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# Connection

## CITY OF DENTON ECO-W.E.R.C.S. LANDFILL

Refuse facility does more than cover trash as it keeps up  
with one of the nation's fastest-growing cities

See article inside . . .

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Bill Sangster,  
Landfill  
Field Service  
Supervisor





## MESSAGE FROM THE PRESIDENT



Ed Kirby

**Komatsu  
machines  
offer greater  
efficiency  
and lower  
operating costs**



Dear Valued Customer:

This year will bring us many challenges, but nonetheless, the industry is expected to experience admirable growth in 2015 as more projects are put in place. Dodge Data & Analytics released its 2015 Dodge Construction Outlook and predicts that the total number of U.S. construction starts for 2015 will rise 9 percent to \$612 billion - a considerably larger gain than the 5-percent increase to \$564 billion estimated for 2014.

In this issue of your Kirby-Smith Connection magazine, the spotlight turns to Komatsu's latest offering: the PC210LCi-10, the world's first *intelligent* Machine Control excavator. The excavator semi-automatically limits overexcavation and traces the target surface for greater accuracy and reduced material costs.

Moving material as efficiently, productively and cost-effectively as possible is every company's goal. Komatsu wants to further reduce your owning and operating costs, so it includes complimentary scheduled maintenance for the first three years or 2,000 hours on Tier 4 machines under the Komatsu CARE program. If you aren't already taking advantage of this program, ask your PSSR about it today.

Also in the spotlight is the new Grove Hydraulic Crawler (GHC) series cranes, which offers the benefits of smaller crawler cranes with the versatility of telescoping booms. Due to their compact dimensions and transportability, Grove GHC cranes will save time and money before the job even begins.

We hope with the busy construction season just around the corner that you will consider these or other machines from Kirby-Smith Machinery. We have an extensive lineup of equipment to meet your needs, including moving dirt, mining, forestry, scrap or material handling, lifting or a host of other applications.

Whether you need parts, service, equipment sales, rentals or financing, please call or stop by one of our 10 branch locations today.

Sincerely,

Ed Kirby,  
President

KIRBY-SMITH MACHINERY, INC.



# Connection

## IN THIS ISSUE...

### CITY OF DENTON ECO-W.E.R.C.S. LANDFILL

This refuse facility does more than cover trash as it keeps up with one of the nation's fastest-growing cities. Read the article inside.

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Learn why the innovative Manitou MRT Series rotating telescopic handlers have been recognized among top new products.

### TRADE SHOW NEWS

Here's a recap of the Amarillo Farm and Ranch Show, where Kirby-Smith Machinery, Inc. highlighted products useful in agricultural applications.

### INDUSTRY EVENT

Read about the world's first intelligent Machine Control excavator, which was the star, but not the only attraction, at Komatsu's Demo Days.

### INNOVATIVE PRODUCT

See how Komatsu's PC210LCi-10, the world's first intelligent Machine Control excavator, minimizes overexcavation.

### A CLOSER LOOK

Learn how Komatsu's new Tier 4 Final PC290LC-11 excavator reduces emissions and lowers fuel consumption.

### NEW PRODUCT

Take a look at Komatsu's HM300-5 articulated truck, which boosts productivity in a variety of applications.

### CRANE TALK

Check out the Grove GHC-series crawler crane trio, designed with the advantages of smaller cranes and the versatility of telescoping booms.

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# CITY OF DENTON ECO-W.E.R.C.S. LANDFILL

## Refuse facility does more than cover trash as it keeps up with one of the nation's fastest-growing cities

CONSTRUCTION



▶ VIDEO

Bill Sangster,  
Landfill Field  
Service Supervisor

Thirty years ago, the City of Denton ECO-W.E.R.C.S. Landfill started with 32 original acres. About 13 years later, the city began expanding the landfill, and today, the landfill permit 1590-A now encompasses 152 acres. ECO-W.E.R.C.S. stands for Waste to Energy, Recycling, Composting and Solar.

The need for landfill expansions is obvious, especially during the past 15 years. The national 2010 Census showed that the city of Denton, Texas, increased in population by 40 percent during the 10-year period since the previous count was taken, expanding from just more than 80,000 to 113,383. The growth trend continues to point in an upward direction.

The most recent data, collected in 2013, showed the population at more than 123,000, and since 2006, the city has been among the nation's top 25 fastest-growing cities with

populations of 100,000 or more. In addition to a burgeoning number of individuals and families, the city is home to the University of North Texas and Texas Woman's University.

"We handle all the trash for the city of Denton, as well as from the two large universities located here and some refuse from surrounding counties," said Bill Sangster, Field Service Supervisor for the Landfill Division of the Solid Waste Department. "We have about 700 tons of waste per day, 80 percent of which is commercial waste from businesses, and the rest is residential waste. Our goal is to recycle a large percentage and keep as much as possible out of the actual cells."

The city's curbside recycling program helps in that effort, as does a focus on sorting and diverting construction and demolition debris that comes in from contractors and through the city's solid waste commercial roll-off service. It provides boxes at jobsites and picks them up when they're full. The city makes mulch from pallets and sells it and other wood products, as well as different colored mulch made from brush, leaves and small trees that the city collects throughout the year.

"Additionally, residents can contact us if they want to dispose of chemicals or paints," Sangster said. "They can arrange for us to pick them up. If household chemicals or paint are not toxic and can be reused, we put the items in the reuse store and allow residents to take them for free. If they are toxic, we dispose of them properly. We don't want those items going down the drain or into the landfill."

### Benefits of water, gas

Two components contribute to the City of Denton ECO-W.E.R.C.S.' vision of

An operator uses a Komatsu D65EX-17 dozer to cover trash at the City of Denton ECO-W.E.R.C.S. Landfill.





▶ VIDEO

City of Denton ECO-W.E.R.C.S. Landfill operators use a Komatsu PC490LC-10 excavator and an HM400-3 articulated truck to load and haul dirt for covering trash. “They have good power and efficiency, so our production is high and our costs are low,” said Field Service Supervisor Bill Sangster. “Something that really stands out to me is that Komatsu’s Tier 4 engines regenerate automatically while the machines are operating, so we don’t have to pull them out of service to sit for half an hour or more. That allows us to keep working, which in turn means we’re maintaining production.”

sustainability. One is an enhanced leachate recirculation program. As water percolates through a trash cell, it’s collected at the bottom of the pit. Pumps send it back into the cell through a piping system that includes some perforated pipes. This allows the water to pass through the cell again.

“Normally, it would take about 30 years for the materials in a cell to fully decompose,” Sangster explained. “Leachate recirculation speeds up the decomposition by half or more, in most cases. We can also add stormwater or effluent water to help with decomposition. Then we can go into an old cell, mine out the inert material and reuse the cell. In a city such as Denton that continues to grow, that’s a great benefit.”

Another advantage, and the second component of the landfill’s sustainability effort, is that it captures the methane that’s produced as the trash decomposes. The City of Denton ECO-W.E.R.C.S. program sends the gas to an on-site generator that produces electricity. The electricity is sent to the local power grid, and it is enough to power about 1,600 homes.

“We constantly monitor the methane, which also helps us determine if a cell is ready to be mined,” said Sangster. “Eventually, the methane level drops significantly. When that happens, we can mine the cell and reuse it.”

