



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



## CIRCLE H CONTRACTORS

New owners keep utility installation niche as focus for Midlothian, Texas, contracting company

Brad Owens,  
Owner

Blake Norwood,  
Owner

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Ed Kirby

Dear Valued Customer:

Komatsu introduced its first Tier 4 Final machine during CONEXPO- CON/ AGG in early 2014. Since then, it has unveiled numerous new products that meet the governmental regulations for reducing emissions, and do so more efficiently and productively than ever before.

As the end of 2015 approaches, Komatsu continues to roll out Tier 4 Final products such as its new construction-sized D61-24 dozers and WA380-8 and WA470-8 wheel loaders. Added features and enhancements make these machines among the best in the industry for their size classes. You can read about these in this issue of your Kirby-Smith Connection magazine.

Komatsu's Tier 4 Final machines are also among the best in terms of owning and operating costs. Komatsu is determined to keep your expenses low, so when it began introducing Tier 4 equipment it upped the ante by providing complimentary scheduled maintenance through Komatsu CARE for the first three years or 2,000 hours. Our skilled technicians, here at Kirby-Smith, perform the service at convenient times and locations to ensure your downtime is kept to a minimum.

We can also service your utility-sized equipment such as the PC45MR-5 and PC55MR-5 tight-tail-swing excavators, which are also featured in this issue. These smaller machines meet the Tier 4 Final standards without the added selective catalytic reduction, diesel exhaust fluid and diesel particulate filter required on construction-sized and larger machines. These are not covered by Komatsu CARE, but we have maintenance programs available that can keep your costs low.

Whether you own brands we carry or competitive equipment, we can help ensure all your machines – new or old – remain productive and efficient. We would be happy to work with you on your entire fleet's maintenance and repair needs.

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.



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# CIRCLE H CONTRACTORS

## New owners keep utility installation niche as focus for Midlothian, Texas, contracting company

CONSTRUCTION



▶ VIDEO

Blake Norwood,  
Owner



▶ VIDEO

Brad Owens,  
Owner



Discover more at  
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At the beginning of this year, Brad Owens and Blake Norwood took full ownership of Circle H Contractors, opening a new chapter in the company's history. Both were familiar with the Midlothian, Texas-based company because they had worked with Circle H Contractors at various times during its 20 years in business.

Norwood was a partial owner in a company that focused on utility boring and subbed work to Circle H Contractors. Owens worked in the banking industry and had relationships with several area developers and construction companies. The two are also longtime friends, so it made sense when the previous owner approached them about taking over the business when he retired. They joined the company last year in preparation for taking ownership.

"We believe our skills make a solid mix," said Norwood. "I oversee the field operations and help out in the office, and Brad handles the financial aspects of the business and does some bidding. Taking over an existing business was a

good move. Work was on the books, and we've added to it. Our experience and contacts have been a tremendous help in making a smooth transition, and we have plenty of upcoming projects."

Despite the ownership change, Circle H Contractors' niche remains the same – providing underground utility installation through open cut and boring. The company installs water, sanitary and storm-sewer pipe; electrical conduit; and transformer pads in all types of markets. Its boring division does wet, dry and directional boring for Circle H Contractors' projects and also works as a sub to other contractors. Norwood's experience brought the addition of directional boring, which Circle H Contractors didn't do previously.

"We're probably the only contractor in this area that offers wet, dry and directional boring, which is a great advantage for us," said Owens. "I don't know of any company south of the Dallas-Fort Worth metroplex that offers all three, other than us. We work in that market from a boring standpoint, but we do very little open cut in that area. We're based about 30 miles south of the DFW metroplex, and most of our work is done in Ellis and Johnson counties."

### Change in work mix

Circle H Contractors' mix of work has changed significantly. For many years, the company almost exclusively focused on public works projects for municipalities and water co-ops. Today, the owners estimate about 25 percent of their jobs fall under commercial development, while the remaining 75 percent is nearly evenly split between public works and residential subdivision utility installations.

A Circle H Contractors operator digs into a pile of backfill material with a Komatsu WA270-7 wheel loader on a project just outside of Midlothian, Texas.

▶ VIDEO



“Residential work has gone up significantly in the past few years as more people move into the area,” said Owens. “In turn, that creates a need for additional commercial building to support the population base, which also increases the need to upgrade and add on to existing public utilities. We’ve put ourselves in a position to take advantage of the situation, and we work with everyone from the single residential homeowner to municipalities and large developers. To meet the demand, we’re growing, and during the past few months, we’ve added staff members.”

Nearly all of the 45-person staff stayed on board through the ownership change, and now Circle H Contractors employs about 70 people. Among them are key personnel such as Superintendents Terry Smith and Vance Schmidt. They help oversee seven pipe crews, four boring crews, two concrete crews and one electrical crew.

“A business is only as good as its employees, and we believe Circle H’s success has been largely due to the outstanding group of people who work here,” said Norwood. “Their experience is invaluable, and it’s a big reason why customers continue to call us. In fact, repeat clients make up about 75 percent of our business.”

### Variety of projects

Nearly every Circle H Contractors project has some boring involved, according to the owners. Often there are several bores on one job, such as the 7 miles of 12-inch water line it installed for the Rockett Special Utility District. Crews directionally bored under the Waxahachie Creek and dry bored under a major highway as part of the installation of a main transmission line.

Recent projects include utility installation for new, large subdivisions in Midlothian and Waxahachie, as well as 7,000 feet of new rural water line. Circle H Contractors will soon start a large job for the City of Midlothian. The company will lay about 4,000 feet of mainly 18-inch sanitary sewer, and install it as deep as 35 feet for a new community park and street expansion. It will include installing a 10-by-10-foot box culvert.



CONSTRUCTION

▶ VIDEO

Circle H Contractors’ main production machines are Komatsu excavators, including this new PC210LC-10 used to dig trenches and set pipe on a project in Waxahachie, Texas. “Komatsu excavators are our main machines because of their production and reliability,” said Owner Blake Norwood. “We’re confident they will start and dig every day.”

“We’ll go about 20 feet deep with a large excavator, then use another excavator in the trench, as well as trench boxes, to dig the other 15 feet,” said Owens. “It’s a challenge, but we don’t shy away from complex projects. Our expertise and experience allow us to tackle even the toughest projects and complete them on time and on budget. We expect this to be no different.”

### Main production machines are Komatsu

Digging for that project, as on nearly all projects, will be done with Komatsu excavators.

Continued . . .



Terry Smith,  
Superintendent



Vance Schmidt,  
Superintendent

# Circle H Contractors takes care of customers, keeps promises

... continued



Nicole Norwood,  
Office Manager

Circle H Contractors has several units, ranging from Tier 4 Interim PC210LC-10s to a PC400LC; as well as a tight-tail-swing PC138USLC. The company uses various sizes of Komatsu wheel loaders, including Tier 4 WA270-7 models, for backfilling and moving pipe. Its total fleet consists of about 25 Komatsu pieces, many purchased from Kirby-Smith Machinery, Inc. with the help of Territory Manager Ron Weaver.

"Komatsu excavators are our main machines because of their production and reliability," said Norwood. "We're confident that they will start

and dig every day, and so was the previous owner, who was a die-hard Komatsu user. He kept adding them to the fleet, and we intend to continue that trend. The operators love the speed, and we like the resale value that Komatsu offers when it's time to trade.

"We especially like the PC138 because it allows us to get into tight spaces and keep working without sacrificing power, and the rubber tracks let us go through sensitive areas without worrying about tearing up the ground or concrete," he added.

"The wheel loaders give us quite a bit of versatility," said Owens. "We equipped them with quick couplers so we can make fast changes from buckets to forks and back. We carry pipe and bedding materials, and we can load and backfill with them. They're great all-around machines."

Circle H Contractors keeps track of its Komatsu equipment with KOMTRAX, monitoring vital information such as hours, idle time and location. "It's a great tool for ensuring our fleet maintenance is up-to-date," said Norwood. "Kirby-Smith monitors the machines too, and on the Tier 4 machines, a technician comes out and does the routine scheduled services complimentary for the first 2,000 hours or three years under the Komatsu CARE program. That's a great value to us, and another reason why we have a great relationship with Kirby-Smith, Ron and our Product Support Representative, Matt Gardner. Anytime we need something, they respond right away."

## More controlled growth

Owens and Norwood see continued growth, although at a slower pace than Circle H Contractors has been experiencing throughout the past few years, and especially during the past year.

