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# Connection

## SCHWARZ READY MIX

Family-owned company's rich history includes growing to meet the needs of expanding Oklahoma City metro area



Philip Schwarz,  
President





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Ed Kirby

Dear Valued Customer:

Finally! After years of short-term resolutions, Congress passed a comprehensive, multi-year transportation bill, and President Obama signed it into law. Known as the FAST Act, the bill provides five years of relative certainty to highway, bridge and other construction industries.

The FAST Act should contribute to an already positive construction industry outlook for 2016. You can read more about the FAST Act in this issue of your Kirby-Smith Connection magazine. Also featured is Komatsu's newest large construction wheel loader, the WA600-8. It has a

Tier 4 Final engine and a new standard bucket that provides increased efficiency in material movement.

Kirby-Smith customer Schwarz Ready Mix uses several Komatsu wheel loaders at its plants throughout Oklahoma, including a WA470-7 at its new central mixing plant in Yukon and a WA500-7 at its sand plant outside of Oklahoma City. Schwarz Ready Mix is expanding throughout the Oklahoma City metro area, and Komatsu wheel loaders are the right fit for its high production demands. You can read more inside about the company's success.

As you know, Tier 4 engines require regeneration to reduce emissions. There are different types of regeneration, and each has specific steps that must be taken to complete the process. It's vital that operators know what to do when that situation arises, so make sure to check out the article on proper regeneration.

The Komatsu CARE program covers KDPF replacement, as well as provides complimentary scheduled maintenance for the first 2,000 hours or three years on Tier 4 machines. A Kirby-Smith technician will perform all of the work, in addition to a 50-point inspection at each service interval. If you have a Tier 4 machine, you can be sure that we'll contact you when a service is due and schedule it at a time and place convenient for you.

Our goal is to minimize your downtime, which is essential as the new construction season ramps up. We hope you have plenty of work on the books. We're here to help you get it done as productively, efficiently and cost-effectively as possible.

If there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,

Ed Kirby,  
President

KIRBY-SMITH MACHINERY, INC.



# Connection

## THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

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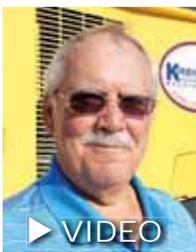
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# SCHWARZ READY MIX

## Family-owned company's rich history includes growing to meet the needs of expanding Oklahoma City metro area



▶ VIDEO

Philip Schwarz,  
President

Sometimes, struggling at one venture can be a motivating factor that leads to success in another. Such was the case for Pete Schwarz, a farmer who was having a hard time supporting a family that included his wife, Clara, and six children. So, in 1948, Pete started Schwarz Ready Mix with a single plant in Okarche, Oklahoma.

“Farming was a challenge, so dad needed something else to help make ends meet,” recalled his son Philip. “He always worked construction as well as farmed, so it naturally fit for him to start his own business geared toward that. We’ve always joked that it really worked out well, because we ended up with six more brothers and sisters after that.”

Over the years, several of those dozen children have been involved in the company’s growth and expansion in Oklahoma. Four sons currently own and operate the business,

including Philip, who is President. Gene is CFO and George and Charles are Vice Presidents of the now Yukon-based Schwarz Ready Mix.

Three years after starting the business, the Schwarzes added a second location in Kingfisher. More plants followed in El Reno and Yukon within a few years. Pete also added a paving crew to the mix in the company’s early stages.

“Dad knew the opportunities were good for success because these small towns were growing right after World War II,” said Philip. “New housing construction was booming, and the towns were getting revenue that was used to pave the existing dirt streets. He set up plants to supply the materials. He and his crew paved streets, and people asked him to do other work, such as footings and floors. It blossomed rather quickly.”

### Hundreds of mixes

Today, Schwarz Ready Mix has a dozen locations that serve a wide variety of customers, including homebuilders, pavers and industrial and commercial contractors. It also has three portable plants that can be set up and dedicated to a particular project. Schwarz Paving, a sister company, does concrete and asphalt paving. (See article on page 9.)

“We went through a couple of transitions during the past decade, including selling the company to a large corporation and then buying it back,” said Philip. “Today, we’re a dedicated family business again – focused on supplying customers in and around the Oklahoma City metro area with the highest quality products in the market.”

Schwarz Ready Mix makes a wide variety of products, including those with custom

Schwarz Ready Mix uses a Komatsu WA500-7 wheel loader at its sand plant just east of downtown Oklahoma City.

▶ VIDEO





▶ VIDEO

This WA470-7 is one of several Komatsu wheel loaders that Schwarz Ready Mix runs to fill bins at its new central mixing plant in Yukon, Oklahoma. "We use the WA470s in our higher-production plants," said President Philip Schwarz. "The WA380s work very well for our other locations and are probably the best size and fit for a concrete plant. The WA500-7 loads trucks and moves materials at our sand plant. Across the board, we are very happy with the Komatsu loaders."

specifications. Philip estimates that during its nearly 70-year history, the company has made hundreds of mixes. To ensure quality, it has its own testing lab at the Yukon location.

"It seems like architects and planners are coming up with new mixes all the time, and we work closely with them to meet their specific needs," he said. "There are also general products that are used every day. We can supply everyone from the homeowner who needs to patch a sidewalk or put in a driveway, to a large company looking for thousands of yards."

Schwarz Ready Mix delivers products with a fleet of about 80 ready-mix trucks. In addition to drivers, it has about 100 other employees.

"Even at our present size we still have a family atmosphere," said Philip. "I think our employees embrace that, and therefore, take great pride in what they do. They strive to always ensure the right materials are delivered on time, so our customers meet their schedules."

### **Komatsu loaders the right fit**

Philip says that reliable equipment is vital to the high production that ensures customers' needs are met.

"When we start up a plant in the morning, the material bins are empty. It's essential to have machinery that fires up right away, gets those bins full and then maintains production all day long," he emphasized. "When we bought back the company a few years ago, we quickly realized that we needed to upgrade our loaders in order for that to be the case."

Schwarz Ready Mix compared a few major brands, and Philip called some friends in the industry for their thoughts. In the end, the company purchased several Komatsu WA380-6, WA380-7, WA470-7 and WA500-7 wheel loaders.

"In both cases, Komatsu was the clear winner," he said. "My colleagues believe Komatsu loaders are the best, and our demonstrations bore that out. Part of getting solid production is good maneuverability, and Komatsu loaders give us that. What also impressed me was the fuel efficiency. They were far and away better than the competition."

"We use the WA470s in our higher-production plants. The WA380s work very well for our other locations and are probably the best size and fit for a concrete plant," he added. "The WA500-7 loads trucks



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Continued . . .

# New plant reflects advancements in the industry

... continued

and moves materials at our sand plant. Across the board, we are very happy with the Komatsu loaders."

Philip said another factor in going with Komatsu loaders was the service that Kirby-Smith Machinery, Inc. offers. Schwarz Ready Mix works closely with Territory

Manager Ryan Bebee. Complimentary service on the Tier 4 machines is included for the first 2,000 hours or three years under the Komatsu CARE program, with Kirby-Smith technicians performing all the work.

"In addition to the added value the Komatsu CARE program provides, Ryan and Kirby-Smith have done an excellent job of going above and beyond to help us get the most out of our machines and lower our O&O costs," said Philip. "For instance, they showed us how to use KOMTRAX to track idle time, which helped us lower that significantly. We appreciate everything they do for us."

## New central plant, technology

Schwarz Ready Mix is currently implementing a tracking system for its delivery trucks that will monitor their locations and provide other essential data. It also recently put in a state-of-the-art central mix plant at its downtown Oklahoma City location, which speeds up the mixing of materials and loading of trucks.

"It's a big plant, but what's most important is the high efficiency and time savings it provides," said Philip. "There is a lot of automation involved. This plant, plus the new machinery and the technology that goes with it, are indicators of how the industry has changed and where it's heading in the future."

There have been a lot of changes for Schwarz Ready Mix over the years.

"Forty years ago, we were still relatively small with only five trucks and two locations, so we've grown considerably," said Philip. "Much of that has been due to customer demand, as well as an overall expansion of the Oklahoma City metro area, which meant a need for more and more ready-mix materials.

"We're very proud to own the family business again, and we want to ensure we maintain its solid reputation," he added. "I doubt there will be any more major growth. Our focus is squarely on finding additional ways to increase efficiency and continuing to deliver quality products. The latter is why we are where we are today, and that will never change." ■



Kirby-Smith Machinery, Inc. Territory Manager Ryan Bebee (right) calls on Schwarz Ready Mix President Philip Schwarz. "Ryan and Kirby-Smith have done an excellent job of going above and beyond to help us get the most out of our machines and lower our O&O costs," said Philip. "For instance, they showed us how to use KOMTRAX to track idle time, which helped us lower that significantly. We appreciate everything Kirby-Smith does for us."

A Schwarz Ready Mix operator uses a Komatsu WA380 to work on a stockpile of gravel used to make ready-mix. The company has a dozen locations around the Oklahoma City metro area.

