



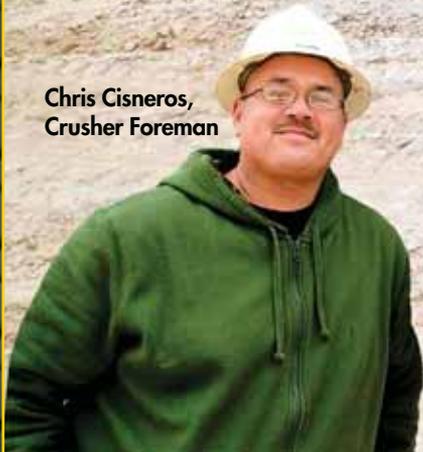
A publication for and about Kirby-Smith Machinery, Inc. customers
www.KirbySmithConnection.com

Connection

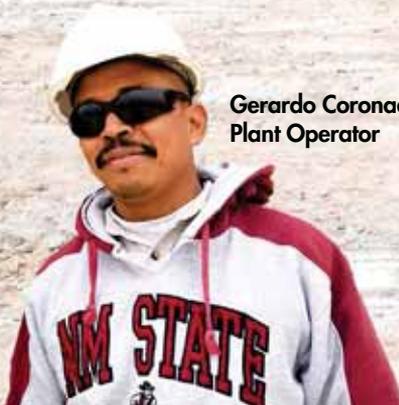
JONES BROS. West Texas road contractor continues to see rise in stone demand in Permian Basin



Chris Cisneros,
Crusher Foreman



Gerardo Coronado,
Plant Operator



ALSO INSIDE:

Kleemann Mobicat and Mobicone
jaw and cone crushers 7

City of Dallas Department of
Street Services 12

Komatsu PC360LC-11 and
PC390LC-11 excavators..... 17

Grove GMK5250L cranes 27





MESSAGE FROM THE PRESIDENT



Ed Kirby

**Komatsu adds
value while
meeting
regulations**



Dear Valued Customer:

When new emissions regulations were introduced several years ago, Komatsu decided to provide more for its customers than simply machines that lowered emissions. Yes, it met the standards to reduce NO_x and soot, but it went a step further by producing machines that offer greater efficiency, while maintaining or improving production.

Komatsu has already introduced a significant number of new products this year, some are Tier 4 Final and some are *intelligent* Machine Control (iMC) products. Komatsu built all of them on the same solid foundation it has used for more than 20 years. Several of these new machines are featured in this issue of your Kirby-Smith Connection magazine.

Komatsu's value goes far beyond the machines themselves. A decade ago, the first version of KOMTRAX, the remote machine-monitoring system that allows users to track their equipment, was introduced. Throughout the years, Komatsu bolstered the information available through this program in an effort to give customers additional vital statistics. For more information on KOMTRAX, read the featured article and see what customers have to say about it.

Komatsu added additional value once again by providing complimentary scheduled maintenance on its Tier 4 and iMC machines through the Komatsu CARE program. For the first three years or 2,000 hours, our technicians perform the services at your convenience, and at the same time, we perform a 50-point inspection at no charge. If you do not think this maintenance package will make your life easier, ask Jones Brothers, one of our customers that is highlighted in this issue.

You expect maximum uptime. By offering lines like Komatsu and products like the Kleemann track-mounted jaw crusher Mobicat MC 100 Ri EVO, Kirby-Smith Machinery can help you meet those expectations. If there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,

Ed Kirby,
President

KIRBY-SMITH MACHINERY, INC.



Connection

IN THIS ISSUE...

JONES BROS.

Learn why this west Texas road contractor continues to see a rise in stone demand within the Permian Basin.

PRODUCTION POINTERS

Discover how the Kleemann "interlinked" Mobicat and Mobicone provide outstanding production in a variety of crushing applications.

INDUSTRY NEWS

Read about the plan one DOT official is proposing in order to get long-term infrastructure funding.

CITY OF DALLAS DEPARTMENT OF STREET SERVICES

Maintaining roads is only part of its comprehensive services. See what else the city's street department does to keep traffic flowing.

PRODUCT SPOTLIGHT

Study the enhancements Komatsu made to its PC360LC-11 and PC390LC-11 excavators to increase performance and lower per-ton costs.

INNOVATIVE PRODUCT

Komatsu introduced a new intelligent Machine Control, Tier 4 Final version of its popular D65 dozer. Read about it inside.

NEW PRODUCT

Take a look at Komatsu's new D85-18 dozer, which features a SIGMADOZER blade that ups production by as much as 15 percent.

CRANE TALK

Check out Grove's new all-terrain GMK5250L crane, which provides the strongest reach and load chart of any five-axle crane.

Published by Construction Publications, Inc. for



www.kirby-smith.com

Oklahoma City, OK

6715 W Reno
Oklahoma City, OK 73127
405.495.7820
800.375.3339
405.787.5973 fax

Amarillo, TX

3922 I-40 E
Amarillo, TX 79103
806.373.2826
800.283.1247
806.373.4841 fax

Lubbock, TX

3201 East Slaton Hwy.
Lubbock, TX 79404
806.745.2112
866.289.6087
806.745.2102 fax

Tulsa, OK

12321 E Pine St
Tulsa, OK 74116
918.438.1700
800.375.3733
918.437.7065 fax

Dallas, TX

8505 S Central Expy
Dallas, TX 75241
214.371.7777
800.753.1247
214.375.7903 fax

Odessa, TX

7301 E. I-20
Odessa, TX 79765
432.333.7000
877.794.1800
432-333-7010 fax

Kansas City, KS

913.850.6300
877.851.5729

Abilene, TX

12035 Interstate 20 W
Abilene, TX 79601
325.692.6334
877.577.5729
325.672.4435 fax

Ft. Worth, TX

1450 NE Loop 820
Ft. Worth, TX 76106
817.378.0600
877.851.9977
817.378.0080 fax

St. Louis, MO

12920 Gravois Rd
St. Louis, MO 63127
314.729.0125
866.279.1392
314.729.1317 fax

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

CORPORATE

Ed Kirby, President
Keith Tippett,
VP & Chief Financial Officer
David Cooper, VP & General Mgr.
Southern Division
Jeff Weller, VP & General Mgr.
Northern Division
Ben Graham,
VP & Crane Division Mgr.
David Baker, VP of Product Support
Greg Otts, VP of Major Accounts
Glen Townsend, VP
Business Process Improvement
Chris Kirby, VP Used Equipment
JD Young, Controller

Randy Short, Corporate Inventory Mgr.
Rick Nielsen, Internet Sales &
Used Equipment Sales
Randy Coffey, General Rental Mgr.
Bryce Puckett,
Southern Division Rental Mgr.
Christopher Carroll,
Rental Fleet Maintenance Mgr.
Tim Peterson, General Parts Mgr.
James Lincoln,
Safety & Environmental Mgr.
Lonnie Kilgore, Finance Mgr.
Susan Rader, Finance Mgr.
Cynthia Jessen, Purchasing Mgr.
Jennifer Gordon, Marketing Mgr.

DALLAS

Paul Bell, North TX Area Mgr.
Doug Bagley, North TX Sales Mgr.
Brian Blackorby, Territory Mgr.
Craig Doran, Territory Mgr.
Pat Farquharson, Territory Mgr.
Barrett Liquori, Territory Mgr.
Kris Phillips, Territory Mgr.
Ron Weaver, Territory Mgr.
Sol Gieser, Governmental Sales
Chase McKinney, Rental Sales Rep.
Matt Gardner, Parts & Service Sales Rep.
Stephen Moore, Parts & Service Sales Rep.
Mike DeLaTorres, Parts Mgr.
J.D. Berryhill, Service Mgr.
Jim Faunce, Product Service Mgr.
Dustin Slayton, Product Service Mgr.
Harrold Clemons, Industry Mgr.,
Crushing & Screening Equipment
Gary Corley,
Paving & Compaction Specialist

FT. WORTH & ABILENE

Paul Bell, North TX Area Mgr.
Doug Bagley, North TX Sales Mgr.
Todd Coffey, Territory Mgr.
Casey Jorgensen, Territory Mgr.
Terry Lyness, Territory Mgr.
James McDonnell, Governmental Sales
John Arterberry, Texas Crane Sales Mgr.
Kraig Gilliam, Rental Mgr.
Jacky Miller, Rental Sales Rep.
Philip Hearrean,
Parts & Service Sales Rep.
Bart McClary, Parts & Service Sales Rep.
Dan Healy, Parts Mgr.
Chad White, Product Service Mgr.
Ronnie Pitts, Product Service Mgr.
Eddie Middleton,
Crane Product Service Mgr.
Nathan Woodward, Product Specialist

AMARILLO, ODESSA & LUBBOCK

Chuck Thompson, Area Mgr.
Zach Adamson, Odessa Branch Mgr.
Kevin Demel, Territory Mgr.
Brady McAlister, Territory Mgr.
Brent Snapp, Territory Mgr.
Britt Stubblefield, Territory Mgr.
Kevin Taylor, Territory Mgr.
Stephen Salcido, Crane Territory Mgr.
Rob Culp, Odessa Rental Mgr.
Thomas Frock,
Amarillo/Lubbock Rental Mgr.
Shane Westbrook,
Amarillo Parts & Service Sales Rep.
Joe Phillips, Amarillo/Lubbock Parts Mgr.
David Miller, Odessa Parts Mgr.
Kevin Hart,
Amarillo/Lubbock Service Mgr.
James Berumen, Odessa Service Mgr.

KANSAS CITY

Pat McKenna, Territory Mgr.
Jim Piepenbring, Territory Mgr.

ST. LOUIS

Ray Jost, Branch Mgr.
Bruce Bayless, Territory Mgr.
Tom Costello,
Parts & Service Sales Rep.
Ceily Davis, Parts Mgr.
Tim Carothers, Service Mgr.

TULSA

Bruce Taylor, Branch Mgr.
Bill Gustafson, OK Sales Mgr.
Peyton Chatham, Territory Mgr.
Mike Green, Territory Mgr.
Dan Rutz, Territory Mgr.
Ted Terwort, Governmental Sales
Todd York, Crane Territory Mgr.
Brian Burris, Rental Mgr.
Shawn Fritts, Rental Sales Rep.
James Purcell,
Parts & Service Sales Rep.
Jeff Statum, Parts & Service Sales Rep.
Gregg Ash, Parts Mgr.
George Cross, Product Service Mgr.
Kurt Maxwell, Product Service Mgr.
Aaron Cox, Product Service Mgr.

OKLAHOMA CITY

Bill Gustafson, OK Sales Mgr.
Ryan Bebee, Territory Mgr.
Brad Howard, Territory Mgr.
Don Jacobson, Territory Mgr.
Chad Murphy, Territory Mgr.
Dean Traylor, Territory Mgr.
Steve Harcourt, OK Governmental
Sales Mgr.
Pud Wood, Governmental Sales
Jeff Cavaness, Crane Territory Mgr.
Dewayne McDaris,
Oklahoma City Rental Mgr.
Josh Layman, Rental Sales Rep.
Casey Beasley,
Parts & Service Sales Rep.
Larry Hollen,
Parts & Service Sales Rep.
Bud Sears,
Parts & Service Sales Rep.
John Martin, Service Mgr.
Darrin Gourley,
Product Service Mgr.
Scott Maple, Product Service Mgr.
Kelly Shuffield,
Product Service Mgr.
Scott Slagle, Product Service Mgr.
Austine Redwine,
Komatsu CARE Mgr.

Not all products represented at all locations.



