

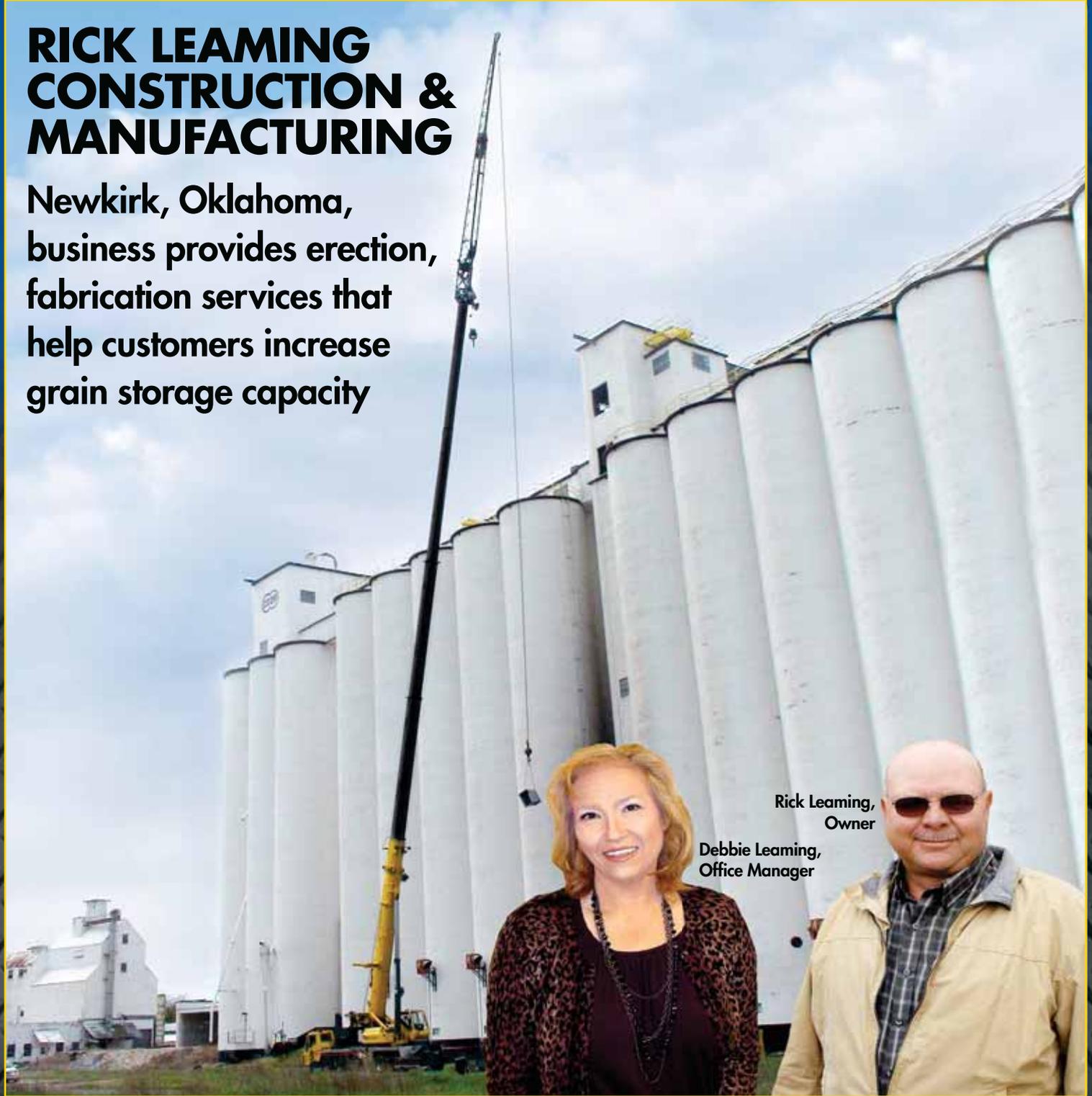


A publication for and about Kirby-Smith Machinery, Inc. customers
www.KirbySmithConnection.com

Connection

RICK LEAMING CONSTRUCTION & MANUFACTURING

Newkirk, Oklahoma,
business provides erection,
fabrication services that
help customers increase
grain storage capacity



Rick Leaming,
Owner

Debbie Leaming,
Office Manager



MESSAGE FROM THE PRESIDENT



Ed Kirby

**A broad range
of new
equipment**



Dear Valued Customer:

This issue of your Kirby-Smith Connection magazine showcases the broad range of equipment that Komatsu carries. It features everything from a new tight-tail-swing PC78US-10 excavator to larger equipment, such as the HM400-5 articulated haul truck and the D155AXi-8 *intelligent* Machine Control (iMC) dozer.

Yes, you read that correctly – Komatsu introduced an iMC D155 dozer. The 90,610-pound, 354-horsepower construction/quarry machine is now the largest in the Komatsu iMC-dozers lineup. Like its predecessor, it features the patented SIGMADOZER blade, and like its iMC brethren, it works without the mast and cables associated with traditional aftermarket GPS systems. Read the article to see if the D155AXi-8 is a good fit for your company.

You will also want to read the article on Komatsu's new PC210LC-11 excavator. With this latest model, Komatsu has once again raised the bar for excellence in excavators. The PC210LC-11 offers more horsepower and operating weight, while using less fuel and making less noise.

Finding ways to be more productive and efficient is a big part of doing business for excavation, mining, forestry and other types of companies that use equipment. If you are looking to get the most out of your Komatsu machinery, check out the article about Komatsu's "Kwick Tips" videos, produced to help you better understand the functions and features of your equipment.

This time of year tends to be very busy with multiple projects and deadlines. It can be easy to forget about scheduled maintenance. If you have a Komatsu Tier 4 machine, such as those featured here, rest assured that we're on top of them and will take care of your scheduled maintenance through the Komatsu CARE program. We can help with your older machines too.

Please call or stop by one of our branch locations and let us show you how we can be of service.

Sincerely,

Ed Kirby,
President

KIRBY-SMITH MACHINERY, INC.



Connection

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GUEST OPINION

Learn how the Associated General Contractors of America wants to improve safety in highway construction zones, for workers and drivers.

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RICK LEAMING CONSTRUCTION & MANUFACTURING

Newkirk, Oklahoma, business provides erection, fabrication services that help customers increase grain storage capacity



▶ VIDEO

Rick Leaming,
Owner



Debbie Leaming,
Office Manager

What started out as an invitation for a few small jobs eventually turned into a life-long journey for Rick Leaming. His uncle Les owned and operated Leaming Construction in Newkirk, Oklahoma, building feed mills. Leaming lived on a farm south of Kansas City in Pleasanton, Kansas, and helped put up grain bins and build augers in the local area when he wasn't in school. When Les needed help building some grain bins he had sold, he enlisted his nephew.

"Les sold a couple of grain bins and asked me if I would come and help put them up,"

recalled Leaming. "I was happy to help out, and in 1980 I joined him full-time. About 10 years later, I took over the business. During the time we worked together, a transition was occurring. Les started the business in 1972, and at that time there was a lot of work geared toward building small feed mills. In the early 80s, those began shutting down because they weren't very efficient and bigger ones were being built.

"We started putting up larger mills, but we also placed a heavy emphasis on long-term-storage grain elevators," he continued. "By the time I took over the business in 1989, it was the bulk of our work. It still is, but on a much larger scale. Today, we're building bins with 200,000 to 300,000 bushels of storage capacity, and in some cases multiple bins on one site."

Bigger yields

Rick began expanding the business soon after he took it over, adding more equipment and manpower. He also scaled up manufacturing operations and began machinery jobs to build components related to the construction and expansion of grain bins and feed mills. Eventually, he changed the name to Rick Leaming Construction & Manufacturing.

"We manufacture elevator legs, augers, gates, collectors, fans and pretty much anything else related to moving grain and processing feeds," said Leaming. "It fits right in with the construction aspect."

Most of Leaming's construction projects are split into two groups. One involves completely new steel or concrete bins. The other is



▶ VIDEO

Rick Leaming Construction & Manufacturing provides crane service for customers, such as lifting air conditioning units onto buildings with its 60-ton Grove TMS 700E.

expanding the capacity of existing structures. Rick Leaming Construction & Manufacturing provides a full range of services from design to completion on all projects.

“Customers bring us their needs, and we develop plans for them,” Leaming explained. “If they like our idea, we design it, bid it and build it from the ground up for new construction. We provide the earthwork, have concrete poured for the base – and tanks, if that’s the type of bin they choose – and erect the steel. We install the legs and other components that we manufacture specifically for them.”

Leaming pointed out that grain storage capacity needs have grown considerably over the past several decades. Higher crop yields and bigger machinery are creating more bushels at a faster pace.

“Go back a few decades and most everything was moved by pickups or small trucks, and bushels per acre were relatively small compared to today. Bins weren’t designed to meet modern demands,” he said. “In some cases, customers want to expand on what they already have so they can more efficiently move large volumes from the semis and rail cars in use today. That’s where our expansion component comes in. We add on to structures and increase the size of the legs, augers and other components to handle the additional capacity and speed they want. As a result, we’ve helped customers go from moving 6,000 to 20,000 bushels an hour.”