## ▶ VIDEO



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# SCHWARZ PAVING COMPANY

## Oklahoma City contractor increases efficiency with Wirtgen AutoPilot stringless system

Oklahoma City-based Schwarz Paving Company works in practically every market segment, providing concrete and asphalt paving of subdivision roads, city streets and highways. The company's services cover everything from subgrade preparation to full-depth paving, including curb and gutter pours.

Several years ago, Schwarz Paving began using GPS for dirt work projects. President John Mayfield said that doing so started a conversation between him and the other owners of the company about using the technology for curb and gutter work. After careful evaluation, Schwarz Paving chose a Wirtgen SP 15 slipform paver with an AutoPilot stringless paving system for poured-in-place concrete profiles.

"The AutoPilot system was the most economical option we looked at, and that initially brought us to the table to check out Wirtgen," said Mayfield, "We used a competitive brand of paver for many years. Kirby-Smith Machinery allowed us to demonstrate an SP 15 with AutoPilot – we saw the advantages right away. It basically replaced three older machines, increased our efficiency and cut our owning, operating and labor costs dramatically."

Wirtgen's AutoPilot system ensures the highest precision and optimum efficiency, regardless of whether the job calls for straight profiles or highly complex curved paths. The system creates a virtual stringline for the machine to follow. Users can either import shapes from a CAD file or use a field rover to shoot hubs and input the data, bypassing the need to establish a digital terrain model.

"In the past, we would bring in a crew ahead of a scheduled pave to set string or pipe for a radius," said Mayfield. "That would be more than half of our labor costs, and with the windy conditions we often face in Oklahoma, there was no guarantee the string would maintain accuracy. With the AutoPilot system, all that hassle is gone. We shoot the surveyed hubs, create a model that's input into the system and start paving."

AutoPilot 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. ■

Schwarz Paving uses a Wirtgen SP 15 with the AutoPilot stringless system for curb and gutter work. "We used a competitive brand of paver for many years. Kirby-Smith Machinery allowed us to demonstrate an SP 15 with AutoPilot – we saw the advantages right away," said President John Mayfield. "It basically replaced three older machines, increased our efficiency and cut our owning, operating and labor costs dramatically."



John Mayfield,  
President



# DIMENSION ENERGY SERVICES

## Texas-based company provides comprehensive list of services to the oil and gas industry

CONSTRUCTION



Tim Nesler,  
President/CEO

Despite being a multi-faceted company, Dimension Energy Services President and CEO Tim Nesler sums up what his company does rather easily. “Dimension Energy Services constructs and maintains pipeline and facility assets for the energy industry,” he said.

How Dimension Energy does that takes a little more explanation. It offers a broad range of services such as pipeline and facilities construction, operations and maintenance, integrity management, pipeline rehabilitation and project management. As a result, the Sugarland, Texas-based company’s client list includes pipeline owners and operators, major integrated energy companies, independent oil and gas exploration and production companies, petrochemical producers and power generators.

Dimension Energy participates in every segment of the oil and gas sector – upstream,

midstream and downstream – and it provides a comprehensive list of services in each category. Its upstream operations include capabilities and services related to exploration and production – including storage, measurement, treating and separating, and transportation. The midstream sector provides similar services as they relate to engineering, pipelines and maintenance, with the addition of gathering.

Downstream operations consist of crude oil refining, chemical plants, gas processing, storage, fuel delivery systems to power generation plants, transportation and distribution. Services offered in the downstream phase include engineering, construction and maintenance.

### Divisions focused on pipe installation

In addition to Nesler, Dimension’s leadership team consists of Executive Vice President of Development and Technical Services Sumner (Buzz) White, Senior Vice President of Operations Glenn Schaefer and Controller Robert Britt. They oversee a staff of up to 500 people.

Dimension Energy covers a five-state territory that includes Texas, New Mexico, Oklahoma, Arkansas and Louisiana. The company is split into three divisions: Gulf Coast, Permian Basin and Anadarko. The Gulf Coast Division primarily focuses on maintenance and capital expense projects for petrochemical plants and refineries in southern Texas and Louisiana.

The Permian Basin Division covers West Texas and New Mexico, and the Anadarko Division services the Texas panhandle and



Dimension Energy Services Operator Clint Strable covers pipe and grades with a Komatsu D65EX-17 dozer.

▶ VIDEO





▶ VIDEO

Operator Emilio Gallardo digs a trench with a PC210LC-10 excavator, one of eight that Dimension Energy Services recently purchased as part of a package of Komatsu equipment. "It has good power and is easy to dig with," said Gallardo. "It's a nice machine."



CONSTRUCTION

Oklahoma. The Anadarko Division came online a few years ago, with the acquisition of Dimension Pipelines in Wheeler, Texas. General Manager Mike O’Gorman and General Superintendent Mark Burrell oversee the division. Their counterparts in the Permian Basin Division are Manoel Urquidi and Jeff King.

“The majority of our work involves complete installation of oil and gas pipeline, as well as a growing maintenance component,” said O’Gorman. “We handle everything – surveying, right-of-way clearing, putting up fence, cutting ditch, laying the pipe and covering it up.”

King said the Permian Basin Division’s focus mirrors Anadarko. “The biggest difference between the two divisions is that our projects are done in different conditions and terrain. We have a lot more rock and sand, which requires using a rock trencher and hammers on our equipment. Anadarko tends to run in flatter ground and more typical soil conditions. Both divisions have the expertise to lay practically any size of pipe, no matter the conditions, and finish projects on schedule.”

### Outstanding safety record

Dimension Energy’s record of finishing jobs on time or ahead of schedule has helped the company gain a solid reputation and a list of repeat customers, according to Nesler. He



▶ VIDEO

A Dimension Energy Services operator uses a Komatsu PC240LC-10 excavator equipped with a pipe cradle attachment to lower pipe into a trench.

noted that reliable project delivery isn’t the only reason they call Dimension Energy back time and time again.

“Customers know we’ll meet their deadlines, and they like that we offer such a long list of services; it gives them one company to work with for a wide range of needs,” said Nesler. “More importantly, they appreciate that we get their jobs done safely. Our customers place a heavy emphasis on that, and we do, too. Our employees understand that they have responsibilities to themselves and



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Continued . . .

# Komatsu excavators perform 'day in and day out'

... continued



Manoel Urquidi,  
Administrative  
Manager & Business  
Development,  
Permian Basin  
Division



Jeff King,  
General  
Superintendent,  
Permian Basin  
Division

their peers. Because of that, our safety record is outstanding."

## Large package of Komatsu equipment

To dig and lay pipe, the Permian Basin and Anadarko divisions rely on 10 Komatsu excavators – eight PC210LC-10s and two PC240LC-10s. Backfilling and grading is largely done with four Komatsu D65EX-17 dozers. Dimension Energy Services recently added the Tier 4 machines in a package it put together with Kirby-Smith Machinery and Territory Manager Brady McAlister.

"A group of us sat down and discussed how to improve our fleet, and several factors came into play," said Nesler. "Chief among them was dealer support. We were dealing with a competing distributor, and we felt the service could have been better. Price was also important, but more so were production, efficiency and environmental sensitivity. Kirby-Smith and Komatsu checked all of our boxes."

Dimension Energy split the machinery equally between the Anadarko and Permian Basin Divisions. "We typically install pipe four feet deep, so the PC210s are the perfect size," said Burrell. "They are faster than

the equivalent competitive brand we were running. We got the PC240s for the extra reach and horsepower we occasionally need. Both sizes give us good versatility because we can put different-sized buckets on them, as well as pipe cradles and hammers."

"They have excellent hydraulic power to run attachments, and stand up to the challenging conditions we face," added King. "The rocky, sandy soils we encounter in the Permian Basin can tax a machine, but across the board, the Komatsus perform day in and day out, without costing us major downtime."

About the only time Dimension Energy's Komatsu equipment requires Kirby-Smith Machinery technicians is during routine service under the Komatsu CARE program, which is complimentary on the Tier 4 machines for the first 2,000 hours or three years.

"That allows us to concentrate on production and keep our owning and operating costs down," stated O'Gorman. "We like that Kirby-Smith monitors our equipment. When a machine needs service, Kirby-Smith sends a technician to take care of it on-site, at a time that's convenient for us. We also track the machines' hours, locations and other information through KOMTRAX, Komatsu's remote monitoring system."

King added, "We're very pleased with the Komatsu equipment, and we especially appreciate how well Brady and Kirby-Smith take care of us. They respond right away if we need a rental piece or anything else."

## Assessing the current markets

Like nearly everyone in the oil and gas industry, Dimension Energy has been affected by the recent downturn in the markets. Nesler noted that there have always been, and always will be, market fluctuations. He says it's how you react that matters.

"Everyone in this industry knows there are ups and downs, and we have enough experience to know how to weather current market conditions," Nesler said. "We're focused on looking at projects and opportunities that really help foster the longevity of the company." ■

(L-R) Dimension Energy Services' Anadarko Division General Manager Mike O'Gorman and General Superintendent Mark Burrell meet with Kirby-Smith Machinery Territory Manager Brady McAlister on a jobsite in central Oklahoma. "Brady and Kirby-Smith do a great job. They ensured we had the right equipment to match our needs and have backed it up with outstanding service," said Burrell.



