



CONNECTION

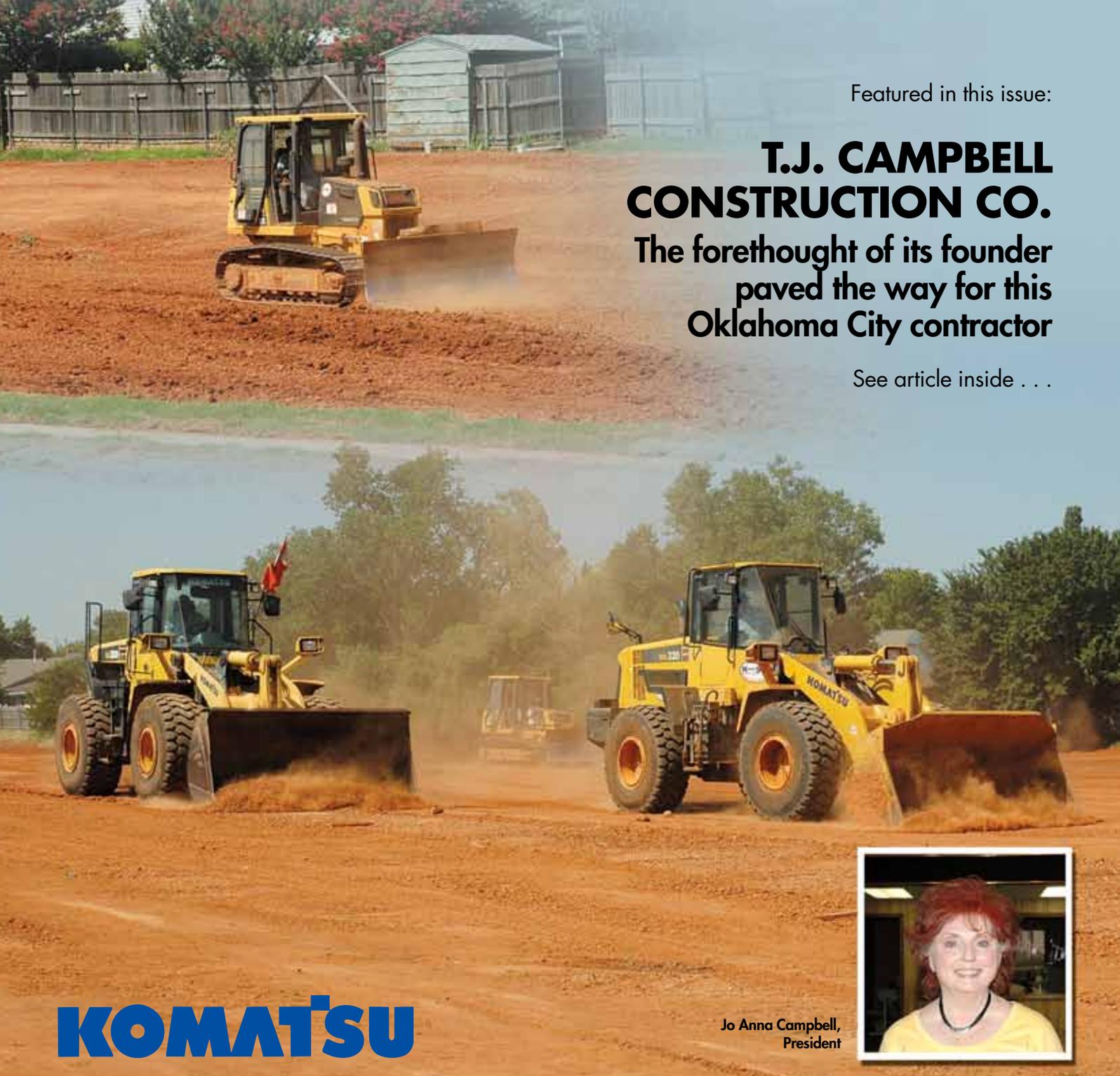
A publication for and about Kirby-Smith Machinery customers • 2009 No. 1

Featured in this issue:

T.J. CAMPBELL CONSTRUCTION CO.

The forethought of its founder paved the way for this Oklahoma City contractor

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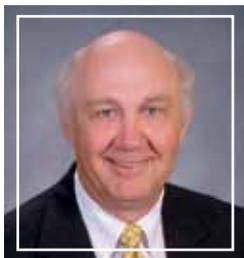


KOMATSU

Jo Anna Campbell,
President



A MESSAGE FROM THE PRESIDENT



Ed Kirby

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Dear Equipment User:

Despite recent slowdowns in construction in some areas, Kirby-Smith recently expanded into north Texas by acquiring Continental Equipment Company and its branches in Dallas, Fort Worth, Abilene, Amarillo and Lubbock. Kirby-Smith now has a total of nine locations employing approximately 300 people. We're pleased to have the opportunity to provide our well-recognized excellence in sales and product support to Texas customers.

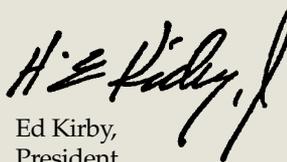
Meanwhile, everyone associated with our industry is hopeful that the American Reinvestment and Recovery Act will soon begin to stimulate the economy and help put more businesses and individuals back to work.

One important component of the massive bill is the extension of the depreciation bonus and additional expensing, which were part of last year's stimulus plan. The depreciation bonus can be used on new equipment purchases, while additional expensing is good on new and used equipment alike. Both can save you in taxes. For additional information, contact your sales rep or one of our branch locations.

We're always looking for ways to better serve you. We appreciate your feedback, and in an effort to better do that, we've added a new page to your Kirby-Smith *Connection* magazine, titled Voices. It's a forum where you can ask us questions and express opinions to which we'll respond. We hope you also take advantage of the other valuable information provided here about our quality equipment lines.

At Kirby-Smith, we stand ready to help you maximize your productivity and profits. If there's anything we can do to help you, call us or stop by one of our locations.

