloping extension base design

When sloping with the extensions, only the base of the screed extension is sloped, leaving the guide system horizontal and highly rigid. The automatic slope function maintains a constant angle and break point while extending and retracting.

“Vögele is a world leader in the paving industry, mainly because it combines intelligent technology and excellent machine design in products such as the VR 600-2 screeds and other paving equipment,” said Corley. “Kirby-Smith is proud to carry these machines, and we encourage anyone who does large mainline projects to check out the VR 600-2.” ■

Brief Specs on the Vögele VR 600-2

Model	Paving Width	Depth	Compacting System
VR 600-2	10 ft - 19 feet 8 inches*	5 inches	Vibration up to 3,000 rpm

*Up to 28 feet with bolt-on extensions

Vögele’s VR 600-2 screed is designed to work with its VISION series pavers and provides excellent stability and automatic slope control among many standout features that provide a quality mat on large paving projects.





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UP TO THE CHALLENGE

Rugged design of new PC360LC-10 Waste Handler provides maximum uptime in tough applications

Waste handling can be an extremely tough application for equipment. Not only is waste material highly varied and difficult to handle, it produces a lot of airborne debris that can wreak havoc on engines and other critical systems. Komatsu designed its new PC360LC-10 Waste Handler to stand up to both types of challenges.

“Anyone who works in transfer stations, demolition, scrap handling and recycling centers knows how severe these applications can be,” said Kurt Moncini, Product Manager, Excavators. “Komatsu built the PC360LC-10 Waste Handler with these conditions in mind and came up with a package that helps minimize the impact of these unique environments. We reduced associated downtime and kept the focus where it should be: the work at hand.”

Komatsu engineered the PC360LC-10 Waste Handler with a severe-duty revolving frame undercover that has thicker steel for greater protection of internal components. Operators are also well protected from falling debris with standard cab-top guarding. Additional falling-object protection and front window guards are also available.

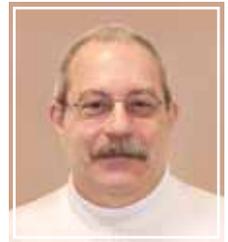
The heavy-duty boom and arm are made with high-tensile strength steel and have large cross-sectional areas and one-piece castings in the boom foot and boom and arm tips. The design provides excellent strength and durability.

Debris accumulation reduced

Several features reduce debris accumulation and improve airflow, allowing the operator to focus on the job instead of the temperature gauge. Improvements include a high-capacity Sy-Klone® engine precleaner, remote-mounted A/C condenser, engine door and hood corrugated screening package, auto reversing fan and

radiator clean-out covers to keep air flowing through the coolers and make cleaning easier. Engine and hydraulic-compartment gap seals prevent debris from entering the radiator-cooling air stream. A wide core cooling package with wide fin spacing keeps air flowing through the radiator, hydraulic oil and charge air coolers. The standard auto reversing fan changes air flow direction to clean screens and coolers on a regular interval.

“Operators can adjust the interval to match conditions, and they can manually reverse the fan at any time with the flip of a conveniently-located switch on the right-hand console,” said Moncini. “Six working modes allow operators to match machine performance to the application, which offers high production in tougher tasks and greater fuel efficiency in less strenuous situations, so users get dual benefits.” ■



Kurt Moncini,
Product Manager,
Excavators

Brief Specs on the Komatsu PC360LC-10

Model	Net Hp	Operating Weight
PC360LC-10	257 hp	78,255-79,930 lbs.

Komatsu designed the PC360LC-10 Waste Handler for maximum uptime in severe-duty applications such as transfer stations and recycling.



TRIED AND TRUE HAULER

Komatsu's 930E mining truck boasts industry-leading availability and longevity



Tom Stedman,
Komatsu Product
Marketing Manager,
Electric Drive Trucks

There's a reason you see so many Komatsu 930E haul trucks in mines, not just throughout the U.S., but worldwide. Actually, there are two reasons. First of all, nearly 1,700 930Es have been sold since the model was first introduced in 1996. Second, they last a long time, so once a mine has one, it's not unusual that it's still running 10, 12 or 14 years later.

"It's one thing to have a truck that old with 100,000 or more hours on it; it's another for it to still be producing at a high level," said

Tom Stedman, Komatsu Product Marketing Manager, Electric Drive Trucks. "But we have many 930Es out there with double-digit years and six-figure hours delivering exceptionally high availability. Historically, we have had the highest mechanical availability of any of the large-haul trucks, and we're very proud of that."