© 2015 Construction Publications, Inc.
Printed in U.S.A

JONES BROS.

West Texas road contractor continues to see rise in stone demand in Permian Basin

Twin impact crushers from Kleemann are keeping Jones Bros. Dirt & Paving Contractors, Inc., a west Texas road contractor, supplied with all the stone it needs to serve customers in the economically active Permian Basin.

Oil patch construction and the infrastructure required to support crude oil extraction – along with the personnel and families involved – has driven business activity in the Midland-Odessa region to new heights. While the lower price of oil has cooled the local economy, the demand for stone continues, and it’s been a boon to Jones Bros.

Jones Bros., located in Odessa, Texas, is a road contractor that specializes in projects ranging from major highways to subdivision streets to parking lots, and everything in between in the west-Texas region. The company also provides pavement preservation services, such as seal coats (chip seals). It has two Kleemann Mobirex MR 110 ZS EVO impact crushers, which provide the stone the company needs to build local infrastructure and market stone to other customers.

“Jones Bros. began in 1952 doing parking lots in Odessa,” said Danny Wallace, Crusher Superintendent for Jones Bros. “Now we have more than 200 employees and cover most of west Texas, north to Lubbock and south to Big Bend National Park. We work on state projects, but with the oil boom, our real-estate development and commercial work in the area have really grown in the last two to three years.”

While Jones Bros. does not build oil-field road and drill pads, much of the stone it produces ends up as base material in the oil-patch roadways and pads. “Concrete rock, typically minus-1-inch size, is another big seller around here, as it’s used for all the concrete work in the oil fields,” Wallace said.

Wallace says there’s a growing need for crushed aggregate for oil-patch roads and pads, versus the pit-run material conventionally used. Typically the unpaved roads have been built with 8 to 10 inches of pit run placed on a bladed right of way, but now oil companies have found that using crushed, screened aggregates instead of pit run results in longer-lasting roads. “Some oil firms are now requiring crushed material, because it lasts so much longer than the pit run,” Wallace said.

Jones Bros. extracts caliche, a layer of immature limestone that rests beneath a thin veneer of soil. The friable caliche layer ranges from 3 to 6 feet deep to as much as 40 feet deep of good, strong material. The caliche is drilled and shot prior to crushing.

Jones Bros. began using two Kleemann MR 110 ZS EVO crushers in June 2014. “We had so many jobs that our existing equipment wasn’t able to get everything done,” Wallace said. “We tried Kleemann’s competitors, and they did not fare very well. Kevin Taylor, our Kirby-Smith Machinery, Inc. Territory Manager, came up with a good plan, and we got what we needed.”

PAVING

Jones Bros. Crusher Foreman Chris Cisneros (left) meets with Plant Operator Gerardo Coronado at the company’s Church Pit.





At Cooper Pit, one of Jones Bros.' Kleemann MR 110 ZS EVO crushers processes caliche.



The oil-extraction and well-service industries drive much of the demand for crushed aggregate. Here, at Cooper Pit, Jones Bros.' Komatsu PC360LC-10 excavator operates in the shadow of an oil rig.

Mobile crushers can be complex pieces of equipment, and the service provided by Kirby-Smith was a major reason Jones Bros. went with the Kleemanns. "Service was important because we are far removed from larger population centers," Wallace said. "The other distributors weren't able to do what they said they were going to do."

Electric vs. hydraulic drives

Kleemann's electric-driven platform – as opposed to hydraulic drives – was another big

plus for Jones Bros. "We were having a lot of trouble with the hydraulic sides of the other machines," said Crusher Superintendent Danny Vasquez. "The hoses were breaking all the time, and we had leaks everywhere. Because the hoses were a metric design, the hydraulic shops here in town did not have the fittings. We struggled to get parts, so we chose to go with electric-driven machines."

Vasquez has found that electric-driven crushers are more dependable. "Overall, electric is more

Continued . . .

Jones Bros. sees cost savings with electric-driven crushers

... continued

consistent," he said. "We have fewer leaks and hoses, and the system runs more efficiently."

"We're also using less fuel than we did with the hydraulic machines – about 50 to 60 gallons less per day, which saves us nearly \$200 a day per machine," said Crusher Foreman Chris Cisneros. "During an eight- to 10-day run, it adds up to quite a bit of savings."

"Less fuel consumption improves our bottom line substantially, especially in a year's time," Wallace added.

Jones Bros. is pleased with its twin Kleemanns, which operate at the company's Cooper and Church Pits. Both machines produce from 250 to 280 tph, all minus-1-inch aggregate.

In both pits, Jones Bros. feeds the crushers once per minute using a Komatsu PC360LC-10 excavator equipped with a 42-inch bucket. Chunks as large as 40 inches are fed into the crushers. A vibrating prescreen keeps the abundant fines out of the impact crusher itself and combines them into the main feed. "It keeps the units from excessive wear, and it saves fuel as well," Wallace said. "It's a good selling point."

Built-in secondary screen

The "S" in the MR 110 ZS EVO indicates a fully functioning secondary screen that's installed

on the Kleemann's load-out conveyor. "It's great for us because we don't need a secondary screen," Vasquez said. "We have everything in one package, which is a plus. This is the first time we've had this feature."

When the company needs to relocate the crusher within a quarry – for example, when opening a newly blasted shelf – the Jones Bros. staff moves it using the crusher's remote control. "It's very simple and is one of the advantages of these portable crushers," Vasquez said. "Once we're done in one location, we can pick up in another and begin crushing. With a stationary crusher, we were stuck where we were."

The mobile, tracked crushers pose a work-environment benefit as well. "Back in the day, we ran a lot of stationary crushers," Vasquez said. "When the wind kicked in, we were sent home. It could get so bad that the loader operator could not see the crusher. With the tracked crusher, you can reposition it so the wind blows away from the operation, and we can keep things running, which means no downtime."

"The crushers' mobility is a real convenience," Wallace said. "We can move them on a moment's notice. The way the business is out here now, sometimes we have to relocate them extremely quickly." ■

At Church Pit, a Kleemann MR 110 ZS EVO crusher works deposits of caliche for state and local roadbuilding.



A WHOLE NEW LEVEL

Kleemann “interlinked” Mobicat, Mobicone provide outstanding production in a variety of crushing applications

Compact size and a high-performance vibratory feeder with integrated grizzly are keys to the enhanced performance of the new Mobicat MC 100 Ri EVO jaw crusher from Kleemann. When it’s “interlinked” with the new Mobicone MCO 9i EVO or MCO 9i S EVO cone crushers, users attain a whole new level of productivity.

The MC 100 Ri EVO’s feed system, which has a vibrating feeder that’s 7-feet long by nearly 3-feet wide and an integrated, slotted grizzly and screen mesh below, receives product as large as 36 by 20 inches, with a raw-feed capacity of 221 tons per hour.

With the crusher’s leveled transfer, material tilts into the crushing area with no restrictions. Kleemann’s Continuous Feed System manages a more equal loading of the crushing area, in which the conveying frequencies for the feeder trough are adapted independently to the level of the crusher, boosting performance.

Easy transport

Weighing 33 short tons, the MC 100 Ri EVO is very easy to transport, so it’s ideal for rotating from jobsite to jobsite, pit to pit or quarry to quarry, where it excels in processing demolition materials, limestone, granite or basalt. The setup time is extremely short. With the feeding unit integrated

Continued . . .



Kleemann’s Mobicat 100 Ri EVO jaw crusher receives product as large as 36 by 20 inches, with a raw-feed capacity of 221 tons per hour. It’s easy to transport, so it’s ideal for rotating jobsite to jobsite, pit to pit or quarry to quarry, where it excels in processing demolition materials, limestone, granite or basalt.

Kleemann enhances Mobicat MC 100 Ri EVO's performance

... continued

into the chassis, there is no need to fold the hopper walls. The side discharge conveyor, which is available in two lengths, remains on the machine and folds for transport.

The MC 100 Ri EVO is Tier 4 Final emissions-compliant. Its economical,

diesel-electric direct drive is powered by a 208-horsepower Deutz engine, which permits variable crushing volume, depending on the adjustable side-closed side setting. The fully hydraulic crushing-gap adjustment is done via touch panel.

At the same time, the new Mobicone MCO 9i EVO/MCO 9i S EVO mobile cone crushers from Kleemann offer aggregate producers high-productivity secondary or tertiary crushing in fuel-efficient, Tier 4 Final, emissions-compliant machines.

The right tools for the right job

For best results when operating a jaw crusher, users must choose and maintain the correct crushing tools. For the new MC EVO series of jaw crushers, Kleemann offers three jaw profiles.

The RT profile is standard in a new crusher and is balanced in regard to lifetime, energy consumption and crushing pressure. It is designed as a general-purpose jaw profile.

The FT profile is especially powerful in abrasive applications due to the high-wear dimensions. The result is a higher pressure load, which leads to higher energy consumption.

Finally, the ST profile is specifically suited to small gap widths in the range of less than 2.4 inches and reduces the percentage of slab-like material passing through the jaw.

Jaw plates primarily wear at the lower portion, so it is possible to flip the jaws before replacing them, if they are not worn beyond their useful life. Jaw plates are considered worn when the teeth are ground down to the root surface. ■

Matched to the contractor line

These cones are matched to the contractor line MC 100 Ri and MC 110 Ri/MC 110 Zi EVO jaw crushers, and like the jaws, they are easy to transport and set up. Coordination between the primary jaw and the secondary or tertiary jaw is simple with plug-and-play Kleemann interlink technology, in which the jaw controls the flow of materials to keep the cone choke-fed.

The MC 9i EVO/MCO 9i S EVO's 37-inch crusher diameter permits a feed capacity of 287 tons per hour, with a feed size maximum of 8.25 inches. The S-version of the MC 9i EVO provides a discharge conveyor-mounted final classifying screen with an oversized aggregate return conveyor, permitting production of final particle sizes without a stand-alone screen. ■

When a Mobicat MC 100 Ri EVO jaw is "interlinked" with a Kleemann Mobicone MCO 9i EVO or MCO 9i S EVO cone crusher, users attain a whole new level of productivity. The new Mobicone MCO 9i EVO/MCO 9i S EVO mobile cones offer aggregate producers high-productivity secondary or tertiary crushing.



UNBEATABLE TEAM.



Close to
our customers



PASSION

The Wirtgen Group owes its strength to the excellence of its four product brands – Wirtgen, Voegle, Hamm and Kleemann – with their unique wealth of experience.

Put your trust in the Wirtgen Group team.



ROAD AND MINERAL TECHNOLOGIES

www.wirtgenamerica.com



www.kirby-smith.com

OKLAHOMA CITY, OK
6715 W. Reno • (405) 495-7820

TULSA, OK
12321 E. Pine St. • (918) 438-1700

DALLAS, TX
8505 S. Central Expwy • (214) 371-7777

FT. WORTH, TX
1450 NE Loop 820 • (817) 378-0600

ODESSA, TX
7301 E. I-20 • (432) 333-7000

AMARILLO, TX
3922 I-40 East • (806) 373-2826

LUBBOCK, TX
3201 East Slaton Hwy • (806) 745-2112

ABILENE, TX
12035 Interstate 20 W • (325) 692-6334

A ROAD MAP FOR THE LONG HAUL

DOT official says long-term infrastructure funding needed – then lays out plans to get it

U.S. Department of Transportation (DOT) Deputy Secretary Victor Mendez emphasized the need to focus on rebuilding the nation’s infrastructure during an address at the Associated Equipment Distributors annual Summit. The speech touched on proposals put forth by the Obama administration to increase funding for areas such as surface transportation.