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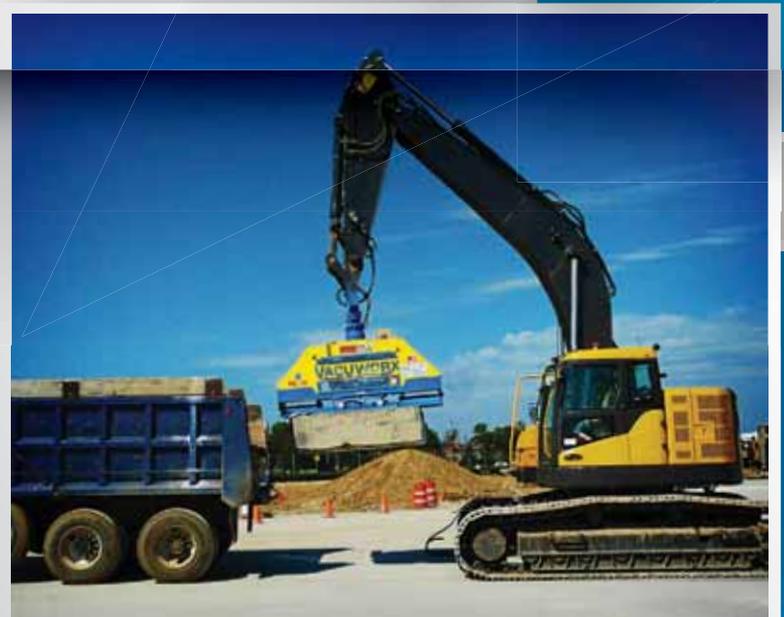
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# KOMATSU DEMO DAYS

## Event provides customers an opportunity to operate latest equipment

Komatsu held its Demo Days event in late 2015 at its Training & Demonstration Center in Cartersville, Georgia, giving attendees an opportunity to test drive a large number of machines. The lineup included nearly the entire family of *intelligent* Machine Control (iMC) dozers, as well as the world's first iMC excavator, the PC210LCi-10.

"Our customers appreciate that we let them operate machines during our Demo Days events," said Bob Post, Komatsu America Director of Marketing Communications. "It gives them a better idea of what the equipment can do when it comes time to purchase, rent or lease. Of course, the iMC products have been popular during our most recent Demo Days, but there was strong interest in our other Tier 4 products, too."

Komatsu displayed almost 30 machines, including brand-new products such as the WA500-8 and WA600-8 wheel loaders, as well as the recently introduced

*Continued . . .*

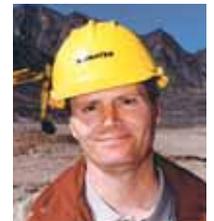
Royal Flush Game Farm Operator Fred Thompson is impressed with the Komatsu PC210LCi-10 with *intelligent* Machine Control. "I tried everything I could to dig below grade, but the PC210LCi wouldn't let me," he said. "It's a smart machine, way smarter than I am."



(L-R) Spencer Hopper and Richard Kane of Bison Materials LLC enjoy time between demos with Tracey Drechsel of Komatsu Financial and Kirby-Smith Territory Manager Peyton Chatham.



(L-R) Bennett Construction Owner Braden Bennett is with Kirby-Smith Territory Manager Britt Stubblefield and JRB/CP Paladin Attachments Market Manager Ron Coia.



Bob Post,  
Director of Marketing  
Communications



Discover more

Customers operated a variety of equipment, including *intelligent* Machine Control dozers and Dash-11 excavators.



# Equipment, information on-hand at Demo Days

... continued

(L-R) Lone Star Dirt and Paving's Wesley Sanders, Kirby-Smith Territory Managers Brent Snapp and Don Jacobson and Williams Dirt Service's Matt Williams talk at Demo Days in Cartersville, Georgia.



(L-R) Kirby-Smith Territory Manager Dan Rutz meets with Manhattan Road & Bridge Vice President of Fleet Ryan Haney and Equipment Purchasing Manager Dobie Lee. "This is a very cool deal," said Haney. "It's a lot of fun to get to run all the new stuff and experience the intelligent Machine Control equipment."



The Training & Demonstration Center's "job trailer" allowed customers to see real-time information about machines working on a jobsite with Topcon's Sitelink3D.



Among the recently introduced machines available for demonstration were WA380-8 and WA470-8 wheel loaders.



WA380-8 and WA470-8 loaders. The lineup also included D61PX-24, D65-18 and D155AX-8 dozers; excavators ranging in size from the tight-tail-swing PC55MR-10 to the PC490LC-11; HM300-5 and HM400-5 articulated trucks; and a GD655-6 motor grader.

In addition to running equipment, attendees could tour Komatsu's Chattanooga Manufacturing Operation or attend presentations that offered valuable information, such as the "Bottom Line Tactics" session that Komatsu's Business Solutions Group held. Another seminar offered insight into tire management.

"We want to help customers increase profitability and also become more efficient and productive," said Post. "Demo Days offers us a chance to showcase the solutions Komatsu has to meet those goals, along with our products. We appreciate that customers take the time to attend these events." ■

*Talk to your distributor to find out when the next Komatsu Demo Days will be held.*



Kirby-Smith Territory Manager Brad Howard (left) talks with AES Galmor Vice President - Elk City Yard Levy Galmor.

(L-R) Jaybelle Construction's Richard Pritchett, Kirby-Smith Territory Manager Mike Green and LTP Enterprises' Leon Walker get ready to try new Komatsu equipment at Demo Days in Cartersville, Georgia.



# D61PXi-23



## PUSHING AHEAD WITH *INTELLIGENT* MACHINE CONTROL

- Automated operation from rough dozing to finish grade
- *intelligent* Machine Control dozing mode and load control features
- No cables between machine and blade
- A factory-installed integrated system



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009

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# ON DISPLAY

## Kirby-Smith Machinery showcases Komatsu, Manitou and Gradall equipment at annual events

Kirby-Smith Machinery, Inc. featured Komatsu and Manitou products at the annual Amarillo Farm and Ranch Show held in late 2015 at the Amarillo Civic Center. More than 20,000 visitors attended the three-day show, including hundreds of children who climbed into the Komatsu WA380-8 wheel loader and Manitou MLT845 120 telehandler that Kirby-Smith displayed in its 1,200-square-foot exhibit space.

Several members of the Kirby-Smith team were on hand to answer questions about the 40,000-pound-plus WA380-8 wheel loader, which can be equipped with a bucket or forks and used for a variety of purposes, and the MLT845 120, which has a lift capacity of 9,900 pounds and a lifting height of nearly 25 feet. Kirby-Smith also sponsored more than 2,500 promotional bags that were handed out at the event.

“Events such as the Amarillo Farm and Ranch Show give us an opportunity to promote our capabilities from all standpoints: service, parts, sales and rentals,” said West Texas Area Manager Chuck Thompson. “This three-day show is the largest indoor ag show in the country, and we appreciate everyone who stopped by to talk with us.”

### Gradall featured at Texas Equipment & Technology Show

Kirby-Smith Machinery also participated in the fifth annual Texas Equipment & Technology Show held at Forth Worth’s Texas Motor Speedway. Kirby-Smith had indoor and outdoor display areas and showcased a Gradall Discovery D152 excavator. The Texas Chapter of the Rocky Mountain Fleet Management Association put on the event in November 2015.

The Discovery D152 features high productivity, exceptional mobility, Gradall’s highly maneuverable boom and versatility with a range of attachments. The D152’s upper structure has a ground-level reach of 27 feet 10 inches, and the entire boom tilts up to 220 degrees. It’s mounted on a Freightliner chassis and is powered by a Cummins 6.7-liter engine that provides 220 gross horsepower.

“The Discovery D152 fit right in with the other innovative products that were on display at the show,” said David Cooper, Vice President/General Manager, Southern Division. “It’s a versatile machine that offers a great return on investment for all types of businesses and government entities.” ■

CONSTRUCTION



Kirby-Smith Machinery displays Komatsu and Manitou products in its exhibit space at the annual Amarillo Farm and Ranch Show.