### **Moving materials with Komatsu**

Soon the landfill will begin mining an old cell. Sangster said the process will involve removing the cap, then digging out the dirt and removing any remaining trash, about 40 percent of which will be recycled.

The landfill will use four new pieces of Komatsu Tier 4 Interim equipment that it recently purchased from Kirby-Smith Machinery, Inc. to dig and move the dirt and harmful materials. The list of machines includes a PC490LC-10 excavator, an HM400-3 articulated truck and a D65EX-17 dozer. The landfill rounded out its equipment package with a truck equipped with an 8,000-gallon water tank that it uses to spray the cells and reduce the dust on haul roads.

*Continued . . .*



Discover more

# City of Denton ECO-W.E.R.C.S.' goal is resource recovery

... continued

CONSTRUCTION

"We're extremely pleased with the Komatsu equipment from every standpoint," said Sangster. "Our operators like the ease of operation and especially the comfort of the trucks. They have good power and efficiency, so our production is high and our costs are low.

"Something that really stands out to me is that Komatsu's Tier 4 engines regenerate automatically while the machines are operating, so we don't have to pull them out of service to sit for half an hour or more. That allows us to keep working, which in turn means we're maintaining production," he added. "KOMTRAX is another terrific feature. I like that we can track machine idle time and other critical information, such as hours. That keeps our services on track."

The landfill worked with Kirby-Smith Machinery, Inc. Governmental Sales Rep Sol Gieser to put the package together, including extra guarding on the dozer and excavator undercarriages and a thumb on the excavator.

"The decision to buy Komatsu equipment came down to a couple of things," said Sangster. "One was price, and the other was the service backing the equipment. Sol and Kirby-Smith put together a nice package, and the fact that they cover the services complimentary through the Komatsu CARE program certainly helped when making the final decision. They track the machines and let us know when a service is due, then come and take care of it. We're very happy with the relationship we've built." ■



Kirby-Smith Machinery, Inc. Governmental Sales Rep Sol Gieser (left) meets with the City of Denton ECO-W.E.R.C.S. Landfill Field Service Supervisor Bill Sangster. "Sol and Kirby-Smith put together a nice package, and the fact that they cover the services complimentary through the Komatsu CARE program certainly helped when making the final decision. We're very happy with the relationship we've built," said Sangster.



The City of Denton ECO-W.E.R.C.S. Landfill reduces dust and sprays water on cells with its Komatsu water truck, which is equipped with an 8,000-gallon tank.

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# MANITOU MRT SERIES A WINNER

## Innovative rotating telescopic handlers recognized among top new products

Manitou's MRT Series Privilege Plus Rotating Telescopic Handlers received the 2014 "Top 100 New Products" award from Construction Equipment magazine. It was the second award last year for the MRT Series product line, which also received the 2014 LLEAP award from Lift and Access Magazine for material handling.

"We are excited to have received these awards," said Steve Kiskunas, Product Manager for Telescopic Handlers at Manitou Americas, Inc. "The MRT Series Privilege Plus machines have been a great addition to our wide selection of telehandlers. They've become very popular in the market, known for their versatility and various work modes, unique E-RECO (Automatic Attachment Recognition) system and ability to complete many tasks with one machine."

The MRT Series Privilege Plus features lift heights as much as 80 feet, 8.5 inches; 360-degree rotation; optimal visibility; and powerful diesel engines. "Triple performance" capabilities with telehandler, winch and platform work modes reduce the need for multiple machines on the jobsite.

### Automatic Attachment Recognition

The spacious, ergonomic cab is equipped with two electro-hydraulic joysticks that control boom extension, upper structure rotation, accessories, load lifting and fork tilting. The armrests, steering wheel and seat are fully adjustable with an optional incline seat, reclining as much as 13 degrees for operator comfort as the boom rises.

The standard E-RECO system automatically senses which attachment is installed and assigns the correct load chart and

safe-operation zones. This allows the operator to match the lift capabilities of the attachment to the task.

"We are excited to have Kirby-Smith display and represent this exciting new MRT product, which has unique opportunities across several applications in many new and existing markets," said Kevin Caldwell, Manitou District Development Manager for Texas. ■

Manitou's MRT Series Privilege Plus Rotating Telescopic Handlers feature 360-degree rotation, optimal visibility, powerful diesel engines and E-RECO, a system that automatically senses an installed attachment and assigns the correct load chart and safe-operation zones.



# AMARILLO FARM AND RANCH SHOW

## Kirby-Smith Machinery, Inc. highlights products useful in agricultural applications

CONSTRUCTION

Kirby-Smith Machinery, Inc. displayed Komatsu, Manitou and Gehl equipment during the annual Amarillo Farm and Ranch Show, held last December at the Amarillo Civic Center. The three-day event, which recently celebrated its 30th anniversary, has become the largest indoor ag show in the United States, with 400 exhibitors and more than 20,000 visitors in attendance.

Kirby-Smith's exhibit included a Komatsu WA320-7 wheel loader, a Manitou MLT 845 telescopic forklift and a Gehl V270 GEN:2 vertical lift skid steer, with an

overall rated operating capacity of 2,700 pounds. Representatives from Kirby-Smith Machinery, Inc. and Manitou, which also represents Gehl, were on hand to answer questions.

"We have been attending this event for years, but this was the most successful turnout we have ever had. It's good to see everyone in Amarillo come out to the show," said Kirby-Smith Machinery, Inc. West Texas Area Manager Chuck Thompson. "At these expositions, we have the opportunity to display all that we have available for rentals, sales, parts and service to both new and returning customers, which is invaluable for building relationships. We're very proud to offer Komatsu, Manitou and Gehl products to our customers." ■

The 70-horsepower Gehl V270 GEN:2 vertical lift skid steer has a 2,700-pound rated operating capacity and an overall operating height of 167.4 inches.



Kirby-Smith Machinery, Inc. displayed a 33,000-pound-plus Komatsu WA320-7. The 165-horsepower wheel loader can be used for a variety of purposes, including cleaning yards, with its 3.7 to 4.2 bucket capacity.



A customer climbs into the cab of a Manitou MLT 845 telescopic forklift, which has a maximum lift capacity of 10,000 pounds and a 24-foot, 8-inch maximum lift height.





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# KOMATSU DEMO DAYS

## The world's first *intelligent* Machine Control excavator was the star – but not the only attraction

CONSTRUCTION

Demo Days includes informational seminars and videos on Efficient Machine Operation, KOMTRAX and the benefits of No Idling.



Discover more



Komatsu America Director of Marketing Communications Bob Post introduces the machines and the ground rules.



Takeshi "Ken" Takaura (left), who designed the new PC210LCi-10, was on hand to explain the *intelligent* Machine Control excavator.

▶ VIDEO

Komatsu Demo Days, held late in 2014 at the Komatsu Training & Demonstration Center in Cartersville, Ga., was the first opportunity for contractors to try the new PC210LCi-10 – the world's first "intelligent" hydraulic excavator (see related article).

"Contractors everywhere are embracing grade-control technology as a way to move dirt more efficiently," said Komatsu America Director of Marketing Communications Bob Post. "For other manufacturers, that means an "add-on" aftermarket mast and cable system. Komatsu is truly at the forefront by integrating such technology at the factory – first with our *intelligent* Machine Control (iMC) dozers, and now with our intelligent excavator."