Mendez outlined the administration’s GROW AMERICA Act, which would increase surface-transportation infrastructure funding during the next six years, with an investment of nearly a half-trillion dollars. It would be a significant boost compared to the current highway bill, help create jobs and provide significant economic benefits, according to Mendez.

“Maintaining current levels is not good enough,” said Mendez. “We will fall further behind in our infrastructure deficit. The GROW

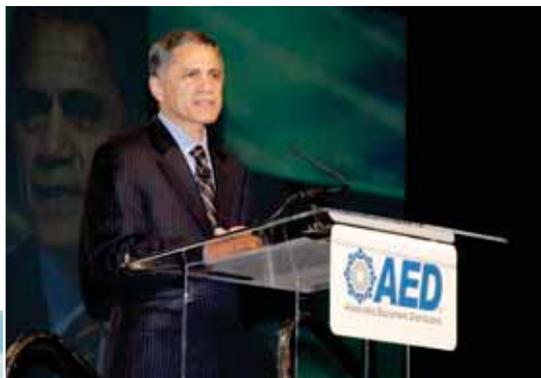
AMERICA Act provides a strong investment for aging highways and bridges across the nation and ensures that they are safe, reliable and well-maintained.”

30-year framework

Mendez also spoke about the department’s initiative, Beyond Traffic: U.S. DOT’s 30-Year Framework for the Future. Beyond Traffic is an invitation to the American public – including users, developers, owners and operators of the transportation network and the policy officials who shape it – to have a frank conversation about the shape, size and condition of that system and how it will meet the needs and goals of our nation for decades to come, according to the DOT’s website.

It’s a draft framework for the future; it’s not prescriptive, the site says. It does not advocate for specific policy solutions. Rather it underscores critical decision points facing the country, by means of data-driven analysis, research, expert opinions and public engagement.

“We must look at all components as part of a larger whole,” said Mendez. “We don’t want to lose sight of the challenges of today. We haven’t invested like we should have. There are a backlog of projects. We have to look ahead too. We need a long-term plan.” ■



The United States Department of Transportation Deputy Secretary Victor Mendez (right) said long-term infrastructure funding, including surface transportation through a new highway bill, is critical.

PAVING



Hit the ground running with LeeBoy/Rosco.



8515C Asphalt Paver

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



Maximizer 3 Asphalt Distributor

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



8616B Asphalt Paver



Tru-Pac 915 Pneumatic Roller



SweepPro Broom

LeeBoy

ROSCO

A LeeBoy Company

Pavers • Graders • Brooms • Asphalt Distributors • Rollers • Patchers
Chip Spreaders • Belt Loaders • Tack Tanks • Maintainers



www.kirby-smith.com

OKLAHOMA CITY • 6715 W. Reno • (405) 495-7820
TULSA • 12321 E. Pine St. • (918) 438-1700
KANSAS CITY • (913) 850-6300 • (877) 851-5729

Scan to watch video



CITY OF DALLAS DEPARTMENT OF STREET SERVICES

Maintaining roads only part of its comprehensive services

CONSTRUCTION



Jerry Ortega,
Assistant Director

The inclement ice storms that hit the Dallas-Fort Worth area, earlier this year, tested the City of Dallas Department of Street Services. It was tasked with spreading sand and salt mix on roads and almost 300 bridges; plowing snow; and providing other services to keep traffic flowing as safely as possible during the harsh winter weather conditions. All indications point to the department passing with flying colors.

While these events stand out, they are only a small fraction of what the Department of Street Services does. Four departments make up the City of Dallas Department of Street Services: transportation, large street repairs, street maintenance and contract/finance administration. Each has its particular responsibilities, but as a whole, the Department of Street Services owns, maintains and operates the city's 11,700 lane miles of roads. It's responsible for pothole repairs, traffic signals, road signs, road striping, storm-water-ways maintenance and significantly more.

The City of Dallas Department of Street Services uses Gradall excavators for various tasks, including street repairs and cleaning ditches.



"We bid out larger street reconstructions, but we still do sizeable projects with in-house city forces," said Jerry Ortega, Assistant Director of the Department of Street Services. "Our larger street repair division replaces failed sections of roadways and street overlays. The maintenance department focuses on imminent dangers, such as large potholes that may have occurred from the freezing and thawing cycle during the winter. We repair potholes as quickly and safely as possible. This year, from early March through mid-April 2015, our crews repaired more than 14,000 potholes."

"Responsible to citizens"

Ortega said the work the department does helps extend the life expectancy of Dallas streets with fiscal responsibility in mind. Premature capital projects are significantly reduced or eliminated. The department works on removal and replacement of curbs and gutters and some sidewalks; damaged guardrail removal and reinstallation; graffiti removal; repairing and cleaning curb inlets; bridge maintenance; and cleaning debris from drainage ditches to keep them flowing freely.

"We're a general-fund department, meaning that all our financial resources come from taxes. We take that very seriously, and at all times, we recognize that every citizen in the city of Dallas is our customer. Fiscal responsibility is of utmost importance to us, so effective and efficient work results must be reliably and daily delivered," said Ortega.

The City of Dallas Department of Street Services does it all with a staff of about 600. For greater efficiency, it sectioned the city into four districts, each with its own facilities and personnel. Other city departments are housed at those locations as well.

“We want to be able to respond to emergency situations quickly and effectively, with as little disruption as possible, and maximize efficiencies in our day-to-day operations. Having the city sectioned into four districts promotes these efficiencies,” said Ortega. “In addition to our daily crews in these four districts, we have a team that works our Central Business District (CBD) overnight. This night team sweeps all streets within the CBD, takes care of pothole repairs as needed, keeps the sidewalks clean and performs other duties as assigned. We are a 24/7 service department.”

Equipment from Kirby-Smith Machinery

The City of Dallas has purchased numerous pieces of equipment from Kirby-Smith Machinery, Inc. Working with Governmental Sales Rep Sol Gieser, it has added Komatsu and Gradall excavators, Vögele pavers, Hamm compactors, hydraulic trailers and other products. The city performs much of its own maintenance, turning to Kirby-Smith as needed for extra help.

“Equipment that’s productive, reliable, efficient and backed by good service from the dealer is essential,” said Ortega. “We appreciate the fuel efficiency of the machinery we get from Kirby-Smith, and our crews like the production and power this equipment provides.”

Kirby-Smith Machinery helped sponsor the city’s recent Equipment Road-eeo, a team-building event that gave employees an opportunity to run equipment in a friendly competition. Kirby-Smith supplied machines and awards.

“During the past few months that I’ve been with the city, I’ve gotten to know Sol and Kirby-Smith well,” said Ortega. “Both are impressive. They do a great job of meeting our equipment needs, from both the sales and service standpoints. The fact that they help with our Equipment Road-eeo by supplying machines and personnel is a real testament to their excellent customer service.”

More miles ahead

Ortega tracks the progress of street improvements as crews work to complete projects across the city. Right now, they’re working on placing asphalt-base overlays on approximately 50 street-lane miles. Additionally,



▶ VIDEO

A City of Dallas Department of Street Services operator removes material with a Komatsu PC138USLC hydraulic excavator before new concrete is poured on a street-repair job.



Kirby-Smith Machinery, Inc. Governmental Sales Rep Sol Gieser (left) meets with City of Dallas Department of Street Services Assistant Director Jerry Ortega. “During the past few months that I’ve been with the city, I’ve gotten to know Sol and Kirby-Smith well,” said Ortega. “Both are impressive. They do a great job of serving our equipment needs, from both the sales and service standpoints.”

more than 480 lane miles will have been repaired by the end of September 2015. Aggregately, more than 530 street-lane miles overall will be repaired by this 2014-2015 fiscal year’s end.

“To ensure the roads are in the best shape possible, they need proper and prompt preventive maintenance and constant attention,” said Ortega. “In a city the size of Dallas, it’s likely the number of lane miles needing overlays will increase as well. We’re working hard to assess the upcoming needs so we are ready to continue offering the best-possible service for our citizens.” ■

Continued . . .



Discover more

Department of Street Services holds Equipment Road-eo

... continued

CONSTRUCTION



▶ VIDEO

Dennis Ware,
Director, City of
Dallas Department
of Street Services



Sol Gieser,
Governmental Sales
Rep, Kirby-Smith
Machinery, Inc.



A participant uses a Komatsu PC88MR to knock down pins during a game of excavator bowling.

The City of Dallas Department of Street Services held its third Equipment Road-eo in March, giving employees a chance to participate in a friendly competition that allowed everyone to operate machinery and earn prizes. This year was the largest Road-eo to date, with eight total events.

“This provides us an opportunity for camaraderie and team building, as well as showing the skill sets of various individuals,” said Dennis Ware, Director of the Department of Street Services. “It also allows us to see what new equipment is out there in the industry.”

Events included excavator golf and bowling, where participants used Komatsu PC88MRs to knock over pins and put a tennis ball in a hole recessed into a dirt mound. Gehl V270s were employed for skid-steer basketball and an obstacle course. Other competitors fished with Gradall XL 4100s and ran Hamm HD 13 rollers through a course where they had to avoid hitting traffic cones.



Fishing with a Gradall XL 4100 excavator was a popular event where participants had to put a steel rod into pipe.



Running a Hamm HD 13 roller through a course without hitting traffic cones proved a tough challenge for many.

manufacturer representatives from Gehl, Komatsu and Gradall, were on hand to help train participants to use the machinery.

Kirby-Smith Machinery, Inc. supplied equipment and awards, and Gehl helped furnish shirts. Winners were determined based on the amount of time required to complete the events. Awards were given for individual events, and the overall grand-champion award went to Gilberto Cruz.

“We appreciate the City of Dallas and this is a great way for us to show that,” said Kirby-Smith Machinery, Inc. Governmental Sales Rep Sol Gieser. “It takes a lot of people and effort to make it work, but we are happy to be a part of it.”

“Kirby-Smith has been a great partner to the City of Dallas Department of Street Services, and that partnership has spanned a number of years now,” said Ware. “We’re fortunate to have them coordinate with us again on this event. Kirby-Smith has great products and good service after the sale.” ■



Kirby-Smith Machinery, Inc. Governmental Sales Rep Sol Gieser (second from left), along with staff from the City of Dallas Department of Street Services, handed out awards to competition winners, including Grand Champion Gilberto Cruz (center).



The object of excavator golf is putting a tennis ball in a hole recessed into a dirt mound.



Participants used Gehl V270 skid steers to play basketball (left) and complete an obstacle course (above).

▶ VIDEO

intelligent
MACHINE CONTROL

PC210LCi-10

INTRODUCING THE FIRST AUTOMATED EXCAVATOR

- Auto stop improves speed and cycle times
- Auto grade assist allows precision tracking
- Depth protection prevents over-digging
- Easy touch screen controls



I AM KOMATSU

JASON ANETSBERGER / KOMATSU ENGINEER

How do you improve both excavating efficiency and precision? Managing advanced sensor types and hydraulic control logic to make life easier, the operator is automatically limited from digging below grade and assisted in quickly pulling a precise surface. Intelligent Machine Control is factory installed and engineer integrated. And that's why I AM KOMATSU.

MADE WITH PASSION AND PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2015 Komatsu America Corp. All Rights Reserved

005

IMPROVED PERFORMANCE

Enhancements give PC360LC-11, PC390LC-11 increased performance and lower per-ton costs

Building on the success of the previous models, Komatsu has designed its new PC360LC-11 and PC390LC-11 excavators to increase production. These Tier 4 Final versions have 257-horsepower, environmentally friendly engines that provide high levels of performance, while reducing operating costs and improving fuel efficiency.