Grove cranes provide high reach, open new doors

As projects got bigger, so did Leaming’s equipment. Bins typically are about 52 feet in diameter and up to 140 feet tall. To make the picks, Rick Leaming Construction & Manufacturing uses Grove 60-ton-capacity TMS 700E (36 to 110 feet of reach) and 110-ton-capacity TMS 9000E (36 to 142 feet) truck mounted cranes.

“Before we bought our own cranes, we worked with crane companies who had several different types of cranes,” said Leaming. “We prefer Grove because the reliability is good



▶ VIDEO

Operator Greg Williams lifts a grain leg to the top of a storage facility with a 110-ton Grove TMS 9000E on a project in Caldwell, Kansas. “Our Groves are smooth to operate and dependable,” said Williams. “They have good lift capacity. They’re nice machines.”



and they are best suited for our needs. With the TMS 700E and TMS 9000E we can sit in one spot and make picks all around the machine. At max height, the TMS 9000E gives us the reach we need for the largest bins we put up. The fact that they are mobile and travel at highway speeds is a really big plus as well.”

The mobile cranes created more opportunities for additional work. “People saw we had the Groves, and they began calling us for crane service, such as lifting air conditioning units onto buildings. So, that opened new doors. That’s about 10 percent of our overall business now, and it continues to grow,” Leaming said.

To load and unload materials from trucks and support the cranes on the jobsite, Rick Leaming Construction employs Manitou



Discover more at
KirbySmithConnection.com

Continued . . .

Family plays role in firm's growth

... continued



Barbara Smith,
Office Manager

MT 12042 XT telehandlers and a JLG 600S telescoping boom lift. For digging, it uses a Komatsu PC210LC-10 excavator. Everything, including the Grove cranes, was purchased from Kirby-Smith Machinery, Inc. with the help of Crane Division Account Manager Todd York and Territory Manager Peyton Chatham.

"Everyone at Kirby-Smith has been excellent to work with," said Leaming. "If we need

something, they take care of us right away. Service is a big factor in equipment-buying decisions, and the fact that we have purchased so many pieces from Kirby-Smith says a lot about how everyone there treats us."

Growing family business

Rick Leaming Construction & Manufacturing is currently adding on to its headquarters in Newkirk as the company continues to grow. Leaming's wife, Debbie, helps manage the office, along with Office Manager Barbara Smith. Rick and Debbie's son Tyler works for the company and their son Andrew is expected to join at some point after college.

Rick said they all have been a part of, and will play a role in, the firm's growth. Expansion during the past few years has been slow and steady, and Leaming says that will likely stay the case.

"I've always believed that growth is healthy. We have about 25 people on staff, which is up from four when I took over the business. Some growth has been forced on us by the projects getting bigger, and some has been by design. I think in the near future we'll probably add a couple more cranes, and certainly our manufacturing operations will expand. Long term, I foresee the business being two to three times bigger." ■

Kirby-Smith Machinery, Inc. Crane Division Account Manager Todd York (left) calls on Rick Leaming, Owner of Rick Leaming Construction & Manufacturing. "Everyone at Kirby-Smith has been excellent to work with," said Leaming. "Service is a big factor in equipment-buying decisions, and the fact that we have purchased so many pieces from Kirby-Smith says a lot about how everyone there treats us."



Rick Leaming Construction & Manufacturing uses a JLG 600S telescoping boom lift (right) and Manitou MT 12042 XT telehandlers (below). Digging is done with a Komatsu PC210LC-10 (bottom).



▶ VIDEO



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Designed for ultimate flexibility to meet diverse global road regulations

New intuitive Crane Control System (CCS) with graphic display and jog dial

STAYING CUSTOMER-FOCUSED

Manitowoc Senior Vice President says new products are designed with the end user's profitability in mind



Ingo Schiller,
Senior Vice
President

Ingo Schiller, Senior Vice President in charge of Manitowoc Product Lines, is worried about his customer's bottom line. According to Schiller, Manitowoc's cranes and boom trucks can only be considered a success if they make money for their owners. Schiller is a highly experienced crane-industry executive, and his previous roles at Manitowoc included Executive Vice President of Manitowoc Crane Care and Senior Vice President of Global Marketing and Product Development.

That experience prepared him well for his new role, which gives him full operational control for the products that fall under his purview. As head of those product lines, he and his team are responsible for creating the customer value proposition, which essentially defines the design, engineering and manufacturing philosophy for the products.

"Cranes are tools that people buy to make money, to give them income, to take care of their families," said Schiller. "So for us, the crane is only successful if it makes money for its owner. That's why whenever we look at any aspect of what we do, we look at it from the perspective of the end users."

For example, if an addition or design change is to be considered for a crane, it will only be made if it improves customers' returns

on investment (ROI). A change or addition often adds cost, and customers are not opposed to paying more money for something

as long as they can see improved efficiency or productivity, according to Schiller.

Assessing the "real value" of each crane

Knowledge is everything in modern crane design and development, so Manitowoc has created detailed product road maps for its machines. These physical documents are mounted on the walls of the company's factories and offices. They provide a more complete picture of a particular crane, including its specifications; costs; transport requirements; lift duties; competitive analysis to show how it stacks up against the competition; and more.

"Many nice tools can present information electronically, but for something as big and detailed as our cranes, there's no substitute for seeing all of the information laid out in one place," said Schiller. "That allows us to assess the real value of each crane to our customers."

That customer focus is very important to Schiller and Manitowoc, which recently introduced a new Customer Value Stream organization. Its structure is based on "product pillars" and gives Manitowoc employees more time to focus on their customers. "With this new role, I'm spending more time on the phone talking with customers," Schiller said. "And, if I am traveling, I'm traveling to see customers."

Another benefit to Manitowoc's Customer Value Stream organization is that the team members are empowered, which leads to faster decision making. With key team members of a particular product line all working together in a single organization – as opposed to being divided by region and reporting line – things happen faster and more efficiently.



Manitowoc recently introduced a new line of Grove telecrawler cranes ranging from 55 to 130 tons. Senior Vice President Ingo Schiller says customers have already begun to see the benefits and returns on investment.



Manitowoc Senior Vice President Ingo Schiller says Grove rough-terrain cranes will continue to get bigger in terms of capacity, and advances in boom design will offer greater reach.

This is especially important for another part of the Customer Value Stream under Schiller's responsibility: customer retention. In particular, the product lines have been challenged by new President Larry Weyers to "solve customers' technical and support issues faster," and to improve the mean time between failures by addressing warranty issues.

Response time improvements

According to Schiller, his product lines already have improvements in response time to customer technical issues. "We no longer have to bring together people from all different groups. Everyone's on the same team. It's now very easy to get engineering, Crane Care and others in a room together."

Manitowoc's improved response time in addressing customers' technical issues has led to a vast amount of information. Manitowoc is taking the information and incorporating it into its integrated product-development process. When imagining what future rough-terrain, industrial, hydraulic crawler and boom truck products might look like, Schiller is not anticipating any major diversions from the current formula.

"Customers for these products believe that simple is best. They want a crane that 'just works.' Our cranes have a reputation for being robust. So, when we introduce something like our new Crane Control System (CCS), which standardizes and streamlines how the crane is operated, we have to make sure we've spent years proving that system in the field.

"CCS is a process we've completed, and crane owners can see the advantages the new system brings," he added. "It's a good example of how we can bring innovation to our products without losing the essence of what makes them so popular."

As with product design, Schiller does not expect many major changes to the customer service Manitowoc delivers, but he does expect continuous improvement and wants customer feedback to weigh heavily on any change the company makes.

"Capturing more feedback enables us to better engineer our products and elevates the performance of our cranes to our customers' growing needs," said Schiller. "We are certainly not above criticism or feedback. We have no arrogance." ■

Continued . . .

Future focus for cranes

... continued

Manitowoc Senior Vice President Ingo Schiller offers his thoughts on the future design and markets for rough-terrain, industrial and hydraulic crawler cranes, as well as boom truck products:

Grove rough-terrain cranes:

“They’ll get bigger in terms of capacity, and we’ll continue our advance in boom design to offer greater reach.”

National Crane boom trucks:

“For boom trucks, as with our RT cranes, we’ll see bigger units. In 2014, we launched our biggest crane ever – the 60-ton-capacity NBT60. At the moment, we’re also looking at our existing models to explore boom-design improvements to give our customers even more reach and capacity while improving their ROI.”

Grove YardBoss and Shuttlelift industrial cranes:

“Our line of industrial cranes will continue to benefit from standardization, a process we started when we were repowering the product line to comply with Tier 4 engine regulations. More standardization brings familiarity and facilitates maintenance and operations. We’re also fitting booms from our National Crane models to some industrial products, giving increased reach and capability.”

Grove telecrawler cranes:

“We entered the telescopic crawler crane market in 2015 with a complete product offering from 55 to 130 tons. The telescopic crawler market has really exploded in the past five years, and customers have begun to see the benefits and ROI of what was really considered a niche product 10 to 15 years ago. We are extremely excited about the industry-leading features and benefits that each of our models brings to the marketplace.”