One of the primary reasons for the success of the 930E is the electrical retarder system.

"We believe dynamic electrical retarding is far superior to the mechanical braking system of our primary competitor," said Stedman. "It virtually eliminates brake wear and requires far less maintenance, which improves operating costs and contributes to our high mechanical availability. The other big advantage is speed on grade. Trucks equipped with an electric dynamic retarder can navigate downhill loaded grades as much as 40-percent faster than an equivalent size mechanical-drive truck."

At 320 tons, the 930E is a perfect four-pass match for a shovel with a common 80 ton bucket.

While Komatsu is already at work on a Tier 4 model that will be required in 2018, Stedman says the "bones" of the truck will remain the same. "It's still early in the redesign process, but the bulk of the changes will be related to the engine and emissions, including improved fuel economy. We will be building on the elements that have made this model so successful, while modernizing important areas, such as the cab, control system and electronics."

For more information on how the 930E-4 or the 3,500 hp 930E-4SE can improve performance on your mine site, call your local Komatsu Distributor. ■

Brief Specs on Komatsu 930E-4

Model	Gross Vehicle Weight	Gross Output	Payload
930E-4	1,106,670 lbs.	2,700 hp	320 tons

The dynamic electrical retarding system is one reason Komatsu's 930E-4 haul truck provides maximum uptime. It also allows operators to increase hauling speed and improve productivity.



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Nine models are available for seven- to 150-ton excavators, and all were developed with Xcentric's patented Impact Energy Accumulation Technology, which features amplified eccentric gears and enables efficient rock breaking and demolition. It provides high production in even the most severe conditions, and it can be an economical alternative to drilling and blasting in areas where that may not be possible or is limited.

Xcentric Rippers feature patented Impact Energy Accumulation Technology with amplified eccentric gears that enables efficient rock breaking and demolition. It provides high production in even the most severe conditions, and it can be an economical alternative to drilling and blasting in areas where that may not be possible or is limited.



"The unique design provides greater energy and force than traditional hydraulic breakers," said Rob Brittain, Product Manager, Specialty Attachments with Hensley Industries (a Komatsu company). "That patented technology increases the speed and the blows per minute. Depending on size, it could be up to 1,500 bpm."

Xcentric Ripper attachments have two- to five-times higher production rates in most applications and conditions, according to Brittain. "There are a wide range of uses, from trenching in rocky applications to demolition and underwater use, as well as quarries and tunnels. There is an Xcentric Ripper that will suit nearly every need."

Built for durability

Xcentric Rippers are made with wear-resistant steel for long life, and have a simple structure for ease of maintenance and durability. Adding to Xcentric Ripper's durability is a closed-energy chamber that keeps the attachment virtually free of dust, water and other potential contaminants, even in underwater applications. That helps ensure lower maintenance and repair costs normally associated with severe working conditions.

"Other key benefits include minimal wear-parts consumption and maintenance, with no daily lubrication required; long-life components; less fuel and emissions per ton; easy operation; and increased operator comfort with low-noise performance on par with that of using a bucket," said Brittain, noting the rippers work with competitive brands as well as Komatsu. "We encourage those who do these types of work to consider an Xcentric Ripper. I believe they'll see a noticeable difference in increased production and lower maintenance costs." ■

▶ VIDEO



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NEW PROGRAM REDUCES COSTS

Komatsu offers incentives and financing to help you make needed repairs now

For many construction companies, the winter months are a time to take stock of and make critical repairs to equipment in order to ensure it's ready for the next season. Among those critical repairs are major items such as hydraulic or drive train overhauls and engine rebuilds, which are designed to bring machines back to like-new performance.

Although repairs can be costly, delaying those repairs can lead to unexpected downtime and higher lost-time costs. Komatsu recognizes this, so it is participating in and supporting distributor incentives for major machine repairs using new and Komatsu Reman parts. Additionally, Komatsu recognizes that it can be difficult to pay in-full for the needed repairs, so they are also providing attractive financing for qualified customers, including zero-percent financing for 12 months and no payments for 90 days through Komatsu Financial.

"We understand that there are a variety of reasons for putting off needed repairs, but doing so could put you at risk for significant downtime when a machine is most needed," said Glenn Schindelar, Senior Marketing Manager. "Komatsu is committed to finding solutions to help ensure those larger repairs get done now so that our customers' machines are running at peak performance when it's time to go to work. This is a way to do that at a reasonable cost that can either be paid for outright or financed over a period of months."