Komatsu enhanced the new excavators' Power mode with improved hydraulic-control logic, resulting in better performance, according to Kurt Moncini, Komatsu Product Manager, Excavators. Power is one of six working modes that allow operators to match the machine performance to the application.

"The enhanced Power mode combines flow from both pumps and has an improved engine

power match to the hydraulics when digging," said Moncini. "That creates better cycle times and digging performance and lowers per-ton costs. During testing, we saw up to 4-percent improved performance, although, it would not surprise us to see even greater performance with experienced operators."

Additional new features include an Operator Identification System, which reports key information for different operators, applications or job locations, and the Auto Idle Shutdown function that helps reduce idle time, as well as operating costs. Both features can be tracked through the latest KOMTRAX technology,



Kurt Moncini,
Komatsu Product
Manager,
Excavators

Continued . . .

Quick Specs on the PC360LC-11 and PC390LC-11

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC360LC-11	257 hp	78,645-80,547 lbs.	.82-2.56 cu. yds.
PC390LC-11	257 hp	87,388-89,248 lbs.	.89-2.91 cu. yds.

Komatsu's new excavators feature an enhanced Power mode with improved hydraulic-control logic, resulting in better performance.



Operator comforts and technology upgrades built into cab

... continued

CONSTRUCTION

which provides essential data, such as fuel and diesel-exhaust fluid levels, operating hours, location, cautions and maintenance alerts.

"Snappy response"

The excavators maintain the horsepower of their predecessors, with a less-than-1-percent increase in operating weight. The PC390LC-11 continues to feature a one-class-size-larger undercarriage with heavy-duty components, which gives it high lift capacity and lateral stability. The larger undercarriage has a 6-percent-wider track gauge and offers up to 18-percent-greater over-the-side lift capacity than the PC360LC-11.

"The PC360LC-11 is a good fit, right in between a utility-size machine and bigger excavators," said Moncini. "It's great for site development, trenching, pipeline and general construction applications. It's easy to transport and provides high performance.

"When a company needs extra lift capacity, that's where the PC390LC-11 comes in," he added. "Even though we didn't change the

The new PC390LC-11 continues to feature a one-class-size-larger undercarriage with heavy-duty components, which gives it high lift capacity and lateral stability. The larger undercarriage has a 6-percent-wider track gauge and offers up to 18-percent-greater over-the-side lift capacity than the PC360LC-11.

horsepower, we're seeing a better response from this model. During testing, users described it as 'snappy' and were extremely pleased with the increased production they were getting."

Large, comfortable cab

Both models feature a large, comfortable cab specifically designed for hydraulic excavators. It is both ROPS and OPG Level 1 certified and gains strength from a reinforced box-structure framework. The cab is mounted on viscous isolation dampers, which provide low vibration levels. A standard, heated, air-suspension high-back seat with fully adjustable armrests provides improved comfort. In addition to a standard AM/FM stereo, an auxiliary input for connecting external devices is provided to play music through the cab's speakers. Additionally, both models feature two 12-volt power ports, and optional joysticks are available with proportional controls for attachment operation.

For global support, the high-resolution, 7-inch LCD color monitor has enhanced capabilities and displays information in 33 languages. The monitor panel provides information on DEF level, eco guidance, operational records, fuel-consumption history and utilization. A new display interface combines vehicle information with a wide landscape view from the standard rearview camera, so the operator can easily view the working area directly behind the machine.

The new excavators are equipped with the exclusive Komatsu EMMS (Equipment Management Monitoring System). The system has diagnostic features to give operators and technicians greater monitoring and troubleshooting capabilities for preventive maintenance, which minimizes diagnostic and repair time.

"Komatsu covers routine scheduled service complimentary through our Komatsu CARE program for the first three years or 2,000 hours," said Moncini. "The PC360LC and PC390LC have been among our most popular models for many years due to their productivity and efficiency, and these new models build on the foundation of their predecessors." ■



ESCO AND KIRBY-SMITH MACHINERY, INC.

An Unbeatable Combination of
Performance and Service



ESCO excavator buckets are trusted for productivity and reliability. Precision engineered, our buckets feature the ESCO Ultralok® tooth system with its integrated hammerless lock that offers safe and easier tooth replacement.

These features combined with premium materials and skilled fabrication; deliver one of the most durable, high performance buckets available.

Ultralok Tooth System



HDP Bucket



XDP Bucket



Contact Kirby-Smith Machinery, Inc. for expert guidance and service to meet your excavating needs.

Abilene 877-577-5729

Amarillo 800-283-1247

Dallas 800-753-1247

Ft. Worth 877-851-9977

Lubbock 866-289-6087

Odessa 877-794-1800

Oklahoma City 800-375-3339

Tulsa 800-375-3733



KOMATSU **FINANCIAL**

IT'S A BRAND NEW GAME!

NOW UNTIL MARCH 31ST, 2016

0% FOR 15 MONTHS **PARTS & SERVICE FINANCING**

- No Payments for 90 Days
- All Komatsu Machines
- Preventive Maintenance Contracts
- Advantage Coverage Contracts
- Work Orders Including Labor
- Parts Purchases – New and Reman
- Max=\$50,000, Min=\$7,500
- Program Expires 3/31/16

**CONTACT YOUR LOCAL
KOMATSU DISTRIBUTOR FOR MORE DETAILS!**

Subject to Program Terms and Conditions.

DON'T JUST SIT ON THE SIDELINES, GET IN THE GAME!

Oklahoma
Oklahoma City
405-495-7820
405-787-5973

Tulsa
918-438-1700
918-437-7065

Texas
Dallas
214-371-7777
214-375-7903

Odessa
432-333-7000
432-333-7010

Lubbock
806-745-2112
806-745-2102

Amarillo
806-373-2826
806-373-4841

Abilene
325-692-6334
325-963-4035

Ft. Worth
817-378-0600
817-378-0080



STRONG CHOICES

Komatsu introduces new *intelligent* Machine Control, Tier 4 Final version of popular D65 dozer

Komatsu continues to lead by example in dozer automation and integration with its new D65PXi-18. Like the other members of the integrated machine-control family, the new dozer offers automatic blade control from rough-cut to finish grade.

The D65PXi-18 is an *intelligent* Machine Control (iMC) dozer with factory-integrated machine-control system components, which eliminate the need for traditional blade-mounted masts and cables. A Global Navigation Satellite System antenna is

mounted on top of the cab. Additional components include robust, stroke-sensing hydraulic cylinders, an enhanced inertial measurement unit and a touch-screen display mounted inside the cab.

A stroke-sensing angle cylinder measures the actual angle of the blade for high-precision grading accuracy on a cross-slope, whether the blade is angled or not. The dozers are significantly more efficient compared to

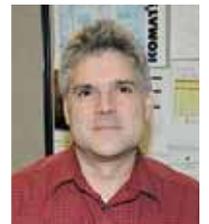
Continued . . .

Quick Specs on the Komatsu D65i-18 and D65-18 Dozers			
Model	Net Horsepower	Operating Weight	Blade Capacity
D65EXi-18	217 hp	45,780 lbs.	7.3 cu. yds.*
D65PXi-18	217 hp	50,420 lbs.	5.8 cu. yds.**
D65EX-18	217 hp	45,628 lbs.	7.34 cu. yds.*
D65WX-18	217 hp	48,760 lbs.	7.72 cu. yds.*
D65PX-18	217 hp	51,960 lbs.	5.78 cu. yds.**

* With standard SIGMADOZER blade
 ** With standard PAT blade



Jason Anetsberger,
 Komatsu Product
 Manager, Intelligent
 Machine Control



Chuck Murawski,
 Komatsu Product
 Manager, Dozers



Discover more

Komatsu's new D65PXi-18 *intelligent* Machine Control dozer features automatic blade control from rough-cut to finish grade. Operators can also adjust the blade-load settings to match actual material conditions for added efficiency.

CONSTRUCTION

The new D65s reduce fuel consumption, increase productivity

... continued

CONSTRUCTION

conventional aftermarket machine-control systems, depending on operation and conditions.

“The system senses excess blade load during rough-cut and automatically raises the blade to minimize track slip, as needed, and to maintain momentum,” said Jason Anetsberger, Komatsu Product Manager, Intelligent Machine Control. “It also automatically lowers the blade to push as much material as possible until the grade is reached, thereby maximizing production in all situations.”

Selectable dozing modes

Operators can select different dozing modes, which tailor the system response to the machine operation and optimize performance. Operators can also adjust the blade-load settings to match material conditions for added efficiency.

“As with all of our *intelligent* Machine Control dozers, the D65PXi-18 produces results that lower owning and operating costs associated with traditional blade-mounted sensors and makes the next generation of machine operators more productive and efficient,” said Anetsberger.

New Tier 4 Final D65-18 dozers have more powerful engines, and the D65EXi-18, D65EX-18 and D65WX-18 dozers are equipped with a patented Komatsu SIGMADOZER blade that provides large-capacity dozing of 7.3, 7.34 and 7.72 cubic yards, respectively.

▶ VIDEO



New, more powerful engine

The iMC dozers were one of many machines to receive an upgrade. All Komatsu D65PXi-18 dozers, whether iMC or not, feature a stronger, 217-horsepower engine that delivers high performance and low fuel usage and operating costs.

The all-new D65-18 also has an automatic transmission with lockup torque converter, which lowers fuel consumption and raises powertrain efficiency. The lockup mechanics of the torque converter automatically transfer engine power directly to the transmission, reducing fuel consumption by as much as 10 percent. Operators can easily choose from two gearshift modes, Automatic and Manual, to fit the appropriate application: Auto for general dozing and Manual for dozing and ripping in rough ground.

Patented SIGMADOZER blade

The D65-18 SIGMADOZER blade increases soil capture and limits spillage by rolling material to the center of the blade. It also reduces digging resistance, producing smoother material flow; more dozed soil with less power; and up to 15-percent-more productivity, compared to conventional Semi-U blades.

“The D65-18s are great, all-around machines,” said Chuck Murawski, Komatsu Product Manager, Dozers. “They remain among the most popular in their size class because they offer excellent production for large dozing jobs but are small enough for finish grading on most jobsites. They manage to burn less fuel, while being more productive than their predecessors.”

The D65-18 dozers come standard with Komatsu’s new Operator Identification System, which reports key information for multiple operators, and the new Auto Idle Shutdown function that helps reduce idle time and operating costs. The new dozers have the latest version of KOMTRAX, providing data on fuel and DEF levels, operating hours, locations, cautions and other vital information. The machines are also covered by the pioneering Komatsu CARE maintenance and service program. ■



TEN TIMES more lifts. HALF the man hours.

Work faster, safer, smarter with Vacuworx Lifting Systems.

For over 15 years Vacuworx has been manufacturing the safest, most efficient lifting equipment for heavy-duty pipe, plate, slab, concrete barriers, and HDD drill stem.

- Full inventory available for immediate purchase or rental.
- Quick-coupler available for attachment versatility.
- Faster load and unload cycles means less downtime for your workers.
- Parts, service, and technical support available 24/7 365 days a year.