At Demo Days, Komatsu had four PC210LCi-10s for attendees to "test drive," along with the complete line of iMC dozers. Beyond the iMC units, Komatsu displayed other Tier 4 machines, including a PC490LC-11 excavator, a D155AX-8 dozer, a WA600-6 wheel loader and the new HM300-5 articulated truck. Komatsu also provided tours of its Chattanooga, Tenn., manufacturing plant, as well as held informational seminars on Efficient Machine Operation, KOMTRAX and the benefits of No Idling.

"The object of Demo Days is to let contractors get their hands on Komatsu machines and kick the tires, so-to-speak," said Post. "Beyond operating the equipment itself, we want to show customers how to get the most out of the technology that we build into each machine. It's that technology that truly sets Komatsu apart. When it's used properly, it will help customers significantly lower their machine owning and operating costs." ■



# EXCAVATION EXCLUSIVE

## Komatsu's PC210LCi-10, world's first *intelligent* Machine Control excavator, minimizes overexcavation



Discover more

Excavation companies want to move dirt as quickly and efficiently as possible, but conventional methods sometimes limit their ability to do that. Constantly checking grade is time consuming, and overexcavating is costly. Komatsu's new PC210LCi-10, the world's first *intelligent* Machine Control excavator, is a huge step forward in solving those issues with exclusive control function that goes beyond simple guidance to semi-automatically limit overexcavation and trace a target surface.

"From rough-digging to finish-grading, the PC210LCi-10 offers improved efficiency and accuracy compared to traditional methods," said Peter Robson, Senior Director of Intelligent Machine Control. "Once the target elevation is reached, no matter how hard an operator tries to move the joystick control to lower the boom, the excavator won't allow it. Minimizing overexcavation also reduces wasted time and the costs associated with placing and compacting new, expensive material to replace what didn't need to be removed in the first place."

Advanced functions contribute to the PC210LCi-10's ability to effectively reach target elevation without overexcavating, including Auto Grade Assist. As the operator moves the arm, the boom adjusts the bucket height automatically, tracing the target surface and minimizing digging too deep. This allows the operator to rough-dig without worrying about the design elevation, as well as fine-dig by operating the arm lever only. By holding down the lever to move the boom down, the working range is expanded.

Another new function is Auto Stop Control. During boom or bucket operation, the work equipment automatically stops when the bucket edge reaches the design surface.

The excavator also comes equipped with Minimum Distance Control. The PC210LCi-10 controls the bucket by automatically selecting the point on the bucket closest to the target surface. If the machine is not facing a sloped surface at a right angle, it will still follow the target surface and minimize digging below it.

### New large touchscreen display

The PC210LCi-10 features a factory-installed, fully integrated *intelligent* Machine Control system that includes Global Navigation Satellite System (GNSS) antennas; stroke-sensing hydraulic cylinders for the boom, arm and bucket; and an IMU (inertial measurement unit). The system works in harmony to provide real-time bucket-edge positioning in relation to the machine

*Continued . . .*

Komatsu's new PC210LCi-10 *intelligent* Machine Control excavator semi-automatically limits overexcavation and traces a target surface.



Peter Robson, Komatsu Senior Director, Intelligent Machine Control



Jason Anetsberger, Komatsu Product Manager, Intelligent Machine Control

CONSTRUCTION

#### Quick Specs on the Komatsu PC210LCi-10 Excavator\*

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC210LCi-10	48,950-52,036 lbs.	158 hp	0.66-1.57 cu. yd.

\*All specifications are the same as a conventional PC210LC-10.



# The PC210LCi-10 brings automatic features to excavators

... continued

CONSTRUCTION

The PC210LCi-10 *intelligent* Machine Control excavator features a factory-installed, fully integrated *intelligent* Machine Control system that includes GNSS antennas, stroke-sensing hydraulic cylinders for the boom, arm and bucket and an IMU (inertial measurement unit).

and the job surface, limiting the ability to dig beyond the target elevation and making accurate finish grading possible.

The bucket tip/edge and the design surface are always displayed on the new, full-color, multifunction 12.1-inch touchscreen monitor, eliminating the wait time associated with conventional systems. Information such as real-time and as-built status, a magnified fine-grading view or a 3D view, may be displayed simultaneously.

The PC210LCi-10 makes grading easy and accurate with a facing-angle compass, a light bar and audio guidance that alerts operators as they get closer to final grade. The orientation and color of the facing-angle compass's arrow shows the operator the facing angle of the bucket edge relative to the target surface, allowing for the bucket to be accurately positioned square to the target surface, which is especially useful when finishing slopes.

Colors on the light bar also show the bucket-edge position relative to the target

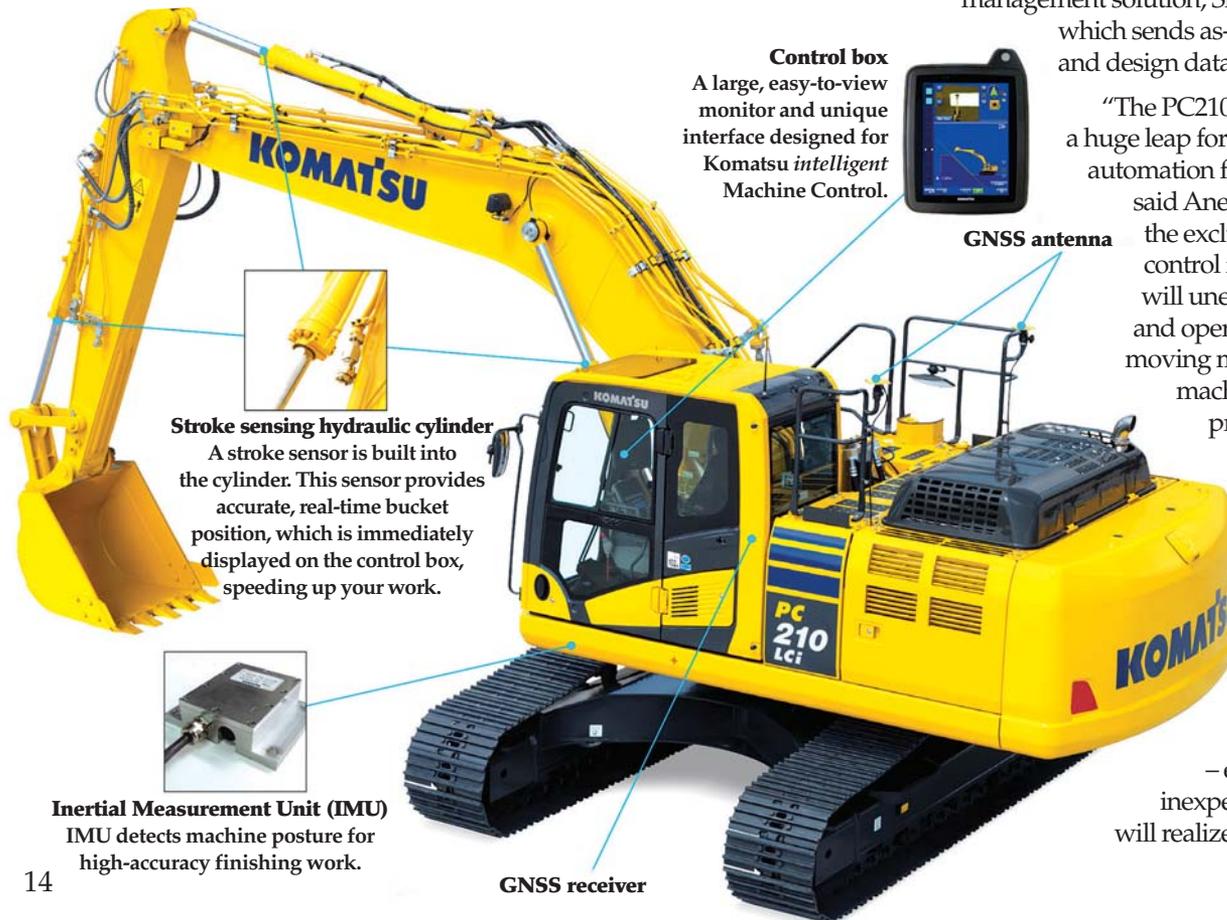
surface. It's located on the left side of the monitor for easy viewing during operation and increased efficiency. Audio alerts help the operator recognize the target through unique tones that can be programmed for various bucket-edge distances from the target surface.