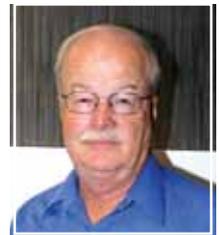
To take advantage of this program, repairs must be done by Kirby-Smith's Komatsu-certified technicians either in the shop or on the field. All parts carry a one-year, unlimited hours warranty.

"Having the work done by Komatsu-certified technicians offers peace of mind that it's done right, and having a warranty provides added value," said Schindelar. "We encourage those

considering repairs to check out their distributor incentive programs and financing to see if it's right for them. We find that customers who take advantage of specials like these tend to greatly benefit."

Schindelar cited examples, such as a sand and gravel company that was having a difficult time affording the upkeep of its machines during the economic downturn. The company fixed what it could, but a more comprehensive solution was required. Using the local distributor's incentive program, combined with zero-percent financing through Komatsu Financial, the company was able to put one machine back into proper working order. Because the program worked so well, the company decided to finance repairs on two additional machines. This one customer, and many others like him, was able to completely repair his machines and have them totally ready for full production without impacting his short-term cash flow.

"We have many similar stories where customers used an incentive program and financing to lower their cost and manage their payments, so they were able to repair their machines without a major impact to cash flow," said Schindelar. "It showed them that Komatsu and their distributor were committed to their success." ■



Glenn Schindelar,
Senior Marketing
Manager

Komatsu is participating in and supporting dealer incentive programs with discounts on new and Komatsu Reman parts used to make major repairs. Komatsu is also providing attractive financing options for qualified customers, including zero-percent financing for 12 months and no payments for 90 days through Komatsu Financial.



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BUILDING LASTING RELATIONSHIPS

Ed Powers says listening and the “gemba” philosophy lead to improved equipment performance and product support

QUESTION: The initial push for Tier 4 Final machines begins soon. Is Komatsu ready?

ANSWER: Most certainly. As government emissions regulations mandate, we will be introducing our Tier 4 Final products in 2014. As of now, we haven’t announced which models are included, but when you visit our booth at ConExpo in March, you will see our introductory-line machines. Komatsu’s introduction of Tier 4 Interim machines proved to be very successful, and we expect similar results with our Tier 4 Final machines.

QUESTION: Why were the Tier 4 Interim machines so successful?

ANSWER: Komatsu CARE was one of the major factors in the success of our Tier 4 Interim machines. Prior to their launch, we listened to our customers’ concerns relating to this new technology. Their primary concerns were reliability and maintenance. Based on that, we created Komatsu CARE – a complimentary package for all our Tier 4 machines, which provides factory-scheduled maintenance for the first three years or 2,000 hours, whichever comes first, and includes up to two Komatsu Diesel Particulate Filter exchanges. In addition to addressing the required government mandates and supporting our customers’ Tier 4 Interim concerns through Komatsu CARE, we also improved the overall efficiency of our products, especially when it came to fuel usage.

A good example of improved efficiencies is our D61i-23 dozer, the next generation of machine-control technology and the first *intelligent Machine Control* (iMC) model in the North American market. It provides automated blade control from rough-cut to finish grading, and it is setting a standard by changing the traditional mast- and cable-aftermarket systems. We plan to introduce more dozer-model sizes

Continued . . .



Ed Powers, Vice President and General Manager, Construction Equipment Division & General Manager, Northern Latin America Division.

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

This year marks Ed Powers’ 25th anniversary with Komatsu. He has served as Vice President and General Manager, Construction Equipment Division for the past five years, and in January 2012, he increased his responsibilities to include General Manager, Northern Latin America Division. Prior to that, he served as Vice President of Construction Equipment Sales, West Region Construction Equipment Manager, Director of North America Sales Utility Division, Regional Manager of Rental Services, Deputy Regional Sales Manager (NJ) and Finance Field Representative.

“I have witnessed our business evolve during the past 25 years. The level of sophistication and how rapidly technology advances is mind-boggling. This is the advantage Komatsu has over the competition – we are recognized as an engineering leader. Most manufacturers have huge marketing campaign budgets, whereas Komatsu prioritizes its budget into research and development. This is how we can provide our customers with the most technologically advanced product in the market – the D61i-23 dozer,” said Ed, who graduated from the State University of New York in 1988 and later earned his MBA at Keller Graduate School of Management in Chicago, Ill.