"We're looking at more controlled, manageable growth," said Owens. "The markets are good and hopefully they'll stay that way for a while. We've taken care of our customers and have kept our promises, and we want that to continue. Growth for growth's sake is not what we're after. Quality work done right has been the key to Circle H's success, and we want that legacy to continue." ■



Kirby-Smith Machinery, Inc. Product Support Representative Matt Gardner (left) and Territory Manager Ron Weaver (right) meet with Circle H Contractors Owners Blake Norwood (second from left) and Brad Owens. "We have a great relationship with Kirby-Smith, Ron and Matt," said Norwood. "Anytime we need something, they respond right away."

A Circle H Contractors operator uses a Komatsu PC200 excavator to dig a bore hole.

## ▶ VIDEO



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# HIGH SPEED DOZING

## “H mode” among enhancements in Komatsu’s new D61-24 dozers

CONSTRUCTION



Jonathan Tolomeo,  
Komatsu Product  
Marketing Manager,  
Crawler Dozers

Komatsu’s new D61-24 dozers features a new H mode (High engine idle speed) that helps maintain ground speed when heavy blade loads might otherwise slow down the machine. The setting allows the dozer to detect subtle changes in load, so it is suitable for power-intensive work.

When a manufacturer introduces a new machine, your expectation is that it will meet or exceed the production and efficiency of the model it replaced. Komatsu continues to exceed those expectations with innovative products such as its new Tier 4 Final D61-24 dozers. The new dozers feature improved blade response and durability, in addition to faster work equipment speed.

Komatsu added a new H mode (High engine idle speed) that helps maintain ground speed when heavy blade loads might otherwise slow down the machine. The setting allows the dozer to detect subtle changes in load, so it is suitable for power-intensive work. As with previous models, the D61EX-24 and D61PX-24 feature both E mode (Economy) and P mode (Power). E mode is for general dozing, while P mode provides powerful operation and maximum production in heavy-load and uphill work.

“The D61-24 is excellent for finish grading on projects such as infrastructure and highway construction; commercial and residential site prep; golf courses; and other applications,” said Jonathan Tolomeo, Komatsu Product Marketing Manager, Crawler Dozers. “Customers frequently comment how powerful and well-balanced the D61-24 dozer is, especially on steep slopes. It also has the horsepower and blade capacity for heavy dozing, if required. In fact, the D61-24 has the highest horsepower compared to competitive dozers in its size class.”

Finish grading operations are aided by the dual-mode foot pedal. When set to D mode (Decelerator), the pedal will slow down both the dozer’s travel speed and its engine speed. When set to Brake mode, the pedal slows only the travel speed. Engine and work equipment speed remains fast and responsive for maximum productivity.

“Giving operators the ability to match the machine to the application and working conditions continues to be a hallmark of Komatsu equipment,” said Tolomeo. “Operators can easily select the proper mode using the large LCD monitor in the cab.”

### Quick Specs on Komatsu’s D61-24 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D61EX-24	168 hp	40,830 lbs	4.41 cu yds
D61PX-24	168 hp	42,902 lbs	4.98 cu yds



Discover more

### Improved visibility

Komatsu improved visibility to the sides and rear of the blade in its super-slant nose design D61-24 by moving the cab forward and by making it wider, taller and deeper. ROPS and FOPS certified, the cab provides superb sealing that helps reduce noise and vibration, and minimizes dust entry.

“We believe the D61-24 is a great all-purpose machine that fits well in a wide range of applications, and we encourage anyone looking for a productive dozer with low owning and operating costs to try one out,” said Tolomeo. ■

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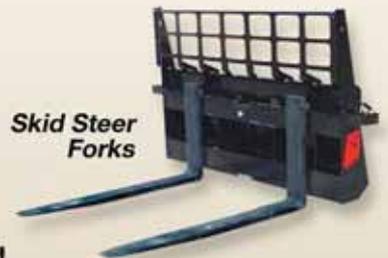
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# MORE EFFICIENT MATERIAL MOVEMENT

## New Dash-8 construction/quarry loaders feature high breakout force, lower fuel consumption

Multiple machines for multiple tasks equates to higher owning and operating costs. That's why a wheel loader that can handle several applications on one jobsite is a great choice. Komatsu has numerous options to choose from, including new Tier 4 Final WA380-8 and WA470-8 models that feature high breakout force and enhancements that make them more efficient than their predecessors.

Komatsu Product Manager Rob McMahon says the WA470-8 is perfect for companies looking for a mid-sized construction/quarry loader. "The WA470-8 has an outstanding combination of stability, breakout power and tractive effort. Whether you're moving gravel, transporting pipe, charging hoppers or working with landscape or aggregate materials, it's the machine you want on your worksite. Available machine arrangements specifically adapted

for logging and waste-handling applications extend the machine's versatility.

"The wheelbase and overall width were not changed for the WA470-8, however the tip load ratings and speed of the boom-raise function was increased. This contributes to enhanced machine stability and faster cycle times," added McMahon. "Where operators and owners will particularly notice the difference is in efficiency. The WA470-8 features enhancements that reduce fuel usage as well as make the operating environment more comfortable, leading to reduced fatigue and greater production."

The WA380-8 is the smallest of Komatsu's construction/quarry loaders, but remains productive in a variety of applications.

*Continued . . .*



**Rob McMahon,**  
Komatsu Product  
Manager



**Craig McGinnis,**  
Komatsu Product  
Marketing Manager

**CONSTRUCTION**

### Quick Specs on Komatsu's WA380-8 and WA470-8 Wheel Loaders

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA380-8	191 hp	40,523-40,929 lbs	3.5-4.3 cu yds
WA470-8	272 hp	53,352-55,579 lbs	5.0-5.75 cu yds

Both new wheel loaders feature Komatsu's SmartLoader Logic software combined with a lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.



WA380-8



WA470-8



# Advancements make Dash-8s powerful and efficient

... continued

“With one of the highest breakout forces in its class and excellent balance, the WA380-8 is made for tough digging tasks,” said Craig McGinnis, Komatsu Product Marketing Manager. “It’s ideal for carrying pipe, sand and other aggregates; site cleanup and support; digging into piles; and backfilling.”

## SmartLoader Logic

Both new wheel loaders feature Komatsu’s SmartLoader Logic software combined with a lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.

The Tier 4 Final engines on the Dash-8 models are variable-geometry turbocharged and aftercooled, and they use up to 6-percent-less fuel compared to the previous Tier 4 Interim models. The engines use an advanced electronic control system to manage air-flow rate, fuel injection, combustion parameters and after-treatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability.

A Selective Catalyst Reduction assembly further reduces NOx emissions using diesel exhaust fluid (DEF). Komatsu designed the machines’ Diesel Particulate Filter (KDPF) and other after-treatment components in conjunction with the engine for efficiency and durability.

Komatsu’s new Dash-8 Tier 4 Final loaders offer the ability to perform multiple tasks with one machine, lowering owning and operating costs. Both the WA380-8 and the WA470-8 feature high breakout force and more efficient engines that lower fuel consumption.



## Enhanced operating environment

Several in-cab enhancements and features are built-in to the new Dash-8 models:

- Air-suspension, high-backed seat that softens machine vibrations for operator comfort;
- Seat-mounted electronic pilot control levers with F-N-R switch for operator convenience and reduced fatigue;
- KOMTRAX telematics system and monitor that provides key machine metrics such as KDPF status, DEF-level data and fuel consumption, as well as performance information collected and sorted by operator ID;
- Auto-Idle Shutdown to reduce idle time and save fuel;
- Auxiliary jack and two 12-volt ports;
- Seven-inch, full-color, high-resolution monitor with Ecology Guidance to support more efficient machine operation;
- Dedicated rearview monitor.

Komatsu also makes maintenance convenient with a swingout cooling fan that has wider fin spacing and a standard auto-reversing fan for easy cleaning. Gull-wing engine doors provide quick access for daily checks, and additional hinged panels at each side give fast access to regeneration components.

