



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

Connection

ROGERS CONSTRUCTION

Midland, Texas, contractor provides 'headache-free' service to oil and gas customers

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Gary Rogers, Owner





MESSAGE FROM THE PRESIDENT



Ed Kirby

**Specialty
machines are
often best for
challenging
conditions**



Dear Valued Customer:

In the May 2014 issue I discussed how the construction and energy market is trending toward stronger growth. Forecasts suggest a 9-percent increase in residential and commercial construction this year. Now construction employment continues to rise, and nonresidential markets are showing gains as well. Also, Congress proved it could work in a bipartisan fashion when it passed the new water-resources bill that provides more than \$12 billion in spending throughout the next decade.

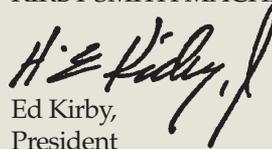
Many of you work on utility and highway projects that are funded by such bills, so you know that those jobsites are typically congested and space is at a premium. Working in those types of conditions can be difficult. Often, only a specialty machine, such as Komatsu's new tight-tail-swing PC228LC-10, will do. It's the perfect machine to provide the power you need to dig and load without worrying about a large counterweight hitting something while you swing.

We continue to grow and expand our offerings to customers by adding more manufacturers, such as Vacuworx, to our product mix. Doing so, so we can continue to solve the needs of our diverse customer base. Vacuworx offers a comprehensive line of heavy-duty lifting and material-handling systems that are designed for the energy, water and sewer and road-construction industries. You can read more about Vacuworx in this issue of your Kirby-Smith Machinery, Inc., *Connection* magazine.

Even with all the challenges and changes in the industry, we truly strive to provide the best customer service. Customer service is key to our success, and yours, and we pride ourselves in offering great products, great services and great training. Remember, Komatsu CARE provides complimentary scheduled service for the first three years or 2,000 hours. Our certified technicians perform the services at times and locations that are convenient for you. We also offer cost-effective service on older machines, including major items such as rebuilds. I urge you to contact us to find out how Kirby-Smith can minimize your downtime, maximize your uptime and extend the life of your machinery.

If there's anything we can do for you, whether its parts, service or equipment sales or rentals, please call or stop by one of our branch locations.

Sincerely,
KIRBY-SMITH MACHINERY, INC.


Ed Kirby,
President



Connection

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Read how this Midland, Texas, contractor provides 'headache-free' service to oil and gas customers.

CONTINENTAL CUT STONE, CONTINENTAL QUARRIES

Learn about this Texas material supplier's high-quality finished limestone building products.

"BREAKING" NEWS

See why Holloman Corporation and Mobile Crushing & Screening are cranking up their production volumes with Xcentric® Ripper attachments.

NEW PRODUCTS

Turn to Vacuworx Lifting Systems for reduced costs and increased efficiency and safety.

INDUSTRY EVENT

Read about the Komatsu event that showcased its *intelligent* Machine Control dozers.

INNOVATIVE PRODUCT

Learn about the new tight-tail-swing PC228USLC-10, which provides more horsepower and greater stability.

FORESTRY NEWS

Discover how Komatsu designed its new PC240LL-10 Log Loader for increased production.

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6715 W Reno
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ROGERS CONSTRUCTION

Midland, Texas, contractor provides 'headache-free' service to oil and gas customers

CONSTRUCTION



Gary Rogers,
Owner

When Gary Rogers describes Rogers Construction, he calls it a young company. Young, however, is relative. The Midland-based excavation company marks its 22nd anniversary this year, and according to Rogers, it has never been stronger.

"During the past few years, we've grown considerably because we've added services that give our customers more value and set us apart from the competition," said Rogers. "That helped us gain an even firmer foothold in the area and strengthened the already strong relationships we have with our customers. Nearly 100 percent of our work is for repeat clients."

The bulk of Rogers Construction's work since its formation in 1992 has been construction and reclamation of oil and gas locations throughout West Texas. During construction, the company provides staking and clearing, builds and levels roads to the sites, and digs reserve pits. It rocks locations with caliche supplied either from its own pit near Garden City, local pits near the jobsite or from on-site material. The company uses its own mobile crushers at its pit and for on-site crushing.

"Our calling card is dependability," said Rogers. "Drilling companies rely on us to ensure their locations are ready when they are. If we drop the ball at a location, we rarely get another chance to work for them, so we take our role seriously, and our customers know that. Once they give us a job, it's headache-free for them from that point forward."

Experienced staff

In its early days, Rogers Construction was a one-man show as Rogers worked with

a backhoe and a dump truck. He said the business was often in "survival mode."

"I did whatever I needed to do in order to make a go of it, and eventually the business started to grow," Rogers recalled. "I had experience working on drilling sites from working with my dad, so that has always been a part of the business. When the boom started again nearly 10 years ago, things really took off, and we've been running hard in this market ever since."

At that time, Rogers Construction had about 15 employees. Now it employs more than 100, which include key personnel such as Field Foremen Charles Carroll and Luis Granado. Carroll credits the staff's work ethic for helping Rogers Construction maintain its reputation of dependability and keeping as many as 15 jobs running at any one time.

"Our staff's experience level is very high, which contributes greatly to our ability to complete jobs on time," said Carroll. "We look for solid experience when we hire new people. That plays into our strength."

Added services

Some of Rogers Construction's latest hires are part of its recent expansion. The company now provides transportation services that include hauling water and drill cuttings for oil-field companies. It started with two trucks and now has 26, with more coming soon. Rogers Construction also offers about 40 light towers and generators for rent.

"These new services were a natural extension of what we already offered," said Granado. "We could see that in some cases our customers were not getting the proper level of service that they needed



CONSTRUCTION



▶ VIDEO

Operator James Gloria hammers rock using a Komatsu PC360LC-10 excavator equipped with an NPK hammer. "It has good power and is perfect for this type of work," said Gloria of the PC360.

in those areas. Adding transportation and rental services allowed us to fill a void in the market, and as a result, we expanded rapidly."

Rogers Construction also increased its earthwork services by adding well-location entrance construction to its resume. The work involves building 1,000-foot turning lanes off of state highways. Rogers Construction brings the lanes up to grade, and then it has a subcontractor pave them.

Productive, reliable Komatsu excavators

Rogers Construction has grown from its early days, when it had a single backhoe, to now having a large fleet of mobile heavy equipment, including two Komatsu PC360LC-10 excavators it recently purchased from Kirby-Smith Machinery, Inc., with the help of Territory Manager Kevin Taylor. Both excavators have defined roles – one is mainly used for deep digs and the other is used for hammering rock with an NPK hammer.

"West Texas is known as much for its rock as it is for oil and gas," said Carroll. "We needed a machine that could break through the rock because blasting is not an option, and

dozers won't always rip it. The PC360 has the hydraulic power to handle the hammer and break up the rock. It's hammering somewhere every day, and it has proven to be productive and reliable."

"We frequently use the other PC360 during reclamation," added Granado. "That often involves significant digging depths to bury drilling mud, then putting caliche and topsoil on top of it before bringing the site back to grade. The Komatsu excavator works perfectly for that, and it gives us some added versatility because we can put an attachment on it for services such as clearing mesquite."

Service on the Tier 4 Interim excavators is covered under the Komatsu CARE program, with Kirby-Smith Machinery, Inc., providing complimentary scheduled maintenance for the first three years or 2,000 hours.

"Komatsu CARE definitely saves us time and money," said Carroll. "Kirby-Smith tracks the machines and contacts us to let us know when techs are coming out to do the work. It ensures the service is done on time and reduces our downtime. It lets us focus on our work, while giving us peace of mind that

Continued . . .



▶ VIDEO

Charles Carroll, Field Foreman



Luis Granado, Field Foreman



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www.KirbySmithConnection.com

Rogers Construction celebrates 22 years, still going strong

... continued

CONSTRUCTION

our machines are being taken care of. It's a great benefit."

"Service is a definite factor in our equipment-buying decision," added Rogers. "We can get a product anywhere, but support is another issue. Kevin and Kirby-Smith assured us that they would take care of our needs, and they have. We've developed a

good relationship that we expect to continue for a long time to come."

Expected expansion

Rogers started the company after working several years for his father's excavation business, which also serviced the West Texas oil and gas industry during the 1970s and 1980s. During that time, he saw the booms and busts that come with the territory.

"The industry and the times are different today," said Rogers. "Technology has changed considerably and has allowed for new methods of accessing oil and gas, so I don't think we will see the big peaks and valleys like before. That's not to say we won't face slowdowns, but not huge busts like before, especially considering that Texas leads the way in terms of oil and gas production."

He said that bodes well for the future of Rogers Construction. Someday, the company may even be considered "old."

"I certainly see us continuing to grow," he said. "I believe in the next five years, we could double or even triple our size. Whether we do or not depends on several factors, mainly continuing to find the experienced workers and watching how this growth affects our ability to take care of our customers. We won't jeopardize that." ■



▶ VIDEO

(L-R) Rogers Construction Field Foremen Luis Granado and Charles Carroll and Owner Gary Rogers meet with Kirby-Smith Machinery, Inc., Territory Manager Kevin Taylor on a jobsite near Garden City, Texas. "We can get a product anywhere, but support is another issue," said Rogers. "Kevin and Kirby-Smith assured us that they would take care of our needs, and they have. We've developed a good relationship that we expect to continue for a long time to come."