Most of all, Komatsu understands that manufacturing the most advanced products isn’t the sole answer to satisfying customers’ needs. In this market you must offer a premium product, but what sets Komatsu apart from its competitors, is providing superior product support and progressive telematics capabilities. It’s all about preventive maintenance and being able to control your costs. Komatsu can provide all the necessary tools, no matter the objective. We listen, focus on gemba and deliver.”

Ed and his wife, Berta, have been married for six years and have two children, three-year-old Joselyne and eight-month-old Liam.

Komatsu providing more options for its customers

... continued

Gemba: a Japanese word meaning "where things are actually taking place." Komatsu regularly visits customers' jobsites (their gemba) to see first-hand how customers use their equipment. The gemba philosophy is one of the key principles Komatsu applies to demonstrate its commitment to quality and reliability.

Komatsu met emissions regulations with its Tier 4 Interim machines, as well as improved productivity and efficiency that resulted in lower owning and operating costs. Tier 4 Final standards begin in earnest next year.

in the months ahead, and we will have an impressive display of our excavator line at ConExpo.

QUESTION: What else is Komatsu doing to make the customer experience better?

ANSWER: Today's construction-equipment users are much more knowledgeable when it comes to owning and operating costs, and they are fully literate in the world of instant communication. Komatsu continues to elevate its telematics capabilities by incorporating new technology, such as KOMTRAX and our new mobile app, which allows users to view real-time critical machine information on their Apple or Android smart phones or via tablet device. Komatsu customers can also order parts online through eParts and communicate with us via text and email. The next generation of contract owners is here, and we are running right along with them.



Komatsu introduced its new D61i-23 intelligent Machine Control dozers with integrated grade-control technology that provides automated blade control from rough-cut to finish grading. According to Komatsu's Ed Powers, the machines have received rave reviews.



Komatsu strives to know its customers and their specific needs, so we've made a commitment to visit customers' work sites and witness first-hand their work flow. This gives us a true understanding of their needs and helps build long-lasting relationships. The Japanese refer to this visualization process as gemba, and during the past few years, Komatsu has aggressively employed the gemba philosophy. I firmly believe that this has contributed to our success today.

This customer-centric approach is very important to Komatsu. The Tier 4 technology is extremely complex and there is still a steep learning curve for some of our customers. Komatsu and its Distributors are working together to help customers tackle that learning curve more quickly, which is another advantage of Komatsu CARE. During the program's regularly scheduled maintenance visits to customers' jobsites, we have additional opportunities to share KOMTRAX data, visualize their applications and personally ensure that customers are entirely satisfied. Komatsu is committed to being more than just an equipment provider – we are a one-stop-shop solution provider.

QUESTION: What market opportunities exist?

The rental market has always been a good opportunity for growth. That's even more apparent now, as the Construction Equipment (CE) market recovers from one of the worst economic downturns since the Great Depression. Typically the rental market has represented approximately 20 percent of our entire CE demand, but it's currently at nearly 45 percent, and we expect it to remain a dominant segment of our business. Through our Rental and ReMarketing Division, Komatsu and our Distributors are ready to enhance and reinforce our rental presence in the growing market.

QUESTION: You mentioned the CE Market returning to pre-recession levels. How are markets looking today?

ANSWER: During the past several years, the CE market recovery has been fueled by the commercial, infrastructure and rental segments, with much of this growth resulting from increased energy demand. We are very optimistic that as the housing market continues to recover at a long-term sustainable rate, the CE demand will also remain solid, which will invigorate the overall economy. ■



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FIND & RETAIN GOOD EMPLOYEES

Growth in construction highlights the shortage; here are suggestions to help solve the problem

Recent reports show that growth in the construction industry continues to outpace the overall economy. In fact, construction spending hit a four-year high in July, according to a U.S. Census Bureau analysis.

From July 2012 to July 2013, nearly \$1 trillion was spent on construction. Private residential work led the way with a 17-percent increase compared to the previous 12-month period. Within that market, single family construction was up 29 percent and multifamily was up 39 percent.

Economist Ken Simsonson, with The Associated General Contractors of America (AGC), expects the residential trend to continue for the foreseeable future, but he's not so bullish on other sectors. "Private nonresidential spending will be very uneven,

and public construction spending remains threatened," he predicted.