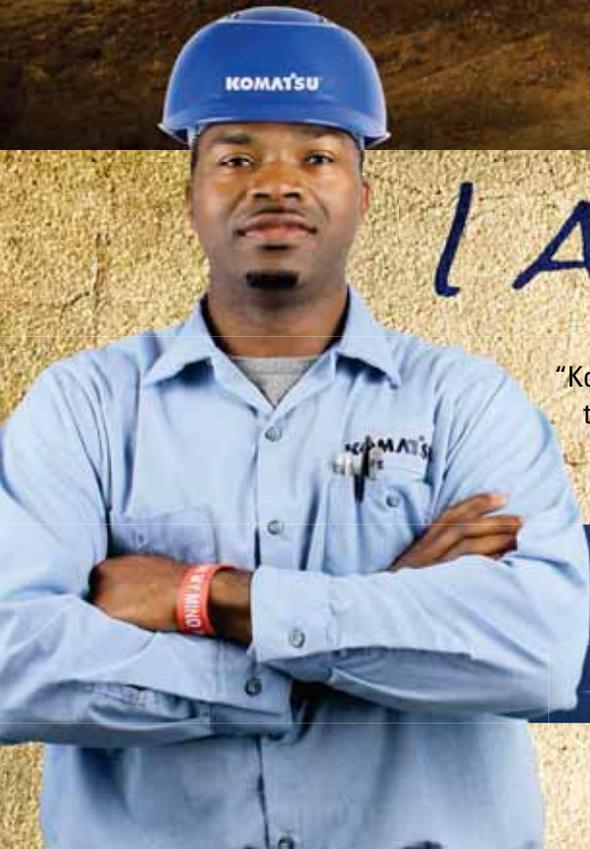
The Dash-8 loaders and all other Komatsu Tier 4 Final construction-sized machines – whether rented, leased or purchased – are covered by the Komatsu CARE program for the first three years or 2,000 hours. Komatsu CARE includes complimentary scheduled factory maintenance and a 50-point inspection at each service, up to two KDPF exchanges and up to two DEF tank flushes in the first five years.

“With specified labor, fluids and filters covered by Komatsu during this period, Komatsu CARE lowers ownership costs, raises resale value and improves uptime and availability,” said McGinnis. “We encourage anyone looking for solid, all-around wheel loaders with excellent performance in a variety of tasks to demonstrate these new machines and see the difference for themselves.” ■

# WA470-8

## INCREASE PRODUCTION WHILE LOWERING FUEL COSTS

- Komatsu SmartLoader Logic for optimal energy savings
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"Komatsu loaders are tough. The loaders I assemble here in South Carolina are built to high standards. I know because my team and I meet and exceed those standards every day. Our goal is to build you a product that will handle the jobs you throw at it and keep coming back for more. And that's why I AM KOMATSU."

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006

# NEW COMPACT EXCAVATORS

## Komatsu adds to its Tier 4 Final lineup with the more efficient tight-tail-swing PC45MR-5, PC55MR-5 models

CONSTRUCTION



Desmond Jarvis,  
Komatsu Product  
Marketing Manager

Early last year, Komatsu kicked off its Tier 4 Final lineup with the tight-tail-swing PC88MR-10 excavator that bridged the gap between compact and construction-sized machines. Komatsu has introduced several larger machines since, but its latest offering includes two compact models – PC45MR-5 and PC55MR-5 – that use less fuel with no loss of productivity compared to their predecessors.

Both excavators feature a tight-tail-swing radius, swing booms and convex doors that hug the machine, helping them when working in limited-space applications.

“The PC45MR-5 and PC55MR-5 are designed for versatility, maneuverability, comfort and

low operating costs,” said Desmond Jarvis, Komatsu Product Marketing Manager. “For most confined-area jobsites with construction, utility, landscaping and similar applications, this is the right tool for the job.”

The excavators have 38-horsepower Tier 4 Final engines that use up to 5-percent-less fuel. The after-treatment system requires no diesel exhaust fluid. The Komatsu diesel particulate filter and other after-treatment components are also specifically designed to work in harmony with the engine for added efficiency and longer life.

### Versatility for a wide range of applications

Komatsu made several features and improvements standard on the PC45MR-5 and PC55MR-5, including enhanced working modes that allow operators to match engine speed and pump delivery to the application. New E mode (Economy) and auto-idle shutdown help save fuel and reduce machine wear. The 3.5-inch, high resolution LCD monitor with Ecology Guidance helps operators monitor machine performance to maximize fuel efficiency.

Standard auxiliary piping for attachments and thumb mount provisions on the arm provide job versatility in applications ranging from digging to demolition work. In all working environments, the high-strength, X-Track frame deters dirt and debris buildup, saving operators valuable machine cleanup time.

“These excavators allow operators to get in close without worrying about hitting something with the counterweight, and be confident that they can get the work done with high productivity,” said Jarvis. “They are a terrific fit for anyone who wants excellent production on even the most confined jobsite.” ■

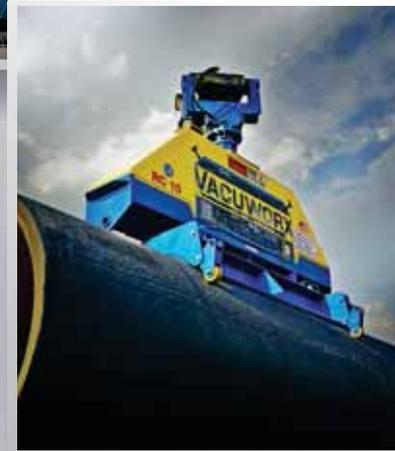
Komatsu’s new PC45MR-5 and PC55MR-5 feature a tight-tail-swing radius, swing booms and convex doors that hug the machine, helping them when working in limited-space applications, including construction, utility and landscaping, among others.

### Quick Specs on Komatsu’s PC45MR-5 and PC55MR-5 Excavators

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC45MR-5	38 hp	10,737-11,001 lbs	0.07-0.21 cu yds
PC55MR-5	38 hp	11,354-11,618 lbs	0.07-0.24 cu yds



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# LIMITING OVEREXCAVATION

## Site preparation company sees savings with Komatsu PC210LCi-10 *intelligent* Machine Control excavator

CONSTRUCTION



Discover more

As its name implies, U.S. SiteWork is a company that provides turnkey site packages that involve everything from clearing and grubbing to curb and gutter and paving. Its projects generally involve moving large volumes of earth, either as part of mass excavation and grading, soil stabilization, utility installation, foundation digs or all of the above.

“We’re a full-service company with the experience and resources to take care of a wide range of customers,” said President/Project Manager Scott Kerzman. “We can breakout our services, or provide a comprehensive package. Our goal is outstanding customer service so that whenever we finish a project, the customer’s thought is, ‘Why would I call anyone else to do my work when U.S. SiteWork knocked out our job problem-free, on time, on budget, fairly and honestly.’”

From the first project on which U.S. SiteWork used the *intelligent* Machine Control PC210LCi-10 excavator, it saw time and material savings. “We used the PC210LCi-10 to dig foundations for a transformer station and large apartment complexes, and it worked perfectly,” said General Superintendent Rory Paggen.

In order to ensure that happens, U.S. SiteWork invests heavily in reliable, productive and efficient Komatsu equipment, including a new PC210LCi-10 excavator. The world’s first *intelligent* Machine Control hydraulic excavator can be used from rough-cut to finish grade with simple guidance to semi-automatically limit overexcavation and trace a target surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator won’t allow it.

“We used the PC210LCi-10 to dig foundations for a transformer station and large apartment complexes, and it worked perfectly,” said General Superintendent Rory Paggen. “We definitely see the benefits of less time to reach final elevation and less material costs associated with overexcavation. Normally, on trenches with fairly steep slopes, we would dig with an excavator, then use a skid steer to smooth them out. With the intelligent excavator, we load the file with the plan, and it accurately puts it to target without the need for another machine. The savings are obvious.”

### Integrated technology

As with Komatsu’s *intelligent* Machine Control dozers, which U.S. SiteWork also uses, the technology that drives the PC210LCi-10 is factory-integrated into the excavator.

“We’re proponents of GPS grading, and aftermarket systems are good, but Komatsu’s integrated technology is simply head-and-shoulders better,” said Paggen. “The fact that we can use it from start to finish lowers our per-yard costs and virtually eliminates staking. It reduces O&O expenses because we don’t have masts or cables to install and remove or get damaged.” ■





# 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



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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. The *intelligent* Machine Control system is factory installed and engineer integrated. And that's why I AM KOMATSU.

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005

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**Dozers:** D31, D37, D39, D51, D61, D65, D85 including EXi & PXi models

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**Excavators:** PC130, PC138, PC160, PC170, PC200, PC210, PC220, PC228, PC240, PC270, PC290, PC308, PC350, PC360, PC390, PC450, PC490 - LC, LCi, HD and USLC versions only

**Motor Graders:** GD655

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# REDUCED UNDERCARRIAGE COSTS

## Komatsu's PLUS offers up to twice the wear life, and is now available for D155AX-8 dozers

Since Komatsu introduced PLUS (Parallel Link Undercarriage System) several years ago, it has proven to extend the life of a dozer undercarriage. The revolutionary design limits wear and the need for pin and bushing turns. It also significantly reduces costly undercarriage repairs and replacements – generally 50 percent of per-hour operating costs over the life of a dozer.