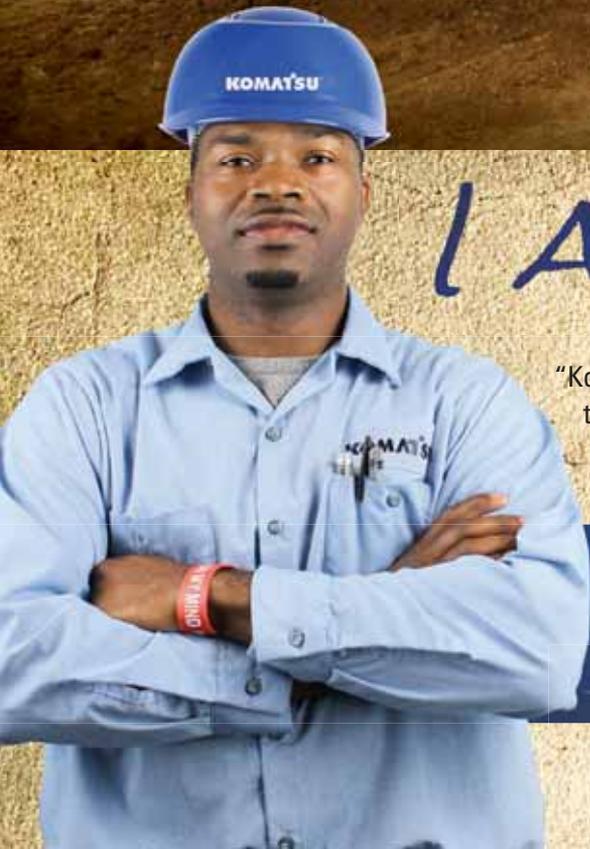
Gradall’s Discovery D152 excavator is front-and-center in Kirby-Smith Machinery’s display area at the Texas Equipment & Technology Show in Fort Worth.



# WA470-8

## INCREASE PRODUCTION WHILE LOWERING FUEL COSTS

- Komatsu SmartLoader Logic for optimal energy savings
- Large capacity torque converter with lock-up
- All-new cab for comfort and visibility
- Powerful 272 HP engine



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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

# PRODUCTION NUMBERS IMPROVED

## New WA600-8 features larger standard bucket and increased fuel efficiency

How do you measure enhanced performance? Komatsu's new WA600-8 wheel loader provides answers with numbers that show you can move more material with lower fuel consumption.

Komatsu optimized engine power control in the Tier 4 Final WA600-8, and improved power train and hydraulic efficiency, reducing fuel consumption up to 13 percent, compared to its Tier 3 predecessor. The loader combines Komatsu's SmartLoader Logic with an enhanced 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.

Bucket capacity of the standard WA600-8 increased to 9.2 cubic yards, and Komatsu designed it to fill easier, retain material better and give operators greater visibility. A load-and-carry configuration for the WA600-8 is available with added counterweight and a 10.2-cubic-yard bucket. A new auto-dig function reduces operator effort required to fill the bucket, and Komatsu-integrated load meter data is available on the machine monitor and remotely via the Internet.

"With significant enhancements in production capacity and fuel economy, the WA600-8 is designed to maximize production efficiency in loading off-highway trucks or load-and-carry applications," said Rob McMahon, Komatsu Product Marketing Manager. "Owners and operators consistently tell us they are impressed with the machine's productivity and stability."

### Increased cab comfort

The cab features a new air-suspension, high-back, heated seat that softens machine vibration. The seat's cast frame members

increase strength, and seat-mounted electronic pilot-control levers add ergonomic comfort and convenience. The KOMTRAX Plus telematics system provides key machine metrics and performance information that can be accessed remotely by smart phone.

"Full rear fenders and steps with handrails at both sides of the loader add convenience for daily inspections," said McMahon. "Similar to other Tier 4 machines, the WA600-8 is covered by the Komatsu CARE program for the first 2,000 hours or three years, which further reduces owning and operating costs. Add it all up, and the savings are significant. We encourage anyone needing a production loader to check out the new WA600-8." ■

Komatsu's new WA600-8 features optimized engine power control and improved power train and hydraulic efficiency to help reduce fuel consumption by up to 13 percent, compared to its Tier 3 predecessor. Standard bucket capacity was increased to 9.2 cubic yards, and Komatsu designed it to fill easier, retain material better and give operators greater visibility.

### Quick Specs on Komatsu's WA600-8 Wheel Loaders

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA600-8	529 hp	122,268-124,473 lbs	9.2 cu yds
WA600-8*	529 hp	126,678 lbs	10.2 cu yds

\* Load-and-carry configuration with additional counterweight



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

### ▶ VIDEO



# INCREASED EFFICIENCY

## If not for Komatsu iMC machines, company 'wouldn't be doing dirt projects'

CONSTRUCTION



**Rob Forman,**  
Vice President



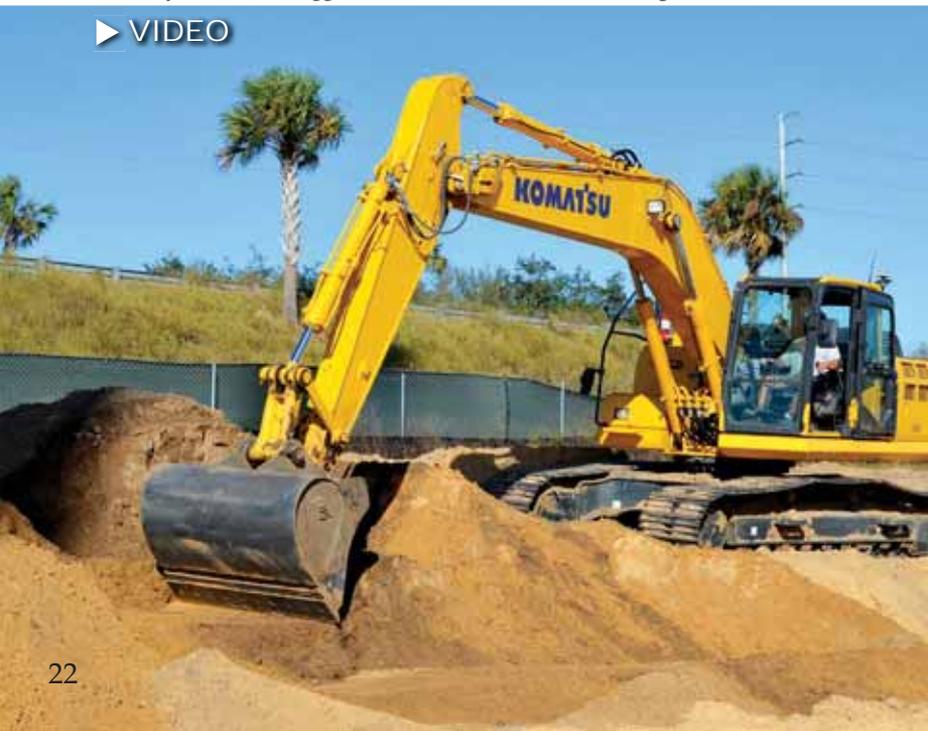
Discover more

For more than 20 years, Rob Forman and his wife, Corrie, moved dirt as site-development contractors. About six years ago, they shifted focus and founded Robcor Contracting, a crushing/recycling business in Sebring, Florida.

Processing old building materials into new products accounts for 85 percent of Robcor's volume of work, but the Formans recently added earthwork back into the mix. Currently, Robcor is performing mass grading/dirt work on Reunion Resorts, a 600-acre project that began in the spring of 2015 and is expected to be completed in three to five years.

Robcor Contracting Vice President Rob Forman says the crushing/recycling company would not do dirt work without Komatsu *intelligent* Machine Control equipment, including this PC210LCi-10 excavator. "The PC210LCi allows us to move more dirt, more efficiently than with a bigger machine that doesn't have *intelligent* Machine Control."

▶ VIDEO



Robcor will move millions of yards of dirt as it completes mass excavation, preps pads for construction and does finish work. To maximize efficiency, Robcor is using Komatsu *intelligent* Machine Control (iMC) dozers (a D51PXi and a D61PXi) as well as a PC210LCi-10 iMC excavator.

"If it weren't for the iMC machines, we wouldn't be doing dirt projects," said Forman. "The dozers save us so much time and money. I have run a dozer for more than 20 years, and I can't imagine going back. These are by far the best dozers I have ever run.

"The PC210LCi excavator allows us to move more dirt, more efficiently than with a bigger machine that doesn't have *intelligent* Machine Control," he added. "No matter where we excavate on a project, we are on-grade. That's amazing. It eliminates overexcavation, so the time and material savings are significant."

### No staking

At Reunion Resorts, Robcor uploads 3D models of the jobsite plans into the machines and lets the integrated GPS technology take over. The company has not used a single stake on the project.

"The machines pay for themselves in the first 500 hours of operation," said Forman. "Normally, we would have to schedule layout and staking. Now, we upload a 3D model of the plans, and 45 seconds later, we're moving dirt to finish-grades. I don't see how we could compete without the iMC machines. They have made us so much more efficient and given us the ability to take on larger site projects. We wouldn't be able to do that with conventional machines." ■

# PC490LC-11

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- Increase hydraulic flow Power Mode
- Up to 13% productivity increase
- Variable track gauge option



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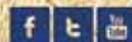
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# PUTTING THE 'PLUS' IN DOZING

## Komatsu expands innovative undercarriage design to its D85-18 models

A significant portion of dozer operating costs per hour come from undercarriage repair and replacement, so reducing wear and extending component life can make a significant improvement to your bottom line. Komatsu's Parallel Link Undercarriage System (PLUS) helps, with a revolutionary design that virtually eliminates pin and bushing turns. It is now available on the new D85EX-18 and D85PX-18 models.

Both of the shoe widths – 26-inch and 36-inch – are made for extreme service and maximum durability to provide up to twice the life of a conventional undercarriage, lowering repair and maintenance costs as much as 40 percent in certain applications. PLUS components are designed for equal wear life and are built to withstand diverse ground conditions.