Oklahoma City, OK • 405.495.7820
Tulsa, OK • 918.438.1700
Dallas, TX • 214.371.7777
Ft. Worth, TX • 817.378.0600

Abilene, TX • 325.692.6334
Odessa, TX • 432.333.7000
Lubbock, TX • 806.745.2112
Amarillo, TX • 806.373.2826

www.kirby-smith.com



Solesbee's[®]

Equipment & Attachments LLC



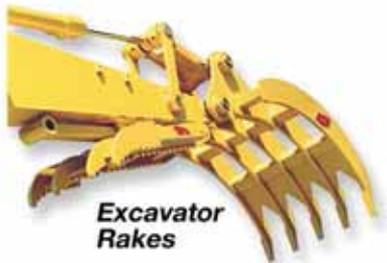
Hydraulic
Excavator
Thumbs



Excavator Grapples



Excavator
Thumbs



Excavator
Rakes



Excavator
Wood
Shears



Excavator
Demolition
Grapples



Stump
Pullers



Loader Rakes
with
Top Clamp



Skid Steer
Bucket Grapples

Skid Steer
Brush Cutters



Skid Steer
Buckets



Skid Steer
Grapple Rakes



Skid Steer
Forks

All attachments available for on time delivery!

770-949-9231

800-419-8090

www.solesbees.com

INCREASED DOZING CAPACITY

New D85-18 features SIGMADOZER blade that ups production by as much as 15 percent

If you use large construction and/or small mining dozers, chances are high that production is your main goal. Komatsu's new Tier 4 Final D85-18 dozers provide that, with the added advantages of greater efficiency and lower fuel consumption, even though operating weight increased by nearly 10 percent, compared to the previous, Dash-15 models.

The D85-18 is now equipped with a 9.4-cubic-yard, high-capacity Komatsu SIGMADOZER blade with power pitch. This improves performance and increases productivity by up to 15 percent, compared to a conventional Semi-U blade. The SIGMADOZER blade's unique frontal design rolls material to the center of the blade and increases soil-holding capacity. Digging resistance is reduced for a smoother flow of material, so larger amounts of soil can be dozed with less power.

"The protruding edge of the SIGMADOZER resembles a spade-nose shovel, whereas the straight cutting edge of a conventional Semi-U blade resembles a flat shovel," explained Chuck Murawski, Komatsu Product Manager, Dozers. "The SIGMADOZER works similar to a spade-nose shovel, because it is easier to push through the soil and requires less energy."

The Dash-18 D85 features a new automatic transmission that reduces fuel consumption by up to 5 percent, compared to previous models, and offers greater power-train efficiency. Two gearshift modes – Automatic and Manual – can be easily selected to fit the application: Automatic for all general dozing and Manual for dozing and ripping rough ground. For added efficiency, operators can choose E mode for all general dozing, leveling and spreading. E mode provides adequate speed and power, while saving up to 10-percent fuel usage.

Large, quiet ROPS cab

The large, quiet cab is more comfortable, allowing operators to concentrate on the work at

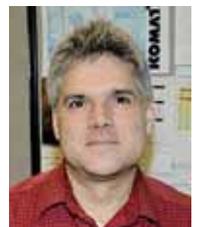
hand for increased productivity. It has a high-capacity, air-suspension seat with standard heat, and its mounts reduce shock and vibration, even in adverse conditions. A new, 7-inch, high-resolution color monitor has pull-down menus that enable quick operational adjustments and enhanced service diagnostics capabilities. A new rearview monitoring system can be set to synchronize with reverse operation, and the integrated ROPS cab improves visibility.

"Of course, as with all Tier 4 models, Komatsu covers the scheduled maintenance for the first three years or 2,000 hours through our Komatsu CARE program," said Murawski. "We believe this is the most efficient and productive dozer in its class size, and we're sure that users will feel the same. It will push mass quantities of material, and we encourage anyone needing a large construction/small mining dozer to try one and see the advantages for themselves." ■

**D85EX-18 with SIGMADOZER blade, D85PX-18 with straight-tilt blade*

Quick Specs on the Komatsu D85-18 dozer			
Model	Horsepower	Operating Weight	Blade Capacity*
D85EX-18	264 hp	68,165 lbs.	9.4 cu. yds.
D85PX-18	264 hp	63,800 lbs.	7.7 cu. yds.

Komatsu's new D85-18 dozer features an automatic transmission that provides greater power-train efficiency and lowers fuel consumption. It also has Komatsu's patented SIGMADOZER blade, which will carry up to 15-percent-more material than an equivalent-size Semi-U blade.



Chuck Murawski,
Komatsu Product
Manager, Dozers



"The Crane Authority"

RT Lease Program

2007 Grove RT530E EQ8565, 4,151 Original Hours, Sell Price: \$195,000

	FMV Payment	Hours/ Yr	
18 month	\$5,812.17	1500	
18 month	\$6,082.00	2000	
18 month	\$6,352.00	2500	
24 month	\$4,494.31	1500	
24 month	\$4,694.59	2000	
24 month	\$4,894.83	2500	

2006 Grove RT650E EQ7237, 4,450 Original Hours, Sell Price: \$260,000

	FMV Payment	Hours/ Yr	
18 month	\$8,181.72	1500	
18 month	\$8,250.06	2000	
18 month	\$8,828.41	2500	
24 month	\$6,312.98	1500	
24 month	\$6,563.96	2000	
24 month	\$6,814.33	2500	

2006 Grove RT650E EQ7291, 7,036 Original Hours, Sell Price: \$242,900

	FMV Payment	Hours/ Yr	
18 month	\$7,323.87	1500	
18 month	\$7,655.96	2000	
18 month	\$7,988.01	2500	
24 month	\$5,660.60	1500	
24 month	\$5,906.94	2000	
24 month	\$6,153.24	2500	

Rates quoted do not include taxes or a \$350 document fee. We will need a complete credit application and the last three years' financials, along with an internal year-to-date statement for the credit process. Subject to credit approval at the sole discretion of Manitowoc Finance, proper execution of documentation and insurance coverage acceptable to Manitowoc Finance. This proposal is valid until **May 30, 2015**. "Rates are subject to change without notice." These payments are for discussion purposes only and should not be construed as a commitment from Manitowoc Finance.

Contact Rick Nielsen or Ben Graham for details and pricing: 800-375-3339 or www.kirby-smith.com



Grove • Manitowoc • National Crane • Potain



Oklahoma City • Tulsa • Dallas • Fort Worth • Abilene • Amarillo • Odessa • Lubbock • Kansas City • St. Louis

Structure. Support. Strength.

Don't just take our word for it...

"I don't get anything less than maximum **performance** from my Paladin attachments."
Eric J., Snow Removal Contractor

"My Paladin attachment allows me to gain **versatility** on the jobsite and enhance my machine's capability."
John B., Construction Contractor

"Paladin attachments have the **durability** and performance I can always count on."
Jim W., Construction Contractor

"When relying on **cost** effective solutions, Paladin attachments are my solution."
Steve H., Landscaping Contractor



PALADIN
POWERFUL ATTACHMENT TOOLS

The Power of Combined Excellence™

BRADCO EP CUSTOMWORKS CUIS FFC HARLEY JEWELL J:B NODIAK McMILLEN SWEEPSTER



Connect with Paladin:



www.paladinattachments.com



BEST-IN-CLASS

Grove's new all-terrain GMK5250L provides strongest reach, load chart of any five-axle crane

Want the best-in-class 300-ton all-terrain crane? You will get it with Grove's new GMK5250L, which has the strongest reach and load chart of any five-axle crane. The "L" designation indicates it is a long-boom, all-terrain crane, offering an impressive 230 feet of main boom that allows users more reach vertically and horizontally than any crane in its class.

The GMK5250L also provides class-leading maneuverability and driver comfort, which it delivers thanks to its VIAB turbo clutch and integrated retarder – the first-ever mobile crane to feature the system. The VIAB turbo clutch module eliminates both fluid overheating and clutch burning, while enabling wear-free starting and braking. It contributes to fuel savings of approximately 30 percent compared to its predecessor, the GMK5220.

"The GMK5250L is a nice addition to the Grove lineup," said Ben Graham, Kirby-Smith Machinery, Inc. Vice President and Crane Division Manager. "It fits nicely into most crane users' operations, whether they are in the energy or commercial and industrial sectors or the hourly crane-rental market."

Boosting overall reach is a 70-foot hydraulic swing-away jib, which can be extended with a 26-foot boom extension, two 26-foot jib inserts, or a combination of both for a total possible jib length of 121 feet. For optimum usage, the full jib can also be operated while the crane is working with its full boom length extended, and users have the ability to increase offset up to 50 degrees compared to the typical 40 degrees on other Grove cranes in its class. An optional integrated heavy-duty jib is available.

"This new Grove crane is packed with innovations that we will be extending to other

new cranes, adding them as standard and giving customers even more value," said Jens Ennen, Senior Vice President, All-Terrain and Truck Cranes at Manitowoc. "Our design features, which first raised the bar in all-terrain innovation, are now becoming standard. We continue to work with the latest technology, and this will keep us at the forefront of mobile-crane efficiency and design."

Designed for efficiency

The Grove GMK5250L is designed for efficiency, giving users a highly versatile crane, packed with the latest innovations. Operators will feel at home in the new superstructure cab, with its Crane Control System (CCS) and the new Boom Configurator Mode. The standardized CCS is a user-friendly interface that Manitowoc is featuring on all new all-terrain crane models, as well as crawler cranes,

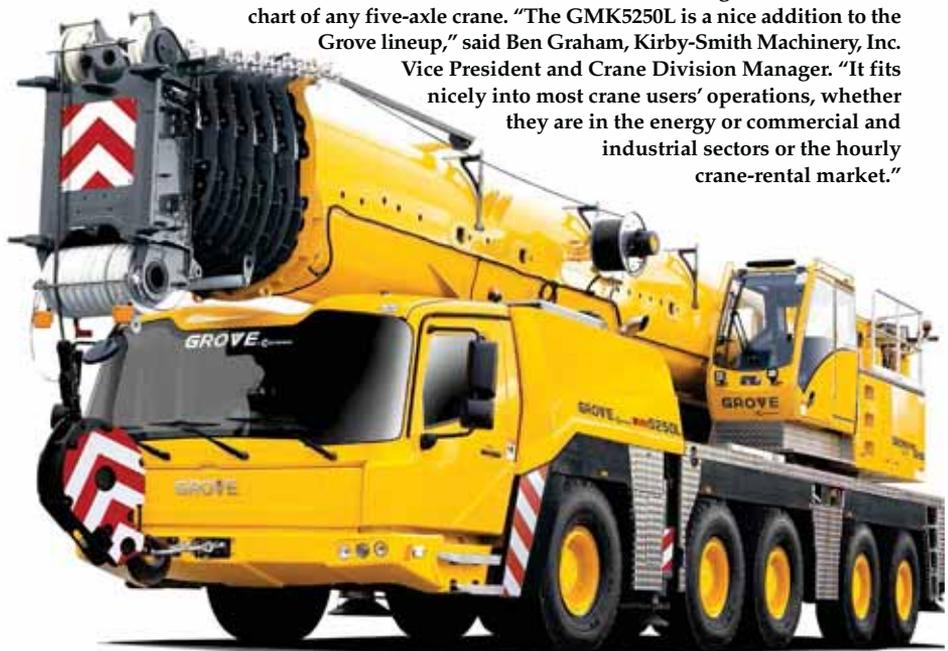


Ben Graham,
Kirby-Smith
Machinery Vice
President & Crane
Division Manager

CRANES

Continued . . .