Komatsu recently added PLUS as an option on the new D155AX-8 dozer, with 24-, 26- and 28-inch shoe widths available. Each is made with extreme service shoes for maximum wear life and durability to provide up to twice the life of a conventional undercarriage, lowering maintenance and repair costs by up to 40 percent in certain applications.

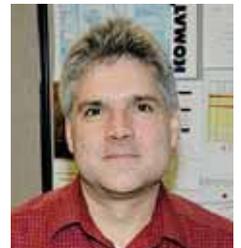
“Applications for PLUS range from high-impact, rocky ground conditions to low-impact, abrasive, sandy worksites,” said Chuck Murawski, Komatsu Product Manager, Dozers. “This has enabled PLUS to become standard equipment on other Komatsu models.”

### Eliminates pin, bushing turns

The PLUS undercarriage features a rotary design, so it's not necessary to turn the pin and bushings. It uses oil-lubricated bushings that rotate freely, unlike fixed bushings used on conventional undercarriage systems. Links have increased wear material and depth hardness, as well as a strutted design for extended life and added strength. All link assembly components can be field-replaced individually, as opposed to replacing an entire undercarriage system. Sprockets are segmented for simple replacement and designed to minimize material packing.

For added peace of mind, the PLUS assurance program covers leakage and breakage due to defects or workmanship for three years or 4,000 hours, whichever occurs first.

“Supplemental wear-life coverage is available through our local distributors,” said Murawski. “PLUS started as an option on some of our mid-sized dozers, but it quickly became standard because owners saw their undercarriage maintenance and repair costs significantly reduced. It's a great option on the larger D155, so we encourage users to talk with their distributors about putting PLUS on those dozers.” ■



Chuck Murawski,  
Komatsu Product  
Manager, Dozers

CONSTRUCTION



Komatsu's PLUS system eliminates pin and bushing turns, reducing undercarriage maintenance and repair costs. It is now an option for the D155AX-8 dozer.



# NEW MODEL EVENT

## Kirby-Smith Machinery introduces Gradall's innovative Discovery D152 excavator

CONSTRUCTION



David Cooper,  
Vice President/  
General Manager,  
Southern Operations

Metroplex customers got an opportunity to see the new Gradall Discovery D152 crossover hydraulic excavator during an event hosted by Kirby-Smith Machinery, Inc.'s Dallas and



Fort Worth branches. The concept unit was first introduced in January 2015 and is now in production and available.

"Key features include higher productivity, exceptional mobility, Gradall's highly maneuverable boom and versatility with a range of attachments – all with a lower equipment investment and a greater return on that investment," said David Cooper, Vice President & General Manager, Southern Operations.

The Gradall upper structure has a ground-level reach of 27 feet, 10 inches and the entire boom tilts up to 220 degrees.

The D152 comes mounted on a Freightliner chassis and is powered by a Cummins 6.7-liter engine that provides 220 gross horsepower and is emissions-compliant in all states. The automatic transmission can easily travel at highway speeds. ■

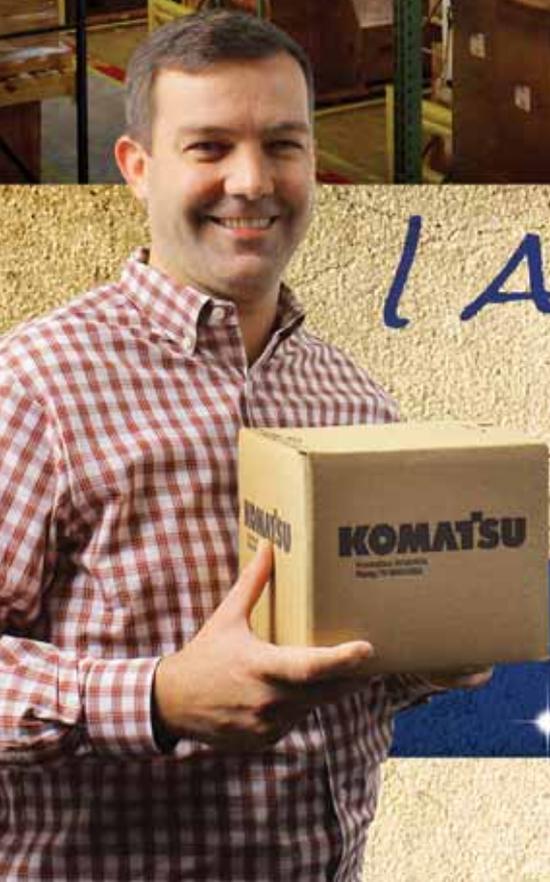
Customers had a chance to see the Gradall Discovery D152 hydraulic excavator during an event held by the Kirby-Smith Machinery Dallas and Fort Worth branches. The crossover machine features high productivity, exceptional mobility, Gradall's highly maneuverable boom and versatility with a range of attachments.



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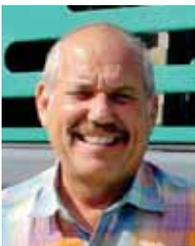


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004

# DUNHAM'S ASPHALT SERVICES, INC.

## Tulsa-area paving company provides everything from materials to full-service projects



**Eddie Dunham,**  
President/CEO



**Jeff Call,**  
Plant Manager/  
Vice President

Few people can claim to have bought a piece of machinery to run a business around the same time they were getting their driver's license. That's just what Eddie Dunham, President and CEO of Sapulpa, Oklahoma-based Dunham's Asphalt Services, did.

While still in junior high in the late 1970s, Dunham began working with his older brother striping parking lots. By the time he was 16, he bought out his brother, purchased his own striping machine and began working solo.

"As time went on, customers asked if I could do other work, so I added on to accommodate them," said Dunham. "That led to crack sealing and seal coating and pothole repair. Business continued to increase."

In the early 1990s, Dunham purchased his first asphalt power box, tractor and roller to add paving to the mix. "They were used pieces and they weren't pretty by any stretch of the imagination," recalled Dunham. "In fact, everyone joked that we had to be done using the equipment by 6 o'clock every night so that we

could get it back to the museum before it closed. But, we made it work and customers were satisfied with our quality."

That helped Dunham's Asphalt Services expand. Eventually, it added new paving equipment, hired more employees and bought trucks. Today, paving makes up the bulk of Dunham's business. The company specializes in commercial work, such as parking lots, but also paves residential driveways, county roads and streets.

"We work as both a subcontractor and a general contractor," said Dunham. "Paving is our niche, but we also do milling. If customers want soil stabilization, concrete work and rock, we'll sub it out to trusted companies. We also sub out seal coating, patching and other smaller items. That model has served us well for a very long time and earned us a solid reputation for customer satisfaction."

### Own supplier with plant

Dunham's project area covers about a 60-mile radius of Sapulpa that includes the Tulsa metro area and suburbs such as Sand Springs, where the company set up its own asphalt plant nearly a decade ago. Dunham considered the move for several years and "recruited" industry veteran Jeff Call to help make it happen. Call is now Plant Manager and Vice President.

"Having our own plant ensures we have control of the quantity and quality of materials we use," said Call. "That wasn't always the case when Eddie started talking to me about starting his own plant. We believe that control, along with a dedication to our craft, gives us an edge in the markets we serve."

The plant produces several materials, including what Call labels "basic, generic grocery store mixes." One of its main products is

This Dunham's Asphalt Services crew paves a residential street in Tulsa with a LeeBoy 8510 paver. "LeeBoy pavers have been in my fleet for a long time," said President/CEO Eddie Dunham.

### ▶ VIDEO





## ▶ VIDEO

Dunham's Asphalt Services uses a Vögele Vision 5200-2i for mainline and other larger paving projects. "We were asked to pave the race track at Hallett (Motor Racing Circuit) in Jennings, Oklahoma, and I thought we needed a bigger paver," said Plant Manager/Vice President Jeff Call. "We demo'd the Vögele, and really liked the operation and how good the mat was. It's a great mainline paver with a 10-foot screed that will stretch out to about 20 feet."

Quality Pavement Repair's self-titled cold mix, QPR<sup>®</sup>, which is used to patch small areas such as potholes because it doesn't require tack oil or any other preparation before use. QPR<sup>®</sup> is generally available in bags at big-box hardware stores. Quality Pavement Repair oversees the production and Dunham's Asphalt keeps it on hand in bulk.

"It's easy to use and provides a good fix until a more permanent repair can be made," said Call. "We're working on offering it in bag form, too. In addition to that and traditional types of products, we can make about any specialty mix that customers need. We have our own on-site testing lab to ensure quality control, and everything we make is DOT-approved."