"PLUS cuts maintenance costs, extends wear life and excels in high-impact, rocky conditions, as well as low-impact, sandy jobsites," said Chuck Murawski, Komatsu Product Manager, Dozers. "This leading-edge track technology has become standard equipment on all Komatsu dozer models smaller than the D85-18."

### Free-to-rotate bushing

PLUS uses oil-lubricated bushings that are free to rotate, unlike fixed bushings used on conventional undercarriage systems. Links have increased wear material and depth hardness and have a strutted design for extended life and added strength. All link assembly components can be field-replaced individually, as opposed to changing an entire undercarriage system. Sprockets are segmented for simple replacement and designed to minimize material packing.

The Komatsu PLUS undercarriage assurance program covers leakage and breakage due to defects in material or workmanship for three years or 4,000 hours, whichever occurs first. Komatsu distributors can also offer supplemental wear-life coverage.

"The D85-18s are excellent construction and/or quarry machines, and PLUS enhances their value by further reducing the already low owning and operating costs that these highly efficient and productive Tier 4 machines provide," said Murawski. "We encourage anyone thinking about adding a 60,000-pound-plus dozer to their fleet to talk with their local Komatsu distributor and check out the benefits a D85-18 with PLUS can provide." ■



**Chuck Murawski,**  
Komatsu Product  
Manager, Dozers

CONSTRUCTION



Komatsu's Parallel Link Undercarriage System (PLUS) is now available for its large construction/ quarry D85-18 dozers. PLUS eliminates pin and bushing turns, reducing undercarriage maintenance and repair costs.





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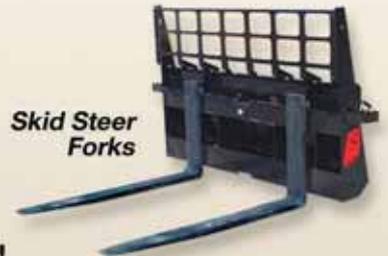
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# SAFETY THROUGH TECHNOLOGY

## Manitowoc joins National Science Foundation-backed research project to increase workplace safety

Manitowoc Cranes is partnering with the National Science Foundation, industry organizations, businesses and universities to create a new cyber-physical operation system for construction equipment. The project's focus is on construction workers' safety on jobsites. The effort began in January and is expected to conclude in late 2019.

The study will develop several methods to help increase workplace safety. The methods include: planning construction operations while accounting for hazards through simulation; developing analytics on the use of equipment; monitoring equipment surrounding the crane operating environment; providing crane stability feedback in real time; providing feedback to users in a "transparent cockpit" using visual and other clues; and improving monitoring through model-driven and real-time 3D reconstruction techniques, context-driven object recognition and forecasting motion trajectories.

As an industry expert, Manitowoc is playing an advisory role for the collaborative effort. It is also providing access to crane equipment, jobsites and technical capability information, as well as the vetting of practical solutions from the research. Lynn Dietrich, Director of Engineering at Manitowoc, said the initiative tackles difficult and crucial challenges affecting crane operations.

"By applying state-of-the-art computing technologies, the research will cover two of the most difficult challenges in crane operation and safety – stability and/or the structural overload of cranes and the potential for collision with other objects on jobsites," said Dietrich.

The project will integrate advances in robotics, computer vision and construction management.

The goal is to create tools for the quick and easy planning of crane operations and incorporate them into a safe and efficient system that can monitor a crane's environment and provide control feedback to the crane and operator. If successful, the new system should have a positive impact on jobsite safety.

"It's not every day a project like this comes along – one that is focused on the safety of workers and worksite efficiency in our industry," Dietrich said. "We've taken on this collaboration with a great sense of responsibility and conviction – not only for Manitowoc, but for the entire crane industry. By using advances in technology and computing, we should be able to make significant steps in improving the efficient use of cranes on jobsites. We're proud to partner in this noble effort." ■



Manitowoc Cranes, which manufactures Grove Cranes, is partnering with the National Science Foundation as part of an effort to create a new cyber-physical operation system for construction equipment. The project's focus is on construction workers' safety. Manitowoc is playing an advisory role and providing access to crane equipment, jobsites and technical capability information, as well as the vetting of practical solutions from the research.

# ENSURE PROPER GREASING

## Graco Automatic Lubrication System now an available option on some new Komatsu equipment



Discover more



Scott Ruderman,  
Komatsu Marketing  
Engineer

Greasing your equipment aids in maintaining long-term component performance by reducing unnecessary wear and premature breakdown. A Graco Automatic Lubrication System on your Komatsu equipment can help ensure components are always properly greased. Systems are now available pre-installed on new machines or as a field-install kit for equipment already in production.



Gabe Elmhurst,  
Global Market  
Specialist, Graco  
Lubrication  
Equipment

“We worked hand-in-hand with Komatsu’s engineering department to ensure our lubrication systems meet machine requirements,” said Gabe Elmhurst, Global Market Specialist, Graco Lubrication Equipment. “We took everything into consideration, including where the components are mounted, what fittings are acceptable, how hoses are routed – even where we can weld on the machine during installation. Our system functions as part of the machine itself.”

The Graco Automatic Lubrication System consists of three main components. Mounted outside the machine is the G3 pump with a translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants. A stir paddle inside the reservoir reduces separation by agitating the grease each time the pump is engaged. A ground-level-access fill port allows new grease to be pumped into the system without the need for climbing on the machine.

Modular series progressive divider valves deliver a predetermined volume of grease to the machine’s lubrication points, and each can be set to a specific amount. Cycle and performance indicators aid in monitoring the movement of grease through the system and inform operators if there is an interruption in the lubrication cycle.

Operators receive both visual and audio alarms in addition to other information in real-time through the GLC-2200 controller located in the cab. It has a digital display with touchpad controls and LED lighting for simplified programming.

“Operators still need to visually inspect equipment daily to ensure everything is in good working order, but a Graco Automatic Lubrication System reduces the time needed for daily greasing and overall maintenance costs,” said Scott Ruderman, Komatsu Marketing Engineer. “We encourage customers to order it already installed on new machines. If they want to add it to their current fleet of machines, it can be done easily by Graco, through a local Komatsu distributor or on their own. We worked closely with Graco to create detailed machine-specific installation manuals with simple step-by-step instructions, so regardless of who installs the kit, or where they do it, the end result is consistent.” ■



The Graco Automatic Lubrication System has three main components (L-R): a G3 pump with translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants; modular series progressive divider valves that deliver a predetermined volume of grease to the machine’s lubrication points; and a GLC-2200 controller located in the cab.

# Introducing the Broce MK1 Transfer Sweeper



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

*Broce Broom*

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# 'REGENERATE' THE RIGHT WAY

## Following proper procedures is imperative for Tier 4 equipment – here's how to do it



Discover more



**Matt Beinlich,**  
Deputy Director,  
Business Solutions  
Group, Products and  
Services Division

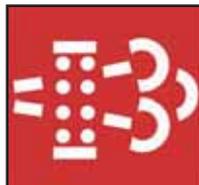
The advent of Tier 4 ushered in further reductions in machine emissions such as soot. Most Komatsu machines use a Komatsu Diesel Particulate Filter (KDPF) to capture the soot produced by the engine, and these filters have a self-cleaning ability called regeneration, which uses heat to oxidize soot into gases that leave the filter. Regeneration is a normal part of running machines with a KDPF, and the process rarely gets in the way of operating.

“Regeneration falls into two categories – active and manual – and each involves

specific actions that should be taken by the operator,” said Matt Beinlich, Deputy Director of Komatsu’s Business Solutions Group, Products and Services Division. “Operators will know what to do based on alert symbols, which are either yellow or red. Yellow is active, and red is manual.”

During active regeneration, the operator should work the piece of equipment hard because a loaded engine creates hotter exhaust gas, which is better for the process. Shutting down the machine is fine, as it will pick up where it left off at the next restart. If the alert symbol is red, it’s imperative to park the machine in a safe location and initialize the proper idle procedure.

Operators will know whether active or manual regeneration is required based on the alert symbols indicated by the machine. Yellow means active, and the machine should be worked hard. Red is for manual, and operators need to park and properly idle the machine.



### Idle correctly

“If for some reason the operator can’t work the machine during active regeneration, or is following the appropriate course of action during manual regeneration, proper idle is imperative,” said Beinlich. “There are specific instructions for both tracked and wheeled machines. Following these procedures will optimize regeneration.”

Proper idle includes:

- In tracked machines: All lock levers must be in the “lock” position with the throttle dial turned down to minimum.
- In a wheeled machine: The transmission needs to be in neutral, the parking brake applied and the accelerator pedal released.
- If a machine is going to be shut down completely: The operator should let it cool for five minutes before turning off the key. ■

Tier 4 machines require either active or manual regeneration, and proper procedures should be followed. Regeneration is a normal part of running machines with a Komatsu Diesel Particulate Filter, and the process rarely gets in the way of operating.