Operator Frank Montemayor clears mesquite with a Komatsu PC360LC-10.



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CONSTRUCTION



**Rob Teel,
Owner and
President**

During a job interview after college, Rob Teel was faced with the age-old question, “Where do you see yourself in five years?” Teel, a Vanderbilt graduate with an engineering degree, told the interviewer that he wanted to be a business owner.

“Sure enough, it happened,” said Teel, Owner and President of Continental Cut Stone and Continental Quarries. “I took a job working for a concrete company, and eventually moved into its stone division. An opportunity came up to purchase an existing business, and with some help from my father, Continental Cut Stone started operations in 1987.”

Based in Florence, Texas, Continental Cut Stone provides a variety of limestone products and services to architects, builders and contractors throughout the United States. When Teel began operations, he had four employees working with him in a 5,000-square-foot production plant. Today, he employs about 60 from his 16,000-square-foot facility and produces products mainly for residential, commercial and institutional buildings.

“The company name indicates that we’re a cut stone supplier, but we offer much more,” noted Teel. “Continental Cut Stone has a full milling facility in Florence, where our craftspeople take raw block and sculpt it into practically any design our customers want, including blocks, columns, molded arches, fireplace mantels, surrounds, balustrades and many other products. Nearly 100 percent of Continental’s work is custom orders.

“In most instances, customers contact us during the design phase of a project,” he added. “Sometimes they simply have an idea and a rough sketch. Other times they know exactly what they want and provide us with detailed information. Either way, Continental can produce a finished product that meets their architectural goals on time and budget. We also work with custom-stone carvers to provide unique and original ornamental elements. Our level of service and the quality of our finished products set us apart.”

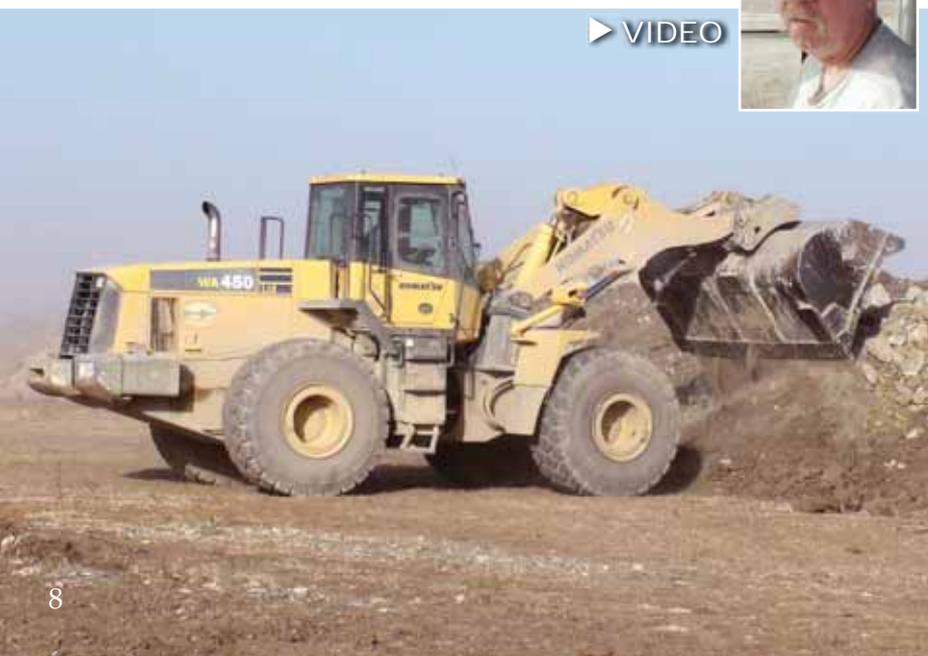
Quarries supply raw materials

Raw materials mainly come from Continental Quarries, a division of Continental Cut Stone. Continental Quarries began

Operator Delbert Wilcher moves overburden with a Komatsu WA450 wheel loader. “These machines are great,” said Wilcher. “They’re smooth-riding, and they have plenty of power. You couldn’t ask for better equipment.”



▶ VIDEO





▶ VIDEO

Operator Thomas Hicks uses a Komatsu WA500 wheel loader to remove material from the quarry face at the company's Lueders, Texas, limestone quarry.

operations in 2000, when it opened a limestone quarry in Lueders, Texas, which is located about 30 miles north of Abilene. The location is known for its light-gray to light-tan colors, and materials from the quarry are often used for retaining walls, block, cut stone and landscaping applications.

"The quarry has varying ledges of material that are easy to see," said Quarry Manager Michael Hicks. "We pull out blocks of raw product that are cut down to slabs and shipped to the production facility."

More recently, the Continental Cream Quarry was opened near Liberty Hill. Its main products are "Cordova" Cream and "Cordova" Shell. Both are similar in color, but the latter has shell imprints in the raw stone. Limestone from the quarry has been used in several high-profile projects, including the George W. Bush Presidential Library in Dallas, courthouses throughout the state and buildings on the University of Texas campus.

Other raw materials from the quarries include Antique Lueders and Charcoal Lueders. Continental Cut Stone offers a variety of finishes, including sawn six sides, which is taken from the saw to shipping without sanding or further finishing; machine smooth

or sanded to an 80-grit finish; chatted, which creates a texture similar to sandblasting; and antiqued or distressed, where each piece is hand-finished with added color and/or distressed to give it an "Old World" look.

"Before we opened the limestone quarry in Lueders, Texas, all our raw materials came from outside sources," said Teel. "Today, 80 percent of Continental Cut Stone's materials come from our own quarries, which provides a more consistent and reliable supply. The variations in color from one quarry to another, and even within the same quarry, gives our customers a wide variety of choices."

Reliable, durable, versatile equipment

One of the first machines Teel purchased was a used WA500 Komatsu wheel loader. He used the machine to harvest raw materials at the company's Lueders, Texas, limestone quarry. Currently, the quarry has newer WA500, WA450 and WA320 models. Teel works with Kirby-Smith Machinery, Inc., Territory Manager Todd Coffey.

"The original WA500 was already a high-hour loader, but it continued to give

Continued . . .



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Komatsu machines are versatile and efficient

... continued



Michael Hicks,
Quarry Manager at
the Lueders, Texas,
limestone quarry



Bud Moorefield,
Safety Manager/
Utility Man at the
Lueders, Texas,
limestone quarry

Kirby-Smith Territory Manager Todd Coffey (left) meets with Continental Owner/President Rob Teel. "Todd, and Kirby-Smith in general, are very attentive to our needs. Like us, they believe in building good relationships and taking care of the customer," said Teel.

us solid production during the eight years we ran it, which was an obvious factor in purchasing additional loaders," said Teel. "Compared to the other brands we use or have used, Komatsu is a step up in terms of quality, durability and reliability. They last, and downtime is not an issue, which is excellent considering how tough our application can be, with hot and dusty conditions and heavy materials."

The staff at the Lueders, Texas, limestone quarry also appreciates the loaders' versatility. Each loader is equipped with a quick coupler for fast changes between buckets and forks. Loaders



Operator Samuel Talamaco moves a block of limestone with a WA320PZ equipped with forks. Continental Quarries uses Komatsu wheel loaders with buckets and forks for a variety of tasks at its limestone quarry in Lueders, Texas.

▶ VIDEO



are used to remove overburden, harvest raw stone and move materials around the quarry.

"The Komatsu loaders offer us efficiency," said Teel. "We get the advantages of digging and loading, as well as a forklift, so we get two machines in one."

"The loaders have excellent power, especially the WA500," added Safety Manager/Utility Man Bud Moorefield, who also operates machinery. "We equip it with forks and put them between the ledges to pry on the material. The WA500 has no problem popping the stone out, then moving the heavy load."

The limestone quarry in Lueders, Texas, takes care of general maintenance items and calls on Kirby-Smith Machinery, Inc., for 500- and 1,000-hour preventive services. "We call Kirby-Smith as needed, and they've always responded quickly," said Teel. "Todd, and Kirby-Smith in general, are very attentive to our needs. Like us, they believe in building good relationships and taking care of the customer."