A portion of nearly every product is made up of recycled materials. Recently, Dunham's Asphalt Services began using recycled asphalt shingles in its mixes.

"Over the years, the industry has found that ground-up shingles provide a good source of liquid asphalt. Through trial and error, we believe we've found the best way to use it in our mixes," said Call. "Shingles have traditionally been a large source of landfill waste, so recycling them back into new asphalt has a positive environmental impact."

### **Dedicated staff makes a difference**

The plant's biggest customer is Dunham's Asphalt Services itself, although it does supply

counties, municipalities and other paving contractors. The company's paving side usually has 20-25 jobs on the books at a time and runs two crews.

"We work practically year-round with little-to-no downtime," said Dunham. "Fortunately, we have a very dedicated and experienced group of people who are willing to do whatever is needed in order to get jobs done on schedule. Most of them have been here a decade or more.

"It goes beyond the employees in the field," he added. "We have a terrific group of estimators and general office staff. Everyone plays a vital role in our success, and we couldn't be more proud of them."

### **Productive paving products**

Dunham also ensures the company has quality equipment, including a Vögele Vision 5200-2i paver for larger jobs, and LeeBoy 8510 models for smaller projects such as residential driveways and streets.

"I look for machines that are productive, won't cost us in downtime and are easy to operate," said Dunham. "LeeBoy pavers have been in my fleet for a long time for that reason. They are small and powerful at the same time, allowing us to pave from 8 to 15 feet. We can load a spread – a paver, two small rollers and a skid steer – onto our haul truck, drop it off at a project, and begin paving almost instantly. They are terrific for day-in-and-day-out use. We've put down hundreds of thousands of tons of asphalt with LeeBoys over the years."



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Continued . . .

# Dunham's not afraid of hard work, challenging jobs

... continued

(L-R) Kirby-Smith Machinery Territory Manager Peyton Chatham meets with Dunham's Asphalt Services President/CEO Eddie Dunham and Plant Manager/Vice President Jeff Call at the company's asphalt plant in Sand Springs, Oklahoma. "Peyton and Kirby-Smith are right there to help with answers to technical questions or service-related items," said Dunham. "We have developed a good relationship over the years, and that's another reason we continue to turn to Kirby-Smith for our equipment needs."



Dunham's Asphalt Services added the Vögele paver about a year ago. "We were asked to pave the race track at Hallett (Motor Racing Circuit) in Jennings, Oklahoma, and I thought we needed a bigger paver," said Call. "Kirby-Smith arranged a demo, and we really liked the operation and how good the mat was. It's a great mainline paver with a 10-foot screed that will stretch out to about 20 feet."

For compaction, Dunham's Asphalt Services uses Hamm vibratory double drum rollers. "A parking lot is no different than a road; you have to make sure each is correctly compacted," said Call. "Hamm rollers have a nice, thick drum and they're powerful, so they get the job done. What really sets them apart is the oscillation during vibration, which we believe provides superior density compared to other rollers."

Dunham's Asphalt Services works with Kirby-Smith Machinery, Inc. Territory Manager Peyton Chatham to purchase and rent equipment, including LeeBoy tack tanks, Multiquip plate compactors, a Trail King trailer and a Komatsu excavator. It turns to Kirby-Smith's Tulsa branch for support as needed.

"We do a lot of our own maintenance, but any time we need something, Peyton and Kirby-Smith are right there to help with answers to technical questions or service-related items," said Dunham. "We have developed a good relationship over the years, and that's another reason we continue to turn to Kirby-Smith for our equipment needs."

## Growth plans

Dunham and Call are planning for future growth. The next step is to move the company's office to the same location as its plant, so the entire operation is together.

"We believe that would further streamline things for us and increase our efficiency," said Dunham. "Business has increased every year, and we see that trend continuing. One reason is that we focus on giving customers excellent service that goes above and beyond what they expect. Another is that we're not afraid of hard work or challenging jobs. Those things have carried us this far, and if we keep focusing on them, the future will be as bright as the past has been." ■

Dunham's Asphalt Services uses Hamm rollers for compaction. "Hamm rollers have a nice, thick drum and they're powerful, so they get the job done," said Plant Manager/Vice President Jeff Call. "What really sets them apart is the oscillation during vibration, which we believe provides superior density compared to other rollers."



## ▶ VIDEO



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# PAVING IN LESS TIME

## Wirtgen's AutoPilot stringless system makes slipform projects with its SP 15 machines even more efficient



Erik Smydra,  
Stringless Machine  
Control Specialist,  
Wirtgen America

When it comes to versatility on paving monolithic profiles, Wirtgen set the standard with slipform pavers such as its SP 15 and Tier 4 Interim SP 15i models. They are true multipurpose machines that lay curb and gutter, barrier, sidewalk, V-ditch, special applications and slabs. Both can be quickly configured on-site for left- or right-side pouring, have maximum paving widths of 6 feet, and maximum barrier/parapet placement height of 4 feet 3 inches.

Wirtgen's new AutoPilot stringless paving system for poured-in-place concrete profiles – designed exclusively for its slipform pavers – has helped make those standard-bearers even more efficient. AutoPilot is a GPS-based system that ensures the highest precision and optimum efficiency, regardless of whether the job calls for straight profiles or highly complex curved paths.



Discover more at  
[KirbySmithConnection.com](http://KirbySmithConnection.com)

Wirtgen's SP 15 slipform paver with a GPS-based AutoPilot stringless paving system for poured-in-place concrete profiles ensures the highest precision and optimum efficiency on any job. The system bypasses the need to establish a digital terrain model.

"The system creates a virtual stringline, and the machine runs off that," explained Erik Smydra, Stringless Machine Control Specialist with Wirtgen America. "There are no trip points or strings to knock down or pins to set. Users can either import shapes from a CAD file or use a field rover to shoot hubs and input the data. The machine starts paving from there."

### Intuitive operation, increased production

Wirtgen's proprietary AutoPilot control system gives construction companies a distinct competitive edge, because it bypasses the need to establish a digital terrain model. Programming is completed with a rover pole to capture coordinates or by simply using the jobsite plans, eliminating the need for a surveyor.

The system uses a computer that is integrated into the machine, as well as a control panel that allows intuitive operation. For course control, two machine-mounted GPS receivers communicate with an additional GPS reference station positioned on-site. For precise grade control, a laser, ultrasonic sensor or total station is used.

"It saves a significant amount of time because a crew doesn't have to come to the jobsite ahead of time to set pins and lines," said Smydra. "That makes paving any job faster and more efficient, and it especially pays for itself on tight radii with the elimination of setting all the pins necessary for those pours. Theoretically, you could shoot hubs in the morning, import the files and be paving the same day – increasing the number of feet poured compared to traditional methods." ■

PAVING



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# RUSS ERLINGER CRANE SERVICE INCORPORATED

## Southwestern Illinois company continues to build customer list by saying yes



Rich Hillesheim,  
Owner/President

Rich Hillesheim admits he has a hard time saying no. "It's not in my vocabulary, and that's one reason why we have continued to grow and take on new customers," he stated. "Whenever a client calls – day or night, seven days a week, 365 days a year – we respond."

That approach keeps customers calling Russ Erlinger Crane Service and leads to constant referrals, according to Hillesheim, who is owner and president of the company, which is based in Lebanon, Illinois. In turn, Russ Erlinger Crane Service's territory continues to increase and now stands at about a 200-mile radius that includes the greater St. Louis metropolitan area.

"A great deal of our work comes from word-of-mouth referrals," said Hillesheim. "We

do a lot of repeat work, and the phone often rings with new customers who got our name from existing clients we've built solid relationships with. We're happy to help them out too."

Hillesheim is quick to point out that Russ Erlinger Crane Service's workload is not based solely on referrals.

"I still beat the bushes and actively seek out new customers," he noted. "Of course, some of them tell us they have heard good things about us. That plays a role in gaining additional business. The people who work for me are also talking with current customers in an effort to seek out ways we can do more for them and increase our project list."

### No job too big, or small

Hillesheim joined Russ Erlinger Construction in 1988. At the time, the company had one boom truck that was used for "in-house" construction projects. During the next two decades, he took over the business and transitioned it into a stand-alone crane service operation, expanded its territory and changed its name.

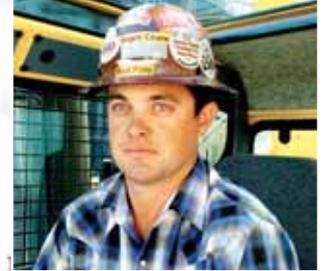
Today, Russ Erlinger Crane Service performs all types of lifts, from residential truss work to setting industrial steel, which is its specialty. It also handles HVAC, manufacturing equipment and agriculture items such as grain bins and silos.