# TEAM EFFORT

## Ken Calvert says Komatsu's new Business Solutions Group provides 'tiny solutions' with tangible benefits

**QUESTION:** What is the Business Solutions Group?

**ANSWER:** We are a team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel. Any one of those three can approach us with an idea, a concern, etc., and we'll tackle it in an effort to bring about a positive outcome.

The Business Solutions Group can do that because our team brings several different perspectives and experiences to the table. Some of us have been with Komatsu for several years in assorted capacities. We also have customer perspectives on board, as one team member worked for a distributor before joining the group. Another was with a large construction company. This allows us to approach solutions from a variety of angles.

We're not here to set the world on fire, only to provide what we call "tiny solutions" with tangible benefits.

**QUESTION:** Could you give examples of what you have provided so far?

**ANSWER:** We give customers "bottom line tactics" to improve their productivity and efficiency by providing individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. We offer this service to all types of companies, no matter their size. Each company's needs are unique, so our solutions are as well.

Machine recommendations are a prime example. A customer may be thinking that a 30-ton excavator is the best fit. However, our analysis of the business and the type of work it



**Ken Calvert,**  
Director,  
Business Solutions Group

*This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries – and their visions for the future.*

Ken Calvert has been with Komatsu since 2001. He was recently named Director of Komatsu's new Business Solutions Group, which he describes as a "team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel."

Ken's career includes management positions with the world's two most prominent equipment manufacturers, with a major equipment distributor and as an end user. His responsibilities have involved logistics, manufacturing, marketing, sales and finance. He has held previous roles with Komatsu, including Director of Product Support Systems and Director, KOMTRAX.

"My business passions are process and process improvement, and they align perfectly with this new position," said Calvert. "The KOMTRAX team became the Business Solutions Group a few months ago, but it's more of an extension than a replacement. We still rely heavily on KOMTRAX data, which we use as part of our solutions for customers, distributors and manufacturers. We have the ability to offer so many more services now, and what we really like is when someone brings us a new idea or challenge that we can really dig into and find ways to resolve."

*Continued . . .*

# A resource or customers, manufacturers and distributors

... continued

performs may show that the owner will only use a 30-ton machine 5 percent of the time. We would use this information to let the owner know that it would be more beneficial to purchase a 20-ton excavator and rent a 30-ton as needed.

One way we helped Komatsu – and, in turn, our customers – was through a campaign to bring greater awareness about regeneration. Tier 4

(L-R) The Business Solutions Group includes Muthaiya Kiliour, Director Ken Calvert, Deputy Director Matt Beinlich, Goran Zeravica and Robert Hussey. Calvert says the group's aim is to be "a resource for all three legs of the industry stool: customer, manufacturer and distributor."



Komatsu's Business Solutions Group provides customers with a wide variety of services, including "bottom line tactics" to help improve productivity and efficiency through individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. "We offer this service to all types of companies, no matter their size," said Director Ken Calvert. "Each company's needs are unique, so our solutions are as well."



One of the services Komatsu's Business Solutions Group offers is jobsite analysis designed to help customers maximize production and reduce owning and operating costs. "Our team has keyed into a slogan: the right machine, operated the right way and buoyed by superior service," said Director Ken Calvert. "Our aim is to help customers in all three aspects by helping them choose the best machines for their needs; showing them how to be the most efficient and effective with their equipment; and providing world-class support that includes managing parts, service, financing and other items that affect their bottom lines."



engines require it, but there are two different processes that need to be carried out depending on the type of alert an operator receives. The concern was that operators weren't taking the appropriate action when they saw a regeneration icon pop up in their Komatsu machine. We designed posters and key tags that outline what to do based on the type of icon that appears.

To go along with that, we created a Tier 4 dashboard for our distributors through KOMTRAX, Komatsu's remote monitoring system. It provides vital information such as how often a customer's machine is regenerating and if it's being done correctly. The distributor can then contact the customer and address the issue to avoid a potentially costly repair down the road.

**QUESTION:** Where did the idea for forming the new Business Solutions Group come from?

**ANSWER:** Komatsu believes strongly in listening to customers and visiting their jobsites to understand their specific needs. One common theme we heard was that companies would like to build stronger relationships with the people that design and manufacture their machinery. Our group facilitates that, but we wanted to be more than a liaison between the customers and the factory. We want our customers' relationships with Komatsu to be strong bonds. Our aim is to be a resource for all three legs of the industry stool: customer, manufacturer and distributor. Feedback continues to be positive across the board, and we encourage everyone to continue bringing us their needs, ideas and suggestions for ways the Business Solutions Group can be of benefit. Customers can do that through their distributors. ■

# OSHA FINES ON THE RISE

## Federal budget deal could bring massive one-time increase for violations, tie future penalties to inflation

OSHA fines may rise significantly as part of the federal budget bill passed last fall, including a potential one-time jump of more than 80 percent. The bill calls for new rates to take place no later than August 1 of this year.

The fine increases allow for a “catch-up adjustment” to today’s dollars. Fines have remained the same since 1990, but the Consumer Price Index has increased nearly 80 percent during the last 25 years.

With the adjustment, the maximum fine for a serious violation could jump from \$7,000 to more than \$12,700. A repeat or willful violation penalty may rise from \$70,000 to more than \$127,000. OSHA is still reviewing the legislation and has not announced the exact figures for the penalties.

Going forward, the bill would raise fines annually by the rate of inflation, similar

to other federal agencies such as the Federal Highway Administration and the Federal Aviation Administration.

### Groups call for education focus

According to a recent [constructiondive.com](http://constructiondive.com) article, several industry safety experts said that OSHA should focus on education and outreach rather than increasing fines. Some called for a significant amount of the money to be used for those purposes.

“If they want to make more in fines, that’s their prerogative,” said Brian Turmail, Senior Executive Director of Public Affairs for the Associated General Contractors of America in the article. “But let’s not pat ourselves on the back. How much you collect is a measure of how much you haven’t educated the community you regulate.” ■

A section of the federal budget bill passed last fall allows OSHA to increase fines, including a potential one-time catch-up adjustment of more than 80 percent. Going forward, penalties would rise annually based on inflation.



# TRANSPORTATION BILL APPROVED

## President Obama signs \$305 billion FAST Act, first long-term measure passed in a decade

For the first time in more than a decade, the nation has a long-term transportation bill. Signed into law in December, the Fixing America’s Surface Transportation (FAST) Act calls for spending more than \$300 billion on highway, bridge and transit projects over the next five years.

The FAST Act authorizes approximately \$207 billion for highway projects and \$48 billion for transit projects. The remaining money in the bill will go to a variety of projects for ports and railways, and provide almost \$1 billion for the National Highway Traffic Safety Administration’s programs. Each state gets a 5.1-percent increase in formula funds for highway investment in fiscal year 2016, followed by annual increases to help offset projected inflation during subsequent fiscal years.

The measure is the first long-term transportation bill since SAFETEA-LU was passed in 2005 and expired in 2009. Since that

time, Congress has passed several short-term, stopgap-funding measures. The only multi-year deal during the past six years was enacted in 2013, a two-year bill known as MAP-21.

“Our roads and highways have gone without necessary maintenance and improvement through years of short-term surface transportation extensions,” said Mike Acott, President of the National Asphalt Pavement Association. “This bill gives states and industry the certainty needed to move forward aggressively to improve safety, performance and drivability.”

### New initiatives

The FAST Act maintains much of the structure of MAP-21 with a few changes, including expanding the Surface Transportation Program into a Surface Transportation Block Grant Program. It still requires a fraction of the money to be distributed by population, and a portion must be used for pedestrian, bicycle and environmental activities.

The National Freight Program and Nationally Significant Freight and Highway Projects Program are new under the FAST Act. The first funds freight-related highway improvements. States are allocated funds by formula. With stipulations, they may obligate up to 10 percent of their freight funds for improvements to freight rail or ports.

The Nationally Significant program provides grants for highway, bridge, rail-grade crossing, intermodal and freight rail projects costing more than \$100 million that improve movement of both freight and people, increase competitiveness, reduce bottlenecks and improve intermodal connectivity. At least 25 percent of the funds must be spent in rural areas. The Secretary of

New initiatives under the FAST Act are a National Freight Program and a Nationally Significant Freight and Highway Projects Program.





Transportation will award all projects, and Congress will have 60 days to reject them by joint resolution.

The new bill is also designed to accelerate project delivery. It reduces duplication of environmental reviews and builds upon MAP-21's efforts to use deadlines to speed up the review and approval process among initiatives.

### **Mixed reviews**

The FAST Act should be good news to Americans frustrated with driving across bridges deemed structurally deficient and congested roads that often have not been properly maintained due to lack of funding. The American Society of Civil Engineers' most recent report card gave America's overall infrastructure a D-plus. Bridges and rail received a C-plus, ports a C and roads a D.

A poll conducted by AAA found that 70 percent of Americans favored more federal spending on infrastructure. Nine out of 10 believe routine maintenance on roads and bridges is important. Roughly two-thirds support both traffic safety training programs and reducing traffic congestion by expanding lanes.