Last year Manitowoc introduced its largest National Crane boom truck, the 60-ton-capacity NBT60.

3D LIFT PLAN NOW FREE

Manitowoc program available online anywhere customers have Internet access

Manitowoc now offers all of the features of its revolutionary 3D Lift Plan – available at www.3DLiftPlan.com – free of charge. The website provides one of the crane industry’s best lift-solutions software applications, aiding customers in lift planning, crane selection, rigging planning and ground-bearing pressure optimization.

The complimentary access to 3D Lift Plan is the result of a new partnership between Manitowoc Cranes and Florida-based A1A Software, a company with more than 40 years of experience in developing software for the construction industry. Customers can use the application to plan lifts with Manitowoc, Grove, National Crane and Shuttlelift cranes.

The application is accessible from any computer with Internet access and is updated automatically – customers do not need additional CAD software, special training or hardware to use the service. It allows users to create detailed, accurate lift plans in minutes, utilizing state-of-the-art 3D graphics and a powerful crane selection algorithm.

“Manitowoc’s 3D Lift Plan is one of the most innovative and beneficial tools in the industry,” said Kirby-Smith Machinery, Inc. Vice President & Crane Division Manager Ben Graham. “Users can accurately simulate an entire lift in 3D with a user-friendly program that saves time and increases efficiency on the jobsite. We’re very happy that customers now have complimentary access from anywhere they have an Internet connection.”

Maximizing returns

Dave Hull, Senior Vice President of Global Sales and Marketing for Manitowoc Cranes, said access to 3D Lift Plan gives Manitowoc’s customers a valuable tool for planning solutions,

and it reflects the company’s drive to maximize return on investment for all its customers.

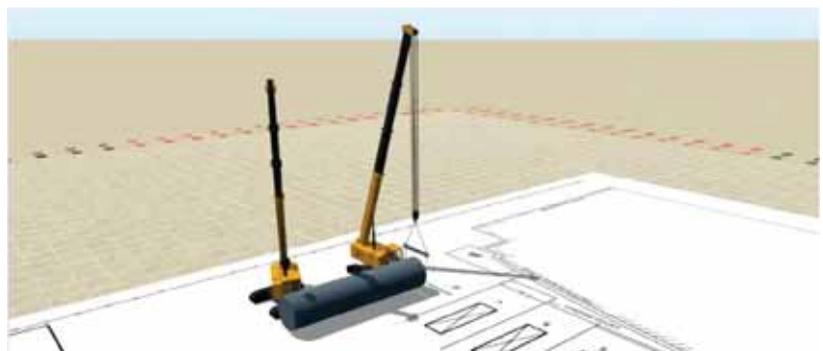
“We’re very pleased to offer this useful application to all of our customers free of charge, because we want to give them the tools they need to be effective throughout the entire life cycle of their cranes,” said Hull. “The experts at A1A Software have created a very powerful application, and we know that Manitowoc customers will find great use in the program.” ■



Ben Graham,
Vice President & Crane
Division Manager



Manitowoc’s 3D Lift Plan allows users to create detailed, accurate lift plans in minutes, utilizing state-of-the-art 3D graphics and a powerful crane selection algorithm.



DT SPECIALIZED SERVICES, INC.

Catoosa, Oklahoma, demolition firm's expansion includes increasing amounts of recycled materials

CONSTRUCTION



▶ VIDEO

David McAfee,
President

Demolition Technologies (DT) Specialized Services, Inc. was founded in 2002, but its roots spread back to the 1950s, when J.C. McAfee started an auto dismantling business. A large part of his business model was salvaging parts and selling them for future use. Three decades later, his grandson David McAfee is doing something similar, but on a much larger scale.

"I like to look at DT Specialized Services as a first-generation demolition company, founded and run by second- and third-generation recyclers," said McAfee, President of the company he started with his father, Terry. "Over the past few years, the amount of material we salvage and recycle has continually climbed. On most projects, it's 90 percent or greater. Metals are taken to salvage yards and mechanical systems, electrical and plumbing components are stored and made available to the public for reuse."

DT Specialized Services recycles 100 percent of concrete, masonry and asphalt waste, taking as much of it as possible to its ReRock Materials

facility on the edge of Tulsa. There, concrete and asphalt are processed into erosion-control base, aggregate base or crushed asphalt that can be used either as road bedding or as part of a mix for new asphalt surfaces. Masonry, including bricks, is cleaned, stored and sold.

"We cover a 300-mile radius that hits every surrounding state, so it's not feasible to bring everything back to our ReRock yard," pointed out McAfee. "In those instances, we work with site owners and developers to crush and leave the resulting materials on site for them to use. It's a great way to lower import and export costs, as well as reduce the use of virgin materials."

Wide range of work

The amount of material generated from a DT Specialized Services project can vary greatly. That's due to the company performing such a wide range of work.

"We do everything from complete teardowns of apartment buildings and commercial properties, to selective interior demolitions that could be as simple as removing floor tiles and cabinets in preparation for a remodeling project," said McAfee. "We have a contract with the City of Tulsa to tear down 60 to 70 houses a year, as well as other city-owned properties. Wrecking houses and small commercial buildings was our initial focus, and we maintain the same 'no job is too small' mentality we had at the beginning.

"We approach each job with careful planning to ensure it's done safely – including identifying and abating hazardous materials through professional subcontractors. We do this cost-effectively and to our customers' satisfaction," added McAfee. "That's helped gain a fair number of repeat customers, and they

DT Specialized Services uses Komatsu WA320 wheel loaders to move materials and load trucks on its jobsites and at its ReRock Materials facility on the edge of Tulsa.

▶ VIDEO





DT Specialized Services' main production machines are Komatsu excavators, including a PC300LL equipped with an 80-foot boom it uses for high reach in taking down tall structures, such as the nine-story apartment building it demolished in Ardmore, Oklahoma. "The PC300LL lets us do some projects that would probably have been impossible without it," said President David McAfee. "We can get close to the structure, and with the tilting cab, the operator has great views even at maximum reach."

have helped us grow by urging us to do larger and more complex work."

That's an apt description for several of DT Specialized Services' recent projects, including removal of a nine-story apartment building in Ardmore, Oklahoma. Three sides sat just 20 feet from roadways, and there was an active radio station in close proximity. More than 6,000 tons of material was generated, nearly all of which was recycled in some manner.

In Tulsa, the company is working on the city's A Gathering Place project along the Arkansas River. It is in Phase II now, which involves removing small items such as sidewalks within the 100-acre site. Phase I was a massive undertaking that required the removal of 42 apartment buildings over a one-month period earlier this year.

"A Gathering Place was a quick-turnaround project, but we don't sweat those types of challenges," said McAfee. "We meet them head-on. One reason we can do that is because

we have expanded our staff with additional skilled and knowledgeable people. Another is more resources, including the proper equipment to get the job done effectively."

Komatsu, Kirby-Smith prove reliable

DT Specialized Services' main production machines are Komatsu excavators equipped to run a variety of attachments, including a PC300LL with an 80-foot boom that gives the company high reach when taking down large structures. The heavy-duty machine has a log loader base and upper structure with a tilting cab.

"The PC300LL lets us do some projects that would probably have been impossible without it," said McAfee. "For instance, we wrecked a 125-foot grain elevator in Mineola, Kansas, that was only 20 feet from an active railway. We were able to get close to the structure, and with the tilting cab, the operator had great views even at maximum reach."



Discover more at
KirbySmithConnection.com

Continued . . .

DT Specialized Services grows with market

... continued



Scan to watch a time-lapse video of DT Specialized Services

removing the Midland South railroad bridge in Tulsa, Oklahoma, or go to KirbySmithConnection.com.

DT Specialized Services has seven Komatsu excavators of varying size, including PC360LC-10, PC220, PC270 and PC170 models, along with the original PC300-6 it purchased used about a decade ago. Many are set up to run NPK processing tools as well as buckets and thumbs. DT Specialized Services also uses Komatsu WA320 wheel loaders to move material on jobsites and at its ReRock facility.

"The PC300-6 had several hundred hours on it when we bought it, and still performed great," said McAfee. "That convinced us that Komatsu made top-notch machines, so we've been adding them ever since. Demolition is a tough application for equipment, but our Komatsu machinery has always given us great reliability and production."

McAfee added that keeping up with maintenance plays a role in continued reliability. DT Specialized Services handles that with parts purchased from Kirby-Smith Machinery, Inc.'s Tulsa branch.

"We've worked with our Territory Manager Mike Green from the beginning, and he has done a fantastic job of helping us get the proper equipment for our needs," said McAfee. "We also appreciate the support Kirby-Smith and Komatsu provide. Kirby-Smith has parts on hand when we need them, and its service department does a great job of answering any questions we may have. If we need anything, Kirby-Smith service techs respond right away. Thanks to KOMTRAX, they know and alert us in short order if a code pops up so it can be addressed quickly. All of these things play a part in why we continue to buy Komatsu."

Larger territory, same philosophy

DT Specialized Services has expanded its territory the last 13 years. Part of the reason is market-driven.