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Ed Kirby,
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T.J. CAMPBELL CONSTRUCTION CO.

The forethought of its founder paved the way for this Oklahoma City contractor



Jo Anna Campbell,
President

For practically every new business there's a visionary, and for paving contractor T.J. Campbell Construction Co., that person was the late Ted Campbell.

"He was the dreamer, the motivator and the risk-taker that you have to have to be an entrepreneur in these times," said Campbell's wife, Jo Anna Campbell, who initially helped her husband as a bookkeeper and today serves as President of the company. "Ted was a forward thinker."

Ted Campbell passed away about seven years ago, but more than 30 years after he launched T.J. Campbell Construction, his drive and vision for the company continues to live on. From humble beginnings, this Oklahoma City-based business remains family-owned and today has more than 180 employees.

As President, Campbell helps oversee the financial end of the business and shares ownership with a five-person board of directors that is made up mostly of family members. Her son, David Pickens, is Vice President of Finance. Her two sons-in-law on the board are O'Flynn Sewell, Vice President of Production, and Mike Thomas, Vice President of Sales. Rounding out the board is Vice President of Construction Don Dorn.

Other family members involved in the business include Campbell's granddaughter's husband, Jo Don Clanton, who runs an asphalt plant, and grandson Brian Sewell, who helps with sales and bidding. In addition, Dorn's son, Donnie Dorn III, assists with estimating and computer support.

Paving professionals

Working together, they lead a company that is active in both commercial and public

construction markets. Those projects might include heavy highway, airport, municipal and commercial paving.

"We do road paving — streets and roads — and we do some highway work," Campbell said. "But right now we're primarily doing subdivision work, building new subdivisions from the ground up."

"We'll start off by clearing the timber and actually building the site," said the senior Dorn of the company's subdivision work. "We don't do water and sanitary sewer. Another contractor will come in and do the water and sanitary sewer and then we'll come back in and do the storm sewer and the paving."

Dorn said the majority of that work is within the area bounded by Shawnee to the east, El Reno to the west and Guthrie to the north, although they have traveled farther as needed. "We also do rotomilling for other contractors," Campbell added. "We take our milling machine all over the state. We've even been to Arkansas and Texas."

T.J. Campbell also operates two hot-mix asphalt plants, one at the office headquarters in Oklahoma City and another north of Edmond. Those plants each produce about 200,000 tons of hot mix each year and have their own fleet of trucks to facilitate delivery.

In addition, T.J. Campbell operates three concrete and asphalt recycling centers in the Oklahoma City area that have the capacity to take old concrete and asphalt rubble and manufacture it into high-quality aggregates that meet ODOT specifications. Annual sales of its recycled aggregates exceed 300,000 tons. T.J. Campbell is also capable of bringing its crushing operation to a jobsite.



T.J. Campbell Construction Co. puts two of its wheel loaders, a WA380 and a WA320, to work at Cherokee Crossing, a jobsite in northwest Oklahoma City.

Company growth

All told, T.J. Campbell exceeds \$20 million annually in sales, which is a far cry from when the business started in 1978. “I think we had three employees,” Campbell recalled. “We started in a single-wide mobile home. Then we graduated to a double-wide mobile home and added a building to the back of that before we finally built our current building about 16 years ago.”

Campbell said it began with an asphalt plant. “Ted always wanted to have an asphalt plant,” she said. “At first, we thought we could do that and not have to deal with buying all the equipment that goes with being a paving contractor. But it didn’t take us too long to figure out we had to use our own product to really make a go of it.”

Always looking ahead, Campbell said her husband was recycling material before it was fashionable. “We had the first recycling asphalt plant in Oklahoma City and Ted was always really proud of that,” she said. “Both for the environmental impact and for the profitability.”

T.J. Campbell had to survive some challenging times when the oil market dropped in the early 1980s, but some notable projects have followed in the years since, including the construction of roadways at the Gaillardia subdivision in Oklahoma City, a 65,000-ton mill and overlay project in Midwest City and the replacement of a main runway at Tinker Air Force Base.

“We worked 24 hours a day on that runway paving project,” Dorn recalled. “We worked under the lights. All our equipment and all our help were out there doing that job. It was probably the biggest we’ve ever done.”

More recently, T.J. Campbell received a national award for its work widening the intersection of Reno Street and Eastern Avenue in Oklahoma City. “That was a full-depth replacement job for the ODOT,” Dorn said.

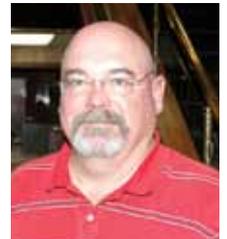
“It was very gratifying,” Campbell added.

Komatsu productivity

It’s a resume of accomplishments helped made possible by a top-tier fleet of equipment, including numerous pieces of Komatsu equipment acquired from Kirby-Smith Machinery. The equipment list at T.J. Campbell includes multiple Komatsu excavators ranging in size from PC220s to PC300s, several Komatsu loaders from the WA250 to WA380s, and three Komatsu dozers — two D39s and a D65.

Dorn said the company’s first experience with Komatsu was a PC200LC-5 excavator many years ago. “We had experience with other brands and the Komatsu just outperformed them,” Dorn said. “We knew it was the best machine out there.

“Our guys today like our Komatsu excavators,” Dorn continued. “They’re comfortable. They can sit in them all day long and they like the controls. Plus, they



Don Dorn,
Vice President of
Construction

Continued . . .



Building on a reputation for excellence

... continued

outperform everything. For the value we get out of them, I don't think we could buy a better machine."

Dorn said they've been similarly pleased with their Komatsu loaders. "Like the excavators, they're easy to run. I don't think they have a down side."



(L-R) T.J. Campbell Construction Co. Vice President of Production O'Flynn Sewell, Vice President of Finance David Pickens, President Jo Anna Campbell and Vice President of Construction Don Dorn call on Kirby-Smith Machinery Territory Manager Bill Gustafson for assistance with their equipment needs.