"Operators always know where they are in relation to where they eventually want to be," said Jason Anetsberger, Product Manager, *Intelligent Machine Control*. "Operators can set audio guidance alerts so that different tones are heard the closer the bucket is to final elevation. For instance, one tone may indicate 2 feet away, while a different tone is heard at 1 foot. Customers who tested the machine really liked the audio alerts because they allow the operator to focus on digging without stopping to check relation to final grade."

## Two-way communication

The PC210LCi-10 comes standard with a cellular modem that supports troubleshooting from afar, via the Internet. Additionally, this hardware can be used by Topcon's jobsite management solution, *Sitelink3D Enterprise*, which sends as-built data to the office and design data to the machine.

"The PC210LCi-10 represents a huge leap forward by bringing automation features to excavators," said Anetsberger. "Thanks to the exclusive semi-automatic control function, customers will unearth their productivity and operators can focus on moving material while the machine semi-automatically protects the target surface. The efficiency improvement, greater value and operation simplicity mirror what has been proven with Komatsu's established *intelligent* Machine Control dozer products – experienced and inexperienced operators alike will realize the benefits." ■



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# ENHANCED EXCAVATION

## Komatsu's new Tier 4 Final PC290LC-11 excavator reduces emissions and lowers fuel consumption

Productivity, dependability and efficiency are all traits users have come to expect from Komatsu hydraulic excavators, and they will find those attributes and more in the new PC290LC-11. With a Tier 4 Final engine, it features greater efficiency, lower fuel consumption, improved operator comfort and enhanced serviceability to maximize productivity while lowering operating costs.

Hydraulic-system enhancements contribute to greater efficiency by reducing hydraulic loss. Komatsu designs and produces all major components, including the powerful 196-horsepower engine, hydraulic pumps, motors and valves. The integrated design uses a Closed Center Load Sensing System (CLSS) that takes hydraulic efficiency to the next level by using Variable Speed Matching technology. Variable Speed Matching allows the engine speed

to adjust based on the hydraulic pump output, and the CLSS improves fuel efficiency and provides quick hydraulic response.

The Tier 4 Final engine further reduces NOx emissions by using diesel exhaust fluid (DEF) and Selective Catalytic Reduction. An advanced electronic control system manages airflow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability. The result is lower fuel consumption without performance loss, compared to the highly popular Dash-10 model it replaces.

*Continued . . .*



**Rob Orłowski,**  
Product Manager

CONSTRUCTION

Quick Specs on the Komatsu PC290LC-11 Excavator			
Model	Operating Weight	Net Horsepower	Bucket Capacity
PC290LC-11	66,359-68,122 lbs.	196 hp	.76-2.13 cu. yds.



Komatsu's new Tier 4 Final PC290LC-11 maintains the productivity of its predecessor with enhancements that increase efficiency and lower fuel consumption. New features include an Operator Identification System and an Auto Idle Shutdown function.



Discover more

# The PC290LC-11 is great for high-performance applications

... continued

CONSTRUCTION

“Users can track fuel consumption and other vital information through the latest KOMTRAX® monitoring technology, which is available via the web or through our mobile app on their smart phones or other devices,” said Product Manager Rob Orłowski. “Data now includes DEF levels, ambient air temperatures and pressures. A new Operator Identification System reports key operating information for as many as 100 operators, and the new Auto Idle Shutdown function helps improve operating costs by reducing unnecessary idle time.”

## More comfortable operators

Komatsu improved operator comfort with a standard air-suspension high-back seat that has newly designed, fully adjustable armrests. Also incorporated into the quiet cab is an auxiliary input to connect external devices to play music through stereo speakers and two 12-volt power ports. Additionally, optional joysticks with proportional controls for operating attachments are available.

Operators can now check DEF fluid levels through the 7-inch LCD monitor that features enhanced capabilities. They can see operational records, fuel-consumption history and utilization information, and operators can use the monitor to easily select from six working modes to match machine performance to the application. Users can change standard auxiliary one-way

flow to bidirectional for attachment flexibility, and attachment control lets users store up to 10 attachments in the monitor. The ATT/E mode allows operators to run attachments in economy mode for maximum efficiency.

## Easier service access

The PC290LC-11 provides enhanced service access in order to reduce costly downtime. It has guardrails on both sides of the upper structure for better accessibility to the service area. The radiator and hydraulic-oil cooler are mounted side-by-side, making it easier to maintain and service those components.

The excavator is equipped with Komatsu’s exclusive Equipment Management Monitoring System, which has improved diagnostic features that give operators and technicians better monitoring and troubleshooting capabilities. It continuously monitors all critical systems and preventive maintenance, as well as provides troubleshooting assistance to minimize diagnosis and repair time.

Scheduled maintenance on all Tier 4 machines is covered complimentary by the Komatsu CARE program for the first three years or 2,000 hours. Each service is done by a certified distributor technician and includes a 50-point inspection. The program also includes two Komatsu Diesel Particulate Filter exchanges in the first five years.

## Built on a solid foundation

Komatsu’s PC290LC-11 maintains the productivity features of the popular Dash-10 model it replaces, such as a heavy-duty frame that’s built on a PC360LC undercarriage for excellent stability and long life. Its long arm and long boom provide a 22-foot, 8-inch digging depth, making it a good fit for digging foundations and deep utility trenches, in addition to moving dirt in mass-excavation applications. When needed, operators can boost the digging force for 8.5 seconds with Power Max.

“As with all our new Tier 4 Final machines, the PC290LC-11 was built on the solid foundation Komatsu started with its previous models,” said Product Manager Rob Orłowski. “The PC290LC-11 is a stable and reliable machine, designed for applications where high performance is required.” ■

The PC290LC-11 features a heavy-duty frame that provides excellent stability and long life. It’s a good fit for digging foundations and deep utility trenches and moving dirt in mass-excavation applications.



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- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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# NEW ARTICULATED TRUCK

## Komatsu's HM300-5 maximizes productivity in a variety of applications

CONSTRUCTION



Joe Sollitt,  
Komatsu  
Product Manager



Discover more

You care about reducing emissions, but chances are you're more concerned that your new machines will move the same amount of material as efficiently as your current equipment. Komatsu's new Tier 4 Final HM300-5 articulated haul truck does that and more.