"Demolition is a small section of the overall construction market. To do more demolition work, you have to travel," McAfee noted. "So, it's likely that our territory will get even bigger. Of course, if more local work is put out for bid and available, that changes the dynamic."

McAfee added that growth will not change the company's philosophies or approach to doing a job.

"Demolition is our niche, and I don't see us venturing outside of that to any great extent. We built our reputation and the business on providing a high level of professionalism, safety and value. That will continue to remain the case no matter who the customers are or where their projects are located." ■

DT Specialized Services President David McAfee (left) works with Kirby-Smith Machinery, Inc. Territory Manager Mike Green. "Mike and Kirby-Smith provide top-notch customer service," said McAfee. "They're a big reason why we continue to use Komatsu and NPK products."



Operator Travis Roberts (right) runs DT Specialized Services' excavators, including its PC360LC-10s to tear down and process structures, as well as remove sidewalks for projects such as Tulsa's A Gathering Place project.





PC240LC-11

TIER 4 FINAL HYDRAULIC EXCAVATOR

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"I've worked for Komatsu for over two decades. My team loves to get feedback from Komatsu owners and operators and hear how satisfied they are. That motivates us every day to take extra pride in the meticulous detailing we put into every product that comes out of Chattanooga. The PC210LC-11 is one of my favorite works of art. And that's why I AM KOMATSU."

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IMPROVED EXCAVATION

New PC210LC-11 features better lift capacity, increased fuel efficiency

More and less. Both words fit when describing Komatsu’s new Tier 4 Final PC210LC-11 excavator. More describes horsepower and operating weight. The PC210LC-11 provides up to an additional seven horsepower compared to its predecessor. It also has an increased operating weight thanks in part to a standard heavy counterweight that provides improved lift capacity. Those features contribute to the PC210LC-11’s ability to maintain or improve performance and productivity, depending on application.

Less comes in the form of fuel, noise and time. The PC210LC-11 uses up to 6-percent-less fuel than the previous model. Noise levels are lower thanks to a new viscous fan clutch that also improves cooling system efficiency. The wide, spacious ROPS and OPG Level 1-certified cab has design upgrades that reduce noise by two decibels, making the cab one of the quietest in its class. Three travel speeds also help eliminate time lost moving around the jobsite.

“If you need a machine capable of doing many things well – for example, going from loading trucks, to excavating trenches, to placing pipe and back again – this is the excavator for you,” said Kurt Moncini, Komatsu Product Manager, Excavators. “For versatility and long-term value, the PC210LC-11 is tough to beat.”

Added features, improvements

The PC210LC-11 features six work modes to match engine speed and pump flow to various attachments, as well as Komatsu’s Closed-Center Load Sensing System that provides quick response and smooth operation to maximize productivity. Also standard is KOMTRAX Level 5 technology. This feature gives the operator machine data such as fuel and diesel exhaust fluid (DEF)

levels, Komatsu Diesel Particulate Filter (KDPF) regeneration status, location, cautions and maintenance information, all on an updated 7-inch LCD monitor. A split-display mode provides information as well as a rear-camera view. Other upgrades include a standard pattern-change valve, to easily switch joystick patterns to accommodate specific operator preferences, and centralized engine checkpoints that provide easy access to engine oil, filters and drain valves.

“As with other Tier 4 Final construction-size machines that are purchased, leased or rented, it’s covered by Komatsu CARE for the first three years or 2,000 hours. It also covers two KDPF exchanges and DEF tank flushes in the first five years,” said Moncini. “We encourage individuals looking for a new 50,000-pound-category machine to contact their distributor to find out more about how the PC210LC-11 can be a great addition to their fleet.” ■



Discover more

Quick Specs on Komatsu’s PC210LC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC210LC-11	165 hp	51,397-53,882 lbs	0.66-1.57 cu yds



Komatsu’s new PC210LC-11 features up to an additional seven horsepower and increased operating weight compared to its predecessor. It also has increased fuel efficiency and additional features that reduce noise and help increase productivity.

NEW TIGHT-TAIL-SWING MODEL

Komatsu's PC78US-10 increases productivity in limited-space applications



Discover more

CONSTRUCTION



Kurt Moncini,
Komatsu Product
Manager, Excavators

Even on congested jobsites, you expect outstanding productivity. Komatsu's new PC78US-10 hydraulic excavator delivers with a tight-tail-swing radius, offset boom and contoured cab design that allows operators to work with ease in confined spaces.

The PC78US-10 increases productivity up to 3 percent compared to the Dash-8 model it replaced. At the same time, it lowers fuel usage up to 5 percent with no loss of performance,

Komatsu's new tight-tail-swing PC78US-10 increases productivity up to 3 percent compared to the Dash-8 model it replaces. It also lowers fuel usage up to 5 percent with no loss of performance, resulting in time and cost savings.

Quick Specs on Komatsu's PC78US-10 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC78US-10	65 hp	17,747 lbs	0.37 cu yds

thanks to a Tier 4 Final engine that provides an additional 10 horsepower more than its predecessor. The result is time and cost savings, which are further reduced because the PC78US-10's engine requires no diesel particulate filter or diesel exhaust fluid (DEF).

"The PC78US-10 uses a Komatsu Diesel Oxidation Catalyst after-treatment system that is designed specifically to provide 100 percent passive regeneration," said Kurt Moncini, Komatsu Product Manager, Excavators. "The fact that the PC78US-10 has no diesel particulate filter and uses no DEF really sets it apart. It helps reduce owning and operating costs, and puts more profit back in our customers' pockets."

New cab design

A new cab design comes with several standard features, including ROPS and OPG Level 1 certification with a reinforced framework; high-resolution LCD screen with ecology-guidance data; rearview monitoring system with camera; a secondary shutdown switch; and in-cab-monitor control of up to 10 attachments. Other operator-friendly enhancements include a new side-by-side radiator and oil cooler to simplify cleaning, and placing all major maintenance items in areas that are accessible from the ground level. These include the engine hood, right-side hood and side-service doors.

"This is the ideal machine for anyone working on urban, utility contracting or homebuilding worksites," said Moncini. "Between the extra horsepower and generous use of boom-area castings, operators should feel confident when trenching, clearing and working on site development projects." ■



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GREATER INTELLIGENCE

Komatsu introduces its first *intelligent* Machine Control construction/quarry dozer

CONSTRUCTION



Jason Anetsberger,
Komatsu Product
Manager,
Intelligent
Machine Control

Komatsu's D155AXi-8 dozer brings *intelligent* Machine Control to its construction/quarry size machines. It is ideal for highway construction and large residential or commercial site-prep projects.

Komatsu's *intelligent* Machine Control (iMC) jumped into a new class when it introduced the D155AXi-8, the first construction/quarry dozer that features automated operation from heavy dozing to fine grading. Similar to other iMC dozers, the D155AXi-8 senses and controls blade load to optimize the start of a cut and minimize track slip, resulting in up to 8-percent-greater efficiency compared to typical aftermarket systems.

"When Komatsu introduced iMC dozers, the focus was on mid-size and smaller models often used on residential and commercial projects," said Jason Anetsberger, Komatsu Product Manager, Intelligent Machine Control. "The automated and integrated system has proven to make operators of all skill levels more productive and efficient, leading to a better bottom line. Contributing

to the cost savings is eliminating the process of installing and removing masts and cables, so that time can be better spent in moving more material."

The lack of blade-mounted sensors also means there's no need for an operator to climb on the blade to install or remove antennas, no coiled cables to snag and no electrical connections to worry about at the start and end of every shift.

Reduced fuel consumption

The D155AXi-8 has an automatic gearshift transmission and lock-up torque converter that work together to select the optimal gear range, depending on jobsite conditions and load, and are designed to maximize operational efficiency. The electronically controlled transmission locks up the torque converter to transfer engine power directly to the transmission, eliminating horsepower loss and cutting fuel consumption by up to 10 percent.

It features Komatsu's patented SIGMADOZER blade, which is designed to dig and roll more soil at the blade's center, hold more material, reduce digging resistance and doze up to 15-percent-more material while using less power compared to a typical Semi-U blade.