A T.J. Campbell Construction Co. operator uses a Komatsu D39 dozer for finish grading at Cherokee Crossing. The company has two D39s as well as a D65, which it uses for bigger dirt jobs.



T.J. Campbell acquired its D65 dozer as a used piece of equipment and Dorn said it's been extremely productive. "We have two rough-dirt crews that move the big dirt," he explained. "We knock everything down with our D65. We love it. It's a good dozer. We replaced several of our other brand dozers with the Komatsu dozer and the operators all like the Komatsu better."

T.J. Campbell has several technicians on staff to deal with mechanical breakdowns and service. For issues that are under warranty — and even for some that aren't — Campbell said Kirby-Smith has lent a helping hand.

"We want somebody we can depend on," Campbell said. "We're looking for a company that can help us out when we need it. We've always known we can get that from Kirby-Smith. And our Kirby-Smith Territory Manager, Bill Gustafson, has been great to work with."

Three decades in business

With the right equipment in place, T.J. Campbell Construction marked 30 years in business in July of 2008. Campbell attributes perseverance and a solid group of loyal employees for the company's longevity.

"We like Winston Churchill's saying," she said. "Never, never, never give up."

It's an approach to business that began with Ted Campbell, when the company was founded, and continues today.

"We never thought we couldn't make it," Campbell said. "At times we were stumbling, but we still felt like we were going to make it and we did."

"Ted's credo was he didn't want our people to do work that we wouldn't be proud of. He wanted it done right."

"Ted had an excellent reputation," Dorn added. "If he were here and you had a chance to meet him, you would know that failure was not in his vocabulary. It just wasn't an option, and that's the same way we do business today." ■



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GORMAN-PHILLIPS CONSTRUCTION

Pipeline contracting is “in the blood” of this third-generation northwestern Texas firm

Few families can claim the pipelining experience of the Gorman family of Perryton, Texas. From their home base in the panhandle of northwestern Texas, three generations of Gormans have been involved in building pipelines for almost 75 years.

H.V. Gorman traveled much of the country during the '30s, '40s and '50s working for several major pipeline construction companies. Eventually H.V. tired of being away from home, so in 1962, he and Floyd Phillips started their own pipeline contracting company, Gorman-Phillips Construction. A couple of years later, H.V. bought out Phillips, but retained the Gorman-Phillips name.

In 1976, H.V.'s son, Kenneth Gorman, became president. He ran the company until his death in 1992, at which time his wife, Judith Ann, and son, Todd, took over. Today, Todd Gorman runs day-to-day operations as President of Gorman-Phillips and Judith Ann serves as CEO.

“I’m extremely proud of the job that Todd’s done,” said Judith Ann. “We haven’t missed a beat. In fact, Todd has expanded our

services and grown the business. That’s pretty impressive for a third-generation company that was already well-established.”

“I guess you could say pipeline construction is in our blood,” remarked Todd Gorman. “My dad had me out on jobs when I was 15. I always knew this was what I wanted to do, so in 1983, I quit college after a couple of years and came back here to work. I’ve been here ever since.”

Gathering systems and mainline construction

Gorman-Phillips got its start by setting compressors and expanded into laying natural gas gathering-system pipe in the late '70s and early '80s. The company, which began doing mainline projects four or five years ago, has worked for most of the major oil and gas firms in the region, and many independents as well. Today, it offers a complete list of pipeline construction and repair services.

“We lay gathering systems and mainlines using steel or plastic pipe from two-inch up to 24-inch, and we still build compressor stations,” explained Todd Gorman. “A gathering-system pipeline may be as short as 500 feet and a mainline could be 100 miles or more and include all manner of river or road crossings. With our experience, we’re comfortable doing virtually any size or type of pipeline job.”

Gorman-Phillips does about 150 gathering-system pipelines and two or three mainlines per year. Their territory, which includes Texas, Oklahoma, New Mexico, Colorado, Kansas and Nebraska, offers a full gamut of ground conditions — from soft sand to hard dirt and creek bottoms to solid rock.

“Laying pipeline is somewhat like building a highway,” said Gorman. “We deal with what’s

Todd Gorman is the third-generation President of Gorman-Phillips Construction while his mother, Judith Ann, serves as CEO of the Perryton, Texas, pipeline contracting firm.





Gorman-Phillips' pipeline work consists of laying both gathering-system and mainline pipe as well as building compressor stations. The company owns numerous Komatsu excavators and dozers. "The best thing about Komatsu is reliability," said President Todd Gorman. "Major problems are almost non-existent."

there; follow the topography with its bends and turns and try to build a job that's going to last a long time."

A job last year in southeastern Oklahoma illustrates the challenges of pipeline work. Gorman-Phillips laid about 60 miles of 16-inch line through countless hills, creeks and ponds, as well as both the Wichita and Canadian Rivers.

"I think we had 2,500 bends on that job," Gorman recalled. "Almost every other joint was a bend. It was a rough job but we have what we believe are the best crews in the business and we enjoy challenging projects like that."

Employees are "difference-makers"

Gorman-Phillips currently has about 65 full-time employees. That figure swells to a couple of hundred when there's lots of work.

"The 65 include our longtime superintendents and foremen, and we do our best to keep them on full time because they are key to our success," acknowledged Gorman. "The other hands are what I would call long-term/temporary. Although we'd like to keep them all on all the time, if we don't have the work, we can't afford to do that. But it's gratifying that when we do get busy and need to hire again, most guys who've worked for us in the past come back to us.

"Our employees are difference-makers and we believe they are what separates us from our competition," he added. "Because of their talent, experience and dedication, we're able to complete jobs faster than our competitors. That means we can submit lower bids and still make money. I'd say that's our claim to fame — we do quality work and we do it fast."

Lance Suitor is Gorman-Phillips' General Superintendent in charge of coordinating equipment and crews. Phil Burnett is Construction Superintendent responsible for mainline projects. Todd's wife, Sheri Gorman, helps out in the office, assisting Office Manager Rhonda Murry.