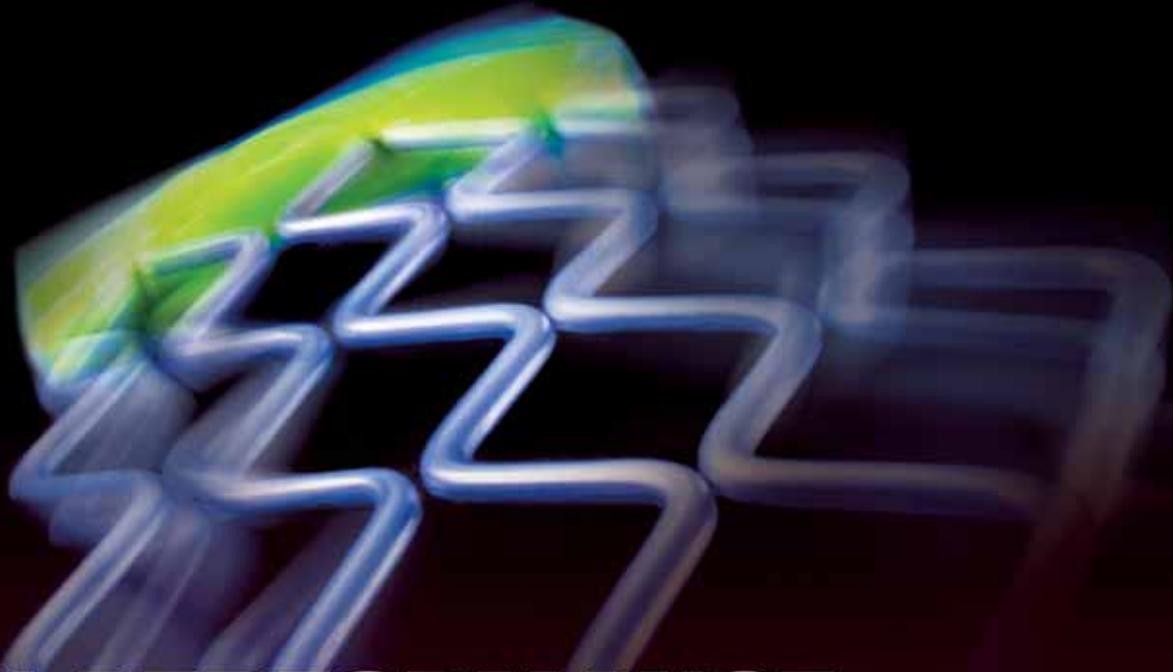
Employees play integral role

Teel said offering a high level of customer service would not be possible without a solid core of employees. Many have been with Continental Cut Stone and Continental Quarries for more than a decade.

"They understand that each one plays an integral role in the overall success of the companies," said Teel. "It takes as much dedication from the operator removing overburden to get to the raw stone as it does from the people putting the finishing touches on a customer order. They are a terrific group, and the quality of their work shows in the fact that we have a large number of repeat and referral customers."

Teel expects that to remain the case, and it's the reason he's not interested in massive growth.

"Controlled growth that's manageable is always best," he said. "I won't let us jeopardize our ability to provide customers with what they need when they need it. That philosophy has served us well for 27 years and will continue to guide us well into the future." ■



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CONSTRUCTION



Lupe Cortez Jr.,
Estimator/Project
Manager

Today’s West Texas Permian Basin looks vastly different than it did thousands of years ago when the Permian Sea covered the 250-mile-wide by 300-mile-long area. As the water retreated and eventually dried up altogether, it left behind large amounts of sediments, including one of the thickest deposits of rock found on the planet.

About 150 years ago, ranchers and farmers began drilling wells to bring water to land and their livestock. This also brought the discovery of oil. According to the Texas State Historical Association, a little more than 90 years ago, the first commercial well in the Permian Basin was completed. Since that time, the area has seen several booms and busts.

Using modern methods of oil and gas extraction, the Permian Basin is experiencing possibly its largest boom. Many estimate

that the region produces more than a million barrels of oil per day, which is about two-thirds of the total produced in the state of Texas.

Getting the oil from the ground and moving it does present challenges, thanks in large part to the thick deposit of rock left behind by that ancient sea. It often involves hammering hundreds, thousands and sometimes millions of tons of material to lay pipelines.

‘Managing the rock’

Holloman Corporation knows the terrain well. Founded in the Permian Basin in 1960, it has provided oil-field services for nearly its entire lifetime, including pipeline construction and other associated work. Now a global company headquartered in Houston, Holloman maintains a Permian Basin Division with an office in Odessa.

The Permian Basin Division is currently in the midst of installing 137 miles of 20-inch steel pipe from McCamey to Del Rio. Following the natural contours of the hilly terrain, Holloman Corporation personnel are at times digging as deep as 15 feet. The company started the project in March and expects it to be done by November 2019.

“We have about 350 people and 50 machines working 10 hours a day,” said Estimator/Project Manager Lupe Cortez Jr., who’s been with Holloman Corporation for 20 years. “Our expectation, as it is on all our projects, is to be done on time. Fortunately, our experience in this area, as well as knowing how to deal with the conditions and the material, allows us to do that.”

Cortez estimates that 90 percent of the material is solid rock. To clear the right of way, Holloman Corporation is using several Komatsu PC290LC-10 and PC360LC-10 excavators

West Texas customers use an Xcentric Ripper attachment to power through the rugged terrain. “Results show two- to five-times higher production rates in most applications and conditions, as well as in rocky materials, such as those found in West Texas,” said Aaron Anders, Regional Sales Manager for Hensley Industries, Inc., which is a Komatsu company.





▶ VIDEO

CONSTRUCTION

Holloman Corporation is using Komatsu excavators equipped with Xcentric Ripper attachments to break rock in the right of way on a pipeline project from McCamey to Del Rio. "Production increased compared to using traditional hammers, and it allows us to better size the material as we go," said Estimator/Project Manager Lupe Cortez Jr. of the attachments. "I refer to it as 'managing the rock.' Instead of getting large chunks with a hammer, we get more manageable sizes."

equipped with Xcentric® Ripper XR30 and XR40 attachments. Operators start at a ledge and work their way back to the edge of the right of way.

"Production increased when we started using the Xcentric Ripper attachments compared to when we were using traditional hammers, and it allows us to better size the material as we go," said Cortez. "I refer to it as 'managing the rock.' Instead of getting large chunks with a hammer, we get more manageable sizes."

Reduced maintenance

Komatsu's subsidiary Hensley Industries, Inc., recently became the distributor for Xcentric Ripper attachments in 82 countries throughout the world. There are nine models available that fit seven- to 150-ton excavators. The attachments have Xcentric's patented Impact Energy Accumulation Technology, which features amplified eccentric gears and enables efficient rock breaking. The unique design uses high-frequency impact force, different than traditional hydraulic breakers. Impact frequency varies by model and ranges from 900 to 1,500 beats per minute to help increase production.

"Results show two- to five-times higher production rates in most applications and conditions, as well as in rocky materials, such as those found in West Texas," said Aaron Anders,

Regional Sales Manager for Hensley Industries. "Another advantage is that the attachments have a closed-energy chamber that keeps them virtually free of dust. Anyone who's worked in the Permian Basin, and in West Texas in general, knows that dust comes with the territory and can be hard on equipment."

Xcentric Ripper attachments are made with wear-resistant steel for long life and durability, and have a simple structure for ease of maintenance. Unlike traditional hammers, which have to be greased every few hours, Xcentric Rippers require no daily lubrication. They require greasing every 1,000 hours. Also, unlike hammers with a blunt bit, Xcentric uses a tooth that can be easily replaced in minutes.

"Minimal maintenance reduces per-ton costs, and that's a big advantage of these attachments," said Xcentric Ripper President Javier Aracama, who invented, engineered and designed the attachments. "The goal is to save money for our clients through the same or higher production with less downtime for service. The results have been great, and during the past few years, we've gone from testing the products in Spain to having attachments running worldwide in a wide range of applications, including demolition and quarries."

Continued . . .



▶ VIDEO

Javier Aracama,
President,
Xcentric Ripper



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www.KirbySmithConnection.com

Increased production, savings with Xcentric Rippers

... continued



▶ VIDEO

Aaron Anders,
Regional Sales
Manager, Hensley
Industries

Blasting eliminated

Owners John and Blake Frerich started Mobile Crushing & Screening about three years ago. Based in Rowena, Texas, the company offers on-site crushing and has a quarry near Garden City. Mobile Crushing & Screening makes a variety of products, most notably of which is base material for well sites and concrete rock.

"Our products are mainly limestone and caliche," said John. "We work with customers to provide whatever they need."

Mobile Crushing & Screening recently began using an XR50, which is specially designed for high-volume production in quarries and infrastructure work. The company uses the

(L-R) Mobile Crushing & Screening Co-Owner John Frerich is with Kirby-Smith Machinery, Inc., Territory Manger Todd Coffey and Xcentric Ripper President Javier Aracama. Mobile Crushing & Screening uses an XR50 Xcentric Ripper to sheer rock off walls. "It's more efficient than hammering and pulling down the material," said Co-Owner Blake Frerich (inset). "The biggest advantage is it eliminates our need to blast. Using the XR50 cut our per-ton cost in half compared to blasting, so we're seeing significant savings."



▶ VIDEO

Xcentric Ripper attachment to sheer rock off walls at its quarry, and it also uses Komatsu excavators and wheel loaders.

"Our production rate is relatively the same as it was before, but we're finding greater efficiency and savings with the Xcentric Ripper," said Blake. "It's more efficient than hammering and pulling down the material. The biggest advantage is it eliminates our need to blast. Using the XR50 cut our per-ton cost in half compared to blasting, so we're seeing significant savings."

"We're also getting more useable material because it virtually eliminates the fines associated with blasting," added John. "We were getting about 30 to 35 percent after blasting. Using the attachment, we're up to 85 to 95 percent."