"The D155AXi-8 is ideal for highway construction and large residential or commercial site-prep projects," said Anetsberger. "It shares many of the same great features of our standard and popular D155, with the added iMC technology. If you're looking for something that accurately and efficiently moves massive amounts of material, look no further." ■

Quick Specs on Komatsu's D155AXi-8 Construction/Quarry Dozer

Model	Net Horsepower	Operating Weight	Bucket Capacity
D155AXi-8	354 hp	90,610 lbs	12.3 cu yds

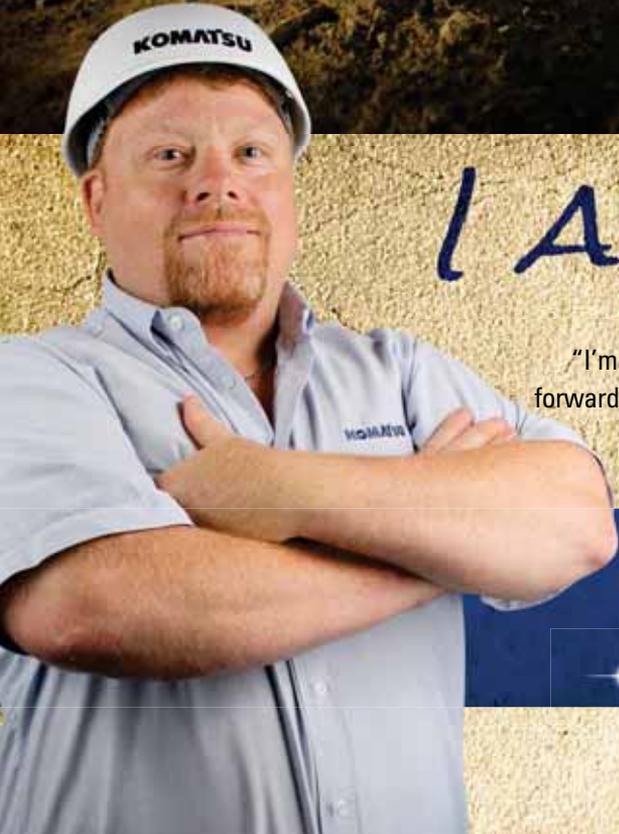


D61PXi-23



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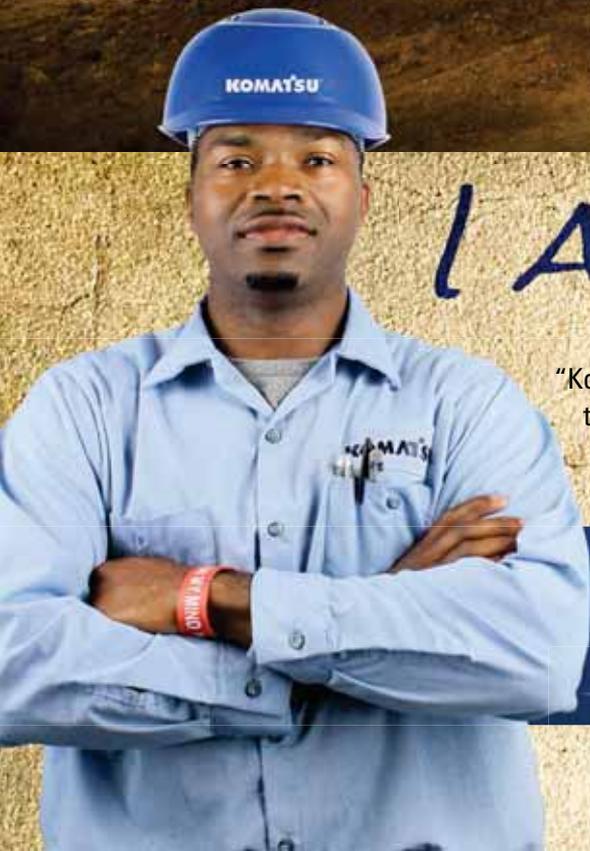
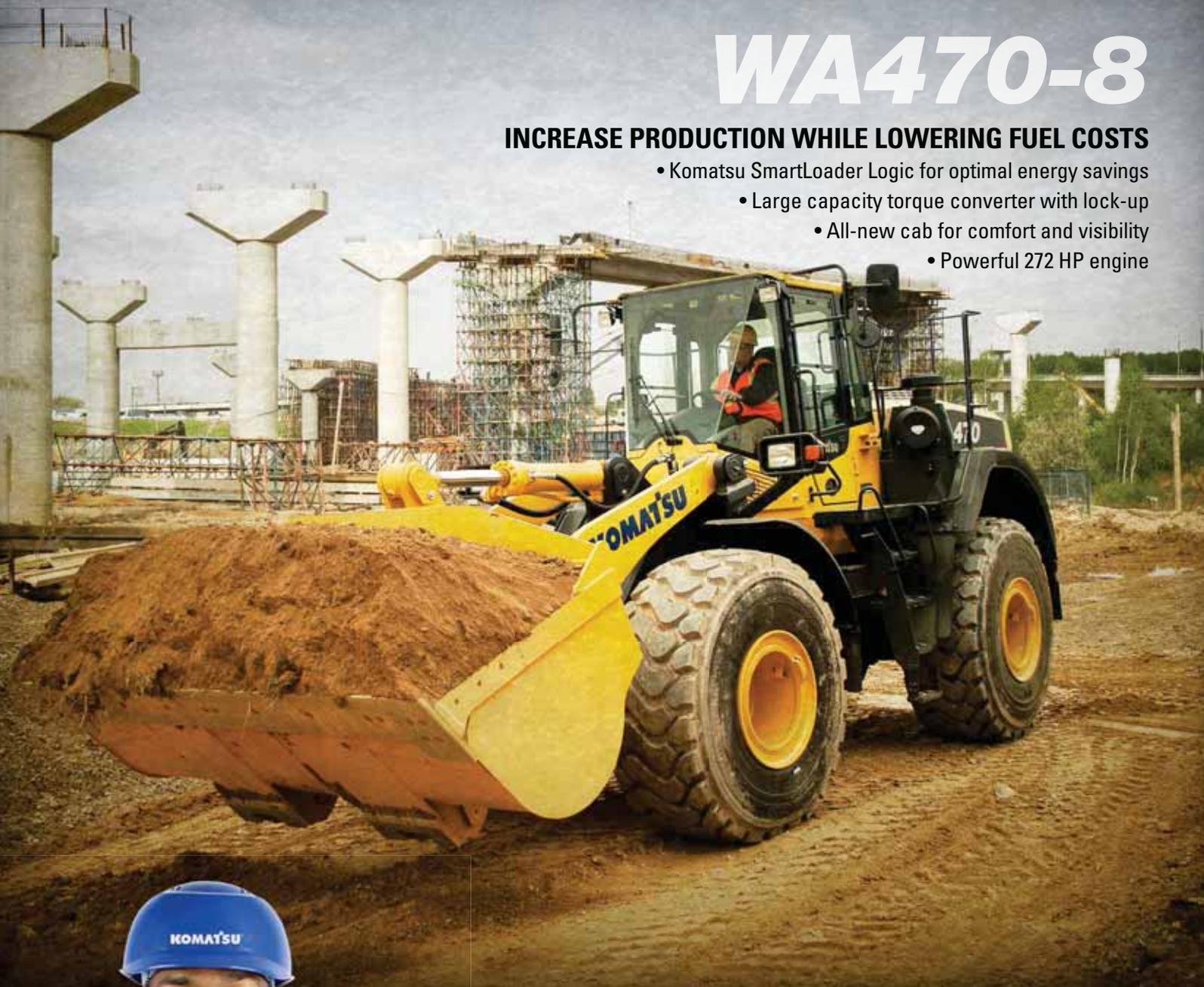
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009

WA470-8

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006

NEW ARTICULATED TRUCK

Komatsu's HM400-5 delivers high production with Tier 4 Final engine that optimizes performance

The goal of moving materials is to do it as productively and efficiently as possible. Komatsu's new HM400-5 articulated dump truck provides what you need with high levels of performance and minimal operating costs. It includes a low 10-foot, 5-inch loading height, 70-degree dump angle and selectable working modes that allow operators to match its performance to the application or conditions.

The HM400-5 maintains the productivity and performance of the previous Dash-3 model, with a new Tier 4 Final engine to deliver its 44.1-ton payload. The Komatsu-designed engine uses an advanced electronic-control system to manage airflow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance.

"With its low loading height, the HM400-5 matches well with 40- to 60-ton hydraulic excavators and 5.5- to 7.5-cubic-yard wheel loaders," said Joe Sollitt, Komatsu Product Marketing Manager. "It's ideal for a variety of applications, including site prep and large-scale material processing operations with challenging haul profiles. Even in less-than-ideal conditions, it delivers great fuel economy and outstanding production."

Standard Payload Meter

Komatsu's Traction Control System automatically provides optimum traction when operating in soft ground conditions. If conditions worsen and the HM400-5 detects tire slippage, the inter-axle-lock kicks in. If tire slippage continues, four independent brakes are automatically applied to the slipping wheels to regain traction.

Owners and operators can keep track of production with a standard, integrated Payload Meter that displays loaded-material weight on an LCD monitor inside the cab. A pair of external lamps illuminate green, yellow or red as the payload increases through three different ranges to help prevent under- and over-loaded haul cycles. Data is stored on board and is accessible by plugging a laptop into a port in the truck or remotely via KOMTRAX.

"Users can monitor daily, weekly or monthly production with very detailed data to allow for full production studies," said Sollitt. "We made service more convenient with a lightweight, fiberglass engine hood and a cab that tilts rearward for easy access to the transmission and hydraulics. The HM400-5 is a great fit for anyone looking to move mass amounts of material with lower costs in mind." ■



Joe Sollitt,
Komatsu Product
Marketing
Manager



Discover more

Komatsu's new Tier 4 Final HM400-5 articulated dump truck has a 44.1-ton-payload capacity and matches well with 40- to 60-ton excavators and 5.5- to 7.5-cubic-yard wheel loaders. It features a new standard Payload Meter and easier serviceability.