"Many of our top guys have been here for 20 to 30 years, or more," noted Gorman. "Many are also second-generation. Phil Burnett's father, Ernest, worked for my grandfather back in the '50s. Eddie Overton is one of my key superintendents and his son is now also a superintendent for us. We try to take good care of all of our people because they take good care of us."

Reliable Komatsu equipment

Beyond a talented and experienced work force, Gorman cites a topnotch equipment fleet, including many Komatsu machines, as a key factor in Gorman-Phillips' success.

Continued . . .



Continued growth is the goal of Gorman-Phillips

... continued

"I bought my first Komatsu piece, a used PC300LC-6 track hoe, about seven or eight years ago. I admit, I bought that first one based largely on price — I thought it was a bargain. Turns out it was. We still have that initial piece and use it regularly. That demonstrated to me the quality of Komatsu equipment."

Today, Gorman-Phillips has six Komatsu hydraulic excavators (PC300s, PC220s and PC200s) and six Komatsu dozers (all D65s). "We've had really good experience with our Komatsus," confirmed Gorman. "The best thing is their reliability. We rarely have to work on them other than regular maintenance and wear items. Major problems are almost nonexistent."

"I believe the D65 is the best dozer on the market," he added. "It's stronger and quicker than the top competitor, plus we get a much longer life from the track and undercarriage. Fuel consumption and ease of operation are also pluses for the D65."

"We like the Komatsu excavators for their speed, power and versatility," noted Superintendent Phil Burnett. "The 300s are strong enough to dig out hard rock while the 200s are extremely quick. We had a brand-new competitive excavator comparable in size to the PC300. It's one of the best-known brands out there and still had the plastic on the seat, but all my operators would walk by it and go to the PC300, which was quite a bit older. They preferred the Komatsu because it was so much faster, they could get a lot more work done with it."

"We've worked with Kirby-Smith for many years and are very pleased they are now the Komatsu dealer here in north Texas," said Gorman. "My dad used to rent equipment from Ed Kirby when he had work in Oklahoma. They have a large inventory and excellent service. I'm really happy to see them in Amarillo now because it's two hours closer than Oklahoma City."

Continued growth is the goal

As in much of the construction economy, things are slow right now for Gorman-Phillips, but as Todd points out, it's not like the company hasn't seen downturns before.

"Energy is a cyclical, boom-or-bust type of industry. At Gorman-Phillips, we've ridden the highs and survived the lows. We've always been a conservative company and we'll continue to operate that way, but down the road, I want us to grow. I'm certainly not satisfied yet. I'd like to see us do more and larger mainline projects. There's a lot more big pipe to be put in the ground and we want to be involved in putting it there."

Gorman says he thinks growth is possible because of the reputation Gorman-Phillips has earned through the years.

"We've been around for a long time. People in the industry know who we are and know we deliver for our clients. Our goal on every job is to put pipe in the ground faster than the other guys. As long as we continue to provide our clients with industry-leading quality and consistently beat their schedules, we're optimistic that we'll be in demand when the market for natural gas turns back up." ■

(L-R) Kirby-Smith PSSR Curtis Floyd and Sales Representative Britt Stubblefield work with Gorman-Phillips President Todd Gorman and Superintendent Phil Burnett. "We're very pleased that Kirby-Smith is now the Komatsu dealer here in north Texas," said Gorman. "They have a large inventory and provide excellent service."



To help lay pipe efficiently, Gorman-Phillips has half a dozen Komatsu excavators including this PC200. "The PC200 is extremely quick," said Superintendent Phil Burnett. "We like Komatsu excavators for their speed, power and versatility."



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THE ECONOMIC STIMULUS IMPACT

States already laying claim to “shovel-ready” building plans

It didn't take long to lay claim to the first project funded under the economic stimulus package. Within 10 minutes of President Barack Obama signing the American Reinvestment and Recovery Act into law on February 17, construction began on replacement of a Missouri bridge.

Like others around the country, the bridge fell under the category of “shovel-ready,” a term that denotes, among other criteria, the ability of a project to be started within 90 days. The idea behind the “shovel-ready” moniker is to give ready-to-go projects top priority, delivering a quick jolt to the economy. When the Congressional Committee on Transportation and Infrastructure was drafting its Rebuild America proposal for consideration in the economic stimulus plan, the committee said such projects had been “fully vetted and approved at the state and local level” to reduce the chance of funds being used on unneeded projects.

Obviously, the state of Missouri did the necessary homework for the bridge to be ready for funding once Obama signed the act into law. It met the criteria for being “shovel-ready,” which includes: the project meets the normal eligibility requirements under the existing federal highway, transit, or other grant programs; the project has completed all necessary design work and right-of-way acquisition; the project has completed all environmental reviews; the project is on the state plan, and, if applicable, metropolitan plan; the project is ready to be put out to bid, and contracts can be awarded and work underway within 90 to 120 days of enactment.

The first of the funds, \$26.6 billion, was released the first week of March, ahead of schedule, and states were already putting the money to work addressing highway and other infrastructure projects.

Infrastructure needs represent only a portion of the \$787.2 billion economic rescue plan, a mixed bag of spending, tax breaks and aid that was designed to slow unemployment, stimulate the economy and extend aid to ailing state budgets. Although not as large as Obama had campaigned for, the American Reinvestment and Recovery Act does provide for short-term and some long-term investment in construction projects many see as critical to revitalizing crumbling infrastructure, modernizing schools and buttoning up buildings to reduce energy loss, among other needs.

“There's no doubt the stimulus will have a positive impact for construction businesses and their workers across the country,” said Stephen Sandherr, Chief Executive Officer of the Associated General Contractors of America (AGC). “When you get beyond the politics and

The American Recovery and Reinvestment Act contains billions in spending for infrastructure projects such as highway resurfacing and new construction.





Under the economic stimulus package, it's hoped that more than 3 million jobs can be saved or created.

the policy, the fact remains these investments will put people to work, save businesses and help rebuild infrastructure."