'The Rock Authority'

Kirby-Smith Machinery, Inc.'s Odessa Branch Manager George Denny said other customers are seeing similar production. "West Texas' unique terrain makes it a severe-duty environment, but with Xcentric Ripper attachments, we have a solution to powering through it efficiently and at less cost. We consider ourselves the 'Authority for Construction, Paving and Crane Equipment' in the markets we serve, and with Xcentric Rippers, we can now add 'Rock' to the list."

Hensley's Anders added: "Kirby-Smith has really embraced the Xcentric Ripper line and has run with it. As a result, users are seeing great benefits. We've found a market in West Texas where it seems the possibilities are endless for these products."

With the current oil boom in the Permian Basin, it looks like the need for Xcentric Ripper attachments will remain for a long time to come.

"We admit that there are some limitations that make traditional hammers more effective, such as the hardness of the rock, but West Texas doesn't present a great challenge," said Aracama. "Customers are already seeing three to four times the production with the attachments, and we're confident that others will see similar results." ■

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MAXIMIZING LIFTS

Vacuworx Lifting Systems reduce costs, increase efficiency and safety

When moving pipe, concrete road barriers, plate, slab or other heavy-duty materials, you want to do it in the most efficient, safe and economical manner. Kirby-Smith Machinery, Inc., has a great solution with the addition of the Vacuworx Lifting Systems lineup, which is now available at its Oklahoma and Texas locations.

Vacuworx manufactures a large number of products to fit a variety of needs, including its RC Series for lifting up to 44,000 pounds with large-capacity host carriers. The MC Series, for use with compact hosts, is ideal for utility and in-plant lift capacities up to 11,000 pounds. The Concrete Barrier System lifts 8-, 10-, 12- and 20-foot barriers using the MC 5 or RC Series lifters. Other products available are the HDD Pipe Handling System and the Hydraulic Series.

Features include:

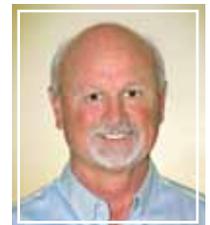
- Wireless remote operation with optional hard-wire control
- Vacuworx Lifting Systems meet or exceed ANSI/ASME standards section B30.20, ASME BTH-1 and AS 4991
- Lifters are CE-certified and OSHA compliant
- 360-degree hydraulic rotator
- Self-contained engine with electric start
- Visible and audible alarms that warn against low vacuum
- Replacement parts and service that are available for all products

“Our vacuum technology works with every type of pipe, including concrete, poly and ductile,” said Randy Hayes, Director of Regional Sales for Vacuworx. “That means Vacuworx is ideal for nearly any contractor in the energy, utility and road construction sectors, as well as in-plant industrial and port facilities, pipe mills and storage yards.”

Attachments for a variety of machines

Vacuworx lifters can be attached to excavators, backhoes, wheel or track loaders, cranes, pipelayers, forklifts, knucklebooms and other machines. The lifters secure, lift and move loads with innovative vacuum technology, virtually eliminating the need for chains, hooks and slings. The systems require fewer ground personnel, which reduces injury risks, labor costs and potentially lowers insurance rates, while maximizing profit potential and increasing safety.

“If you’re in the business of moving or laying pipe, moving materials, installing safety barriers on roadways or countless other applications, it’s more than likely that Vacuworx has a lifter to fit your needs,” said Bill Gustafson, Kirby-Smith Machinery, Inc. Oklahoma Sales Manager. “We’re pleased to take on the Vacuworx line, and we encourage customers to contact us and see how it can benefit their particular needs.” ■



Randy Hayes,
Director of Regional
Sales, Vacuworx



Bill Gustafson,
Oklahoma
Sales Manager,
Kirby-Smith
Machinery, Inc.



Vacuworx Lifting Systems use vacuum technology, virtually eliminating the need for chains, hooks and slings. The systems require fewer ground personnel, which reduces injury risks, labor costs and potentially lowers insurance rates, while maximizing profit potential and increasing safety.

FIRSTHAND EXPERIENCE

Komatsu event showcases new dozers that feature *intelligent Machine Control* technology

CONSTRUCTION



Peter Robson,
Director of Intelligent
Machine Control

Komatsu recently expanded its *intelligent Machine Control* (iMC) dozer lineup, and customers and distributor personnel got a chance to see and operate several dozers during an iMC event at the Komatsu Training and Demonstration Center in Cartersville, Ga.

Attendees learned about the innovative technology behind the iMC lineup that includes D61i-23 and D39i-23 models, as

well as the D51i-22 dozer. The dozers feature factory-integrated 3D machine control that functions without the blade-mounted masts and cables associated with conventional aftermarket systems. The technology provides fully automatic blade control from rough-cut to finish grade with maximum blade load.

“The feedback we get from users is phenomenal,” said Peter Robson, Director of Intelligent Machine Control. “They see both time and money savings, and with automatic blade control, they get to final grade faster and more efficiently. Additionally, there are no masts or cables to get damaged and replaced, and no one has to climb on the machine to install and detach them. We’re glad so many came to this event and saw the benefits of *intelligent Machine Control*.”

Komatsu also highlighted the latest Topcon technology for productivity reporting and remote machine monitoring. Attendees could see the software that’s designed to work with GPS systems to track production in real time. ■



Komatsu showcased its *intelligent Machine Control* dozers, including D61PXi-23 and D39PXi-23 models, during an iMC experience at its Training & Demonstration Center in Cartersville, Ga.

Komatsu recently added to its *intelligent Machine Control* dozer lineup with the addition of new models, including the D51PXi-22.



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INCREASED LIFT CAPACITY

New tight-tail-swing PC228USLC-10 provides more horsepower, greater stability

Having one machine that works equally well in open and confined spaces is a distinct advantage for contractors who perform work in a variety of applications. Komatsu's new tight-tail-swing PC228USLC-10 excavator offers that with upgrades that increase horsepower, lift capacity and stability.

More compact than a conventional excavator, the PC228USLC-10 is ideal for working in confined areas, such as road, bridge and urban projects among others. The boom foot position and raising angle is higher than on the Dash-8 model it replaces, giving the excavator a shorter swing radius. The rounded design lets the cab rotate within

the same swing radius as the counterweight, further enhancing versatility in tight working conditions.

"The PC228USLC-10 provides excellent production on congested jobsites where operators may be close to a building or other obstruction, or on a road project that involves working in a lane of traffic," said Product

Continued . . .



Rob Orłowski,
Product Manager,
Excavators

CONSTRUCTION

Quick Specs on the Komatsu PC228USLC-10

Model	Horsepower	Operating Weight	Digging depth
PC228USLC-10	158 hp	54,123-55,336 lbs.	21 ft., 9 in.



Komatsu's new tight-tail-swing PC228USLC-10 excavator's boom foot position and raising angle is higher than on the model it replaces, giving the excavator a shorter swing radius. The rounded design lets the cab rotate within the same swing radius as the counterweight.

Compact PC228USLC-10 ideal for confined areas

... continued

Manager, Excavators Rob Orlowski. "Because it has good power and efficiency, it can also be a good choice for moving dirt in open areas."

Komatsu increased counterweight mass by an additional 2,865 pounds, giving the new PC228USLC-10 improved lift capacity over the front and side of the machine. Additionally, it provides better stability during heavy lifting.

Built for durability, reliability

Durability and reliability are built-in with boom and arms that are highly resistant to bending and torsional stress due to large cross-sectional structures, high-tensile strength steel, interior partition walls and large one-piece castings.

Komatsu's exclusively designed electronic components, such as controllers, connectors, sensors and wiring, have undergone extensive testing to ensure reliability in the harshest conditions. The DT-type electronic connectors are sealed against dirt and moisture and metal guard rings protect hydraulic cylinders. Hoses are equipped with O-ring seals to help prevent leaks. Long replacement intervals for hydraulic oil, engine oil and filters keep the machine up and running for increased production hours.

The Komatsu PC228USLC-10 is equipped with hydraulic system improvements and a Tier 4 Interim engine that increases horsepower by 6.7 percent. The new engine and hydraulic pump control technology improves operational efficiency, speed and productivity while lowering fuel consumption up to 4 percent compared to the previous model.

Added horsepower

The Komatsu PC228USLC-10 is equipped with hydraulic system improvements and a Tier 4 Interim engine that increases horsepower by 6.7 percent. It uses an advanced electronic control system to manage airflow rate, fuel injection, combustion parameters and after-treatment functions to optimize engine performance, reduce emissions and provide diagnostic capabilities.

New engine and hydraulic pump control technology improves operational efficiency, speed and productivity while lowering fuel consumption up to 4 percent compared to the previous model. All major components are exclusively designed by Komatsu to work in harmony and optimize performance.

Six working modes

Operators can also optimize performance and productivity with six working modes and a Power Max control that matches engine speed, pump flow and system pressure to specific application requirements. Improved attachment flow control allows greater flexibility for attachment adjustments. In hard digging, the one-touch Power Max function increases digging force by 7 percent for 8.5 seconds.

Setting modes is done through the large multi-color monitor in the enhanced cab that features a standard high-back operator seat that provides excellent support and comfort for reduced fatigue and increased productivity. The cab is pressurized to minimize dust, offers wide visibility and the cab damper mounts reduce noise and vibration.