Quick Specs on Komatsu's HM400-5 Articulated Dump Truck

Model	Net Horsepower	Max Gross Vehicle Weight	Payload
HM400-5	466 hp	165,644 lbs	44.1 tons



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manitou.com

NEW ROUGH-TERRAIN FORKLIFT

Manitou's M 40 provides excellent performance while carrying bulk loads on uneven ground

Manitou rounded out its Tier 4 M Series line with its new M 40 rough-terrain, vertical-masted forklift that is built to operate with bulk loads on uneven ground. It provides a maximum lift height of 19 feet 6 inches, a maximum loading capacity of 8,179 pounds and is available in two-wheel and four-wheel drive.

The M 40's standard 74-horsepower Tier 4 engine delivers up to 235 foot-pounds of torque and up to 21,730 pounds of tractive effort, while at the same time lowering fuel consumption up to 13 percent. The curved frame shape, low dashboard and open overhead guard structure provides a 360-degree view that helps decrease safety incidents and allows for more precise placement of materials.

The M 40 also includes several key features. Its high ground clearance is excellent on rough and loose terrain. The standard load accumulator prevents shock and vibration from affecting the load, allowing for safe transport over bumpy, uneven surfaces. An oscillating rear axle and wide stance of the front tires are designed to ensure the machine is stable in adverse conditions. The compact dimensions of the machine and tight turning radius also make it possible to navigate in confined areas.

A hydrostatic transmission is now available for all two-wheel drive M Series models, creating two transmission choices – torque converter or hydrostatic. An option to select the hydrostatic transmission for four-wheel drive models is planned.

More mast options

Multiple mast configurations are designed to deliver optimal strength and rigidity while maintaining excellent operator visibility. The new side-shift mast and existing side-shift carriage options provide new enhancements to the

M-Series product line. The M 40's side-shift mast is designed with one shaft for smoother shifting, moving the mast three inches in both directions. The side-shift carriage will add additional hoses, but shift four inches either way.

The M 40 can be selected with a two-stage, full-visibility or a three-stage, free-lift mast design, each offered in a variety of mast sizes. The mast of the all-new M 40 will also tilt up to 15 degrees forward and backward.

For more information, contact your Kirby-Smith Machinery, Inc. sales representative or your nearest branch location. ■

Quick Specs on the Manitou M Series Forklifts

Model	Horsepower	Max. Capacity	Max. Lift Height	Turning Radius
M 40-2	74 hp	8,179 lbs	19 ft 6 in	10 ft 8 in
M 40-4	74 hp	8,179 lbs	19 ft 6 in	14 ft 8 in

Manitou rounded out its Tier 4 M Series line with its new M 40 rough-terrain, vertical-masted forklift that's built to operate with bulk loads on uneven ground. The M 40's Tier 4 engine delivers up to 235 foot-pounds of torque and up to 21,730 pounds of tractive effort, while at the same time lowering fuel consumption up to 13 percent.



Introducing the Broce MK1 Transfer Sweeper



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CITY OF DENTON STREETS, DRAINAGE, & TRAFFIC DIVISION

Department does whatever is necessary to keep up with burgeoning growth



Discover more at KirbySmithConnection.com

Few cities experienced the level of growth that Denton, Texas, did during the past 15 years. The national Census of 2000 showed a population of just about 80,000. During the subsequent decade, it grew by more than 40 percent, and data collected in 2013 put the estimated total above 120,000. Since 2006, Denton has been among the nation's fastest-growing cities with populations of 100,000 or more.

"Growth is great, but it has an obvious impact on infrastructure and a city's ability to keep up with maintenance and repair," said Keith Gabbard, Superintendent of Water Utilities Field Service – Streets, Drainage & Traffic Division, who has been with the City of Denton for 21 years. "We do whatever is necessary to ensure our citizens' needs are met with as little inconvenience as possible. Sometimes that involves working at odd hours, but if that's what it takes, we do it."

Streets, Drainage & Traffic personnel are responsible for everything from filling pot holes to full street reconstruction of Denton's 1,400 miles of roadway. They also construct retention ponds; fix and clean storm drains and earthen drainage channels; maintain bridges; and install and rehab traffic signals and roadway markings.

"We have about 65 of the most dedicated people you will ever find," said Gabbard. "I like to say that we have crews, but we have no specialists. Each person has the versatility to work on any project. One day someone may be doing street construction and the next cleaning a drainage ditch. The staff goes wherever the need is, and if the city has an emergency situation, like when we had major flooding and street closures a few years ago, it's all-hands-on-deck to do whatever is required. That versatility is invaluable."

Wide range of projects

The city does contract out some work, but the staff completes several projects of varying size each year. Recent work includes reconstructing Vintage Boulevard, where more than 200,000 yards of dirt were moved. Other notable work includes constructing five regional retention ponds, ranging in size from 5 to 20 acres.

"From time and cost-savings standpoints, it makes sense for us to complete what we can ourselves," said Gabbard. "We contract out large projects, such as laying 2,000 tons of asphalt a day. Some projects are done by a combination of our staff and a contractor. We might come in and take care of subgrade prep, and the contractor paves the road. We have our own dirt, paving and milling machines that allow us to do some fairly sizeable jobs."

Wirtgen stabilizer increases production

Recent additions to the Streets, Drainage & Traffic Division's fleet include a 600-horsepower Wirtgen

Continued . . .

For soil stabilization and cold recycling of asphalt pavement, the City of Denton Streets, Drainage & Traffic Division uses a new Wirtgen WR 240i stabilizer. The 600-horsepower machine has a working width of 7 feet and a maximum depth of 20 inches. "We like the versatility the WR 240i brings because it allows us to recycle millings for reuse, and we often have to stabilize roadway subgrade by mixing lime into the soil," said Superintendent Keith Gabbard. "Having one machine to do both offers significant savings."



Keith Gabbard,
Superintendent,
Water Utilities
Field Service

▶ VIDEO



PAVING

City of Denton prepares for expected growth

... continued

WR 240i stabilizer purchased from Kirby-Smith Machinery, Inc. with the help of Governmental Sales Rep Sol Gieser. The versatile machine can be used for both soil stabilization and as a cold recycler, because it can recycle up to 100 percent of existing deteriorated asphalt pavement. It has a working width of 7 feet and a maximum depth of 20 inches.

"We like the versatility the WR 240i brings because it allows us to recycle millings for reuse, and we often have to stabilize roadway subgrade by mixing lime into the soil," said Gabbard. "Having one machine to do both saves money."

"The WR 240i increased our production and efficiency greatly," he added. "We had an older

machine that we used for mixing lime, and we did a comparison between the old machine and the new stabilizer. The old machine took more than half an hour to make one pass. The WR 240i did it in under six minutes."

When the city purchased the stabilizer, it also added two Hamm rollers for soil and asphalt compaction. To clean ditches, remove pavement and for a variety of other applications, Denton uses a Gradall XL 3300 excavator.

"With the Gradall, we can perform a wide range of tasks productively with one machine," said Gabbard. "The telescoping boom allows us to sit on the edge of a drainage ditch and have enough reach to pull the debris out of the bottom, or get underneath a bridge. It has good power to pull up concrete on a road. What's nice is it can be driven from one job to the next, so we don't need a trailer to haul it. It's a great all-around machine."

The city's maintenance staff works closely with Kirby-Smith's Dallas/Fort Worth service department to jointly perform services on the WR 240i. The Denton staff also attended Wirtgen training and will eventually take over all work on the machine, just like it does with the rest of the city's fleet.

"Sol and Kirby-Smith are great to work with. They provide the training and support we need, which shows that they are committed to us getting the most out of the equipment," said Gabbard. "We have a long-standing relationship. Sol and Kirby-Smith take good care of us by having parts on hand and quickly responding to us if we have a service need."

More expansion anticipated

Projections show additional growth for Denton is highly likely and will be robust for many years to come. During the next two to three decades, the population may triple, according to some estimates.

"We're seeing substantial growth along the Interstate 35 corridors coming from the Dallas/Fort Worth metroplex, and several developments are in the works that could add as many as 50,000 people in the near future. Growth is dependent on several factors, which makes long-term planning a challenge for us. We've dealt with the recent boom, and we'll do our best to deal with whatever comes our way next." ■

To clean ditches and remove pavement, as well as for a variety of other applications, Denton uses a Gradall XL 3300 excavator. "The Gradall gives us the ability to perform a wide range of tasks productively with one machine," said Superintendent Keith Gabbard. "What's nice is it can be driven from one job to the next, so we don't have to use a trailer to haul it. It's a great all-around machine."



Kirby-Smith Machinery, Inc. Governmental Sales Rep Sol Gieser (left) calls on the City of Denton Superintendent Keith Gabbard. "Sol and Kirby-Smith are great to work with. They provide the training and support we need, which shows that they are committed to us getting the most out of the equipment," said Gabbard.



For soil and asphalt compaction, the City of Denton uses Hamm rollers.



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Komatsu's Kwick Tips videos put valuable machine information at your fingertips



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Craig McGinnis,
Komatsu Product
Marketing Manager

How do I get the most out of my equipment, and what features allow me to do that? Those are questions you probably ask yourself often. Komatsu is making it easier and faster to get answers to those and more with its Web-based Kwick Tips videos.