Tax breaks

The billions of dollars in infrastructure, modernization and new construction spending is expected to put a large number of workers back on the job, as many as 3 million to 4 million, with a large percentage of those in the construction industry. Jobs will spread beyond the construction site as the need for bookkeepers, controllers, auditors and others overseeing financial aspects of the projects will be needed. Engineers and architects are part of the mix as well.

When workers get back on the job, they'll find less payroll taxes taken from their paychecks, as part of the plan calls for a break of \$400 per individual — \$800 per couple — over the next two years. Estimates show the tax break will put an extra \$13 per week into workers' paychecks this year and \$8 next year.

If their employers use equipment, those business owners will see a break when buying machinery. The stimulus plan extends the depreciation bonus on new equipment purchases and Sec. 179 expensing limits on new and used machinery that was part of last year's tax refund plan.

In addition to estimating the number of jobs to be created by the construction funding, AGC also calculated the benefits to personal earnings and gross domestic product (GDP). AGC Economist Ken Simonson noted that the \$135 billion for construction would increase personal earnings nationwide by \$75 billion and add \$230 billion to GDP.



The American Recovery and Reinvestment Act includes significant monies for construction of renewable energy sources such as wind and solar.

"Whether or not you wear a hard hat for a living, these construction investments will make a difference for the better," said Simonson. "Beyond the immediate benefits, the new infrastructure projects will make businesses more efficient, commuting more reliable and our economy more prosperous for years to come."

While Obama's historic presidential win, which played a key role in passage of the economic stimulus act, was a major newsmaker in 2008, The Construction Writers Association voted the financial crisis and its effects on building as the top construction story of 2008. Many are hoping a turnaround in the construction industry will top the list in 2009. ■



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IMPERFECT, BUT WELCOMED

Equipment distributors call stimulus package "a step in the right direction"

AED (Associated Equipment Distributors) welcomed passage of the American Reinvestment and Recovery Act. "For the last several months, our top priority in Washington has been to enact stimulus legislation containing infrastructure funding and business tax incentives," AED President Toby Mack said. "While imperfect, the final stimulus bill achieves most of AED's major objectives. It's a step in the right direction, which, we hope, will help reverse the economic downturn, get our members back on firm financial footing, and lay a solid foundation for America's future economic prosperity."

As a member of the steering committee of the Americans for Transportation Mobility, and through our membership in the Clean Water Council, the Transportation Construction Coalition, and the Water Infrastructure Network, AED has been a leading advocate for substantial infrastructure investment in the stimulus bill.

AED identified more than \$80 billion in stimulus infrastructure spending, including:

- \$27.5 billion for highways and bridges (half of which must be obligated by the middle of June);
- \$4 billion for sewer construction;
- \$2 billion for drinking water construction;
- \$4.6 billion for Army Corps of Engineers projects;
- \$1.3 billion for airport construction.

Tax incentives too

AED also led efforts to ensure that tax breaks were included in the stimulus package. Among the tax incentives are:

- An extension of the 50 percent depreciation bonus and \$250,000 Sec. 179 expensing levels through 2009 (For more information, go to www.depreciationbonus.com);
- An expansion of the home purchase tax credit, which increases the first-time home buyer's credit to \$8,000, extends it through the end of 2009, and eliminates the requirement that home buyers taking advantage of the credit pay it back over 15 years;
- A one-year delay in the implementation of the 3 percent government contractor withholding tax, currently set to go into effect in 2011. ■



Christian A. Klein

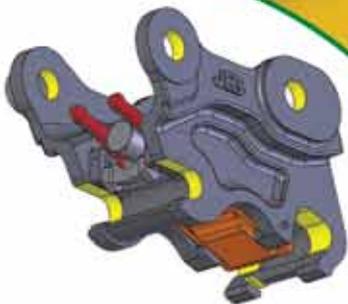
This article provided by Christian A. Klein, AED Vice President of Government Affairs.

The economic stimulus measure enacted in February will result in an additional \$27.5 billion worth of highway and bridge funding, with the vast majority of it to be spent in 2009 and 2010.





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LOOKING FOR VALUE?

Komatsu equipment can help you lower your bids and improve efficiency on the job

The current economic environment, which has resulted in increased competition when bidding projects, presents a classic Catch-22 for contractors. The catch is this: your bid has to be lower than ever in order to win the job, but can't be so low that you don't make money on it.

In order to be successful, both on the bid and on the job, you have to maximize your efficiency. Having productive, reliable equipment that delivers low owning and operating costs can go a long way toward delivering the efficiency you need.

"At Komatsu, our goal is to design, manufacture, sell and support equipment that delivers true value to the customer," said Erik Wilde, Komatsu Vice President, Product Marketing. "Machine productivity and reliability are two key elements of value as it relates to equipment. So are purchase price, longevity, resale, the cost and availability of replacement parts, and the cost and quality of service. Between Komatsu and our distributor network, we believe we deliver the best overall value in the equipment industry."

Komatsu quality starts in design and engineering. Research and development are cornerstones of the company's philosophy, and even during the current downturn, Komatsu continues to invest heavily in R&D.

"Within the industry, Komatsu is recognized as a technological leader," said Wilde. "We're confident that the construction cycle will turn back up — and relatively soon, we hope. When that happens, we want to be ready with cutting-edge products that people want and need."

Good results today and tomorrow

In bringing those designs to reality, Komatsu manufacturing plants use top-quality materials

and processes to ensure that each machine is built to precise specs that will enable it to work exactly as it was designed and engineered to do.

"The truth is, most brand-new machines will deliver decent results," said Wilde. "The question is, for how long? How long before you start experiencing costly downtime. How long before you start getting hit with hefty repair bills? How long before you want to sell the machine? And what are you going to get for it when you do sell it or trade it in?"

"At Komatsu, we make equipment for the long haul," he added. "That gives the owner choices. He can keep his Komatsu machine for many years and run it to the end; he can rebuild it for a second life; or he can trade it in or sell it and receive top dollar for it. The choice is his based on how he likes to run his business. All can be cost-effective equipment ownership

Continued . . .