Private nonresidential construction did show some growth during the same time as housing, with an overall 2-percent gain. Within this sector, lodging saw a 33-percent boost, warehouses 11 percent and power 5 percent. Public construction is up somewhat as well, in part due to funding from the last highway bill. However, that legislation runs out in September 2014.

This upward trend in activity is having some positive effect on construction employment. From August 2012 to August 2013, 35 states added jobs, one state remained unchanged, and 14 others lost jobs.

"While we would like to see even more robust growth, it is encouraging that most states have a larger construction work force today than they did a year ago," said Stephen Sandherr, Chief Executive Officer for AGC. "It will take a lot more growth, however, before construction employment levels return to their pre-recession levels in most places."

Even with robust growth, employment levels may never reach where they were before the financial downturn a few years ago. Because of the recession, several thousand workers left the field, and many laid-off workers either retired or left construction altogether to find other employment. However, prior to the recession, the construction industry was still struggling to find workers. Statistics showed that the market needed 180,000 new workers just to keep pace with production levels at the time. Today, the market would need to replace almost 100,000 jobs a year to rebuild the work force.

On-site help such as carpenters, equipment operators and laborers are the hardest jobs to fill, according to an AGC report that highlights the shortage of workers in the construction industry. The report also shows that 86 percent of respondents expect finding qualified craft workers will remain difficult or get harder.





Construction spending hit a four-year high in July, according to a U.S. Census Bureau analysis. From July 2012 to July 2013, nearly \$1 trillion was spent on construction, but with the growth comes a shortage of workers such as equipment operators.

A recent AGC report highlights the problem, showing about 75 percent of construction companies can't find the help they need. Nearly 700 businesses participated in the survey, which AGC conducted during the summer of 2013. Another report from the Construction Industry Roundtable estimates a shortage of approximately 2 million workers by 2017. This report also estimates that 17 percent of craft workers will retire during the next few years.

Taking steps to combat stereotypes

According to the AGC report, on-site help such as carpenters, equipment operators and laborers are the hardest jobs to fill. Nearly half of the companies surveyed said trouble finding supervisors, estimators and engineers was a concern, and 86 percent of respondents expect finding qualified craft workers will remain difficult or get harder. The survey also showed that 72 percent of these companies predicted filling professional positions will continue to be a challenge.

"Many construction firms are already having a hard time finding qualified workers

and expect construction labor shortages will only continue to get worse," said Sandherr. "We need to take short- and long-term steps to ensure enough workers are available to meet future demand and avoid the costly construction delays that come with labor shortages."

Organizations and construction companies alike are taking steps to help solve the labor shortage. For instance, 48 percent of businesses are mentoring future workers, 38 percent are participating in career fairs and one-third are supporting high school construction skills academies. Additionally, almost half are offering internships for professionals.

The AGC report also notes that Sandherr urged elected and appointed officials, including Congressional members, to do more to provide opportunities for public school students to participate in programs that teach construction skills. He said skills-based programs offer students a more hands-on way to learn 21st century skills such as math and science, and these types of programs have reduced dropout rates.

Continued . . .

One primary goal is to change negative perceptions of the construction industry. Past surveys have shown the industry ranked as low as 249 out of 250 in terms of possible occupations high school students would choose. Low wages represent a common misconception.

“The construction industry is going to have to get the word out,” said Gregory P. Smith, President of Chart Your Course International in a previous article. “Businesses need to actively recruit. They can’t just put an ad in the paper anymore and expect to get good results. The military has recruiters that go into every high school in the country to show the benefits it has to offer. The construction industry needs to do the same thing – show students they can make a decent living without going to college.”

Positive work environment

As the pool of workers continues to decrease, it’s essential for businesses to do everything possible to retain current employees. Keeping those employees not

As the pool of workers continues to decrease, it’s essential for businesses to do everything possible to retain current employees. Experts say a positive work environment and recognition are among key reasons why employees continue to stay with a company.

only builds an experienced staff, but it also cuts down on the expense of hiring new employees.

Smith lists key elements to employee retention, which include creating a positive work environment, rewards, recognition, reinforcement, skill development and evaluation.

“Money is an important factor for choosing a place to work, but studies show that most people are willing to accept less pay if they have a workplace where they feel they have input and their ideas are listened to,” said Smith. “People will, in most cases, stay with a company longer if the quality of their work meets their needs, even though they could make more money elsewhere. If a company can only compete on money, it will never get ahead because people want more than money.”