"Our attitude is that no job is too big or too small," said Hillesheim. "Whether it's an hour, a day, a week, a month or longer, we will work to get it done safely and as efficiently as possible."

Much of the credit for the ability to make that happen goes to a highly skilled and experienced work force. "All of our operators are certified and have a commercial driver's license," said Hillesheim. "That combination allows them to move any crane to any jobsite at any time, set

Russ Erlinger Crane Service's fleet is made up of several Manitowoc/Grove cranes, ranging in size from 40- to 115-ton models.





Operator Keil Frey uses a Grove TMS800E truck-mounted crane to set a motor on a project in the St. Louis area. "It's a nice, smooth crane," said Frey. "It's very easy to set up and reliable. The tilting cab is nice for working on high structures. It allows me a good view of the lift."

CRANES

▶ VIDEO

it up and make picks in the safest and most cost-effective ways.

"I really have to credit the entire staff for being key to the company's success," he added. "From our office personnel, to the crane operators and others in the field, Russ Erlinger Crane Service would not be where it is today without their dedication and contributions to customer satisfaction."

### **Manitowoc/Grove cranes: the only option**

During the past five years, Hillesheim has nearly doubled the size of his crane fleet, which is comprised exclusively of Manitowoc/Grove

products. He now has 15 models, ranging in size from 40 tons to a 115-ton GMK4115 all-terrain, in addition to several boom trucks. Recent additions include a new TMS800E truck-mounted crane.

"Building the fleet is a continual process, but having Manitowoc/Grove products in it has never changed," said Hillesheim. "I've never even tried another manufacturer. The Manitowoc/Grove cranes are well-built throughout the lineup.

"I really like the truck-mounted and all-terrain products because they give us a lot of flexibility and versatility for routine and emergency situations," he added. "We can move them around by driving them on the roadways. When we get to a job, they set up quickly and easily and will make practically



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Continued . . .

# Russ Erlinger Crane Service not afraid of a challenge

... continued



Kirby-Smith Machinery, Inc. Territory Manager Bruce Bayless (left) meets with Russ Erlinger Crane Service Owner and President Rich Hillesheim. "Kirby-Smith has always taken good care of us," Hillesheim said. "They understand the crane industry and what it takes for a business like mine to be able to keep moving without worrying about excessive downtime. The service we receive from Kirby-Smith has always been one of the main factors in my decision to continue buying Manitowoc/Grove cranes."

any pick our customers need. The new TMS800E is a great example. It has 128 feet of main boom and 80-ton capacity, but it also has a removable counterweight so it's adaptable to smaller picks. It's a good all-around machine for lifting air conditioning units, motors and a whole host of other items."

Hillesheim worked with Kirby-Smith Machinery, Inc. Territory Manager Bruce Bayless to purchase the new TMS800E as well as other models. He uses Kirby-Smith Machinery's St. Louis branch as needed for parts and service.

"Kirby-Smith has always taken good care of us, from our previous Territory Manager, Dave Hoeft, to Bruce and the support staff," Hillesheim said. "They understand the crane industry and what it takes for a business like mine to be able to keep moving without worrying about excessive downtime. Any need we have, they take care of right away. The service we receive from Kirby-Smith has always been one of the main factors in my decision to continue buying Manitowoc/Grove cranes."

## Still growth potential

Russ Erlinger Crane Service occasionally uses cranes in tandem to make large picks. It's heaviest to date was a 70,000-pound transformer for an energy company.

"As long as we can do a job safely, we're willing to tackle about any lift a customer has," said Hillesheim. "Over the years we've learned how to get those types of projects done as efficiently as possible. I believe customers appreciate that we won't back down from a challenge, so they keep us at the top of their list when it comes to doing any type of pick."

That's helped Russ Erlinger Crane Service grow, and Hillesheim believes future growth is likely.

"I don't plan for it; I never have," he noted. "Growth has come from doing good, honest work and treating people fairly. Offering quality service allowed us to expand from one crane to a fairly sizeable fleet, and customers keep asking us to do more. If we continue to take care of them, there is no reason why the business can't keep expanding. Of course, I don't want to get to a point where we are too spread out and service suffers. I guess that's probably the point where I'll say no." ■

CRANES

A Russ Erlinger Crane Service operator and riggers set a steel beam on a jobsite in Maryland Heights, Missouri, with a Grove RT700E rough-terrain crane.



▶ VIDEO

# NEW ALL-TERRAIN MODELS

## Grove's five-axle cranes feature 210 feet of main boom, optimized counterweight package

Grove added two new five-axle cranes to an all-terrain lineup that already includes the best-in-class GMK5250L. Joining the 300-ton model are the GMK5180-1 and GMK5200-1, which share several outstanding features and advantages found in the GMK5250L, as well as an optimized counterweight package for maximum flexibility.

The new Grove cranes offer optimal boom and jib combinations, featuring 210 feet of main boom that can be extended with two 24-foot inserts and a 60-foot swing-away jib

with 40-degree offset. The 180-ton capacity GMK5180-1 has a maximum counterweight of 50 tons, and the 200-ton capacity GMK5200-1 has a maximum counterweight of 70 tons.

“With these cranes, customers have the widest choice in terms of boom length and capacity,” said Jens Ennen, Senior Vice President, All-Terrain and Truck Cranes at Manitowoc. “All-terrain cranes in this class are highly popular for rental work

*Continued . . .*



Grove's 180-ton capacity GMK5180-1 all-terrain crane has a maximum counterweight of 50 tons and 210 feet of main boom.

# New models optimize uptime, efficiency

... continued



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

and are well-suited for construction jobs, industrial lifts and tower crane assembly. The GMK5180-1 and GMK5200-1 offer all the technical benefits of the GMK5250L, including the excellent maneuverability provided by the VIAB turbo clutch as well as the interchangeability of counterweights with the GMK6300L for better versatility.”

## VIAB turbo retarder clutch

Together with the GMK5250L, the new Grove five-axle cranes are the first in the industry to offer the VIAB turbo retarder clutch, which eliminates both fluid overheating and clutch burning while enabling wear-free starting and braking. It also contributes to fuel savings. The GMK5180-1 and GMK5200-1 are powered by a single six-cylinder Tier 4 Final diesel engine with a 520-horsepower rating, similar to other new Grove launches.

The engine drives the carrier and powers the superstructure. Using only a single engine lowers fuel consumption during operation – by up to 30 percent – and reduces overall weight and maintenance, making the cranes far more economical.

## Logistical benefits

As with the Grove GMK5250L, the new cranes offer excellent roadability with a

variety of axle load configurations, allowing the cranes to meet the requirements of virtually any local market. Special attention was given to the appropriate axle group spacing, and in countries where the local requirement is for axle loadings of up to 16.5 tons, the cranes are able to move on the highway with up to 21 tons of counterweight.

The five-axle cranes can be moved on the jobsite with their full counterweight, saving valuable project time that would otherwise be spent installing or removing sections. The counterweight slabs are interchangeable with other models, and the new cranes also benefit from their use of common parts found in other Grove cranes – optimizing logistics and reducing transport costs. In addition, the self-rigging auxiliary hoist introduced on the GMK5250L can be used on both new models.

On-site movements are made easier with the inclusion of Grove’s patented Megatrak independent suspension and its all-wheel steer system. These features eliminate the need for axles to be lifted while moving – again, enabling the optimum counterweight to be carried, supported by the active suspension control.

## Crane Control System

The standardized Crane Control System (CCS) is a user-friendly interface that Manitowoc is introducing on all new all-terrain crane models, as well as crawler, rough-terrain, truck and tower cranes. The CCS components and operating software have been specifically designed, developed and tested by Manitowoc Engineering and Innovation teams worldwide to ensure the highest reliability standards. The cab also features a new ergonomic jog dial and new joysticks.

“These additions enable customers to find the right cranes for their markets,” said Ben Graham, Kirby-Smith Machinery, Inc. Vice President and Crane Division Manager. “With an optimized counterweight and boom length, combined with highly competitive load charts featured on these Grove cranes, Manitowoc is setting new standards for the five-axle, all-terrain crane category.” ■

Grove cranes have a user-friendly Crane Control System interface, which was specifically designed, developed and tested by Manitowoc Engineering and Innovation teams. The cab also features a new ergonomic jog dial and new joystick controls.