Quality is built into each Komatsu machine at the factory, including the Chattanooga (Tenn.) Manufacturing Operation. Despite the current economic downturn, Komatsu continues to invest heavily in research and development in order to remain a technological leader in the equipment industry.



Erik Wilde,
VP Product
Marketing



The best equipment “bang for the buck”

... continued



Lee Haak,
ReMarketing Director

styles, and all are viable options with Komatsu because of the quality of the equipment.”

New or used

The fact that Komatsu equipment is built to last is important, not just to new-equipment buyers, but also to used-equipment buyers.

“Larger and stronger parts, better design, technological superiority — all of those traits make Komatsu a great used-equipment buy,” said Komatsu ReMarketing Director Lee Haak. “Because of the quality that’s built into Komatsu products, we’re able to take the additional step of inspecting and rating all of our used machines. After they meet Komatsu’s criteria, we certify them, which allows distributors to sell them with a warranty, eliminating much of the risk associated with buying a used machine.”

According to Haak, Komatsu Distributor Certified used machines provide value owners can count on.

“Obviously, the main reason people buy used is because of the lower price compared

to buying new. But that lower price, in and of itself, does not make a used machine a good value. As with buying new, value is determined by many factors, including downtime, repair costs and longevity. At Komatsu, especially with our Distributor Certified machines, we’re confident we can deliver the value that used equipment buyers are looking for.”

Added value with KOMTRAX

In the past few years, Komatsu has added even more value to its equipment by making the KOMTRAX machine-monitoring system standard on virtually all new Komatsu machines. A satellite-based tracking system, KOMTRAX not only delivers basic information like machine location and service-meter readings to an owner or equipment manager, but on some models it also includes production information such as fuel usage, idle time and load factors. Komatsu was the first manufacturer to install such a system standard, and provides free communication for five years.

“KOMTRAX allows us and our distributors to help customers with machine problems, sometimes even before the customer knows he has a problem,” said Wilde. “And because we started it much earlier than any other manufacturer, we have more experience with it and are better able to show customers how they can use it to their benefit.”

The total package

With its commitment to R&D and technology, its state-of-the-art manufacturing plants and processes, and its strong support structure, Komatsu is widely recognized as one of the leaders in the equipment industry. Its commitment to helping customers be more efficient on the job makes it one of the value leaders as well.

“Generally speaking, the best equipment value is going to be a top-quality machine that you buy at a fair price, and for which good support is readily available,” said Wilde. “At Komatsu, that’s what we try to deliver with each and every machine, and in doing so, provide the best equipment bang for the buck for our customers.”

For more information on the latest Komatsu models, give us a call or stop in at our nearest branch location. ■

Equipment users can expect long-term success from new Komatsu machines like the PC400LC-8 (below) based on the success of older Komatsu units like the PC400LC-5 (right). Despite being out of production for more than 13 years, it’s easy to find Dash-5 models still at work on jobsites from coast-to-coast.





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WA500-6 WHEEL LOADER

Komatsu's standard-bearing wheel loader offers distinct advantages in a wide range of applications

Komatsu's WA500-6 was the standard bearer for the company's lineup of Tier 3-compliant wheel loaders when it was introduced in 2006 as a large construction and small mining machine that offered increased fuel efficiency and horsepower over its predecessor. That remains the case as users continue to employ the WA500-6 as loading, digging and carrying machines in a wide range of applications.

Powered by a 332-horsepower Komatsu Tier 3 engine, the WA500-6 works well in sand-and-gravel operations or as a loading machine for highway and off-highway trucks. It can also be equipped with forks for carrying large pipe or pallets, making it among the most versatile machines in a company's fleet.

The WA500-6 is also one of the most productive and efficient in its size class. Equipped with a 7.3-cubic-yard bucket, the WA500-6 can load the bucket, carry and load a truck quickly.

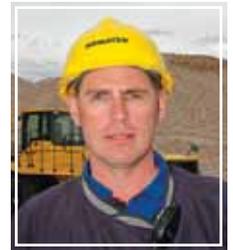
From the roomy, comfortable cab, the operator can also control the machine's performance by using either the E mode for maximum fuel efficiency in general loading or the P mode for powerful output in hard-digging or hill-climbing applications.

CLSS delivers cost savings

Owners will appreciate the cost savings the WA500-6 offers through advanced features such as the variable displacement piston pump combined with Komatsu's Closed-center Loading Sensing System (CLSS), which delivers only the necessary amount of flow for hydraulic function. This prevents wasted flow, providing better fuel

economy. Komatsu added to the machine's economy by including a large-capacity torque converter with lockup, which provides increased production efficiency, reduced cycle times and optimizes fuel savings in load-and-carry and hill-climbing applications.

"We've designed these machines to be highly efficient so users can get more work done in less time, while using less fuel," said Rob Warden, Product Manager, Wheel Loaders. "The result is higher production efficiency and more tons moved per gallon, which means a lower operating cost. Everyone who's used the WA500-6 has raved about the speed and power it offers." ■



Rob Warden,
Product Manager
Wheel Loaders

Komatsu's WA500-6 was designed for maximum production and fuel economy. Its Tier 3 engine decreases emissions and fuel consumption without sacrificing power. A lockup torque converter provides production efficiency, reduced cycle times and optimum fuel savings.





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MORE LOADS

Adding polymer liners to Komatsu articulated trucks can add to your bottom line

Articulated truck users trying to make the best of a “sticky situation” or who want their beds to last longer and have higher resale values should consider installing UHMW-PE Polymer body liners for Komatsu HM Series trucks. The liners are available for Komatsu’s popular-size HM300-2, HM350-2 and HM400-2 models.