The HM300-5 maintains the productivity of its predecessor, with a 30.9-ton payload; two single-staged body-lift cylinders that provide a 70-degree dump angle; and selectable working modes that allow the operator to choose between economy and power modes to match the truck's performance to the application or working conditions. Its low 9-foot, 2-inch loading height easily pairs with 30- to 60-ton excavators or 5- to 7.5-yard wheel loaders.

Additionally, it has Komatsu's Traction Control System that automatically provides optimum

traction when operating in soft ground conditions. If conditions worsen and it detects tire slippage, the inter-axle-lock kicks in. If tire slippage continues, four independent brakes can be applied to the slipping wheels to regain traction.

"The HM300-5 is ideal for a variety of applications, from large or small jobs moving dirt for site preparation to large-scale material processing operations with challenging haul profiles," said Komatsu Product Manager Joe Sollitt. "It offers great fuel economy and is ideal for anyone who requires high productivity, even in less-than-ideal conditions."

### Standard Payload Meter

Keeping track of production is easier with a standard, integrated Payload Meter that displays the loaded-material weight on an LCD monitor inside the cab. Externally, a pair of lamps illuminate green, yellow or red, triggered as the payload increases through three different ranges. The Payload Meter optimizes productivity by preventing under- and overloaded haul cycles. Data is stored on board and can be accessed by plugging a laptop into a port in the truck or remotely via KOMTRAX.

"The Payload Meter system allows our customers to monitor production on a daily, weekly or monthly basis," explained Sollitt. "The system also stores very detailed data to allow for full production studies. Komatsu also made the HM300-5 easy to service, with a lightweight, fiberglass engine hood and a cab that tilts rearward for easy access to the transmission and hydraulics. An electrically powered tilt function is now standard. Of course, Komatsu covers scheduled maintenance complimentary for the first three years or 2,000 hours with the Komatsu CARE program, which has been expanded to cover the new Tier 4 Final components." ■

Komatsu's new HM300-5 articulated haul trucks feature a 30.9-ton payload capacity and a standard Payload Meter that displays loaded material weight on the truck's LCD monitor. External display lamps provide the same information for the loader operator, reducing under or overloading.

### Quick Specs on the Komatsu HM300-5 Articulated Truck

Model	Gross Vehicle Weight	Net Horsepower	Payload
HM300-5	117,892 lbs.	324 hp	30.9 tons



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# NEW CRAWLER TRIO AVAILABLE

## Grove GHC series' compact design provides benefits of smaller cranes, versatility of telescoping booms

Kirby-Smith Machinery, Inc. now carries the new trio of Grove Hydraulic Crawler (GHC) series compact telescoping crawler cranes, which are designed to handle the most unforgiving terrain. The line of Grove GHC cranes is the result of a landmark partnership with Germany's SENNEBOGEN, which will produce the cranes. Three models make up the series, a GHC55, a GHC75 and a GHC130, and each offers the benefits of smaller crawler cranes with the versatility of telescoping booms.

"We are excited to enter the tele-crawler market with these new products," said Ben Graham, Kirby Smith Machinery, Inc. Vice President, Crane Division. "SENNEBOGEN has a strong reputation in the European markets, and we're looking forward to introducing our customers to these cranes."

Due to their compact dimensions and transportability, Grove GHC cranes will save time and money for contractors and end-users before their jobs even begin. Once these innovative cranes reach the jobsite, no assist crane is needed for on-site assembly.

### Pick-and-carry at 100 percent

The GHC series cranes' compact footprint provides excellent maneuverability on jobsites and can handle all types of site conditions. The cranes can easily navigate mountainous or swampy terrain, and they work well in congested spaces.

All three cranes offer the ability to pick-and-carry at 100 percent of their load charts and can easily swing loads a full 360 degrees. This makes them ideal for applications such as utility projects, where the cranes can carry loads across the jobsite, adjusting boom length as necessary.

"The GHC series is for customers who need compact, maneuverable cranes that can face the rigors of merciless terrain," said Mike Herbert, Global Product Director for rough-terrain cranes at Manitowoc, the company that produces all other Grove cranes. "With minimal transportation requirements, 100-percent pick-and-carry ability and a telescoping boom, these cranes will prove very nimble in both getting to and navigating jobsites."

### 'Valuable and versatile'

The Grove GHC55 has a 55-ton capacity and 100-foot main-boom length. The GHC75's capacity is 77 tons, and its main-boom length is 118 feet. With a main-boom length of

*Continued . . .*



**Ben Graham,**  
Vice President,  
Crane Division

CRANES

This GHC75 crane is one of three models in the new Grove Hydraulic Crawler series. GHC cranes offer the benefit of smaller crawler cranes, with the versatility of telescoping booms.



# Grove GHC cranes are perfect for merciless terrain

... continued

131 feet, 11 inches and 132-ton capacity, the GHC130 is the largest of the trio. All feature Tier 4 Final-compliant engines.



The Grove GHC130 has a main-boom length of 131 feet, 11 inches and a 132-ton capacity. It is the largest of the trio of Grove GHC cranes. All feature Tier 4 Final-compliant engines.

The GHC series cranes' compact footprint provides excellent maneuverability on jobsites and can handle all types of site conditions. "The GHC series is for customers who need compact, maneuverable cranes that can face the rigors of merciless terrain," said Mike Herbert, Global Product Director for rough-terrain cranes at Manitowoc.

"The GHC series has very clear benefits for users," said Herbert. "We know that these cranes will become a valuable and versatile lifting tool in many companies' fleets."

A variety of attachments are available for GHC cranes, including an auger and pole claw. Companies working on power-line projects, for example, will be able to drill holes with the auger and lift poles with the claw, using only one crane, where before they may have needed several. The requirement of only one operator and one rigger saves additional time and money.

## Plans to become a 'major player'

These cranes will be offered for sale exclusively in the North American and Latin American markets, as part of a long-term strategic partnership between Manitowoc and SENNEBOGEN. Additionally, the GHC series cranes are fully supported by Manitowoc Crane Care's service network.

"We are currently evaluating the market potential, and we intend to add a sufficient quantity of these units to our rental fleet," said Graham. "We plan on becoming a major player in this market." ■



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# Open house highlights expansion at Tulsa branch

Kirby-Smith Machinery, Inc. showcased its Tulsa branch expansion with an open house in February. Branch Manager Bruce Taylor estimated about 150 people attended the event.

The expansion includes a new 80-foot-by-30-foot shop area with two additional 12-foot-by-30-foot areas designated as locker room space and an oil-containment area. It has two new drive-through bays and a roof that's 5 feet taller than the existing shop space to allow for more work to be done on cranes inside and out of the elements.

An additional 1.2 acres of yard space was added, and the existing yard was cleaned up and stabilized. The parts display area was improved as well.

"We appreciate that customers took time to stop by and check out our expansion," said Taylor. "It's part of an overall effort aimed at serving them more effectively and efficiently."

"We also anticipate adding additional staff in the near future. I encourage customers who couldn't attend the open house to stop by and see what we've done." ■



Kirby-Smith Machinery, Inc. expanded its Tulsa branch, which now includes a large shop area where technicians can work on cranes inside and out of the elements. The branch celebrated the expansion with an open house in February.