"Our previous model really set the standard for tight-tail-swing excavators in the 50,000-pound category, and the PC228USLC-10 builds upon that with improvements that make it one of the most productive, efficient and versatile machines in the industry," said Orlowski. "As with all our Tier 4 models, Komatsu backs the PC228USLC-10 with Komatsu CARE, which provides scheduled factory maintenance for the first 2,000 hours or three years and includes a 50-point inspection with each service." ■



DASH 10 EXCAVATORS

From Komatsu - The Excavator Experts



Komatsu Dash 10 excavators provide increased horsepower, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

- Efficient Komatsu Tier 4 Interim engines and advanced hydraulic systems maximize productivity while providing up to 10% lower fuel consumption.
- Enhanced operator environment improves comfort and machine control.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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GREATER LOGGING CAPACITY

Komatsu introduces new PC240LL-10 Log Loader designed for increased production

CONSTRUCTION



Steve Yolitz,
Manager,
Marketing Forestry

When it comes to forestry work, you want machinery and attachments that stand up to the rigors of such a tough application. Komatsu provides that with specialty products, including its new PC240LL-10 Log Loader, which features heavy-duty components for better reliability, durability and performance in shovel logging, loading trucks, sorting in a mill yard, processing logs or road building. The PC240LL-10 is the newest member of Komatsu's Dash-10 log loader family, and it shares many design principles, features and benefits of the well-received PC390LL-10.

Typically, Komatsu uses some components from the next-size-larger excavator in its log loaders, such as the swing system and undercarriage," said Steve Yolitz, Manager, Marketing Forestry. "We also upgraded the revolving frame and final drives, as well as redesigned the forestry cab with

stronger doors, windows and guarding. The live heel logging boom is redesigned too. Everything except for the grapple is engineered and manufactured by Komatsu to meet its Komatsu Engineering Standards and can be serviced through our distributors as opposed to some items handled by third-party entities."

Customers can now get factory-installed grapples, according to Yolitz. "Komatsu offers a turn-key solution in a powerful machine that meets Tier 4 Interim engine standards with special regeneration logic that notifies the operator that a regen is needed. That gives them the flexibility to select the optimum time and place to do it. The engine has 5-percent greater horsepower and up to 10-percent better fuel efficiency compared to the PC220LL-8 it replaces. In addition, the machine is covered by the Komatsu CARE complimentary scheduled maintenance program for the first three years or 2,000 hours. This is the same program offered on the Komatsu PC390LL-10 Log Loader and all other Komatsu Tier 4 machines."

Quick Specs on the Komatsu PC240LL-10 Log Loader

Model	Operating Weight	Net Horsepower	Reach
PC240LL-10	83,895 lbs.	177 hp	38 ft.

Forestry versatility

Although the LL in the model name stands for "log loader," the PC240LL-10's overall rugged design and high and wide undercarriage makes it an ideal platform for other demanding forestry applications such as head processing and road building, according to Yolitz. "For forestry contractors seeking a tracked harvester, the PC240LL-10 can be equipped with a HD boom, HD arm and a processing head. The machine can also be used for forestry road building applications by equipping it with an HD excavator boom, one of several excavator arms and a variety of Komatsu buckets. With the combined versatility of the PC240LL-10 and the larger PC390LL-10, our distributors can now meet a broader range of their forestry customers' needs." ■

Komatsu's new PC240LL-10 Log Loader is built with heavy-duty components and a redesigned cab for greater durability, reliability and performance.





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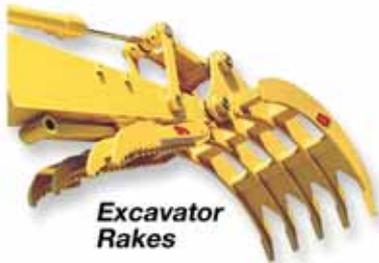
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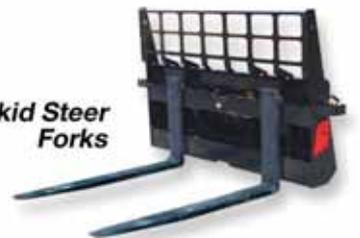
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UP TO THE CHALLENGE

Rugged design of PC210LC-10 Waste Handler provides maximum uptime in tough applications

CONSTRUCTION

Waste handling presents unique challenges, such as highly varied material and airborne debris. These conditions are hard on engines and other critical systems, but Komatsu designed the new PC210LC-10 Waste Handler to handle these tough applications with maximum uptime.

“Transfer stations, demolition, scrap handling and recycling require severe-duty machines, and the PC210LC-10 Waste Handler’s features minimize the impact these applications present,” said Rob Orłowski, Product Manager, Excavators. “It allows users to focus on the work and not on whether the machine needs attention because it’s overheating or accumulating excessive airborne debris.”

Several features reduce debris accumulation and improve airflow, including a

high-capacity Sy-Klone® engine precleaner, a remote-mounted A/C condenser, an engine door and hood corrugated screening package, an 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 airflow direction to clean screens and coolers at regular intervals. Operators can adjust the intervals to match conditions, and they can manually reverse the fan at any time with the flip of a switch.

Built for severe duty

Komatsu engineered the PC210LC-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.

“With six working modes, operators can match the machine to the working conditions, including everything from high production in tough tasks to better fuel efficiency in light material applications,” said Orłowski. “It’s purpose-built to stand up to practically any waste-handling situation.” ■

Quick Specs on the Komatsu PC210LC-10 Waste Handler

Model	Net HP	Operating Weight
PC210LC-10 Waste Handler	158 hp	50,741 lbs.

Komatsu designed the PC210LC-10 Waste Handler for maximum uptime in severe-duty applications, such as transfer stations, demolition, material handling and recycling.



WA500-7

From Komatsu - The Loader Experts



The WA500-7 Tier 4 Interim Wheel Loader is a class-leading performer in the aggregate industry with improvements in production, fuel efficiency, operator comfort and serviceability.

- Large-capacity torque converter with lock-up delivers power, speed and efficiency.
- New operator's cab offers improved visibility and ergonomics.
- Efficient Tier 4 Interim engine provides up to a 7% reduction in fuel consumption.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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DUAL BENEFIT CRANE

Broderson's IC-400 provides excellent capacity in both load-and-lift and pick-and-carry applications

Working in heavy industrial applications requires cranes that offer good lift capacity in a small package that allows users to maneuver easily around the site. Broderson's IC-400 industrial carry deck crane provides just that.

The Broderson IC-400 is rated to lift 50,000 pounds on its outriggers. It features a full 360-degree boom rotation, so operators can sit in one spot and perform multiple picks without moving. If a task requires pick and carry, the IC-400 has a capacity of up to 24,400 pounds and a tight-turning radius. Four-wheel steering and four-wheel drive are standard.

"The IC-400 offers the dual benefits of being an excellent load-and-lift and pick-and-carry crane," said Shane Schartau, Western District Manager for Broderson Manufacturing Corp. "Industrial cranes such as the Broderson IC-400 work well in petrochemical, oil and natural gas, auto manufacturing, power plants and other heavy industrial applications. We have many customers who find they work well in other tasks too."

Five-section boom

Horizontal reach of the IC-400 is nearly 85 feet and the sheave height is up to 95 feet. The five-section boom assembly is constructed of high-strength steel and equipped with bearing pads for efficient support and extension. The second stage uses a double-acting hydraulic cylinder to telescope sequentially, and a chain system telescopes boom sections three, four and five proportionally.

The telescoping cylinders and the double-acting boom elevation cylinders are equipped with cylinder-mounted holding valves. A standard rated capacity limiter warns operators of impending overload with audible and visual signals, stopping boom functions.

Electro-hydraulic joystick controls provide smooth, precise operation. Operators have one-position access to all chassis and crane functions in the all-weather cab that consists of a rigid-mounted canopy section and removable hinged door with safety glass.

"The IC-400 is Broderson's largest industrial crane and is a great choice for a variety of applications," said Ben Graham, Kirby-Smith Machinery, Inc., Vice President and Crane Division Manager. "I encourage anyone looking for a good, versatile crane to contact us for additional information or to set up a demonstration." ■

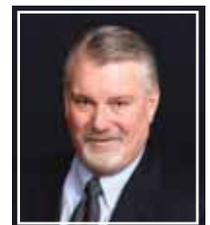
Quick Specs on the Broderson IC-400 Crane

Model	Lift Capacity	Sheave Height	Horizontal Reach
IC-400	25 tons*	Up to 95 ft.	Up to 84 ft., 6 in.

*On outriggers. Up to 24,400 pounds pick-and-carry capacity



Shane Schartau,
Western District
Manager,
Broderson
Manufacturing



Ben Graham,
Kirby-Smith
Machinery, Inc.,
Vice President &
Crane Division
Manager

The IC-400 is Broderson's largest industrial crane with a 25-ton capacity on outriggers and 24,400 pounds in pick-and-carry tasks.

INTELLIGENT COMPACTION



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H11i

The **Hamm H11i** compactor comes standard with the "Hammtronic" machine management system for the monitoring of all engine and vehicle functions. Automatically adjusting traction control drive, vibration and engine speed to the operating conditions as well as reducing fuel consumption, exhaust gas and noise emissions significantly. Increase your productivity, work more economically, save fuel and extend the life of your machine – that's the reward of Hammtronic.