"Potholes and bad roads increase driver stress and can cause significant vehicle damage, requiring costly repairs," said AAA President and CEO Marshall Doney after the poll was released. Upon passage of the FAST Act, he noted, "It is encouraging to see Congress come together to make the compromises necessary to pass legislation of this magnitude. Millions of Americans drive every day, and they deserve a highway system that safely moves people and goods as quickly as possible."

Other industry groups had mixed reviews following the FAST Act's passage. The American Road & Transportation Builders Association (ARTBA) praised the bipartisan bill's five-year funding predictability and reduction of federal red tape for state transportation improvement programs. However, ARTBA was not completely satisfied with the bill.

"Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term," said ARTBA President & CEO Pete Ruane. "(They also) fell short in providing the level of investment that would result in demonstrable improvement in the overall physical conditions, performance and

The FAST Act authorizes approximately \$207 billion for highways and provides almost \$1 billion for the National Highway Traffic Safety Administration's programs.

*Continued . . .*

# Creative funding key to FAST Act

... continued

safety of the transportation system. At best, we will be treading water." (For more from Ruane, please see the Guest Opinion article in this magazine.)

## No gas tax increase

Most of the money for the FAST Act will continue to come from the 18.4-cents-per-gallon gas tax that was reauthorized in the new bill. The gas tax was last raised in 1993, but with rising inflation and more fuel-efficient cars, it has largely fallen short of covering annual transportation spending. That forced lawmakers to tap into general funds to make up the difference. Because the gas tax was not increased, it will not fully fund the FAST Act either.

Additional financing provisions include a requirement that the government use private collection agencies to recoup certain outstanding taxes; denying new passports to individuals owing more than \$50,000 in back taxes; the sale of 66 million barrels of oil from the Strategic Petroleum Reserve; cutting the Federal Reserve's annual dividend payments to large commercial banks; and using money from the Fed's rainy-day fund.

Future funding could also come from increased tolling. Congress lifted the ban imposed 60 years ago on state tolls for

existing federal interstates. Three states already have pilot programs in the works, and more are considering the option.

"The good news is that the long winter of uncertainty for state DOTs has come to an end," said Transportation Secretary Anthony Foxx, who has been touring the country in an effort to raise awareness of surface transportation needs. "The FAST Act also takes the important step of increasing funding. Under the act, funding will go up by roughly 11 percent over five years. This is a down-payment for building a 21st-century transportation system, though it is still far short of the amount needed to reduce congestion on our roads and meet the increasing demands on our transportation systems."

The FAST Act is about \$173 billion less than President Obama called for prior to its passage and his signing.

"This bill is not perfect, but it is a commonsense compromise, and an important first step in the right direction," Obama said in a statement prior to signing the bill. "As we applaud the kind of bipartisan compromise (it took to pass this bill), we should also recognize that we still have work to do." ■

While the majority of funding goes to highways, bridges and other surface transportation, the FAST Act also provides money for a variety of other projects such as ports and rail.



# MIXED REACTION

## ARTBA President and CEO Pete Ruane outlines some of the positives and negatives of the new surface transportation bill

The overwhelming, bipartisan vote for passage of the Fixing America’s Surface Transportation (FAST) Act shows once again that transportation infrastructure is a thread that has the capacity to bind America – whether it is red, blue or purple.

The good news is – from a public policy standpoint – there are a number of things to like about the FAST Act, including:

- Five years of funding predictability and less federal red tape for state transportation improvement programs. This, in turn, will help maintain employment; assist the public and private sectors to plan ahead; and speed up project delivery.
- A reporting process to provide more transparency and accountability. Highway users will now be able to find out how and where their federal fuel taxes are being invested in their community.
- Framework to finally start modernizing our National Highway Freight Network. All that is missing is the money to get it done right.

### The flip side

Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term. Five years goes by fast. In four years, state transportation departments will again be staring at a looming funding abyss.

The FAST Act also falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, the industry will be treading water.

Unfortunately, a large orange and black “work ahead” sign still remains standing in our nation’s capital when it comes to providing sustainable and game-changing surface transportation capital investment. The American Road & Transportation Builders Association will be there to remind lawmakers of this. ■



**Pete Ruane,  
President and CEO,  
ARTBA**

*Editor’s note: This is excerpted from an article by Pete Ruane, President and CEO of the American Road & Transportation Builders Association. To see the full article, visit ARTBA’s website, [www.artba.org](http://www.artba.org).*



American Road & Transportation Builders Association President and CEO Pete Ruane says the new FAST Act provides five years of funding predictability, but falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system.

# SAFETY FIRST

## Kirby-Smith honors four branches for reaching outstanding annual safety milestones



James Lincoln,  
Safety and  
Environmental  
Director

Kirby-Smith Machinery, Inc. recognized four branches for reaching significant safety milestones. Lubbock recently hit the five-year mark without an OSHA-recordable accident. Abilene reached the three-year mark while Dallas and Fort Worth each celebrated one year.

“It may be idealistic, but we strive for zero accidents as a company,” said James Lincoln, Safety and Environmental Director

for Kirby-Smith Machinery. “Safety success happens when employees at all levels of the organization align and work towards the common goal of being an accident-free workplace.”

Lincoln emphasized that the achievements of the four branches did not happen by chance. Kirby-Smith Machinery actively promotes safe practices and risk management through hazard-identification and proactive safety solutions.

“People often believe that injuries come with the territory in our business, especially when you work on large machinery in less-than-ideal conditions,” said Lincoln. “That doesn’t have to be the case. These branches set a fine example of what we can achieve with a focus on safety performance. We can’t remove all risks, but we can manage them. I challenge everyone at Kirby-Smith to elevate their own – and their co-workers’ – safety standards. We look forward to even more victories on the path to zero-injury workplaces.” ■



Kirby-Smith Machinery, Inc. presented safety awards to four of its branches for reaching annual milestones without an OSHA-recordable accident. The Abilene and Fort Worth branches received safety awards in December. Abilene was presented with the Three-Year Safety Award (right), and Fort Worth got the One-Year Safety Star Award.



In October, Kirby-Smith’s Lubbock branch received the Five-Year Diamond Award (left), and its Dallas branch earned the One-Year Safety Star Award. “These branches set a fine example of what we can achieve with a focus on safety performance,” said James Lincoln, Safety and Environmental Director.

# BETTER UNDERCARRIAGE SERVICE

## Kirby-Smith Machinery installs new track press at Dallas branch

A new track press has been installed at Kirby-Smith Machinery, Inc.'s Dallas branch. It's intended to improve turnaround times on Komatsu and competitive-brand undercarriage repairs. The 200-ton press features a 12,000-pound winch and a 40-foot conveyor.

"Investing in this state-of-the-art track press helps us reduce undercarriage repair and replacement costs," said David Cooper, Vice President & General Manager, Southern Division. "We can do pin and bushing replacements or turns, link replacements, pad change outs, seal replacement and other services."

The press features an electric torque wrench with up to 8,000 foot-pounds of torque and 422 rpm, allowing Kirby-Smith technicians to use the all-in-one machine for high speed/low torque and low speed/high torque

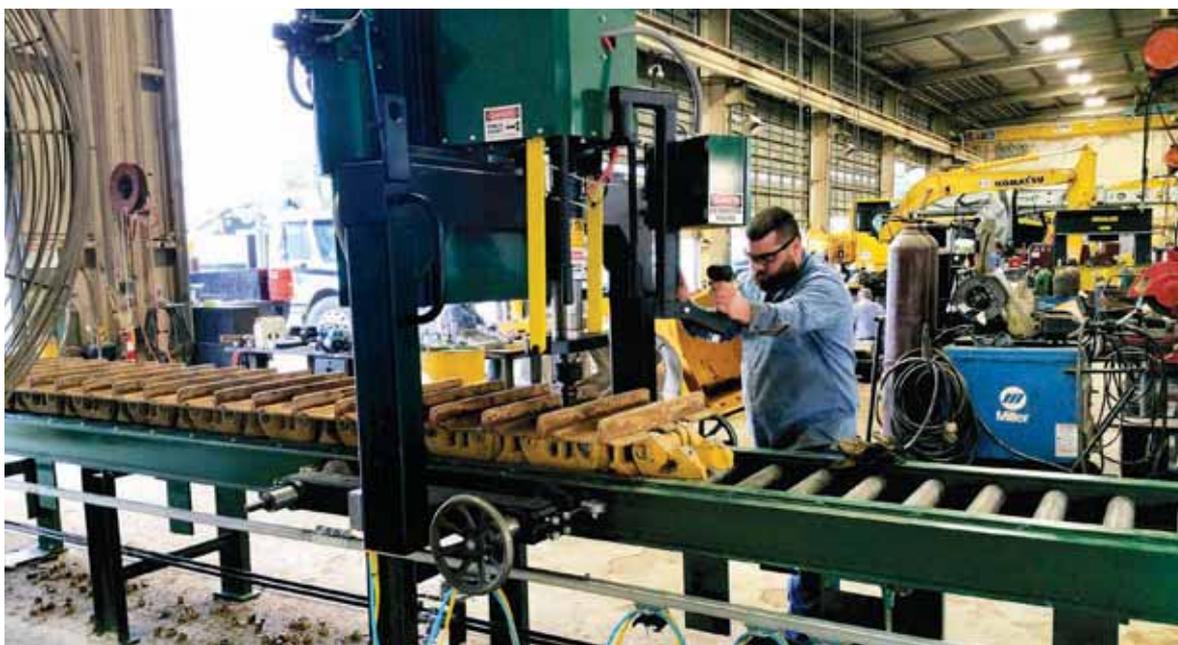
applications without the need to change work tools. Operators can see when the proper setting has been achieved through a digital read out and indicator lights, maximizing time and efficiency. With a pistol-grip design, operators can work from either side of the conveyor.