“The poly liners can be installed before the user takes delivery of a new truck or at any time after,” said John Bagdonas, Product Marketing Manager for Komatsu’s Working Gear Group. “Most truck users associate poly liners with projects where they have to haul wet, mucky or sticky soils because they help ensure the materials are ejected from the bed when they dump. It helps ensure they’re not carrying materials back to the loading area. That’s the most common use, but they’re also appropriate in other circumstances as well,” he added. “For instance, the liner protects the bed from abrasive materials, so the bed lasts longer, which equates to higher resale value. Additionally, because the liners are formed from a lightweight polymer material, customers can use them in areas where noise may be a problem. They’re great sound suppressors.”

Added advantages of the polymer liners are that they weigh nearly 75 percent less than traditional steel liners, meaning trucks can carry more material per load when weight is a factor. Despite being lightweight, the liners are durable with exceptional wear characteristics. They’re impact resistant, impervious to moisture, operate within a wide temperature range and offer protection from corrosion and chemicals.

Bagdonas noted that liners are available in three grades — one made of recycled materials for basic protection, a mid-grade liner and a premium model. All specifically fit

a particular-size truck, or customers can place a custom order.

Analysis shows quick return on investment

A sample payback analysis that compared an HM400-2 truck using the mid-grade polymer liner and one without showed that having the polymer liner helped users move more material. Data showed that the lined truck hauled an additional 192 tons of material in an eight-hour day.

“In the analysis, the lined truck carried back less material to the loading area,” noted Bagdonas. “The conclusion gained from the analysis was that those extra 192 tons per day would lead to customers recouping their investment for that particular liner in less than three weeks. That’s a phenomenal return on investment.” ■



John Bagdonas,
Product Marketing
Manager Working
Gear Group



Polymer liners are available for popular-size Komatsu HM articulated trucks and help protect the bed as well as make dumping sticky materials more efficient.

CUSTOMER-DRIVEN QUALITY & INNOVATION

VP/GM of Mining says those are the main reasons for Komatsu's success



Rod Schrader

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.

Rod Schrader became Vice President/General Manager of Komatsu Mining about four years ago after holding numerous positions with Komatsu, including Director of Product Marketing and Planning for the construction division. He joined Komatsu in 1987, three years after graduating from Rose-Hulman Institute of Technology in Terre Haute, Ind.

"I oversee about 750 people in the mining division, more than half of whom are based at our Peoria manufacturing operation," said Schrader. "That number has grown in recent years as we've more than doubled the number of machines produced. We've done that without an increase in our footprint by being more efficient and hiring a great staff of people who are dedicated to quality products. I am very proud of what they've accomplished."

Accomplishments have included new products that are more efficient and productive so that users get better per-ton costs in their mining operations. That's something Rod is very happy about.

"I got into this business because I enjoy equipment, and seeing customers use Komatsu products to build their businesses and succeed makes me very proud," said Schrader. "Komatsu is a very customer-oriented business, and because of that, we've increased our market share."

Rod enjoys spending time with his wife and their three teenage children and attending their various activities.

QUESTION: Komatsu has continually gained market share in the mining industry. Why is that?

ANSWER: There are several reasons why Komatsu continues its solid reputation in the mining industry, including a dedication to outstanding customer service, not only from the company but from our distributors. Our mining division is now 100-percent ISO 9001 certified, which we believe is important because it shows our customers we're serious about our manufacturing processes, and in turn, their success. We believe we know the market better than our competitors, and we're building solid relationships and trust with our customers.

We have a saying: "Quality beats time-to-market," which means that we won't rush a product just to get into the marketplace. When we build a mining product, we take the time to ensure that it's going to be productive and efficient. Anyone involved in the manufacturing process has the ability to stop production if he or she believes there's an issue that needs to be dealt with before it can move on to the next stage of development. When customers buy Komatsu mining products, they're making a long-term investment that they expect to last 10 to 15 years. It's our duty to make sure they're making a wise investment by buying Komatsu.

Finally, we're committed to innovative products that will make our mining customers more profitable. For instance, in the past three years we've introduced several new products, such as our 960E and 860E electric-drive trucks that offer greater hauling capacity with more efficient operation to improve per-ton costs.

We've gone from DC to AC drives, which are more efficient and reduce maintenance. We've matched the engines to the drive systems to maximize efficiency.

QUESTION: What other innovations are in development or have been implemented?

ANSWER: We've begun to introduce our autonomous, or driverless, trucks. We now have two fleets running in mines and are working to add additional fleets. Autonomous haulage allows the user to run a 300-ton payload 930E, for example, through the entire load cycle without having a driver. The results have been very good. Again, it's going to lower the per-ton costs versus having a truck and driver. It's a specialized tool and it's not for everyone, but in the right application — where the user has a long haul, for instance — it's fantastic.

Komatsu's new 280-ton 860E-1KT trucks are the first of their kind to use a Komatsu drive-trolley system. They work with overhead electrical trolley lines and a pantograph mounted on the truck. As the truck comes under the lines, up to 1,800 volts of electricity go through the system to drive the wheel motors. It produces faster propulsion uphill, while reducing engine rpms. The result is lower fuel consumption and emissions.

All our new machinery comes standard with Komatsu's Vehicle Health Monitoring System (VHMS), which monitors the health of major components, so owners, users and fleet managers can remotely evaluate a machine's condition and operations. Information from the machine is transmitted via satellite and the Internet to the user, Komatsu and our distributors. VHMS reports vital information such as operating condition, service meters, trends, fault and event codes, engine performance and machine operating history. Each day, users can log onto a secure Web site and check their machinery as easily as they check the latest news, weather and sports online.

QUESTION: How much input does the customer have in developing these products?

ANSWER: A lot. All our product development comes from a combination of ideas from our engineering and product-development personnel, our distributors and our customers.



Innovative products such as the 960E electric-drive truck (above) and the 860E-1KT (left), which uses a Komatsu drive-trolley system, continue to set Komatsu apart when it comes to mining machines, according to Vice President/General Manager of Mining Rod Schrader.