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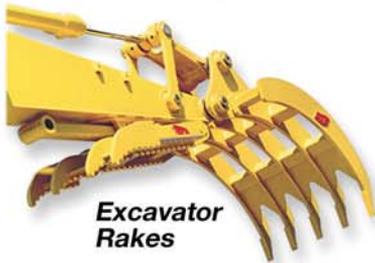
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# TEEING IT UP

## GM says Supply Chain Division's mission is to have the right machine, at the right place, at the right time

**QUESTION: What makes up Komatsu's Supply Chain Division?**

**ANSWER:** We're responsible for coordinating the inventory and logistics of that inventory for all construction, utility and forestry machines in North America, including the machines that come from our overseas factories. The Supply Chain Division is made up of four distinct departments: Import/Export Logistics, Customer Support, Import Planning and Business Analysis. Each has its unique responsibilities, but we all work together to ensure we meet one simple mission: Have the right machine, at the right place, at the right time for the customer. I believe our job is to tee up the ball for our distributors and let them hit it down the fairway.

**QUESTION: How do you go about achieving your mission?**

**ANSWER:** It's a well-orchestrated effort among our departments and our global supply network, which includes our own Komatsu factories and outside vendors that support those factories. We have a very close relationship with our sales, marketing administration and product marketing groups, so we know what's on the horizon in terms of model transitions and new products. That helps us formulate a forward-looking forecast and plan for having proper inventory levels to ensure we have the right number of machines on hand.

**QUESTION: So those groups give you an idea of what's coming down the pike, and you procure the materials in order to build the machinery?**

**ANSWER:** Correct, and we're focused on three things as we do that: quality, delivery and cost. From the start, Komatsu builds quality into its

*Continued . . .*



**Bill Chimley, Komatsu General Manager, Supply Chain 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 a decade since Bill Chimley joined Komatsu America as a District Sales Manager after spending several years as an instructor with another company. Komatsu moved him into the Supply Chain Division as Manager of Customer Support a few years ago, and it named him General Manager for the entire division in July 2013. He oversees the division, which is responsible for ordering and logistics of all construction, utility and forestry machines in North America.

"From customers' standpoints, the Supply Chain Division is basically an unsung hero," said Chimley. "Customers have jobs to do, and they need machinery to get it done. It's our job to make sure it's readily available when they need it. If we're doing our job, it's a seamless process, and we remain in the background unnoticed. It sounds strange, but that's our goal."

Chimley points out that Komatsu intentionally located the Supply Chain Division at its Chattanooga Manufacturing Operation (CMO) where construction-sized excavators and forestry machines are built.

"It offers us greater understanding of what it takes to deliver a machine, from taking the order to delivering it to the distributor," said Chimley. "We can talk directly with the factory's planning group, and having that one-on-one communication at any time is immeasurable. It gives us insight into the other factories we deal with as well, so there's a real benefit for us to understand the processes and the impact we have on each other."

Bill has been around equipment all his life. His grandfather owned a tractor dealership, and after he graduated from the University of Tennessee, he owned a landscaping business that he later sold. He enjoys landscaping his own yard, as well as hiking in the mountains around Chattanooga and spending time with his wife and two daughters.

# Supply Chain Division focused on quality, delivery, cost

... continued

machinery, by making its own components that work in harmony for great efficiency and durability. From the Supply Chain Division standpoint, our goal is to have inventory available that's not too aged and, therefore, potentially subject to quality issues.

Delivery goes back to having machines where they need to be at the exact time customers want to buy them. We can do that by communicating with our dealers, customers and Komatsu personnel, as well as using data from KOMTRAX to track machine usage. That

communication and data help us know where to put resources in order to ensure inventory is available.

Cost means we optimize efficiency, and in doing so, we pass those savings along to customers. For example, as Komatsu develops a new model, we talk with our factories about what we expect so they have time to procure the components to build that machine. Proper lead time typically helps them do that at lower cost. We also try to find the most-efficient and cost-effective way to ship without sacrificing our ability to have equipment where it needs to be when it needs to be there.

**QUESTION: How do markets affect what you do?**

**ANSWER:** The energy market is strong in North America right now, and housing continues to strengthen. We hope for solid highway and infrastructure bills, which will put those areas back on track too. With that in mind, we look to adjust inventories to meet those needs. For instance, with a strong energy market comes the need for specialized machines, such as our Pipeline Spec. excavators. So, we take that into account, along with our other information, and use it to ensure our distributor inventories are ready to fulfill customers' requests. ■



Komatsu's Supply Chain Division's role includes ensuring proper inventory levels for its distributors so that customers have "the right machine, at the right place, at the right time," said Bill Chimley, Komatsu General Manager, Supply Chain Division.



Bill Chimley, Komatsu General Manager, Supply Chain Division, said his division communicates with other Komatsu divisions, customers and distributors, as well as looks at market trends, to make certain manufacturing operations have what they need to build new machinery for the North American market.

# NO IDLE 2.0

## Latest initiative aims to reduce excessive idling and help your operators save you money

A few years ago, Komatsu began a mission to reduce excessive idling. Why? Because it negatively affects your bottom line. Komatsu continued its effort with a second No Idle Initiative, tracking more than 2,800 companies that signed up for the campaign, which lasted for three months. The participants could access training via the web and were given materials to promote the initiative, including items in Spanish and French-Canadian if requested.

During this initiative, 13 percent of participants received “High Achiever” status for all three months, meaning they reduced idle time by at least 5 percent each month, compared to a baseline measurement done before the initiative started. On average, this group reduced idle time by 15 percent. About half of participants earned Komatsu’s High Achiever status at least one month during the campaign.

“Unnecessary idling wastes fuel; shortens the time between scheduled maintenance intervals, which increases downtime; and wracks up unproductive hours that lower resale costs when you decide to trade-in or sell a machine,” said Goran Zeravica, Komatsu Distributor Development Manager. “In nearly every case, it would be better to shut down a machine when it’s not in production.”

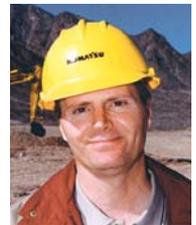
As part of Komatsu’s efforts to end excessive idling, it launched a very successful “No Idle Initiative” in 2012. The main goal during that campaign was for each participant to reduce idle time by 20 percent. About 25 percent of the 1,200 participants achieved that mark or better, and several more came close.

“We geared this campaign more toward operators who are on the front lines when it comes to idle time, because that’s what customers said was most important after the last

initiative,” said Bob Post, Komatsu Director of Marketing Communications. “It included several promotional items that participants could put in the cabs of their machines or place in other strategic locations on the jobsite or in the office as constant reminders to idle for only five minutes during nonproductive times, shut down the machine at lunch and use a three-minute cool down at the end of the day.”

### “Socially responsible”

Post and Zeravica said both initiatives proved successful, and Komatsu will continue to use campaigns such as No Idle to promote awareness of cost-saving measures that reduce owning and operating expenses. “We consider this socially responsible marketing that’s designed to help customers save money,” said Post. “Our aim is to promote additional meaningful ways to do that, such as using economy mode versus power mode whenever applicable.” ■



**Bob Post,**  
Komatsu Director  
of Marketing  
Communications



**Goran Zeravica,**  
Komatsu Distributor  
Development Manager

Komatsu’s latest No Idle Initiative built on the success of its first, which was designed to bring awareness to excess idling and its detrimental effects. More than 2,800 companies participated in Komatsu’s second No Idle Initiative.