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ROLLING A BETTER MAT

Hamm offers a wide range of asphalt compactors in its new HD+ i-series

Every paving job is different. One day you could be working on a highway, the next a commercial parking lot and the following a residential driveway. That probably requires a range of machines to be most effective, including various sizes of compactors. Hamm (part of the Wirtgen Group of products) has a broad range to fit customers' needs, including its new HD+ i-series tandem asphalt rollers.

Hamm introduced several models during CONEXPO this year, including the 7-ton HD+ 70i VT that combines a smooth drum with pneumatic tires; the 11.5-ton HD+ 110i VO oscillation roller that combines standard vibration with exclusive Hamm oscillation compaction; the 13.2-ton HD+ 120i VV HF, a high-frequency roller; and the 15.4-ton HD+ 140i VV with standard vibration.

Hamm also showcased new HD+ tandem rollers, including the HD+ 80i (8 tons) and the HD+ 90i (10 tons). Both offer a variety of options such as conventional vibration, high-frequency compaction, Hamm oscillation compaction, split drums and a smooth drum/pneumatic combination.

"All of the HD+ i-series models are factory-equipped with the Hammtronic machine-management system that optimizes performance while minimizing fuel consumption by operating the engine at optimum load at all times," said Jim Holland, Wirtgen District Sales Manager. "It ensures even, high-quality compaction through control of the traction and vibration drives."

In addition to engine-management control, Hammtronic provides programmable speed control. On most models, it allows for independent vibration frequency and amplitude to either drum. That's done by

the operator on the control, as opposed to competing machines that require physical movement of weights on the side of each drum.

Offset capability

Also unique to Hamm's HD+ Series is its offset capability, which is close to 7 inches on these models. Operators can roll around a curb without risking damage to the rear drum, and with an extra 3 inches compared to the older models, they have enough to pinch a joint.

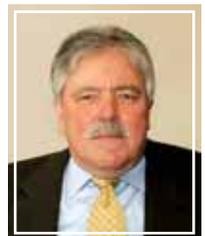
"An operator can keep the front drum on the hot material and offset the rear drum so it can bridge between the pre-compacted hot material and the cold joint, potentially saving a pass," said Holland. "That provides higher productivity and avoids travel in the other lane of traffic, which is safer." ■

Continued . . .

Hamm's HD+ i-series models are factory-equipped with the Hammtronic machine-management system that optimizes performance while minimizing fuel consumption by operating the engine at optimum load at all times. It ensures even, high-quality compaction through control of the traction and vibration drives.



Jim Holland,
Wirtgen District
Sales Manager



Gary Corley,
Kirby-Smith
Machinery, Inc.
Paving Specialist

PAVING



Hamm rollers: high compaction numbers, minimal passes

... continued

Oscillation compaction offers big benefits in compact models

Exclusive Hamm oscillation compaction has gone small with its introduction into Hamm's compact line. The technology is available on new tandem rollers that have standard vibration in the front drum and oscillation in the rear.



Hamm's unique, non-aggressive oscillation technology compacts with a gentle rocking motion, not a vertical pounding. Instead of vibrating up and down, oscillation keeps the drum in contact with the mat, achieving very high compaction numbers with minimal passes and no aggregate shattering. These models work well in sensitive sites where minimal disturbance is essential, such as close to buildings.

Hamm's unique, non-aggressive oscillation technology compacts with a gentle rocking motion, not a vertical pounding. Instead of vibrating up and down, oscillation keeps the drum in contact with the mat, achieving very high compaction numbers with minimal passes and no aggregate shattering.

Four models are available, ranging from the 2.8-ton HD 10 VO with a 39.4-inch drum to the 4.9-ton, 54.3-inch drum HD 14 VO. HD 12 VO (3-ton, 47.2-inch) and HD 13 VO (4.4-ton, 51.2 inch) models are also part of the lineup. The smaller two have 30.7-horsepower engines, while the larger two have 46.4 horsepower engines.

"The compact line with oscillation offers several advantages, including fewer passes and no over-compaction," said Jim Holland, Wirtgen District Sales Manager. "These machines are great for working on all types of applications, including sensitive sites where minimal disturbance is essential, such as close to buildings. They also work well in landscaping, such as asphalt paths, and for seams between two driving lanes when a single lane is being repaved. Oscillation also avoids damage to the other lane that's already paved and cooled."

VO models share some characteristics with Hamm's extensive lineup of other compact rollers, for instance, excellent visibility to the drum edges and ease of handling with superb driving characteristics due to three-point articulation. It maintains even-weight distribution across the entire drum width, even in tight turns, reducing cutting on the asphalt surface.

"Previously, oscillation was only available in larger tandem asphalt rollers," said Gary Corley, Kirby-Smith Machinery, Inc., Paving Specialist. "This is a great benefit for contractors working on smaller projects. We encourage anyone who does paving to consider taking a look at these unique rollers." ■

KOMATSU TOTAL SOLUTIONS

New KAC President says finding better ways to meet customers' needs is Komatsu's goal

QUESTION: Komatsu has been very innovative through the years in integrating technology such as KOMTRAX and intelligent Machine Control into equipment. What's next?

ANSWER: Regarding intelligent Machine Control (iMC), we started with the D61i dozer, then expanded it to smaller finish-grade dozers, the D51i, D39i and D37i. We intend to launch our first iMC excavator in the United States in the near future.

Building good, high-tech machines, such as our iMC products with industry-leading specs and features, is just the first step. That's the minimum any top manufacturer must do. At Komatsu, our goal is to also provide great service and, ultimately, offer "total solutions" to help customers overcome the challenges they face.

QUESTION: Can you give examples of such Komatsu "total solutions"?

ANSWER: Let's stay with iMC dozers. The product itself, with factory-integrated blade-control technology, is significant, and to my knowledge, it's unique in the industry. But in and of itself, it's not a total solution. However, when you factor in KOMTRAX, Komatsu CARE (complimentary maintenance for the first three years or 2,000 hours), and the fact that nearly all of our dealers have a Technology Solutions Expert on staff – those are service solutions that I believe are a step ahead of other manufacturers. Finally, to encompass the full iMC solution to the customer, three-dimensional modeling, as well as daily productivity, will become part of the portfolio.

Continued . . .



Masayuki "Max" Moriyama, President and COO, Komatsu America Corp.

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.

Masayuki "Max" Moriyama became President and Chief Operating Officer of Komatsu America Corp. (KAC) in April 2014. Born in the ancient city of Nara, Japan, Max grew up and was educated in the Tokyo suburb of Kawasaki City, then attended Keio University in Tokyo. In 1980, he graduated with a degree in Mechanical Engineering, and started his Komatsu career shortly thereafter.

Max began as a design engineer for small dump trucks. In 1988, he was awarded a Komatsu scholarship to study abroad and spent two years earning a Master's Degree in Mechanical Engineering from Cornell University in Ithaca, N.Y. Upon returning to Japan, he worked on excavator research and development at the Technical Center in Osaka from 1990-2000, then was transferred back to the United States to be senior design engineer at the Chattanooga Manufacturing Operations in Tennessee.

In 2003, Moriyama went back to Tokyo where he became worldwide product manager for construction-size excavators, overseeing the Tier 3 Dash-8 model introduction. In 2006, he went back to Osaka to oversee design of all track machines, then in 2010, he was elected Executive Officer of the Tech Center – a position he held until he was named KAC President a few months ago.

"This is my third time in America with Komatsu, but my fourth time living here," said Max, whose wife, Kozue, will join him in Chicago in the near future. "From first through third grade, I attended a public elementary school in Queens, N.Y., while my father, who worked for a Japanese trading company, was based there. I really enjoy the United States, in large part because the people are energetic and open-minded. I look forward to working with our KAC personnel, distributors and customers during the next few years, and I fully intend to visit every distributorship and every state during my presidency."

KAC president plans to visit every state

... continued

Our Autonomous mining truck is another example. It's not just that we make a driverless truck that's already operational in mines. The total solution is everything that goes along with it, such as a dispatch system and fleet-management services.

Those are the types of total solutions we're working toward. Are we all the way

there yet? No. But we're working with our distributors and customers, so they understand the direction and can see how we intend to differentiate ourselves from the competition.

QUESTION: You mention customers, where do they fit in?

ANSWER: At the very top. They are why we do what we do. My background is in design engineering, and I'm hands-on when it comes to equipment. I like to see it at work on the job. That's why it's my intention to visit every state and talk to our distributors and also to their customers. I want to know what they like and what they need. Most of all, I want to get facts and see for myself what's happening on construction sites so I'll know firsthand what we need to do to improve our customers' experiences.

QUESTION: What's the equipment market like right now and what are you anticipating for the rest of this year and beyond?

ANSWER: It's a mix. A few years ago, mining was very strong. This year, it isn't. That's especially true for new-equipment sales. We still have good parts and service sales at mines that are still operating, but we would like to see the mining side of our business improve. It's especially important to Komatsu America because we have the Komatsu "mother plant" for large, electric dump trucks right here in Peoria, Ill.