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New swingaway configurations with boom and jib extensions up to 37 m (121 ft) with up to 50° offset

Designed for ultimate flexibility to meet diverse global road regulations

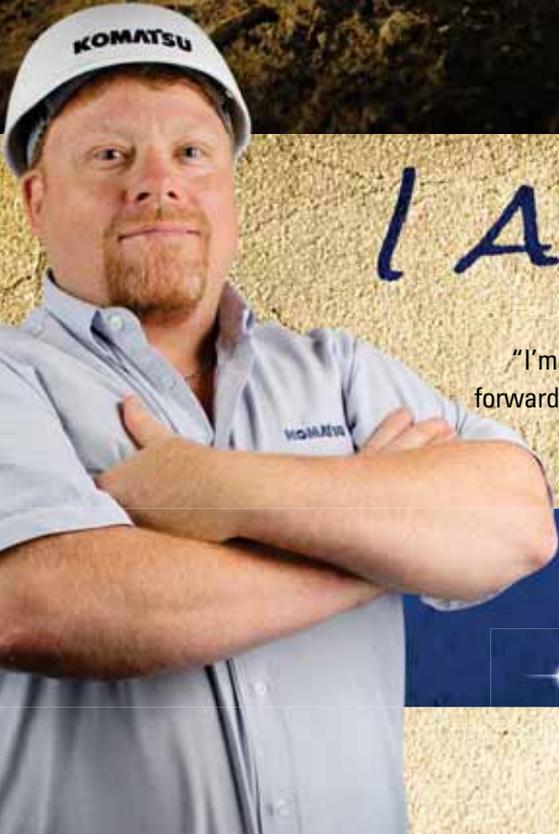
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009

# TRANSPORTATION CAREERS

## Report shows highway construction among leading industries needing a larger number of new workers

U.S. Secretary of Transportation Anthony Foxx emphasized the importance of addressing the expected growth of the transportation industry in a joint report released by the Departments of Transportation, Labor and Education. The report predicts that more than 400,000 openings were, are and will be created between 2012 and 2022. In addition to creating well-paying jobs for a number of workers within the industry, the report states that a thriving transportation industry can benefit other sectors and improve the quality of life for all Americans.

“Careers in the transportation industry can lift Americans into the middle class or help them stay there, and this report concludes that there will be more job opportunities in the near future,” said Foxx. “We want to fill all these new positions, so industry and government must increase recruitment and help young people get the skills, training and apprenticeships they need to gain entry into these careers.”

The report, “Strengthening Skills Training and Career Pathways Across the Transportation Industry,” looked at six transportation industries: highway construction and maintenance, transit and ground passenger, trucking, rail, air and maritime. In total, the industry is projected to need an additional 417,000 workers during the 10-year period to accommodate its growth.

Highway construction and maintenance positions led the way – especially maintenance, which had about 141,000 openings. It was followed by labor, which will have to fill nearly 89,000 jobs. Large numbers are also needed in categories such as operating engineers and

other construction equipment operators; heavy and tractor-trailer drivers; first-line supervisors of construction trades; and extraction workers. Rounding out the list were paving, surfacing and tamping operators at nearly 20,000; carpenters at more than 15,000; cement masons and concrete finishers at 12,875; and construction managers at 6,882.

### Regional growth

The joint report examined several key areas of the transportation industry to collect

*Continued . . .*

Highway construction and maintenance will have about 141,000 openings, according to the report “Strengthening Skills Training and Career Pathways Across the Transportation Industry.” It was followed in the industry by labor, which will need to fill 89,000 jobs. Large numbers are also needed in categories such as operating engineers and other construction equipment operators; heavy and tractor-trailer drivers; first-line supervisors of construction trades; and extraction workers.



# Report predicts 11-percent employment growth by 2022

... continued

data: current industry employment and worker distribution by age, sex, race and ethnicity; projected industry and occupational job openings based on net job growth and separations; job openings by career area; top occupations by sector, based on long-term projections; geographic “hot spots” for future transportation jobs; wages and education/work experience/training requirements for high-demand transportation jobs; and annual job openings compared to educational program completions.

“Between 2012 and 2022, the average employment growth rate of 11 percent across transportation industries is similar to that of the entire country (10.8 percent) and of the infrastructure industry (11 percent) – which includes transportation, logistics, water, energy, telecommunications and public works,” according to the report. “Net transportation job growth will occur in all but two states. The fastest growth will occur on the West Coast, the Gulf Coast, the upper Mid-Atlantic, several Mountain States and the Midwest.”

It further states that much of the regional transportation job growth is driven by growth in the large metropolitan areas within those regions. The highest number of job openings in

transportation, including all six industries, will likely be generated in New York City, Dallas, Los Angeles, Houston and Chicago.

## Pathways to getting a job, moving up

For every future central-services or construction job opening in the transportation industry, there will be an estimated two jobs in maintenance and 21 in operations. The jobs in greatest demand are semi-skilled and skilled jobs in operations and maintenance. Thirteen of the 20 most in-demand transportation jobs pay above the median wage and have strong benefits.

However, one major takeaway from the report was that there are too few workers to accommodate the industry’s growth, and many projected jobs will require education beyond high school. The report indicated that projected annual openings are 68 percent larger than the number of students who are completing related educational programs. It highlights a significant skills gap that must be addressed to meet the expected demand, according to the report.

“While a high school diploma and demonstration of math and language proficiency is sufficient to gain access to many entry-level jobs in transportation, training through some combination of career and technical education programs, apprenticeships or on-the-job learning, is required to attain mastery,” said the report. “In some transportation crafts, there is a need to earn post-secondary certificates or other industry-recognized credentials prior to entering work.”

The report identifies several pathway models, including career and technical education programs beginning in high school and continuing into post-secondary education and apprenticeship. Two other pathways mentioned were pre-apprenticeship programs for disadvantaged youth and adults, which would prepare an underrepresented population for entry into skilled positions, and significant training at the workplace to help people move from novice to skilled practitioners in their crafts. ■

The report “Strengthening Skills Training and Career Pathways Across the Transportation Industry,” looked at six transportation industries, including trucking and highway construction and maintenance. In total, transportation is projected to add 417,000 jobs between 2012 and 2022.



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# BRIDGING THE SKILLS GAP

## Promoting the positives of construction could help meet the challenge of finding future workers

Organizations pay a high price in productivity, opportunity and prosperity when they can't find workers to fill critical jobs. With a growing shortage of skilled craft professionals comes increased budgets and extended schedules. The greatest problem in filling these positions is finding qualified workers with both the technical and interpersonal skills to meet the needs of today's job market.

According to Manpower Group, a lack of available applicants is the most common reason why employers have difficulty filling jobs, and more than a third of employers acknowledge that this is a high-priority problem. In fact, for the fourth consecutive year, the skilled crafts have been the hardest jobs to fill globally.

Part of the reason for the skills gap is society's view of craft professions. Coached by parents, teachers and other adult authorities to seek the perceived security of a four-year degree, our younger generation lacks skills and understanding of craft training. In order to show young people the value of construction careers, the National Center for Construction Education and Research (NCCER) began a recruitment and image-enhancement initiative called Build Your Future, and declared October as Careers in Construction Month. Throughout the month, industry and education partner locally to host career events that introduce students to rewarding construction careers. This year, the NCCER created the "I BUILT THIS" video contest to give aspiring craft professionals and their instructors an opportunity to showcase their construction projects.

Another way in which industry and education have joined forces to close the skills gap is through NCCER's Construction Career Pathways initiative. Construction Career Pathways connects

industry and education to provide students with careers by highlighting best practices and providing practical resources to help educate and drive collaboration. Through this collaboration, career and technical education programs continually deliver industry-relevant construction craft training while providing students with job opportunities when they graduate. Students also receive the comprehensive training that is in demand by today's employers – such as technical skills, academic skills and employability skills – with an understanding of how these skills transfer directly to the real world.

The skills gap remains a very real threat to the productivity, opportunity and prosperity of our industry. Through the collaboration of organizations like NCCER and others, the construction industry is prepared to face these challenges. We must continue to introduce young people to the opportunities of valuable, rewarding and well-compensated employment in the crafts. It is up to all of us to make sure that these opportunities are promoted so we can create a sustainable pipeline of craft professionals for generations to come. ■



**Dan Belcher,**  
Director of Workforce  
Development,  
NCCER

*This article is reprinted with the permission from "Breaking Ground: The NCCER Blog" at [blog.nccer.org](http://blog.nccer.org). Dan Belcher is Director of Workforce Development for the National Center for Construction Education and Research (NCCER) and his role includes informing and updating government, workforce industry and education sponsors about NCCER.*



NCCER Director of Workforce Development Dan Belcher says organizations pay a high price in productivity, opportunity and prosperity when they can't find workers to fill critical jobs. "We must continue to introduce young people to the opportunities of valuable, rewarding and well-compensated employment in the crafts," said Belcher.