“People use the Web to immediately access all kinds of information, such as recipes or how to change parts on their cars,” said Komatsu Product Marketing Manager Craig McGinnis. “These Kwick Tips videos are just like that. For instance, the equipment owners or operators may want a refresher on how a particular button or feature, such as traction control, affects their productivity and efficiency. The videos are a way for them to quickly get answers, and they can do that from anywhere

they have an Internet connection. It could even be while sitting in the cab of the machine using a smart phone or tablet.”

Users have multiple avenues to access the videos from Komatsu America’s website, www.komatsuamerica.com. At the top of the home page is an icon for YouTube. Clicking on that will take you directly to the Komatsu YouTube channel where you can search for all the Kwick Tips videos, as well as some more in-depth Komatsu training videos on topics such as Tier 4 Final and diesel exhaust fluid.

Another way to access the videos is to use the search box on Komatsu’s website to find a specific machine. When the page for that machine pops up, click on the Watch Our Videos tab, which will show a drop-down menu of topics. Click the one that interests you to see the video. If you are looking for a particular machine, you can also click on the equipment tab on the home page and continue to follow the tabs until you get to the model you are looking for.

Positive feedback

McGinnis noted that the launch of Kwick Tips was well-received by users, as early traffic to the videos was encouraging. “The video series trained almost 1,500 viewers the first few months of availability. That’s a good foundation to build on.

“Kwick Tips are short and to-the-point,” added McGinnis. “We’re constantly adding more. The main focus as we started was wheel loaders. We continue to expand on those, and we’re also producing videos for our motor graders, excavators and other products. We envision having a very comprehensive list in the near future.” ■

Komatsu’s Kwick Tips videos provide valuable insight into machine functions and features that can potentially increase production and efficiency. The videos can be accessed anytime at www.komatsuamerica.com, or by searching for Kwick Tips on Komatsu’s YouTube channel.



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BIRDS-EYE VIEW

Expect drone, UAV use to gain prominence as construction moves into the future

Here is a look at new technology that's being used by some in the construction industry. Information was gathered from a variety of resources. The article is not intended to be all-encompassing, but rather a general look at what the future may hold.

Construction technology during the past few years has largely been focused on two places. One is on the ground, where increasingly sophisticated equipment is used to dig, grade and haul materials. The other is in space, where global positioning satellites pass over Earth and relay information to man and machinery for automatic grading and tracking equipment location, hours and other important information.

It seems that the next wave of technology is somewhere between the two as the use of drones/unmanned aerial vehicles (UAVs) in construction gains momentum. (Though technically drones and UAVs are not the same thing, the terms are used interchangeably in this article.) Companies are looking at employing "quadcopters" and other devices equipped with cameras to document projects. The UAVs can be controlled by computer, or in many cases, by smart devices, such as

phones and tablets, and allow the drones' birds-eye view to be seen on the screen in real time.

The technology has been around for a while, but it's still in its infancy and the debate is ongoing as to its effectiveness at this point.

The Federal Aviation Administration (FAA) continues to develop guidelines for its use, such as the current 400-foot flight ceiling for hobbyists. As long as the drone/UAV remains at that elevation or below, no special permit from the FAA is required, so construction companies use that as a measuring stick, along with keeping the device in "line of sight."

Groups speak with FAA

Under a 2012 law, the FAA is required to have UAVs integrated into U.S. airspace by the end of September 2015. It continues to develop regulations with input from various interested parties. Among them is the Association of Equipment Distributors (AED) which recently submitted comments to the federal agency's "proposal that would update the regulations that govern general aircraft operations to incorporate the use of the vehicles commonly referred to as 'drones' under certain circumstances."

The organization pointed out that many of the most common uses of UAVs are in sectors served by its members, and FAA regulations will have a significant impact on the market and dictate how businesses can take advantage of their use. AED suggested the FAA "provide a clear definition of 'direct participation' that includes a range of employees who might be operating at a construction site, and provide more flexibility to the rule's restriction to visual line-of-sight

Many companies have begun to employ drones/unmanned aerial vehicles (UAVs) in an effort to map and document jobsites. Numerous models are available that range greatly in price and quality.





Drones/UAVs can be controlled from the ground with computers, smart phones and tablets and provide a birds-eye view of a site on the device. Users control the flight path, and cameras can take pictures for documentation and other purposes. Aerial photo courtesy of Cadre Solutions Group.

operations to allow for drones to operate beyond the line of sight.”

AED said the federal government “will have to learn to keep pace with the constantly evolving industry as all manner of unmanned systems take to the skies... allowing more flexibility in the rules now for future technological development will save both industry and the agency considerable resources, given the complex and lengthy rulemaking process.”

Getting permission

The FAA seems to be giving due consideration. It recently granted a Vermont company an exemption from the prohibition of unmanned aerial vehicles for commercial use.

“Our main focus area is commercial and industrial,” said AirShark’s Jon Burdreski in a post on Vermont Public Radio’s website. “Energy plants, such as solar and wind systems that are difficult to access or consume large areas and need to be checked, can really benefit from these UAVs. Additionally,

certain construction projects need constant documentation, including bridge projects or larger commercial buildings. We believe these UAVs can greatly help the energy, transportation and construction markets.”

Keeping an eye on transportation infrastructure and the workers who build it is behind the Michigan Department of Transportation’s consideration to use drones. Engineer of Operations and Maintenance Steve Cook told TheTrucker.com, a website that covers the transportation industry, that safety is one good reason to use the devices.

“It takes workers out of the path of vehicles so they can operate these drones from the shoulder of the road or somewhere else,” he told TheTrucker, noting that drones could collect data much more quickly than people and to the benefit of drivers. “This way, all lanes of traffic can stay open, which will alleviate congestion,” he continued.

Drones or UAVs can also get close to objects, such as the underside of bridge decks. Workers can be on the ground controlling

Continued . . .

Drone technology provides a competitive edge

... continued

a device's flight path, and high-resolution cameras can take pictures of cracks or other potential hazards for documentation and maintenance/repair planning.

Mapping jobsites

As the technology improves, drones may someday play a prominent role in surveying and mapping jobsites. Earlier this year, Komatsu launched a service in Japan called Smart Construction in an effort to further study and advance those potential capabilities. It includes a platform called KomConnect that will connect machinery and workers to a cloud platform in an effort to improve overall efficiency.

Komatsu teamed with Skycatch, a U.S. company, for its Smart Construction service, which uses Skycatch devices to conduct surveys and produce 3-D models that are turned into interactive jobsite maps. Drones are programmed to automatically fly over a set area and use sensors to collect data on

Komatsu teamed with Skycatch, a U.S. company, for its Smart Construction service, which uses Skycatch devices to conduct surveys and produce 3-D models that are turned into interactive jobsite maps. Drones are programmed to automatically fly over a set area and use sensors to collect data on the terrain below. One day, Komatsu expects to overlay civil-engineering plans onto the drones' 3-D models, which can then be loaded as data into machinery, such as *intelligent* Machine Control dozers.



the terrain below. One day, Komatsu expects to overlay civil-engineering plans onto the drones' 3-D models, which can then be loaded as data into machinery.

"Measuring a large construction site from the air is much easier than measuring it from the ground," said Akinori Onodera, President of the Komatsu unit overseeing Smart Construction, in a January Wall Street Journal article titled "Drones' Next Job: Construction Work." "The old way of measuring needed two people for one week. The drones can do it in one or two hours."

"Right now, drone technology is providing a competitive edge to the companies who've successfully adopted it," Skycatch CEO Christian Sanz told Gizmag Emerging Technology Magazine. "They use their equipment and resources more efficiently; communicate better through accurate maps and data; and now have a highly quantitative means of measuring their progress against their schedule. In the future, the construction industry will realize aggregate benefits, such as a much better safety record and fewer projects that are late and over budget."

He told the Wall Street Journal that he hopes Skycatch will provide drones to "thousands of Komatsu's sites all over the world, shaving costs and time," adding that Komatsu plans to lease at least 200 drones from Skycatch during the next several years.

Considerations before buying

Buying a drone or UAV is largely a personal decision. This is obviously a "you get what you pay for" proposition. Prices vary widely from a few hundred dollars to several thousand dollars, depending on exactly what it will be used for. If you want one that will simply record a jobsite, a smaller, less-expensive version with a camera mounted on it is probably fine.

Considerations include how much you're willing to spend; return on investment; what you will use it for; and the amount of time you are willing to devote to learn how to use it, as there is more to it than just sending it up to take pictures and video. ■



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FUNDING ASSESSMENT

DOT auditing state-highway spending amid push to pass new legislation

The Department of Transportation recently announced it is launching an audit of state-highway spending. The agency’s inspector general said the review is intended to make sure federal funding that’s allocated to states is being properly used, noting that the Federal Highway Administration’s (FHWA) State Transportation Improvement Program (STIP) provides more than \$37 billion annually for road and bridge construction.

“The objective of this audit is to assess FHWA policies and procedures and to ensure STIPs receive comprehensive, consistent reviews and meet federal requirements, including coordination with the Federal Transit Administration,” according to officials with the inspector general’s office.