A recent webinar on the AGC website, presented by Dennis Engelbrecht of the Family Business Institute and in conjunction with Performance Roundtable, featured items businesses can employ to “Attract and Retain Top Construction Talent.” The presentation listed best practices and steps companies can take such as providing the right amount of compensation and benefits, which include health insurance and retirement, if possible.

Further practices and steps include incentive systems and bonuses such as profit sharing. An attractive culture and work environment with teamwork and collaboration, career growth, leadership development and opportunity for ownership were also cited as ways to better retain employees.

“You have to keep in mind as an employer that your good employees always have options,” said Smith. “But by treating them right and demonstrating that you value them, you stand an excellent chance of being able to hire and keep the best people. And the word gets around – those workers will tell others, and suddenly you have a large number of people knocking on your door wanting to work for you.” ■



App allows users to alert Congress to infrastructure deficiencies

If you're stuck in traffic or see what you believe is a bridge defect and want to let someone know about it, there's now an app for that. Available free on mobile devices, the "I'm Stuck" app allows users to alert Congress to conditions such as traffic congestion, airport delays, off-schedule busses and more.

Developed by the organization Building America's Future (BAF), the app is designed so users can directly and immediately e-mail their congressional representatives. BAF is a bipartisan coalition of elected

officials dedicated to new investment in infrastructure, which has consistently received low grades through the years from the American Society of Civil Engineers.

"All elected officials, including me when I was a mayor and governor, pay attention to what the public is saying," said former Pennsylvania governor and BAF Co-Chair Ed Rendell. "The public understands the infrastructure problem. The states have demonstrated a willingness to do their part. So, we're calling on Congress to pass a significant infrastructure investment plan." ■

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CLOSING IN ON TIER 4 FINAL

Last round of emissions regulations to go into effect in 2014

After almost 20 years of engine regulations, the beginning of the end is in sight with Tier 4 Final standards that begin implementation in earnest in 2014. The Final standards are designed to reduce engine emissions of oxides of nitrogen (NOx) and particulate matter from new machinery to near zero.

Engine horsepower determines when equipment manufacturers must meet Tier 4 Final regulations. Smaller, compact equipment must meet the requirements beginning this year, with a much larger wave of new machinery coming next year. Construction, mining and other types of machinery from 175 horsepower to 750 horsepower are to be introduced in 2014, and those with horsepower from 76 horsepower to 174 horsepower will need to meet the standards in 2015. Many new machines meeting Tier 4 Final standards will be on display at CONEXPO next March in Las Vegas.

The goal of reducing engine emissions of NOx and particulate matter began with the

initial Tier 1 standards in 1996. Tier 2 started in 2001, with Tier 3 following five years later. NOx is a key ingredient in smog, while particulate matter is essentially soot. The government considers both to be significant health hazards.

In 2008, Tier 4 standards went into effect as part of a two-stage phase-in, beginning with Tier 4 Interim, which reduced NOx by 45 percent and cut the soot an engine could emit by 90 percent, compared to Tier 3 regulations. Tier 4 also required the use of low-sulfur diesel fuel containing less than 15 ppm sulfur, maintenance-emissions filters and Tier 4-specific engine oil.

Under Tier 4 Final, engine manufacturers will have to cut NOx by an additional 80 percent. The EPA estimates that when Tier 4 Final engines fully replace older engines, they will reduce emissions by about 738,000 tons of NOx and 129,000 tons of particulate matter annually. The EPA says that reduction would prevent an estimated 12,000 premature deaths each year by 2030. ■

Tier 4 Final regulations for machinery from 175 horsepower to 750 horsepower go into effect next year, marking the beginning of the end of the tier standards that were first implemented in the mid-1990s.