Grove's new all-terrain 300-ton GMK5250L has the strongest reach and load chart of any five-axle crane. "The GMK5250L is a nice addition to the Grove lineup," said Ben Graham, Kirby-Smith Machinery, Inc. Vice President and Crane Division Manager. "It fits nicely into most crane users' operations, whether they are in the energy or commercial and industrial sectors or the hourly crane-rental market."



The highly versatile GMK5250L is suited for jobsites worldwide

... continued

rough-terrain cranes, truck cranes and tower cranes. The CCS components and operating software have been specifically designed, developed and tested by Manitowoc Engineering and Innovations teams worldwide to ensure the highest reliability standards. The cab also features a new ergonomic job dial and new joysticks.

The highly intuitive Boom Configurator Mode makes it quick and easy to select the optimum boom position for a specific lift. The operator inputs the lift parameters – radius, load and distance to be moved – and the system calculates the best boom configuration. Once the operator selects the preferred option, the boom automatically extends to the required length.

The GMK5250L is powered by a single engine – a concept pioneered by Grove on its highly

successful Grove GMK6400. On the GMK5250L, the engine is a six-cylinder, 520-horsepower Tier 4 Final that drives the carrier and powers the superstructure. It's managed by one simple and reliable angular gear box. The single engine means lower fuel consumption during operation, reduced overall weight and less maintenance, making it more economical than other cranes.

Excellent roadability

With its 12-tons per axle configuration and dimensions suited to global roading requirements, the compact GMK5250L offers excellent roadability. Compared to the GMK5220, the gross vehicle weight has been reduced to give customers more transportation options, including the ability to carry more equipment on the crane. Special attention was given to the appropriate axle group spacing and specifically the fact that this exceeds 8 feet – a strict requirement for roading mobile cranes in North America.

Once on the jobsite, the crane can be moved with its full counterweight of 80 tons, which saves valuable time that would otherwise be spent installing or removing counterweight sections. Additionally, some of the counterweight slabs are interchangeable with those of the GMK6300L, optimizing logistics and reducing transport costs. An optional self-rigging auxiliary hoist is available, which eliminates the need for an assist crane during on-site rigging.

Grove's patented Megatrak independent suspension and all-wheel steering system enables the optimum amount of counterweight to be carried. The new crane also includes Grove's MMI (Man Made Interface), which allows the suspension to be controlled even while in a locked position.

"Customers' return on investment has been the key driver as we developed this ground-breaking machine," said Ennen. "To create a highly versatile crane that is suited to jobsites around the world, it was important for us to focus on specifications and load charts. Customers can expect high utilization rates with this crane too, as we anticipate excellent reliability. We expect the GMK5250L to continue the success of other recent Grove introductions, such as the GMK6300L, which is one of the most popular Grove all-terrain cranes of all time." ■

The "L" designation of Grove's new GMK5250L indicates it is a long-boom, all-terrain crane, offering an impressive 230 feet of main boom that allows users more reach vertically and horizontally than any crane in its class (300 tons).

CRANES



COMPLETE **VERSATILITY**

**“Maximize
your
potential”**



The *MRT Series* Rotating Telescopic Handlers combine practicality and precision with their impressive lift heights, optimal visibility, industry-leading stabilization, intuitive systems and 3-in-1 capabilities with telehandler, platform and winch modes.

LIFT CAPACITY

Lift capacity up to 11,000 lbs (5000 kg) on the MRT 2150 Privilege Plus.

SPEED MEMORY

Store up to 4 speed parameters with hydraulic function speed memory.

INDUSTRY LEADING

Industry leading **E-RECO** attachment recognition system with adaptive load charts.



www.kirby-smith.com

Oklahoma City, OK

6715 W Reno
405.495.7820

Tulsa, OK

12321 E Pine St
918.438.1700

Abilene, TX
12035 Interstate 20 W
325.692.6334

Amarillo, TX

3922 I-40 E
806.373.2826

Dallas, TX

8505 S Central Expy
214.371.7777

Ft. Worth, TX
1450 NE Loop 820
817.378.0600

Lubbock, TX

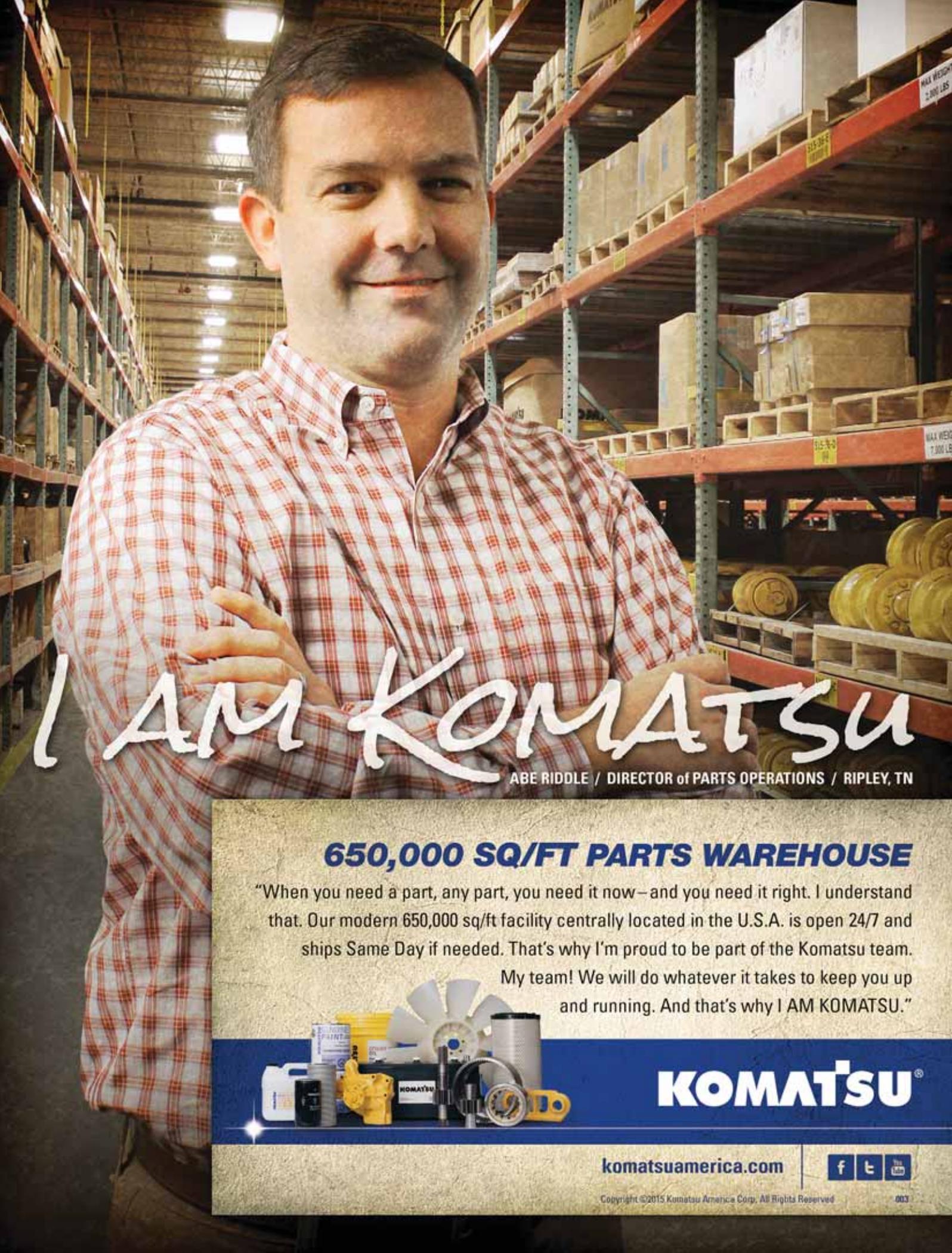
3201 East Slaton Hwy.
806.745.2112

Odessa, TX

7301 E. I-20
432-333-7000



manitou.com



I AM KOMATSU

ABE RIDDLE / DIRECTOR of PARTS OPERATIONS / RIPLEY, TN

650,000 SQ/FT PARTS WAREHOUSE

"When you need a part, any part, you need it now – and you need it right. I understand that. Our modern 650,000 sq/ft facility centrally located in the U.S.A. is open 24/7 and ships Same Day if needed. That's why I'm proud to be part of the Komatsu team.

My team! We will do whatever it takes to keep you up and running. And that's why I AM KOMATSU."



KOMATSU®

komatsuamerica.com



Copyright ©2015 Komatsu America Corp. All Rights Reserved

003

A DECADE OF KOMTRAX

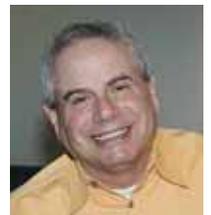
Komatsu's remote monitoring system evolves into useful tool for lowering O&O costs

The past decade saw huge advancements in machine technology. One prominent area is remote machine monitoring, and Komatsu led the way with its KOMTRAX system, which was designed for users to track equipment performance and plan for maintenance needs. It is also used as a teaching tool to make operators more productive and efficient.

"The initiative behind KOMTRAX was driven by Komatsu's senior management, and many give the company's legendary former CEO Masahiro "Shank" Sakane credit for the vision," said Ken Calvert, Komatsu

Director, KOMTRAX. "KOMTRAX fits with the 'Komatsu Way,' which is our philosophy of core values that feature seven guiding principles. For instance, one is commitment to quality and reliability. Our design and quality engineers all use KOMTRAX to make sure that Komatsu equipment works well and performs as intended. Another principle is to be customer oriented. KOMTRAX helps customers improve their operations through jobsite efficiencies and lower owning and operating costs."

Continued . . .



Ken Calvert,
Komatsu Director,
KOMTRAX



Rizwan Mirza,
Komatsu Manager,
KOMTRAX



Discover more

KOMTRAX on Tier 4 machines includes information such as diesel particulate filter levels, idle time and other pertinent information to help reduce owning and operating costs.

KOMTRAX improves to benefit customers' bottom lines

... continued

What users are saying about KOMTRAX

"It allows us to locate a piece of equipment from the office and see vital information, such as hours and idle time. It's a valuable tool."

*Jerry Morgan,
President,
Kart Construction*

"We often work in remote locations, so I can't always be on site. KOMTRAX allows me to see a machine's location, hours, idle time and other necessary information. It helps me be a better manager. I wouldn't have a machine without it."

*Steve McNew,
Vice President,
DKM Enterprises*

"It's a great tool that allows me to see fuel usage and if someone is idling excessively. I also like that Komatsu tracks the machines and alerts me to error codes."

*Andy Fornea,
Owner, A.S. Fornea
Construction*

Komatsu first introduced KOMTRAX as an option that buyers could have installed on their Komatsu equipment. The first generation provided three basic pieces of information – machine location, service meter readings and daily hours of operation.

Within a short time, Komatsu made KOMTRAX standard on almost all new machines, and added even more valuable information, such as cautions; error codes; load frequencies; maintenance notifications; average hourly fuel consumption; fuel level and water temperature readings; geofencing; engine lock for theft prevention; and monthly and annual reports.

Several means of accessing info

Calvert said that the technology used to meet emissions regulations led to even further changes. Tier 4 Interim machines allowed users to monitor the diesel particulate filter's performance. With Tier 4 Final, KOMTRAX provided information on diesel exhaust fluid consumption. The latest iteration, KOMTRAX 5.0, allows users to track idle time and other pertinent information related to owning and operating costs, such as travel hours and distance, working modes and cycle times.