# POSITIVE FORECAST

## Outlook for construction spending is sunny, led by significant rise in single-family starts

Forecasters predict hefty growth in the construction sector during 2015 as the overall economy continues to improve. Dodge Data & Analytics (DD&A), formerly McGraw-Hill Construction, said factors such as easier financing, an investor shift to real estate and an increase in construction bond measures being passed will boost construction spending 9 percent in 2015.

Commercial, institutional, single- and multi-family housing and public-works projects will set the pace. DD&A said both commercial and single-family housing could see a 15 percent increase while the others should rise by 5 to 9 percent. Energy and electricity building fell last year and will continue to slide, according to DD&A. It predicts manufacturing-plant construction will drop by 16 percent after ramping up the past two years.

“The construction expansion should become more broad-based in 2015, with support coming from more sectors than was often the case in recent years,” said DD&A Chief Economist and Vice President Robert Murray.

Housing continues to strengthen with building permits during the final months of last year at more than a six-year high. The Commerce Department said groundbreaking for single-family homes increased 4.2 percent to a seasonally adjusted 696,000 units. At the same time, multi-family starts decreased 15.4 percent year-over-year, but the combination of single- and multi-family starts topped 1 million, the highest number since 2008.

### Fueled by low rates, demand

Economists and organizations that study the markets believe single-family housing will continue to rise. A report from the Mortgage Bankers Association showed new-home loan applications recently surged as potential buyers take advantage of relatively low interest rates. The National Association of Homebuilders (NAHB) cites a growing economy, low mortgage rates and pent-up demand as factors that will further expand the housing market.

“Single-family builders are feeling good,” said NAHB Chief Economist David Crowe. “They are not overly confident, but confident enough to keep moving forward. This is mostly due to significant pent-up demand and steady job and economic growth that will allow trade-up buyers who have delayed home purchases due to job insecurity to enter the marketplace.”

NAHB said single-family home production is expected to rise by as much as 26 percent this year, topping 800,000 units, and it should reach 1 million units in 2016. If that’s the case, the market would be back to 90 percent of what was considered normal housing activity (using the period of 2000 to 2003 as a benchmark) next year.

Forecasters predict hefty growth in the construction industry during 2015 led by single-family housing, which could see a 15-percent increase, according to Dodge Data & Analytics.





Commercial construction could see a 15-percent rise, with the hotel market especially strong. According to the Architectural Building Index, near-term activity overall is at its highest level in several years.

### **Spike in hotel construction**

Hotel construction is also marching forward with great strength, recently hitting a five-year high, with more than 3,500 projects and more than 443,000 rooms under construction, according to Hotel News Resource. The market posted double-digit year-over-year gains, a trend that's carried on for four consecutive quarters. Last year marked the fifth consecutive year that guestroom demand growth exceeded supply growth, and occupancy reached a 17-year high, as did the average daily rate and revenue per room.

"Developers are extremely positive with development conditions being near perfect," said Hotel New Resource. "Because of the industry's favorable metrics, lenders are increasingly more attracted to hotel investments, making funds easier to access by developers. Interest rates are near record lows and are expected to remain so at least through mid-2015. Favorable economic conditions, record-setting operating metrics and the positive outlook for the next few years have combined to make it a most opportune time for hotel developers."

According to the Architectural Building Index, near-term activity overall is at its highest level in several years. Contractors report a backlog in work, and the amount of upcoming work they

have on the books is higher than at any other time in history.

### **Highway bill still in limbo**

Infrastructure investment continues to lag despite the public's apparent willingness to invest in new roads, bridges and water systems. According to The Kiplinger Letter, highway spending is about 30 percent higher than revenues generated from the fuel taxes that pay for it. The gap has widened during the past few years due to less driving and more fuel-efficient vehicles. During the November 2014 election, several states approved ballot initiatives to raise the funds necessary to build, repair and maintain highways, transit and other resources.

Congress has yet to commit to new multi-year highway legislation. The previous measure (MAP-21) expired last fall, and Congress passed a short-term extension to keep the Highway Trust Fund from running out of money. The extension runs out this May. A recent Society of Civil Engineers Report Card gave the nation's infrastructure a grade of D-plus.

"The outcomes of these elections demonstrate that Americans value well-maintained infrastructure and are willing to make the investment," said Robert Stevens, President of ASCE. ■

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# BACK TO WORK

## AGC analysis shows construction unemployment falls to lowest level in eight years

Construction unemployment recently reached its lowest rate since 2006, falling to 6.4 percent, according to an Associated General Contractors of America (AGC) analysis. Construction employers added 12,000 jobs in October 2014, bringing the total to a little more than 6 million, the highest since May 2009.

The yearly gain from October 2013 to October 2014 was 231,000 jobs, a 3.9-percent increase. Residential construction fueled more than half the gains with 130,600 new workers, while non-residential added just under 100,000. According to AGC Chief Economist Ken Simonson, there are fewer unemployed construction workers than at any time in the past eight years.

“For the last several months, the construction industry has added jobs at double the all-industry rate of 1.9 percent,” said Simonson. “Construction wages, which were already higher than the private-sector average, rose 2.6 percent in the last year – the fastest rate since early 2010 – as contractors ramped up their search for qualified workers.”

### Not all good news

All construction workers averaged 39.2 hours per week, tying the highest mark since March 2006. Simonson said that along with low unemployment and accelerating wage gains, this points to “an industry that may be on the verge of acute difficulty filling key positions.”

AGC officials said a survey of nearly 1,100 member firms released in October 2014 showed 83 percent of respondents reported difficulty finding craft workers, and

61 percent said other professional positions were hard to fill. They are urging federal, state and local officials to enact measures AGC identified in its Workforce Development Plan that will make it easier for schools, local associations and private firms to establish career and technical education and training programs.

“The construction industry has made an impressive contribution to the nation’s unemployment gains this year,” said AGC CEO Stephen Sandherr. “But those gains are in jeopardy unless schools, colleges and training programs can refill a pool of talent that is rapidly drying up. ■

An Associated General Contractors of America (AGC) analysis showed construction unemployment recently reached its lowest rate since 2006, falling to 6.4 percent. According to AGC Chief Economist Ken Simonson, there are fewer unemployed construction workers than at any time in the past eight years.



## On the light side



"Tell me what LOL means, and I'll tell you what IPO means."

"They tell me that you're really going all out for our safety program."



## 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](http://www.KirbySmithConnection.com)

1. L E P I \_ \_ \_ \_ \_
2. E R S W E \_ \_ \_ W \_ \_ \_
3. D A G R E R \_ \_ R \_ \_ \_ \_ R
4. G I H N R O S \_ S \_ \_ \_ \_ \_ G
5. Y T A P I C A C \_ \_ \_ P \_ C \_ \_ \_ \_

## Did you know...

- Zero is the only number that cannot be represented by Roman numerals.
- Kites were used in the American Civil War to deliver letters and newspapers.
- Drinking water after a meal reduces the acid in your mouth by 61 percent.
- Intelligent people have more zinc and copper in their hair.
- A comet's tail always points away from the sun.
- If you stop getting thirsty, you need to drink more water. When a human body is dehydrated, its thirst mechanism shuts off.
- Strawberries are the only fruit whose seeds grow on the outside.
- The moon moves about 2 inches away from the Earth each year.
- Gold is the only metal that doesn't rust, even if it's buried in the ground for thousands of years.