Auditing the states comes at a time when many are pushing to renew and increase transportation funding. The previous highway bill expired nearly a year ago, and Congress has passed short-term patches since. Even with bills in place, funding has fallen short of meeting needs. The current gas tax has not been raised in more than 20 years, and more fuel-efficient cars have led to decreased revenues.

Groups push for solutions

The funding shortfall has put many of the country’s roads and bridges in serious disrepair. An American Road & Transportation Builders Association (ARTBA) review of the 2014 U.S. Department of Transportation National Bridge Inventory database showed that more than 61,000 bridges are classified as structurally deficient. Those bridges are crossed 215 million times per day, and data shows a current backlog of more than \$115 billion in bridge and \$755 billion in highway work.

“State and local governments are doing the best they can to address these significant challenges, given limited resources,” said ARTBA Chief Economist Dr. Alison Premo Black. “Many of the most heavily traveled bridges are nearly 50 years old. Elected officials can’t just sprinkle fairy dust on America’s bridge problem and wish it away. It will take a committed investment by legislators at all levels of government.”

An Associated General Contractors of America (AGC) campaign known as #DriveBetterRoads highlights the benefits of fixing transportation infrastructure, such as reduced commute times.

“Drivers don’t have to settle for bad roads, lousy traffic and unsafe bridges,” said AGC member Dale Stubblefield during an organization event to announce the initiative. “As long as drivers speak up, we can all ‘drive better roads.’ ” ■

The Department of Transportation says it is auditing state-highway spending. The agency’s inspector general said the review is intended to make sure federal funding that’s allocated to states is being properly used. Industry groups are calling for more surface transportation funding.





MORE INDUSTRY NEWS

Komatsu announces equity participation in technology firm

Komatsu recently announced its equity partnership in ZMP, Inc. The companies will work together to automate construction and mining equipment, as well as other areas. Komatsu will continue to develop construction equipment and next-generation mining machinery by applying information and communication technologies while collaborating with other companies for innovation.

ZMP has advanced technological expertise in image recognition and in sensing and controls for vehicle automation systems. It has received outstanding evaluations from the automobile industry, as well as from other industries.

Prior to equity participation, Komatsu was collaborating with ZMP to develop control technology for mining equipment. Komatsu expects to further strengthen collaboration in unmanned operation of equipment, vehicle automation and other fields.

“Komatsu will be able to accelerate the pace of providing products and services that are designed to innovate customers’ jobsites, and ZMP will be able to expand its business domains and can expect further growth,” Komatsu noted in a press release announcing the equity participation. “Komatsu believes that the two should be able to develop and enjoy a win-win relationship.” ■



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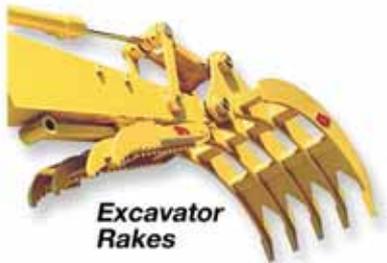
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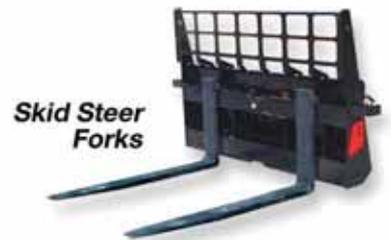
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STAY ALERT

AGC urges motorists to proceed with caution in highway work zones

Forty-six percent of highway contractors reported that motor vehicles had crashed into their construction work zones during the past year, according to the results of a new highway work-zone study conducted by the Associated General Contractors of America (AGC). Association officials urged summer-travel motorists to stay alert while driving through work zones, noting that drivers and passengers are more likely than highway workers to be hurt or killed in work-zone accidents.

“If the thought of saving someone else’s life isn’t enough to get you to slow down, just remember that you and your passengers are more likely to suffer in a highway work-zone crash than anyone else,” said Tom Foss, President of Brea, California,-based Griffith Company and the Chairman of AGC’s Highway and Transportation Division. “In most work zones, there just isn’t enough margin for error for anyone to speed through or lose focus.”

Foss said that 41 percent of contractors reported that motor vehicle operators or passengers were injured during work-zone crashes this past year, and 16 percent of those crashes involved a driver or passenger fatality. Highway work-zone crashes also pose a significant risk for construction workers, Foss noted. He said 16 percent of work-zone crashes injure construction workers, and 9 percent of those crashes kill them.

Work-zone crashes also have a pronounced impact on construction schedules and costs, Foss said. He noted that 26 percent of contractors reported that work-zone crashes during the past year have forced them to temporarily shut down construction activity. Those delays were often lengthy, as 48 percent of those project shutdowns lasted two or more days.

Tougher penalties would help

Association officials said that 69 percent of contractors nationwide feel that tougher laws, fines and legal penalties for moving violations in work zones would reduce injuries and fatalities. In addition, 80 percent of contractors said that an increased use of concrete barriers will help reduce injuries and fatalities. Additionally, 70 percent of contractors nationwide agree that more frequent safety training for workers could help. They added that many firms and associations have crafted these types of highway safety programs.

Foss suggested that the best way to improve safety is for motorists to be more careful while driving through highway work zones. “Our message to every motorist is this: When you see construction signs and orange barrels, take your foot off the gas, put the phone down and keep your eyes on the road.” ■

This article is based on a press release from Associated General Contractors of America (AGC).

Forty-six percent of contractors reported that motor vehicles crashed into their construction work zones during the past year. AGC is urging motorists to stay alert and obey posted signs.



BO ROGERS

Oklahoma City Field Tech gains GMK Certification



Bo Rogers
Field Tech

Bo Rogers recently joined an elite group of service technicians with the designation of GMK Certified from Grove. The Oklahoma City-based field technician completed the stringent requirements in May. This process took about three years to complete.

Rogers began taking the necessary steps toward certification soon after joining Kirby-Smith Machinery, Inc. in 2012. Achieving GMK Certification involved taking seven week-long classes that covered in-depth topics on operations and diagnostics of Grove’s GMK line. Following the last class, Rogers had to take a comprehensive written exam. He then took a hands-on test in which he had to demonstrate his ability to diagnose and fix issues, as well as explain the process involved in doing so.

“It shows I have the knowledge and expertise on the GMK line, which translates to reduced downtime and customers’ peace-

of-mind when they call with issues,” said Rogers. “I believe that communication with an accountability to the customer is essential, and this certification is another part of that. It’s helped me better explain issues and what’s involved with ensuring they get resolved as quickly as possible.”

His background includes working as an auto and heavy equipment mechanic for 12 years, including servicing and repairing Grove cranes before joining Kirby-Smith. He also works on Grove RT mobile cranes, as well as the new GHC line of track-mounted cranes and National boom truck cranes. He just started working to become RT Certified.

“I have to thank my wife and kids for standing behind me and always being supportive,” said Rogers. “They know I love this job and that it can be 24/7 because our customers work around the clock. They’ve always been understanding about that.” ■

JD YOUNG

New CFO brings 13 years of experience to position



JD Young
Chief Financial
Officer

Kirby-Smith Machinery, Inc. promoted JD Young to Chief Financial Officer, filling the position of retired CFO Keith Tippett. Young joined Kirby-Smith Machinery in April as a Controller.

Young spent more than 13 years as CFO for a Dallas-based machinery dealer. He also held similar positions with three other companies before joining Kirby-Smith Machinery.

“I’ve inherited a strong and impressive finance and accounting department,”

said Young of his new position. “I would like to build on this strong foundation by enhancing the usefulness of our financial reporting. I really enjoy helping to make financial information come alive to the various stakeholders, and I will work to enhance all areas of our reporting.”

Young has a bachelor’s degree from Texas A&M. He and his wife have been married 23 years and have four children. The family enjoys running together and is also actively involved in church and the children’s athletic activities. ■



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CRAWLER DOZERS					
2012	Komatsu D51EX-22		EQ0025573	2,993	\$124,000
2013	Komatsu D51EX-22		EQ0027919	2,995	\$140,000
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	\$119,900
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
2007	John Deere 350D LC		EQ0028192	5,850	\$72,300

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	\$65,000
2013	Komatsu WA320-7		EQ0026953	1,587	\$153,600

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
2007	Grove RT530E	Rough Terrain	EQ0008565	4,152	\$195,000
2006	Grove RT650E	Rough Terrain	EQ0007237	4,460	\$260,000
2006	Grove RT650E	Rough Terrain	EQ0007329	6,162	\$242,900
2006	Grove RT650E	Rough Terrain	EQ0008017	4,859	\$260,000
2006	Grove RT9130E	Rough Terrain	EQ0008249	8,387	\$685,000

Year	Make/Model	Description	Unit #	Hrs.	Price
PAVING & COMPACTION					
2009	LeeBoy 8510	Paver	EQ0019388	4,060	\$53,500
2010	Hamm HD13W	51" DBL Drum	EQ0022844	2,071	\$51,000

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					
	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



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



2007 John Deere 350D LC, EQ0028192,
 5,850 hrs.....\$72,300



2006 Broderson IC200-3F, EQ0008145,
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