Customers can now access information from smartphones and other mobile devices, which was not available in earlier versions. In its latest iteration, KOMTRAX 5.0, users can track idle time and other pertinent information related to owning and operating costs, such as travel hours and distance, working modes and cycle times. The KOMTRAX team continues to look for improvements to benefit its customers' bottom lines.

Users can access information in a variety of ways from a secure website. Office and home computers, tablets and smartphones can all be used to view specific, detailed information.

"Construction has always been a highly mobile field, and the KOMTRAX Mobile app plays right into that," said Rizwan Mirza, Komatsu Manager, KOMTRAX. "Similar to traditional KOMTRAX, users can find information through the app that helps them make decisions to potentially reduce their owning and operating costs, without being tied to an office or a laptop. Many equipment users now carry a mobile device, so we evolved KOMTRAX to the mobile world."

Proven to work

As always, the evolution will continue. Today's KOMTRAX is much more comprehensive than its first version, and Calvert and the KOMTRAX team continually look for improvements that will benefit their customers' bottom lines. The system is on hundreds of thousands of machines worldwide, all of which Komatsu can track for critical information to help companies see trends, plan inventories, contact customers with information, such as error codes, and more.

"KOMTRAX remains popular because it has proven that it works," said Calvert. "The system is robust, accurate and provides valuable information. It drives decisions and business practices, especially after the Great Recession, when everyone started looking more closely at their operations and balance sheets. A system such as KOMTRAX offers greater information on utilization and proper machine deployment, and it helps owners identify training and coaching opportunities for maintenance staff and operators.

"All forward-thinking business leaders realize that leveraging information from systems such as KOMTRAX will be key to remaining competitive, whether it's an equipment manufacturer using KOMTRAX to track machines for maintenance issues or machine owners who know KOMTRAX will help them get their work done on time, on spec and under cost." ■

Introducing the Broce MK1 Transfer Sweeper



The first and only sweeper of its kind designed specifically for heavy-duty pickup behind milling machines and for chip-seal applications

Broce Broom

For more information about the new Broce MK1 Transfer Sweeper, contact:



www.kirby-smith.com

OKLAHOMA CITY

6715 W. Reno
(405) 495-7820

DALLAS, TX

8505 S Central Expy
(214) 371-7777

TULSA

12321 E. Pine St.
(918) 438-1700

FT. WORTH, TX

1450 NE Loop 820
(817) 378-0600

Kirby-Smith Machinery Inc.

Your local source for Atlas Copco Construction Equipment



TEXAS

Abilene	(877) 577-5729
Amarillo	(800) 283-1247
Dallas	(800) 753-1247
Ft Worth	(877) 851-9977
Lubbock	(866) 289-6087
Odessa	(877) 794-1800

OKLAHOMA

Oklahoma City	(800) 375-3339
Tulsa	(800) 375-3733

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

Atlas Copco portable air compressors are reliable and high performance, with a long lifetime, low operating costs, and high resale value. Capacities are from 70 to 2250 cfm and pressure from 100 to 350 psi.

Atlas Copco generators are designed to perform, built to last, increasing up-time and reducing cost of ownership. Power range available from 30 to 280 kW.

Adding these to the line of handheld breakers, both pneumatic and hydraulic, means that we can offer you a productive choice for your most demanding jobs.

Sustainable Productivity

Atlas Copco

MEETING, EXCEEDING EXPECTATIONS

General Manager Bruce Nelson says Komatsu's CMO is dedicated to high-quality products delivered quickly

QUESTION: What products are produced at the Chattanooga Manufacturing Operation (CMO)?

ANSWER: We currently produce six sizes of hydraulic excavators, ranging from the PC210LC-11 to the PC490LC-11. These models are primarily sold in North America, but we also export one model to Latin America and South America. In addition, we produce three sizes of forestry excavators, from a PC210LL-10 to a PC390LL-10, and four sizes of forestry tracked harvesters and tracked feller bunchers, from the XT430-3 to the XT460-3. We are the only Komatsu plant in the world that builds specialized forestry track machines, and we ship them all over the globe.

QUESTION: Why should a customer buy a machine produced at CMO?

ANSWER: The hydraulic excavators we build at CMO are also built in several other Komatsu factories around the world, in order to better serve local markets. Each factory uses the same parts, designs and quality standards, so users should not be able to tell the difference between an excavator built in a plant in Japan or the United Kingdom versus one built at CMO. In addition to high quality, CMO's mission is quick delivery with whatever options a customer may need. Our staff works regularly with distributors and customers to ensure we meet or exceed their expectations. Being a part of the North American market means we can offer options on our machines that are not normally found in other parts of the world. For example, we offer pipeline spec hydraulic excavators with single grouser tracks and severe-duty revolving-frame undercovers.

QUESTION: How do you prepare for new models, such as the Tier 4 Final products?

ANSWER: We start planning almost a year before our first build date, determining equipment

Continued ...



Bruce Nelson,
General Manager, Chattanooga
Manufacturing Operation

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.

Bruce Nelson started with Komatsu in 1993 as a welding engineer at the Chattanooga Manufacturing Operation. Nearly 20 years later, he became General Manager at CMO, where he oversees production of hydraulic excavators and forestry machines. During his tenure, Nelson served as Fabrication Manager, Y2K Project Manager, Operation Manager, SAP Project Manager and nine years as Senior Manager of Administration.

Nelson helped create Komatsu's Supply Chain Division in 2009 and was General Manager of that division until moving into the General Manager role at CMO in 2012, upon the retirement of Dennis Riddell.

A year prior to joining Komatsu, he graduated from Auburn University with a degree in Industrial Engineering and worked for a small manufacturing company. Nelson is a Certified Supply Chain Professional and is Certified in Production and Inventory Management.

Bruce enjoys vacationing in central Florida and taking cruises. He likes to spend time with his wife and two daughters, who enjoy being anywhere it's warm.

Supply Chain Division focused on quality, delivery, cost

... continued

General Manager Bruce Nelson says CMO has worked hard to reduce lead times to customers. In 2009, that was two months. Now, he says it averages three to five days to get a machine ready to ship after receiving a distributor order.



Four sizes of forestry tracked harvesters and tracked feller bunchers are produced at Komatsu's CMO, among them are new Dash-3 models, including the XT460.

Komatsu's Chattanooga Manufacturing Operation produces six sizes of hydraulic excavators, ranging from the PC210LC-11 to the PC490LC-11.



requirements and laying out a detailed schedule of events. For all model changes, we work closely with the engineering and manufacturing groups to understand the fabrication and assembly differences. We have weekly meetings with all departments involved to understand the status of everyone's activities and ensure we are all on schedule. We invite a staff member from the hydraulic excavator design group to stay at our plant during our first builds, so we have immediate feedback if we have any questions during the assembly process. After completing the first machine, we send it to our Cartersville Demonstration Center for operation and final evaluation. Once everything is complete, the product is released for sale to customers.

QUESTION: What are the markets (construction, utility) like now, and how do you adjust to ensure machines are available?

ANSWER: The construction-equipment market in North America has been growing throughout the last five years. Our plant works closely with Komatsu America's Supply Chain Division to make sure our production plans are in sync with market requirements. We use KOMTRAX to see usage trends by model, which helps us predict and verify marketing forecasts. We have worked hard during the last several years to reduce our lead times to our customers. The time from receiving a distributor order to making the machine ready to ship was two months in 2009. Now, it's three to five days, on average.

QUESTION: Do you encourage customers to visit CMO, and why or why not?

ANSWER: CMO always welcomes customer visits. We have customers at the plant on a weekly basis. A tour can be as small as one contractor with his wife and children passing through the Chattanooga area to as large as 75 people a day as part of Demo Days activities held just down the road at Cartersville. We love to show off our facility and allow people to see how the Komatsu machines, which we consider to be the best, are manufactured. Customers can see for themselves that we strive to keep the plant safe and clean for our workforce. They can also see how we build quality into each step of the process as frames are welded or as machines move down the assembly line. ■

ATTACHMENTS

NPK

NPK manufactures an extensive line of the most productive attachments, offering you a wide variety of solutions to most of your construction, demolition, recycling, mining and quarrying needs! The NPK trademark has become a symbol for quality products worldwide, including the greatest selection of hydraulic hammers, pedestal boom systems, primary/secondary crushers, scalers, compactor/drivers, and material processors.



Please contact your local Kirby-Smith Machinery Branch



www.kirby-smith.com

- Tulsa, OK • (918) 438-1700
- Oklahoma City, OK • (405) 495-7820
- Amarillo, TX • (806) 373-2826
- Dallas, TX • (214) 371-7777

- Fort Worth, TX • (817) 378-0600
- Abilene, TX • (325) 692-6334
- Lubbock, TX • (806) 745-2112
- Odessa, TX • (432) 333-7000

Visit us on the web at www.npkce.com

BEYOND THE BASICS

Comprehensive training builds a better workforce that's more invested in your business

It's rare that employees come fully prepared to do the jobs for which they were hired. Skilled construction workers know how to move dirt, build buildings and put pipe in the ground, but do they know your expectations and how you approach projects? With comprehensive training, they will.

"I've talked with many companies that wonder whether training is worth it, considering that in

Comprehensive training should include several items, such as safety, company policies, compliance and more. Training should be ongoing to keep skills updated.



today's world, most employees only stay with a company for a relatively short amount of time," said Karla Dobbeck with Human Resources Techniques, Inc. "Training is essential. It keeps employees up-to-date, and it tells them that you value their service to the company. In the end, it may motivate them to stay long term. Look at it this way: The only thing worse than training an employee who leaves is not training one who stays."

Dobbeck suggests a comprehensive approach that goes well beyond just training employees to do their jobs. The list should include safety, company policies, compliance and more. Training should be ongoing to keep skills updated.

"New employees should know about the company – where it came from, how it got to where it is today and how they fit into it," said Dobbeck. "They should know its history; changes and expansions; the industries it serves; who its customers are, and if they are mainly new or repeat; how it interacts with the community; and more. This gives the employees perspective, and it may tell them why they were hired and how their skills are valuable to the team.

"The company information should include its corporate culture and policies," Dobbeck added. "Culture encompasses its community involvement and working relationships. Policies cover everything from attendance to housekeeping, telephone use and those unwritten 'hot buttons' that management views as pet peeves but may not be in a handbook. They also need to know basics, such as breaks and lunch periods, as well as more important items, such as how to report grievances, maintenance and quality issues and the overall



Employees should receive job-specific training that helps them understand what their jobs entail and how they relate to others. Include training on where they will be working and where to find necessary tools.

chain of command. This falls under what I call 'performance management.'"

Job-specific, safety measures

Even experienced hires need job-specific training. While their positions may be similar to the ones from where they came, there may be different perspectives on how to approach tasks and projects. Employees must know exactly what their jobs entail and how they relate to others. Added questions to address include: where they will be working and where to find necessary tools; quality information, such as policies and systems; recordkeeping expectations; what to do when customers call or stop by a jobsite; technical terms and phrases that involve how to read and complete paperwork; and terms of equipment usage.

Construction creates special challenges when it comes to safety, and it's essential that employees know all your company's policies. Include information on personal protective equipment, lock out/tag out procedures, hazard communication, emergency evaluation, accident and hazard reporting, and what to do when OSHA is on site. If you use equipment such as cranes, hoist and crane-safety practices must also be explained.

"Processes and procedures related to equipment have to be part of any training program," said Dobbeck. "Part of that is planning for transport, loading and unloading

practices, mobilization and setting up when you get to the jobsite. Consistency is a key component, because it results in fewer errors."