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## Paul Bell named North Texas Area Manager



Paul Bell,  
North Texas  
Area Manager

Kirby-Smith Machinery, Inc. recently promoted Paul Bell to North Texas Area Manager, making him responsible for branch operations at the company’s Dallas, Fort Worth and Abilene locations. He oversees financials as well as parts and service. He also works with the sales and rental teams.

“Each store has its own personality, and it’s been interesting and fun to see how the stores approach customer satisfaction,” said Bell. “They all have great staffs, and I enjoy working with them. I also enjoy getting out and meeting with customers, getting to know their businesses and how we can better serve them.”

Bell joined Kirby-Smith Machinery about a year ago as a territory manager in the Fort Worth branch, bringing with him more than 24 years of experience in the heavy-equipment industry. He previously worked at a Midwest dealership in several capacities, including paving product specialist, branch manager and regional manager over four stores.

Outside of work, Bell likes to spend time with his wife, Debi, and their children and grandchild. He especially enjoys hunting and fishing. His family is also very involved with their church. ■

## Kirby-Smith’s Randy Dennis, bandmates open for Coal Miner’s Daughter

Abilene Parts Manager Randy Dennis and his bandmates in the Dance Hall Drifters got the chance of a lifetime recently, when they shared the bill with country music legend Loretta Lynn during a performance in Abilene. The opportunity came about after the band’s manager was contacted by a

local disc jockey who heard them play at the Abilene V.F.W.

“The DJ told our manager that we were the most professional local band he had heard, and he asked if we’d be interested in opening for Loretta Lynn,” said Dennis. “Of course we were, and we had a great time playing, as well as meeting her band and seeing her perform. She still has a good voice and humor, and she hasn’t lost any of her down-South attitude.”

The Dance Hall Drifters kicked off the show, playing about a 45-minute set before 81-year-old Lynn took the stage for the sold-out show. Dennis plays bass and provides vocals. The rest of the band includes Lead Singer Diggy Bell, who also plays piano and guitar; David Laurence on lead guitar and vocals; and Roger Kirkpatrick on drums.

“I feel blessed to have the ability to play music that makes people happy and to play with my fellow band members,” said Dennis. “This was a tremendous experience and honor.” ■

Abilene Parts Manager Randy Dennis (center) plays bass with his band, the Dance Hall Drifters. It opened for country music legend Loretta Lynn at a February concert in Abilene.



▶ VIDEO



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## USED EQUIPMENT FOR SALE



2006 Broderson IC200-3F, EQ0008145,  
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 EQ0026880.....\$45,000



2007 JLG 600S, EQ0008932,  
 1,928 hrs.....\$35,000

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

#### CRAWLER DOZERS

2012	Komatsu D51EX-22	EQ0025573	2,993	\$112,000
2008	Komatsu D65EX-15E0	EQ0020208	5,202	\$125,000
1998	Komatsu D65EX-12	EQ0026905	12,696	\$66,900
2013	Komatsu D65EX-17	Pending	1,100	\$266,500
2006	Komatsu D155AX-5	EQ0012311	4,291	\$175,000
2007	Komatsu D155AX-6	EQ0026629	10,201	\$135,600

#### EXCAVATORS

2007	Link Belt 460LX	EQ0008416	5,214	\$129,000	
2013	Komatsu PC290LC-10	EQ0026719	1,195	\$225,000	
2012	Komatsu PC490LC-10	EQ0023610	5,615	\$253,000	
2000	Gradall XL4100	Wheeled Excavator	EQ0020657	3,817	\$45,000

#### MANLIFT

2007	JLG 600S	EQ0008932	1,928	\$35,000
2012	JLG 600S	EQ0016568	602	\$69,500
2013	JLG 600S	EQ0022245	254	\$84,000
2014	JLG 600S	EQ0025822	2	\$105,000

#### SKID LOADERS

2011	Case SV300	EQ0015019	500	\$39,900
2006	Komatsu SK820-5	EQ0009893	1,111	\$21,900
2013	Gehl V400	EQ0026331	351	\$61,145
2012	Gehl 5640E	EQ0015048	4	\$30,000
2012	Gehl RT175	EQ0014616	133	\$31,000
2012	Gehl RT210	EQ0014532	730	\$30,000
2012	Gehl V270	EQ0016357	5	\$37,000
2012	Gehl V330	EQ0015038	4	\$38,000

#### TRUCKS/TRAILERS

1974	42FT VAN	Box Trailer	EQ0002989	n/a	\$3,000
2007	Load King 553/4 SS	50 ton, 3 axle	EQ0026880	n/a	\$45,000

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

#### CRANES

2006	Broderson IC200-3F	Industrial	EQ0008145	6,326	\$104,995
2006	National 571	Boom Truck	EQ0026830	2,194	\$70,000
2006	National 9103A	Boom Truck	EQ0007418	8,787	\$110,000
2007	National 13110AWL	Boom Truck	EQ0008630	3,773	\$134,000
2006	National 14127	Boom Truck	EQ006910	7,788	\$199,000
2006	Grove RT530E	Rough Terrian	EQ0007557	5,415	\$178,000
2007	Grove RT530E	Rough Terrian	EQ0008565	4,152	\$195,000
2006	Grove RT650E	Rough Terrian	EQ0007237	4,460	\$260,000
2006	Grove RT650E	Rough Terrian	EQ0007329	6,162	\$242,900
2006	Grove RT650E	Rough Terrian	EQ0008017	4,859	\$260,000
2007	Grove RT760E	Rough Terrian	EQ0008830	4,101	\$308,900
2007	Grove RT875E	Rough Terrian	EQ0009015	7,020	\$368,500
2006	Grove RT9130E	Rough Terrian	EQ0008249	8,387	\$685,000

#### LOADERS

2008	Komatsu WA200PZ-6	EQ0023760	4,430	\$72,300
2013	Komatsu WA320-7	EQ0026723	1,940	\$170,000
2013	Komatsu WA320-7	EQ0026729	1,768	\$170,000
2013	Komatsu WA320-7	EQ0026732	1,691	\$170,000
2013	Komatsu WA320-7	EQ0026953	1,587	\$170,000

#### PAVING & COMPACTION

2009	LeeBoy 8510	Paver	EQ0019388	4,060	\$62,500
2010	Hamm HD13W	51" Double Drum	EQ0022844	2,071	\$36,600
2008	Bomag MPH122-2	Recycler	EQ0024135	1,460	\$210,000

#### MISCELLANEOUS

2004	Rome TACW-16	Disc	EQ0025350	n/a	\$14,500
	Hensley 18" Bucket	LBX 80SB	EQ0010114	n/a	\$550
	Hensley 24" Bucket	LBX 160LX	EQ0008130	n/a	\$2,600
	Hensley 30" Bucket	LBX 210LX	EQ0007403	n/a	\$2,300
	Hensley 42" Bucket	LBX 240LX	EQ0009598	n/a	\$4,500
	Hensley 60" Bucket	LBX 330LX	EQ0010844	n/a	\$6,700



2012 Gehl V330, EQ0015038,  
 4 hrs.....\$38,000



2013 Komatsu D65EX-17, serial number 1919,  
 1,100 hrs.....\$266,500



2013 Komatsu PC290LC-10, EQ0026719,  
 1,195 hrs.....\$225,000

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