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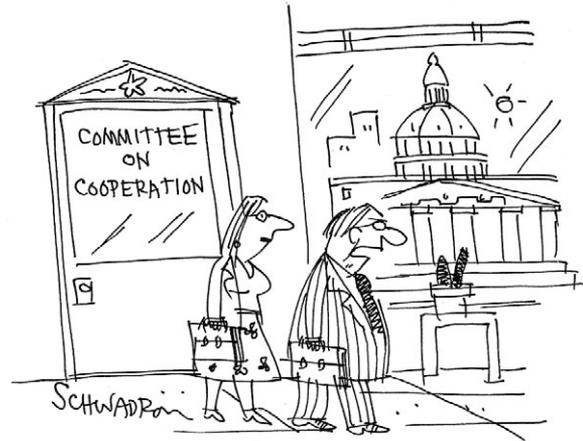
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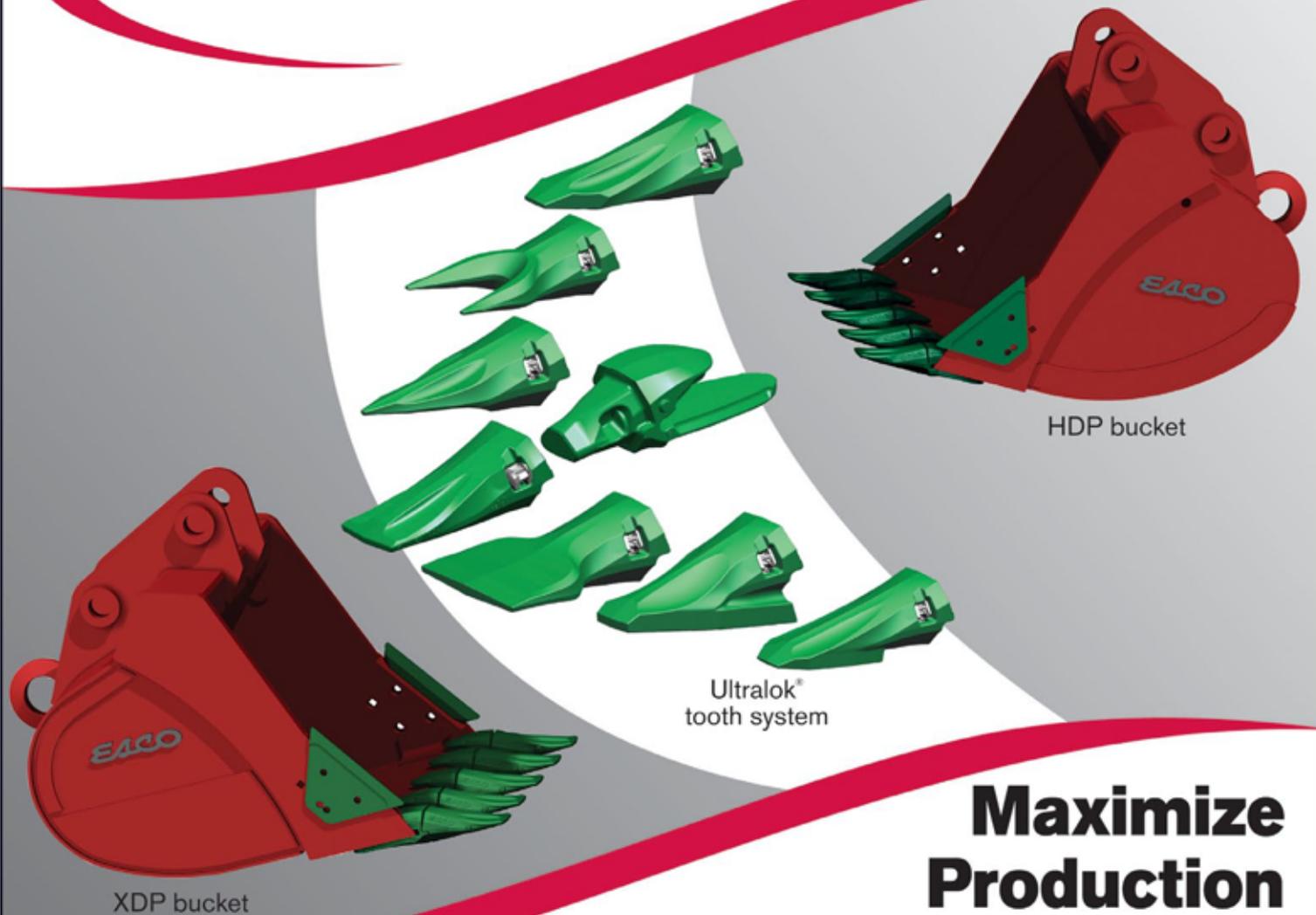
Did you know...

- It took only 95 minutes to construct a Model T Ford in 1914.
- The first in-flight movie was shown on an internal U.S. flight in 1929.
- Motorized ambulances were first used in France.
- The average suit of armor weighed between 50-55 pounds.
- The first hurricane named after a man was Hurricane Bob in 1979.
- There are 119 grooves on the edge of a quarter.
- The phrase "The quick brown fox jumps over a lazy dog" contains every letter in the alphabet at least once.
- Alaska has over 5,000 earthquakes each year.
- Tug of War was an Olympic event between 1900 and 1920.
- The largest snowman ever built was made in Maine in 1999. He stood 113 feet tall.