Demand for construction equipment, on the other hand, is good, and we're projecting a strong market for the remainder of the year and into the future. The total number of units sold continues to increase, and at Komatsu, we're improving market share. We believe that's a result of innovations such as iMC machines, Komatsu CARE, KOMTRAX and hybrid excavators. As long as we keep innovating and giving customers tools to do their jobs better, Komatsu will continue to be a major force in the heavy-equipment industry and can become indispensable to customers. ■



Komatsu is known for its cutting-edge technological innovations, such as iMC dozers and KOMTRAX. But, KAC President Max Moriyama says that providing "total solutions," such as iMC set-up and a Komatsu team to monitor KOMTRAX (above) and report to customers – that's what really sets Komatsu apart.



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PREPARING FOR REPAIRS

Programs such as Firm Future Order help customers plan for needed work well in advance



Glenn Schindelar,
Senior Marketing
Manager



Paul Moore,
Senior Marketing
Manager

You know a proactive approach to equipment maintenance is essential to its continued performance, production and efficiency. That’s why planning ahead for repairs makes sense, and to help you do that, Komatsu distributors, such as Kirby-Smith, have programs designed to fit your needs and your budget.

“Komatsu believes long-term planning for major repairs, such as component rebuilds and engine replacements, is vital,” said Glenn Schindelar, Senior Marketing Manager. “It allows equipment owners to build those repairs into their budgets and know when a

Distributor programs backed by Komatsu allow equipment owners to better plan and budget for upcoming repairs. For information on the programs and how to take advantage of them, contact your product support representative or your nearest Kirby-Smith branch.

machine is going to be down and for how long. Our distributors have a number of excellent programs backed by Komatsu that provide assistance in planning to make those repairs cost effectively and with minimal downtime.”

The Firm Future Order program fits nicely into that long-term planning, according to Paul Moore, Senior Marketing Manager. “Generally, a distributor’s personnel and the customer will plan for the repair in a six-month window, so it allows for work to be done during the off-season or slower times. With Firm Future Order, once the customer makes the commitment to have the repairs or other work done, the parts pricing and delivery are locked-in to suit the customer’s overhaul schedule. That allows them to better budget for the repair, minimize downtime and ensure their equipment is ready to go when it’s needed the most.”

Used in conjunction

Customers can use Firm Future Order in conjunction with other programs, such as the Remanufactured Quality Assurance Program, the Komatsu Undercarriage Assurance Program for Replacement Undercarriage, and the Komatsu Rebuilds Program.

“Our distributors provide several options that are competitively priced, and in many cases, repairs can be financed at zero percent for up to 15 months through other programs such as the Parts and Service Note Financing,” said Schindelar. “It’s possible that a customer could take advantage of three, four or more programs at once, and we encourage them to contact their distributor to find out how.” ■



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TRAINING NEW TECHNICIANS

Innovative program is designed to prepare new generation of service personnel



Mike Hayes,
Director Service
Marketing &
Distributor
Development
Service

The equipment industry continues to face a shortage of skilled technicians, but Komatsu, along with dealers and the North Dakota State College of Science (NDSCS), aims to close the gap. The college and Komatsu distributors announced a new program – Diesel Technology-Komatsu – in May, and the first wave of students will begin classes at NDSCS’s Wahpeton, N.D., campus during the fall semester.

The two-year Diesel Technology-Komatsu program combines classroom and hands-on laboratory instruction, as well as internships at the dealerships. Through the program, students receive state-of-the-art technical training on Komatsu equipment, including classes on engines and fuel systems, powertrains and undercarriage, electrical/electronics and hydraulics. NDSCS is an AED (Associated Equipment Distributors) accredited college.

“With high-quality, innovative equipment comes the need for highly skilled, trained technicians,” said Mike Hayes, Komatsu’s Director Service Marketing & Distributor Development Service. “This collaboration gives Komatsu and our distributors those technicians

that are needed in today’s marketplace. It aligns with Komatsu’s global initiative and complements several active training programs that we offer.”

Graduates earn an Associate in Applied Science degree, and through scholarship assistance, may be reimbursed up to 90 percent of the costs associated with the program, such as tuition, fees and supplies. Students are sponsored by dealers and will have the opportunity to intern with the dealers during their summer breaks. Students will also have two additional eight-week internships as part of the program.

“The internship portion provides an opportunity for students to apply what they learn in classrooms and labs to real-world experience,” said Hayes. “As times change, so has equipment and the skills needed to properly service it. In addition, students take core curriculum in math, English and other subjects, so they graduate with a well-rounded educational experience that prepares them well to be a technician of the future.”

Looking for more partners

Hayes noted that the NDSCS program is similar to another program Komatsu offers with distributors, at the Okmulgee campus of Oklahoma State University.

“We’ve found the program through Oklahoma State University to be a great resource, and we believe this new program will provide similar results,” said Hayes. “Komatsu is definitely looking for ways to expand such programs in the future.”

Prospective students can learn more about the Diesel Technology-Komatsu program through NDSCS by visiting www.ndscs.edu/komatsu or calling Enrollment Services in Wahpeton at 1-800-342-4325. ■

Komatsu, distributors and North Dakota State College of Science (NDSCS) teamed up to create the Diesel Technology-Komatsu program at NDSCS. During the two-year program, students get classroom, lab and internship experience with Komatsu equipment, which prepares them to become service technicians.



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NEW WATER RESOURCES BILL

Legislation includes reforms to revolving fund, establishes program to attract private investment

Congress overwhelmingly passed and the President signed the Water Resources Reform & Development Act (WRRDA), which authorizes \$12.3 billion in spending throughout the next 10 years, including more than \$4 billion for water-resources infrastructure investment.

The bill includes reforms to the Clean Water State Revolving Fund and adds greater flexibility to the program. The Fund traditionally invests in sewer infrastructure, but it hadn't been reauthorized since 1987.

The legislation authorizes Army Corps of Engineers programs, including waterway- and watershed-management projects, such as construction of locks and dams. The bill accelerates project delivery by streamlining environmental reviews, sets hard deadlines and consolidates or eliminates duplicative studies.

"The release of this water-resources bill is yet another sign that investing in infrastructure is something members of both parties in both houses of Congress can and do support," said Stephen E. Sandherr, CEO of the Associated General Contractors of America. "Republicans and Democrats alike understand and appreciate the economic wisdom of improving our aging system on inland waterways, harbors, ports, locks and dams. They also clearly support adequately funding flood-control protection and coastal-restoration efforts. Additionally, the committee members support providing the necessary resources to maintain the federal Harbor Maintenance Trust Fund's solvency and help shore up state revolving-loan funds that finance investment in clean water systems."

Paves the way for highway bill

WRRDA establishes a Water Infrastructure Finance Innovations Authority to provide credit assistance for drinking water, wastewater and water-resources infrastructure projects. The five-year pilot program is designed to attract substantial private and non-federal investments to water-infrastructure projects and is modeled after the successful Transportation Infrastructure Finance and Innovation Act used for surface transportation.

"In addition to providing much-needed funding for navigation and dam projects, the completion of the WRRDA bill is significant because it clears the way for House Transportation & Infrastructure and Senate Environment and Public Works Committee members to focus their full attention on saving the federal highway program," said the Associated Equipment Distributors. ■

The Water Resources Reform & Development Act (WRRDA) provides \$12.3 billion in spending throughout the next 10 years, including more than \$4 billion for water-resources infrastructure investment. It includes reforms to the Clean Water State Revolving Fund and authorizes Army Corps of Engineers programs, including waterway- and watershed-management projects.



HOUSING SPURS JOB GROWTH

NAHB economist says right policies will lead to further industry expansion



Robert Dietz,
Economist,
National
Association of
Home Builders

The health of the housing market is key for the overall state of the U.S. economy, and housing stands poised to serve as an engine of job growth with the right policies in place. During the past two and a half years, home building and remodeling has generated more than 274,000 jobs. This expansion has direct economic benefits. Housing provides the momentum behind an economic recovery, because home building and associated businesses employ such a wide range of workers.

The National Association of Home Builders' (NAHB) analysis of the broad impact of new construction shows that building 1,000 average single-family homes generates 2,970 full-time jobs, \$162 million in wages, \$118 million in business income and \$111 million in taxes and revenue for state, local and federal governments. Similarly, construction of 1,000 rental apartments, including units developed under the Low Income Housing Tax Credit,

generates 1,130 jobs, while \$100 million in remodeling expenditures creates 890 jobs.

Currently, housing comprises about 15.5 percent of GDP, but the industry still has room to grow. Typically, housing represents 17 to 18 percent of GDP. With a growing population and an aging housing stock, NAHB forecasts that single-family construction will increase by 22 percent in 2014 to 760,000 units, and multifamily production will rise 6 percent to 326,000 units. NAHB also predicts that 2014 will be the first year since 2007 that total housing starts will exceed 1 million homes, and this expansion will produce jobs.

Protect deduction, credit

While we expect home construction to continue to expand and add jobs, builders continue to face persistent headwinds, which include access to building lots, rising building-material prices, access to builder loans and worker shortages in some markets. Additional challenges relate to the lack of policy in areas connected to housing. To help the industry play its traditional role as a job creator, we call on Congress to ensure that undue regulatory burdens do not hinder economic and job growth. Regulation imposed by government at all levels accounts for 25 percent of the final price of a new single-family home built for sale.