Understanding legal obligations

Employees must also understand their legal obligations. For instance, if they drive trucks, they must be licensed and drug-free. Their status affects more than just them. An accident could affect your company's insurance rates and safety rating.

Additionally, employees are responsible for their behavior on the jobsite and in the office. Harassment and discrimination should never be tolerated, and clear definitions of what those constitute are essential. Employees need to understand their roles in reporting, assisting with investigations and what likely management action will result from incidents.

Dobbeck says that payroll procedures fall under legal obligations, because it's up to everyone to keep count of their time and report errors. Understanding when pay dates occur is essential as well.

Recordkeeping and assessing

Part of an excellent training program is good recordkeeping that makes sure everyone gets the same information, according to Dobbeck.

"Companies should use checklists," she points out. "They ensure consistency and

Information in this article was obtained from a presentation by Karla Dobbeck at the annual Associated Equipment Distributors Summit. Dobbeck founded Human Resources Techniques, Inc. in 1997 and is a personal human resources advisor. For more information about Dobbeck or Human Resources Techniques, visit the company's website at www.askhrt.com.

Continued . . .

Training develops a solid workforce, reduces turnover

... continued

provide evidence of employee training. They also provide accountability and identify gaps in training that need to be filled. Additional effective measures include training guides. Weekly evaluations are good ways to maintain focus, and they're proven to help avoid unemployment."

Finally, businesses must constantly assess the effectiveness of their training practices and hold themselves accountable.

"Just as they measure employees, businesses should test themselves to see where they may be lacking when it comes to training, so they can improve," said Dobbeck. "Companies should look beyond just using supervisors

to train new hires. They should consider an assigned trainer or auditor. Those individuals should set clear goals for everyone, using 'carrots' to incentivize positive behaviors and help employees understand how they can 'earn' raises.

"Training is one of the most valuable and effective tools for developing a solid workforce," Dobbeck added. "It must be an essential component of good business practices. A comprehensive program will not only help to ensure employees have the right information and skills to do their jobs, but it's also shown to be effective in reducing costly employee turnover." ■

Avoid costly mistakes by calling before you dig



Call before you dig to identify underground utilities and help you avoid them and potential harm to your employees and others.

Call before you dig. It's a simple, easy and free way to avoid mistakes. There's even an easy-to-remember number: 811. It will help you avoid the mistake that thousands make each year when they hit unmarked utility lines.

The intent of the 811 call line is to provide a single number where those performing excavation, or even demolition, can call and have utility companies locate buried lines. It's a way to avoid hitting one, causing potential injury and/or disruption of services.

The law requires that anyone who wants to begin excavation, including private homeowners, must call at least 48 hours in advance to have the underground utilities marked. Failure to do so can result in everything from a fine to serious injury or death from hitting an unmarked electrical or gas line.

When calling 811, a representative will ask for some basic information, such as what you are planning to do. The rep will want to know the location, length of time you plan to dig and other pertinent information. Once you've made the call, the rep will notify the local utilities. All you have to do is wait at least 48 hours before digging.

Utility companies mark the lines, giving you a reference point so you know how close your excavation will be. Should you accidentally hit a line, stop digging and immediately call authorities. ■

INVESTING IN THE FUTURE

The ROI of partnering with education could be significant for our industry

The U.S. Chamber of Commerce’s Institute for a Competitive Workforce states, “The business community is the number one consumer of the public education system and therefore must be an involved and engaged stakeholder in the education of America’s children.”

It is not unusual to hear employers talk about partnerships with education as having no real return on investment (ROI). I have personally heard the following statements from employers:

- “I attended three career fairs and saw no results.”
- “I’m just trying to run a business and do not have the resources to engage with schools.”
- “I wish education would just do its job and prepare students to become part of the workforce.”

For years, some contractors focused on competing with those in their own industry for workers. Today, with the shifts in population and an aging workforce, contractors must realize that they are competing with a vast array of industries for workers. Technology, service, energy and manufacturing all face serious shortages.

If the purpose of education is to prepare students for the future, be that college or a career, what role does industry play in making that a reality? Why should contractors focus on career and technical education? The answer is because failing to do so will place our industry in jeopardy. A construction project’s success depends on our ability to provide a quality product, on time and within budget. These three factors are largely dependent on our ability to gain new workers and on the skills of the craft professional.

Great craft professionals are not born in a classroom listening to a lecture; they are

cultivated, motivated and mentored. They are inspired by interacting with professionals within the industry. We ignite a passion by participating in hands-on experiences in which a future craft professional uses tools, completes a project and begins to understand the relationship between education and a future career.

In the business world, we look for the ROI in the resources we expend, and investing in the future sometimes requires vision that does not immediately translate to the bottom line. An investment of our time, talent and resources to partner with education means that our industry is willing to invest in our own future. ■

This article is reprinted with permission from “Breaking Ground: The NCCER Blog” at blog.nccer.org. Katrina Kersch is Senior Director and Chief Operations Officer of the National Center for Construction Education and Research (NCCER) and oversees product development, program services, credentialing and compliance services.

NCCER Senior Director and Chief Operations Officer Katrina Kersch says contractors need to focus on career and technical education. “A construction project’s success depends on our ability to provide a quality product, on time and within budget. These three factors are largely dependent on our ability to gain new workers and on the skills of the craft professional,” said Kersch.



Katrina Kersch,
Senior Director and
COO, National Center
for Construction
Education and
Research



McDonnell named Governmental Sales Representative

Kirby-Smith Machinery, Inc. named James McDonnell Governmental Sales Representative, covering the western half of the Dallas-Fort Worth metroplex, including Johnson and Parker counties. McDonnell moved into the



James McDonnell, Governmental Sales Representative, covers the western half of the Dallas-Fort Worth metroplex. "I believe in dealing honestly with customers, and when I tell them I'll do something, they can take my word to the bank," said McDonnell.

position after previously working as the company's Technology Solutions Expert.

McDonnell joined Kirby-Smith Machinery about four years ago as a product specialist for paving products. His background includes nearly 14 years in the equipment industry. He came to Texas to attend TCU, fell in love with the state and stayed. He's originally from Ireland, but has lived most of his life in the United States.

"I love the industry because no two days are ever the same," said McDonnell. "I believe in dealing honestly with customers, and when I tell them I'll do something, they can take my word to the bank. That's what good customer service is all about."

James and his wife, Alison, are expecting their first child this summer. Outside of work, he enjoys spending time with his family, traveling and camping. He returns to Ireland, or somewhere else in Europe, every couple of years for a family reunion. ■

Adamson assumes Branch Manager role in Odessa

Zachary Adamson was appointed Branch Manager at Kirby-Smith Machinery, Inc.'s Odessa, Texas, branch. He brings with him several years of experience in service, product support and sales management.



Kirby-Smith Machinery, Inc. named Zachary Adamson its new branch manager at its Odessa, Texas, location. He brings several years of experience working in the equipment industry.

Adamson and his family relocated to Midland from Kentucky, where he was a member of The Screaming Eagles, 101st Airborne, in Fort Campbell. He has a Bachelor of Science degree in Ag-Business and an MBA in Leadership from Western Kentucky University.

"My vision for the Odessa branch is to be the number-one employer in our territory," said Adamson. "I hope to create a culture and atmosphere that establishes a reputation for attracting and retaining the best talent in the area – those who have a passion for our industry. My goal is to help mold and lead a team of professionals who are excited to come to work each day and serve each other."

Adamson and his wife, Elizabeth, have two daughters, Rebekah and Lillian Grace. In their spare time, the family enjoys traveling. ■



Ask for Chris or Rick for more information
 ckirby@kirby-smith.com or rnielsen@kirby-smith.com • (800) 375-3339

USED EQUIPMENT FOR SALE



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



2012 Gehl V330, EQ0015057,
 316 hrs.....\$28,000



2012 JLG 600S, EQ0016568,
 602 hrs.....\$69,900

Year	Make/Model	Description	Unit #	Hrs.	Price
CRAWLER DOZERS					
2012	Komatsu D51EX-22		EQ0025573	2,993	\$124,000
2013	Komatsu D51EX-22		EQ0027919	2,995	\$140,000
2013	Komatsu D51EX-22		EQ0027822	1,257	\$155,000
2008	Komatsu D61EX-15		EQ0027127	4,470	\$88,900
2013	Komatsu D65EX-17		EQ0027447	1,332	\$277,100
2007	Komatsu D155AX-6		EQ0026629	10,201	\$135,600

Year	Make/Model	Description	Unit #	Hrs.	Price
EXCAVATORS					
2007	Link Belt 460LX		EQ0008416	5,214	\$129,000
2008	Volvo EC330CL		EQ0027842	8,802	\$60,250
2013	Komatsu PC290LC-10		EQ0026719	1,195	\$225,000
2012	Komatsu PC490LC-10		EQ0023610	5,615	\$253,000

Year	Make/Model	Description	Unit #	Hrs.	Price
MANLIFT					
2012	JLG 600S		EQ0016568	602	\$69,900
2013	JLG 600S		EQ0022249	143	\$84,000
2014	JLG 600S		EQ0025822	2	\$105,000

Year	Make/Model	Description	Unit #	Hrs.	Price
SKID LOADERS					
2012	Gehl 5640E		EQ0016303	1	\$28,000
2012	Gehl V270		EQ0016357	5	\$37,000
2012	Gehl V330		EQ0015057	316	\$28,000

Year	Make/Model	Description	Unit #	Hrs.	Price
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



2007 Load King 553/4SS,
 EQ0026880.....\$45,000



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



2006 Broderson IC200-3F, EQ0008145,
 6,326 hrs.....\$94,900

Year	Make/Model	Description	Unit #	Hrs.	Price
CRANES					
2006	Broderson IC200-3F	Industrial	EQ0008145	6,326	\$94,900
2006	National 571	Boom Trucks	EQ0026830	2,194	\$70,000
2006	National 9103A	Boom Trucks	EQ0007418	8,787	\$110,000
2007	National 13110AWL	Boom Trucks	EQ0008630	3,773	\$134,000
2006	National 14127	Boom Trucks	EQ006910	7,788	\$199,000
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

Year	Make/Model	Description	Unit #	Hrs.	Price
PAVING & COMPACTION					
2009	LeeBoy 8510	Paver	EQ0019388	4,060	\$62,500
2010	Hamm HD13W	51" DBL Drum	EQ0022844	2,071	\$51,000
2011	Bomag MPH122-2	Recycler	EQ0027923	766	\$210,900

Year	Make/Model	Description	Unit #	Hrs.	Price
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
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

CALL US AT (800) 375-3339 OR VISIT US AT WWW.KIRBY-SMITH.COM

All sales are subject to availability at time of order. Prices do not include taxes or other applicable fees.
 Kirby-Smith Machinery, Inc., doesn't engage in exports to embargoed countries. Sold as-is, where-is.



Change Service Requested



Not all products represented
at all locations.

www.kirby-smith.com



OKLAHOMA CITY: (405) 495-7820 • (800) 375-3339
 ABILENE: (325) 692-6334 • (877) 577-5729
 DALLAS: (214) 371-7777 • (800) 753-1247
 LUBBOCK: (806) 745-2112 • (866) 289-6087
 ST. LOUIS: (314) 729-0125 • (866) 279-1392

TULSA: (918) 438-1700 • (800) 375-3733
 AMARILLO: (806) 373-2826 • (800) 283-1247
 FT. WORTH: (817) 378-0600 • (877) 851-9977
 ODESSA: (432) 333-7000 • (877) 794-1800
 KANSAS CITY: (913) 850-6300 • (877) 851-5729