Brain Teasers

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

1. N C A R E _ R _ _ _ _
2. D U B G I L I N _ _ _ _ D _ _ _ _
3. L E V D E O R E P _ _ _ _ _ _ _ _ P _ _ _ _
4. N E R E G _ _ _ _ E _ _ _ _
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2009	Yanmar SV100		EQ0022543	4,140	\$45,000
2003	CAT 345 BL		EQ0022657	14,670	\$45,000
2012	Komatsu PC160LC-8		EQ0022569	709	\$131,500
2009	John Deere 200D LC		EQ0018361	2,967	\$110,000
2006	Komatsu PC200LC-7L		EQ0020383	6,913	\$65,000
2007	Komatsu PC200LC-8		EQ0020756	3,619	\$78,500
2007	Komatsu PC300LC-7E0		EQ0012985	4,305	\$125,000
2006	Komatsu PC300HD-7E0		EQ0013795	8,437	\$100,000
2000	Gradall XL4100* As-is	Wheeled Excavator	EQ0020657	3,817	\$45,000

Year	Make/Model	Description	Unit #	Hrs.	Price
PAVING & COMPACTION 					
2009	Hamm 3410	Smooth-drum roller	EQ0019433	405	\$79,660
2003	LeeBoy L8500 T	Paver		3,500	\$19,000
2009	LeeBoy 8510	Paver	EQ0019388	3,990	\$62,500
1999	IR DD-90HF		EQ0020810	2,825	\$21,000

Year	Make/Model	Description	Unit #	Hrs.	Price
TRUCKS/TRAILERS 					
1999	CAT 769C	Truck	EQ0019604	33,959	\$77,900
2008	Lone Star	Concrete mixer truck	EQ0013979	353	\$59,500
1997	Rosco RA300	Pot hole patcher	EQ0015055		\$27,500
2001	Rosco Maximizer III	Distributor truck	EQ0021915	4,597	\$59,900
2006	RG-35	Trailer	EQ0012522	n/a	\$25,000
1974	42-ft van	Box trailer	EQ0002989	n/a	\$3,000

Year	Make/Model	Description	Unit #	Hrs.	Price
SKID LOADERS 					
2011	Case SV300		EQ0015019	500	\$39,900
2011	Case SV300		EQ0022734	322	\$40,000
2006	Komatsu SK820-5		EQ0009893	1,111	\$21,900

Year	Make/Model	Description	Unit #	Hrs.	Price
LOADERS 					
2005	Komatsu WA200L-5		EQ0018533	7,742	\$59,900
2011	Komatsu WA250-6		EQ0018251	8,113	\$79,500
2006	Komatsu WA450-5L		EQ0018476	45,834	\$52,500
2011	Komatsu WA250PZ-6		EQ0020636	2,550	\$104,000
2011	Case 721F XT		EQ0022678	1,880	\$164,900

Year	Make/Model	Description	Unit #	Hrs.	Price
CRANES 					
1994	Lorain LRT230E	Hyd RT	EQ0019617	7,695	\$44,000
2000	National 1195	Boom Truck	EQ0019340	11,363	\$84,000
2007	National 18103	Boom Truck	EQ0009137	9,515	\$225,000
2005	Elliott 32117R	Boom Truck		5,400	\$160,000

Year	Make/Model	Description	Unit #	Hrs.	Price
CRAWLER DOZERS 					
2005	Komatsu D41E-6		EQ0021376	1,700	\$47,900
2008	Komatsu D51EX-22		EQ0019394	4,278	\$110,000
2011	Komatsu D51EX-22		EQ0022570	1,215	\$149,500
2008	Komatsu D61EX-15E0		EQ0020653	4,050	\$98,000
2008	Komatsu D65EX-15E0		EQ0020208	5,067	\$119,900
2008	Komatsu D65EX-15E0		EQ0017724	4,302	\$139,900
2008	Komatsu D65EX-15E0		EQ0022060	3,714	\$140,000
1987	Dresser TD7G		EQ0020843	2,111	\$11,900



2006 Komatsu SK820-5, EQ0009893, 1,111 hrs.
\$21,900



2011 Case 721F XT, EQ0022678, 1,880 hrs.
\$164,900



2008 Komatsu D65EX-15, EQ0017724, 4,302 hrs.
\$139,900

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