We encourage lawmakers to protect the mortgage interest deduction and Low Income Housing Tax Credit, which are critical to ensuring the growth of the middle class and access to affordable housing. We also urge lawmakers to pass comprehensive housing finance reform that includes a federal backstop to ensure the availability of the 30-year mortgage, increase private capital in the marketplace and protect the American taxpayer, which would be a net positive for job creation. ■

National Association of Home Builders Economist Robert Dietz recently urged the Senate Banking Committee's Subcommittee on Economic Policy to protect the mortgage interest deduction and Low Income Housing Tax Credit, which are essential elements to a strong housing industry that serves as an engine of economic and job growth.



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THE PEOPLE INSIDE

Cooper promoted to Vice President and General Manager, South Division



David Cooper,
Vice President and
General Manager,
South Division

Kirby-Smith Machinery, Inc., recently announced David Cooper's promotion to Vice President and General Manager, South Division. He will oversee sales and operations for all six Texas branches.

It's the second move Cooper has made in the past year; most recently he served as North Texas Area Manager. He joined Kirby-Smith Machinery, Inc., about two years ago as the branch manager at its Dallas location.

Cooper has nearly 40 years of experience in the equipment industry. "My philosophy has always remained the same, with a focus on core values," he said. "Take care of the customer in a fair and honest manner. I enjoy helping customers build their businesses by finding the right equipment to meet their needs and backing that equipment with outstanding parts and service support."

Cooper and his wife Kathryn have two children and enjoy being members of the Corvette Club of Texas. ■

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SOLUTIONS

Service Technician Dale Whitten celebrates 40 years of working on heavy equipment

Dale Whitten recently celebrated his 40th anniversary of working on heavy equipment, but the Amarillo-based Service Technician has no immediate plans to slow down. "I still enjoy what I do and haven't really thought about retirement," said Dale. "Maybe someday that will happen."

Whitten began working on equipment while growing up on his family's farm. When his father passed away, he went to work for a neighbor who convinced him to go to college. Whitten attended Amarillo College and graduated in 1974 with a Bachelor of Science degree in Diesel. He immediately went to work for Plains Machinery, the local International Harvester dealer, as a shop technician. Three years later, he moved into the field.

"I've been on the road ever since," said Dale, who covers about 200 square miles of the Texas panhandle. "I still service some of the same customers that I have for decades, including one that I've dealt with since I started in the business. My goal has always been to minimize our customers' downtime and provide the best service possible. Companies and equipment may change, but that aspect of the business remains constant."

He notes that education is a key component of minimizing downtime. "Today's machinery is vastly different than when I started, so ongoing training is essential. I can't just troubleshoot by trial and error like I used to. Equipment has more technology that helps in diagnosing and fixing issues, so all of us technicians have to keep up. Even after 40 years, I learn something new every day."

Guiding philosophy

Dale says the philosophy of always providing good service applies not only

to customers, but to the workplace as well. He's worked to pass on this philosophy to others, including his son Calvin, who is also a technician at Kirby-Smith Machinery, Inc.'s Amarillo branch.

"Growing up, my dad taught me that if you work for someone and give them your best, you'll always have a job," Dale said. "That's certainly held true for me. Of course, I've faced challenges, but every job has those. I'm proud to work beside my son Calvin, and I hope that the next generation will consider service-technician careers. It's been very rewarding for me." ■



West Texas Area Manager Chuck Thompson (left) presents Dale Whitten with a plaque commemorating 40 years as a service technician. Whitten began working on heavy equipment in the shop, and after three years, he moved into the field. "I still service some of the same customers I have for decades, including one that I've dealt with since I started in the business," said Dale. "My goal has always been to minimize our customers' downtime and provide the best service possible."

REMEMBERING PRESTON BROWN

Longtime sales rep had a 'do whatever it takes' attitude toward customer service

Veteran Kirby-Smith Machinery, Inc., Governmental Sales Representative Preston Brown recently passed away at the age of 74. Brown began working for the company in May of 2000, bringing with him a wealth of experience in equipment sales.

Preston was born and grew up in Monterey, Tenn., and after graduating high school in 1957, he joined the Air Force. He started selling heavy equipment in the 1990s, working for another company before joining Kirby-Smith Machinery, Inc., as a territory manager. He later moved into governmental sales, covering 25 counties in western Oklahoma.

Preston loved his family, church, visiting with friends, Oklahoma football, Gaither gospel concerts, listening to a good joke, wearing a good pair of western boots and driving a clean vehicle, among other things. According to Preston's coworker Pud Wood, Preston was a good friend and always there to help, regardless of where or when or whether or not he was asked.

Kirby-Smith Machinery, Inc., Governmental Sales Representative Preston Brown recently passed away. He started with the company in 2000 as a territory manager before moving into governmental sales, covering western Oklahoma.



"He was very knowledgeable of the products he sold and the operation of each machine," recalled Wood. "He and I hosted many hospitality rooms while working at Kirby-Smith. He always greeted customers and visited with them. He could sit half the night telling stories. Some may have been embellished, but everyone in the room enjoyed them. He was my friend for the past 20 years, and he'll be greatly missed. He left us with a lot of good memories, stories and one-liners."

Going the extra mile

Kirby-Smith Machinery, Inc., Oklahoma Sales Manager Bill Gustafson said Preston always went the extra mile for company and customers.

"Preston was old-school in the way he approached customer service," said Gustafson. "He was honest, honorable and loyal. He had a 'do whatever it takes' attitude when it came to ensuring customers had what they needed to be successful, and he had an extensive knowledge of equipment. There were many times when he got parts, ran them to the customers and put them on a machine himself, if that's what needed to be done. He understood the value of pleasing customers.

"More importantly, he was a good family man, friend and neighbor," Gustafson added. "He was a great husband, father and grandfather, and nothing made him happier than spending time with his family. His honesty and integrity were his greatest traits. He'll be missed by everyone who had the pleasure of knowing him." ■



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2001 LeeBoy L8500HD Paver, EQ0025091, 983 hrs \$25,000



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2007 Link Belt 460LX, EQ0008416, 5,214 hrs \$131,000

Year	Make/Model	Description	Unit #	Hrs.	Price	Year	Make/Model	Description	Unit #	Hrs.	Price
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EXCAVATORS



2009	Komatsu PC138USLC-8		EQ0015520	4,880	\$86,000
2008	Komatsu PC270LC-8		EQ0015467	5,583	\$112,000
2008	Komatsu PC300LC-8		EQ0015417	8,207	\$151,500
2007	Link Belt 460LX		EQ0008416	5,214	\$131,000
2012	Komatsu PC490LC-10		EQ0023610	5,615	\$253,000
2000	Gradall XL4100	Rubber tire	EQ0020657	3,817	\$45,000
1998	Gradall XL4100	Rubber tire	EQ0024573	6,500	\$18,100

PAVING & COMPACTION



2001	LeeBoy L8500HD	Paver	EQ0025091	983	\$25,000
2009	LeeBoy 8510	Paver	EQ0019388	3,990	\$62,500
2010	Hamm HD13W	51" Double Drum	EQ0022844	2,071	\$32,400
2008	Sakia SV505T	84" with sm kit	EQ0023480	1,480	\$72,000
2008	Bomag MPH122-2	Recycler	EQ0024135	1,460	\$210,000

SKID LOADERS



2011	Case SV300 SKID STR		EQ0015019	500	\$39,900
2006	Komatsu SK820-5		EQ0009893	1,111	\$21,900

CRANES



2005	Elliott 32117	Boom Truck	EQ0022700	5,400	\$165,000
2007	Terex 3670	Boom Truck	EQ0023518	2,500	\$77,500
2006	National 18103	Boom Truck	EQ0007414	2,298	\$225,000
2007	National 18103	Boom Truck	EQ0009137	4,196	\$225,000

TRUCKS/TRAILERS



1974	Misc. 42FT VAN	Box Trailer	EQ0002989	n/a	\$3,000
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LOADERS



2008	Komatsu WA200PZ-6		EQ0023760	4,430	\$72,300
2011	Komatsu WA250-6		EQ0018251	8,113	\$79,500
2011	Komatsu WA250PZ-6		EQ0020636	2,550	\$104,000
2011	Case 721F XT		EQ0022678	1,880	\$159,900

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2006	Komatsu D31EX-21A		EQ0007060	3,424	\$51,000
2008	Komatsu D39EX-21A		EQ0009630	3,540	\$67,000
2008	Komatsu D51EX-22		EQ0019394	4,278	\$110,000
2008	Komatsu D65EX-15E0		EQ0020208	5,202	\$119,900
2008	Komatsu D85EX-15E0		EQ0009994	5,325	\$270,000



2007 National 18103 Boom Truck, EQ0009137, 4,196 hrs \$225,000



2008 Komatsu D65EX-15E0, EQ0020208, 5,202 hrs \$119,900



2011 Komatsu WA250PZ-6, EQ0020636, 2,550 hrs \$104,000

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