## Kirby-Smith Machinery wants to see your resume

Kirby-Smith Machinery, Inc. is expanding, which is creating new employment opportunities throughout its 10 locations across Texas, Oklahoma and Missouri. Whether you have many years of experience, or you're just starting out, Kirby-Smith Machinery can help you build a career.

"We have openings in service, sales, parts, inventory control, the IT field, marketing, accounting, human resources and management," said Human Resources Manager Kathy Dunn. "Kirby-Smith actively promotes from within. In fact, more than 20 employees have moved up the ranks during the past couple of years. We want people to start here and stay with us long-term."

Kirby-Smith Machinery helps build employee success through ongoing education. Service technicians make up one-third of the company's workforce, and they receive both factory and in-house training to keep them current on the latest equipment technology. Sales personnel also have

educational opportunities, which are focused on the latest machinery models and features that keep valued customers productive and profitable.

"Ongoing educational costs are covered by Kirby-Smith Machinery," said Dunn. "We also compensate employees for that added expertise and for their experience. We have some of the highest incomes in the industries we serve. We also offer great benefits and a friendly atmosphere that's considerate of employee and family obligations."

Dunn encourages anyone looking for a career to check out what Kirby-Smith has to offer. "There is much to be said for working with one of the top equipment dealerships in the industry. We have an outstanding reputation, and because of that, a diverse group from all over the country has come to work for Kirby-Smith. We're looking for more people to help us grow an already profitable, stable company that has a solid track record of success." ■





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## John Arterberry named Crane Division Sales Manager

John Arterberry was recently promoted to Crane Division Sales Manager for Kirby-Smith Machinery, Inc. Previously, he served as Texas Crane Sales Manager. The move helps the company align its crane territory managers under the same sales management umbrella and work toward achieving its goals of providing customers with quicker response times and more information on new crane products, as well as increasing rental fleet access.

“We expect this new role will provide the necessary synergy and continuity between our branch locations to maximize inventory availability and provide insight into new, innovative products from our key manufacturing partners,” said Ben Graham, Vice President & Crane Division Manager. “Ultimately, it will lead to an enhanced level of service.”

John has been with Kirby-Smith Machinery since 2001. He brings a wealth

of knowledge to this new position after productively serving in various sales and rentals roles, including Manager Industrial & Utility Sales, Corporate Rental Manager, and Crane Sales. He and his wife recently celebrated their 14th wedding anniversary and have two boys.

“I plan to stimulate company-wide growth for the Crane Division by enhancing our relationships both internally and externally,” said John, who comes from a long line of farmers and has been around equipment his entire life. “When I began my career with Kirby-Smith, we had just two locations in Oklahoma. Today, we have 10 locations throughout Oklahoma, Texas, Kansas and Missouri that sell cranes in some capacity. With this change, I’ll be expanding my support to our entire crane team to strengthen all customer relationships and increase our volume of crane sales throughout the company.” ■



**John Arterberry,**  
Crane Division  
Sales Manager

## Ballard joins Kirby-Smith’s Odessa branch as Operations Manager

Kirby-Smith Machinery, Inc. announced the hiring of Shawn Ballard as Operations Manager of the Odessa, Texas, branch. He is responsible for overseeing all operations, including parts, service and rentals.

Ballard has more than 25 years of experience in the heavy equipment industry, and most recently was Project Manager for Komatsu America’s Customer Support Team. He also spent 12 years with Komatsu distributor Road Machinery, LLC as a master mechanic and Engine Overhaul Department shop foreman.

“I am very excited about this opportunity,” said Ballard. “My goal is for our Odessa branch to be the highest example of product support in the industry. I also want to increase customer awareness about the what’s available to them – especially our rentals. The opportunities for growth are numerous.”

Shawn served in the United States Military from 1986-1990, and while in West Germany he met his wife, Michelle. The couple has two daughters and one grandchild. ■



**Shawn Ballard brings**  
25 years of heavy equipment  
experience to his new  
position as Operations  
Manager for Kirby-Smith’s  
Odessa, Texas, branch.

## Highway Administration finalizes standards for tunnel inspections

The U.S. Department of Transportation's Federal Highway Administration (FHWA) recently published the final rule for national standards that will serve as the foundation of the nation's first standardized tunnel inspection program. It will be modeled after the FHWA's bridge program established nearly a half-century ago to ensure the safety of the nation's bridges.

"This important step to keep our nation's tunnels safe for the traveling public is unprecedented," said U.S. Transportation

Secretary Anthony Foxx. "Establishing national standards will help us maintain a high level of quality and uniformity in tunnel inspections nationwide."

To support the implementation of the standards, FHWA has developed guidance documents and manuals. The agency will offer training to state and local engineers on how to conduct highway tunnel inspections, including on what elements to inspect and how to code and record the results. ■



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 250 hrs. ....\$120,000

Year	Make/Model	Description	Unit #	Hrs.	Price
<b>CRAWLER DOZERS</b>					
2012	Komatsu D51EX-22		EQ0025573	3,030	\$117,000
2013	Komatsu D65EX-17		EQ0027447	1,919	\$277,000
2007	Komatsu D155AX-6		EQ0026629	10,201	\$135,600
1999	Deere 550G		EQ0028920	5,300	\$25,000

Year	Make/Model	Description	Unit #	Hrs.	Price
<b>EXCAVATORS</b>					
2009	Komatsu PC138USLC-8		EQ0015520	6,105	\$79,000
2008	Komatsu PC200LC-8		EQ0028607	6,076	\$70,000
2010	Komatsu PC200LC-8		EQ0015634	4,600	\$108,000
2013	Komatsu PC290LC-10		EQ0026719	2,000	\$225,000
2008	Volvo EC330CL		EQ0027842	100,080	\$60,250

Year	Make/Model	Description	Unit #	Hrs.	Price
<b>SKID LOADERS</b>					
2012	Gehl 54640		EQ0015197	10	\$30,000
2012	Gehl 5640		EQ0016299	10	\$28,000
2012	Gehl V270		EQ0016327	10	\$37,000

Year	Make/Model	Description	Unit #	Hrs.	Price
<b>LOADERS</b>					
2008	Komatsu WA200PZ-6		EQ0023760	4,430	\$65,000
2013	Komatsu WA320-7		EQ0026723		\$170,000
2011	Case 721F XT		EQ0022678	2,100	\$164,900

Year	Make/Model	Description	Unit #	Hrs.	Price
<b>TRUCKS/TRAILERS</b>					
1974	42FT VAN Misc.		EQ0002989		\$3,000

Year	Make/Model	Description	Unit #	Hrs.	Price
<b>CRANES</b>					
2012	Broderson IC80-3J		EQ0028830	250	\$120,000
2006	Broderson IC200-3F		EQ0008145	6,329	\$89,900
2007	National 13110AWL		EQ0008630	8,790	\$134,000
2002	National 18142		EQ0027966	10,155	\$165,000
1998	Link Belt HTC-8760		EQ0028309	20,566	\$180,000
2006	Grove RT650E		EQ0007237	4,460	\$260,000
2006	Grove RT650E		EQ0007291	7,036	\$242,900
2006	Grove RT650E		EQ0008017	5,700	\$260,000
2004	Grove RT890E		EQ0004408	9,124	\$410,000
2006	Grove RTR9130E		EQ0008249	8,500	\$685,000

Year	Make/Model	Description	Unit #	Hrs.	Price
<b>PAVING &amp; COMPACTION</b>					
2009	Leeboy 8510		EQ0019388	4,060	\$53,500
2013	Leeboy 8510C		EQ0028916	1,700	\$115,000
2008	Bomag MPH122-2		EQ0024135	1,460	\$210,000
2013	Hamm 3205P		EQ0026363	850	\$58,000

Year	Make/Model	Description	Unit #	Hrs.	Price
<b>MANLIFT</b>					
2012	JLG 600S		EQ0016568	610	\$69,900
2013	JLG 600S		EQ0022249	340	\$84,000
2014	JLG 600S		EQ0025822	320	\$105,000

Year	Make/Model	Description	Unit #	Hrs.	Price
<b>SCREENS</b>					
2012	Kleemann MS16Z		EQ0028601	2,030	\$155,000



2012 Komatsu D51EX-22, EQ0025573,  
 3,030 hrs. ....\$117,000



2012 Kleemann MS16Z, EQ0028601,  
 2,030 hrs. ....\$155,000



2013 Leeboy 8510C, EQ0028916,  
 1,700 hrs. ....\$115,000

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