Kirby-Smith Machinery also added an optional feature that records the torque on each bolt as components are assembled. This record will be included with the work order and should lead to a near fail-proof job for each track repair.

"The new track press furthers our commitment to lowering owning and operating expenses," said Cooper. "If customers need undercarriage service, they can contact any of our branch service locations or their product support representatives to make arrangements to have the work done." ■



David Cooper,  
Vice President/  
General Manager,  
Southern Division



Kirby-Smith Machinery added a new track press at its Dallas branch that will improve turnaround times on Komatsu and competitive-brand undercarriage repairs. The 200-ton press features a 12,000-pound winch, a 40-foot conveyor and allows technicians to work at high speed/low torque and low speed/high torque applications without the need to change work tools.



## THE PEOPLE INSIDE

# Jeff Weller promoted to COO and Executive Vice President

Jeff Weller was named Chief Operating Officer and Executive Vice President at Kirby-Smith Machinery, Inc. The role carries an overall strategic and operational responsibility. He will provide leadership and direction for all of Kirby-Smith Machinery's business segments going forward.

Weller previously served as the Vice President and General Manager of Kirby-Smith's Northern Division after joining the company in August 2014. Prior to that, he spent 28 years with a leading crane manufacturer.

His father and grandfather ran a Ford dealership in his southwest-Iowa hometown, and they taught him the true values of honesty, integrity and fairness in dealing with customers. Those same values have served him well during his career, guiding his philosophy of customer service.

"Customers deserve honest and direct answers; to have their issues taken seriously; and to receive our best effort in solving them," said Weller. "Commitment to our customers is what has made Kirby-Smith successful, and is what will continue to drive our growth as an organization."

Kirby-Smith Machinery President Ed Kirby praised Weller's impressive performance as Vice President and General Manager. "In the short time since Jeff came on board, he has been an outstanding leader and has made significant contributions to our company. I am confident that he will find the same success in his new role."

Weller is an avid Oklahoma Sooners fan. He and his wife, Jeanette, have one son and two grandsons. ■



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## Kirby-Smith Machinery names David Baker Senior VP, Oklahoma City Branch Manager

David Baker has been promoted to Senior Vice President and Oklahoma City Branch Manager by Kirby-Smith Machinery, Inc. Baker was Vice President of Product Support for the past 15 years.

The Senior Vice President is a highly visible position that is central to the profitability and sustained growth of Kirby-Smith Machinery. The role balances corporate project management with strategic collaboration between the board of directors, executives and other company leaders. As Senior Vice President, Baker will hold primary oversight regarding implementation of business systems and manage operations of the company's Information Technology Department. He will also continue to build strong relationships with manufacturing partners and accredited technical schools.

As Branch Manager, Baker is responsible for ensuring the success of the Oklahoma City branch operations related to strategic planning, sales growth, customer service and problem resolution. He is also in charge of facilities management for all Kirby-Smith Machinery locations.

Baker joined Kirby-Smith more than 22 years ago after working for Brandeis Machinery, a Komatsu dealer in Kentucky. He started with Kirby-Smith as a General Service Manager and moved up to Branch Manager for the company's Tulsa location.

"The growth of the company led to the need for this new position," said President Ed Kirby. "After years of leading the Product Support Group, David's expertise has continually improved our profitability and led to a high level of customer satisfaction. We expect this Senior Vice President role will provide the necessary synergy and growth we need to provide more insight into innovative products and services."

Baker is a devout family man with four children. He and his wife Harjati (Chin) have been married for 15 years. David has volunteered as Treasurer for the Asia Society of Oklahoma during the past 10 years. He is originally from Kentucky and received a degree in business administration and management from the University of Kentucky. ■



David Baker,  
Senior VP/Oklahoma City,  
Branch Manager

## Tom Montgomery named Vice President of Product Support

Kirby-Smith Machinery, Inc. recently announced the hiring of Tom Montgomery as Vice President of Product Support. He is responsible for the growth and profitability of the company's parts and service business.

Montgomery joins Kirby-Smith with a reputation for growing revenue and leveraging competitive advantage. His 40-year career in the construction industry includes multiple senior executive positions with various distribution and manufacturing

companies. Montgomery holds a BA in psychology from John Carroll University. He and his wife, Gretchen, have been married 45 years, and they have two children and five grandchildren.

"I believe the true measure of a successful dealership is simple: How well do we look after our customers, and how well do we look after our employees?" said Montgomery. "Every accomplishment is created by a team effort – no more, or no less." ■



Tom Montgomery,  
Vice President  
Product Support

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## USED EQUIPMENT FOR SALE



2012 Komatsu D51EX-22, KM12990,  
 2,635 hrs. ....\$115,000



2013 Komatsu PC290LC-10,  
 KM13355, 2,000 hrs. ....\$225,000



2013 Komatsu WA320-7, KM13356  
 \$170,000

Year	Make/Model	Unit #	Hrs.	Price
<b>CRAWLER DOZERS</b>				
2012	Komatsu D51EX-22	KM12193	3,035	\$117,000
2012	Komatsu D51EX-22	KM12990	2,635	\$115,000
2007	Komatsu D155AX-6	KM07926	10,201	\$136,200

Year	Make/Model	Unit #	Hrs.	Price
<b>PAVING &amp; COMPACTION</b>				
2009	BOMAG BW24RH	BG09105	1,298	\$75,000
1996	Ingersoll Rand SD100F	IR096512		\$15,000
2009	LeeBoy 8510	LB09133	4,060	\$53,500
2013	LeeBoy 8510C	LB13008	1,700	\$115,000
2012	BOMAG MPH122-2	BG12137	830	\$210,900
2011	BOMAG MPH364R	BG11122	821	\$206,000
2013	Hamm 3205P	HA13058		\$58,000

Year	Make/Model	Unit #	Hrs.	Price
<b>SKID LOADERS</b>				
2012	Gehl 5640e	GH12010	10	\$30,000
2012	Gehl V270	GH12101	10	\$37,000

Year	Make/Model	Unit #	Hrs.	Price
<b>LOADERS</b>				
2008	Komatsu WA200PZ-6	KM08981	4,490	\$65,000
2013	Komatsu WA320-7	KM13356		\$170,000
2011	Case 721F XT	CA11104		\$164,900

Year	Make/Model	Unit #	Hrs.	Price
<b>REACH FORKLIFTS</b>				
2012	Manitou MT10044	MT12051	1,963	\$57,500
2012	Manitou MT8044	MT12072	1,300	\$53,450

Year	Make/Model	Unit #	Hrs.	Price
<b>CRANES</b>				
2012	Broderson IC80-3J	BM12059		\$120,000
2006	Broderson IC200-3F	BM06007	6,329	\$89,900
1998	Link-Belt HTC-8760	LS99164	20,566	\$180,000
2006	Grove RT650E	GR06521	4,470	\$260,000
2006	Grove RT650E	GR06524	7,044	\$242,900
2006	Grove RT650E	GR06547		\$260,000
2004	Grove RT890E	GR04435	9,124	\$410,000
2007	Grove RTR9130E	GR07625	8,330	\$750,000

Year	Make/Model	Unit #	Hrs.	Price
<b>EXCAVATORS</b>				
2010	Komatsu PC200LC-8	KM10457D	4,600	\$108,000
2013	Komatsu PC290LC-10	KM13355	2,000	\$225,000
2013	Komatsu PC360LC-10	KM13251	4,502	\$185,000
2014	Komatsu PC490LC-10	KM14177	3,616	\$265,000
2008	Volvo EC330CL	ZZ08420	100,080	\$60,250

Year	Make/Model	Unit #	Hrs.	Price
<b>MANLIFTS</b>				
2012	JLG 600S	JL12504		\$60,000
2013	JLG 600S	JL13029		\$72,000

Year	Make/Model	Unit #	Hrs.	Price
<b>TRUCK/TRAILER</b>				
1974	42FT VAN Misc.	ZZU74806	n/a	\$3,000

Year	Make/Model	Unit #	Hrs.	Price
<b>SCREENS</b>				
2012	Kleemann MS16Z	KL12016	2,030	\$155,000



2006 Grove RT650E, GR06524,  
 7,044 hrs. ....\$242,900



2013 JLG 600S, JL13029  
 \$72,000



2012 Manitou MT8044, MT12072,  
 1,300 hrs. ....\$53,450

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