We collect feedback from our customers about the key priorities they need and want in their machinery. Then we set about building those machines by incorporating their ideas into emissions and other mandated standards. Because of their input, we've developed other products to help them run not only their equipment, but their mining practices more efficiently. One example is our Modular Mining software products, such as the IntelliMine Management System for open-pit mines. It has a dispatch system that tracks auxiliary equipment, water trucks, blending, crew lineup, fuel-service management, inventory reporting, payload analysis and other information.

QUESTION: What does the future hold for Komatsu mining and the industry as a whole?

ANSWER: We'll continue to work on improvements in our current products and develop new ones.

This generation of Komatsu mining equipment is revolutionary, and we expect to see continued growth in market share as our customers experience the results of our focus on quality. We expect mining to remain strong overall, and Komatsu is committed to being a leader in the industry. ■



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KOMTRAX 2.5 upgrade adds valuable information to lower your operating costs

Users of Komatsu's original KOMTRAX wireless machine-monitoring system already get lots of benefits — such as the ability to remotely track service-meter readings, machine location, operating error codes and other information to help schedule maintenance.

Now, with a KOMTRAX 2.5 upgrade, users can get all those benefits, plus additional information, such as fuel consumption and idle time. Like the original version of KOMTRAX, users of KOMTRAX 2.5 get five years of free communications from the date of purchase.

"Adding fuel consumption and idle time gives the user valuable information on how the machine is being used, and if that fuel consumption is during productive times or when the machine is sitting," said Ken Calvert, Komatsu Director of IT Support. "Constantly idling during nonproductive times wastes fuel and lowers profits. KOMTRAX 2.5 gives users the information they need to adjust running times. The idea is that it leads to less fuel consumption, thereby paying for itself rather quickly."

According to Komatsu, idle time typically accounts for about 20 percent of a machine's fuel consumption during its lifetime. When fuel prices are high, cutting that down can be a significant savings. Calvert gave an extreme example of how KOMTRAX 2.5 was used to track idle time and fuel consumption on what Komatsu termed "the most idled excavator in North America."

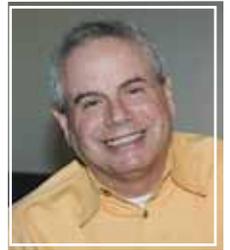
"The machine was tracked during a full month," explained Calvert. "During that time it consumed nearly 1,100 gallons of fuel. That wouldn't seem like a lot if the machine was productive during that entire time. However, the machine only worked 50 hours and idled for 570. That's an incredible waste, but with KOMTRAX 2.5, the owner or equipment manager could have

seen early on the trend that was taking place and corrected it. It would have saved a lot on fuel costs."

Available for all types of machines

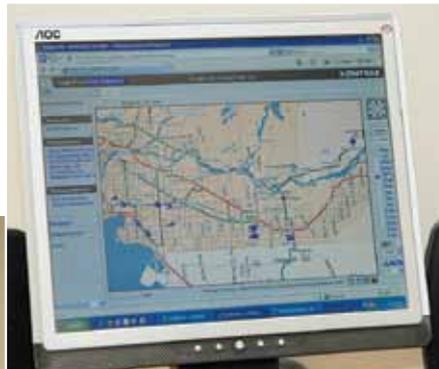
KOMTRAX 2.5 is available not only for excavators, but dozers, wheel loaders, skid steers and other Komatsu equipment. "No matter what type of machinery you use, KOMTRAX can help you lower your owning and operating costs," insisted Calvert. "KOMTRAX 2.5 is a step up in machine monitoring and management."

For more information about KOMTRAX, contact your local Komatsu distributor, or log on to www.komatsuamerica.com for a demonstration of how KOMTRAX works. ■



Ken Calvert,
Director of IT
Support

To see if your specific machines are eligible for the KOMTRAX upgrade, go to: www.komatsuamerica.com/KOMTRAXupgrade



Komatsu's new KOMTRAX 2.5 wireless monitoring system offers all the advantages of previous KOMTRAX systems plus fuel consumption and idle-time information. Available now, KOMTRAX 2.5 can be installed on almost any machine, and retrofitted to machines that have older KOMTRAX systems.



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Kirby-Smith's expansive offering of cranes fits wide range of customer needs

For many years, Kirby-Smith has been known as “your source for a world of cranes.” Why? Not only does Kirby-Smith offer a wide variety of crane sizes and models from six leading manufacturers, it also provides outstanding product support — both in the field and in the shop at its nine branch locations.

“Kirby-Smith is one of the leading National Crane distributors in the U.S.,” noted Ben Graham, Kirby-Smith VP & Crane Division Manager. “Each of our nine locations — Abilene, Amarillo, Dallas, Fort Worth, Kansas City, Lubbock, Oklahoma City, St Louis and Tulsa — offers National Crane products, parts and service.”

In addition to National Crane, Kirby-Smith is the authorized dealer for Manitowoc, Grove, Effer, Tadano boom trucks and Broderson cranes. Models include truck, rough-terrain, crawler, wheel, lattice-boom, articulating, marine and more.

“We have extensive experience in helping customers select and spec the right cranes for their jobs and our highly trained crane technicians and comprehensive parts inventory make sure those cranes stay productive on the job,” Graham noted.

“At Kirby-Smith, customers will also find a large fleet of cranes for rent,” he pointed out. “We have rental cranes with GPS systems installed and even have retired rental units for sale.”

When it comes to service, Kirby-Smith crane technicians are factory-trained, and ongoing in-house training keeps them up-to-date on the latest technologies and techniques.

“Our field service technicians have fully equipped service trucks for onsite maintenance

and repair of all crane brands, backed up by a large inventory of on-hand parts,” said Graham. “They can provide crane inspections as well as routine service.

“If you are in the market for a new, used or rental crane, or just need parts or service, we hope you will consider calling the crane professionals at Kirby-Smith,” he concluded. ■

Kirby-Smith is one of the leading National Crane distributors in the U.S., with a broad range of crane models for sale or rent. In addition, Kirby-Smith represents five other crane manufacturers so customers can find a crane to fit any need.

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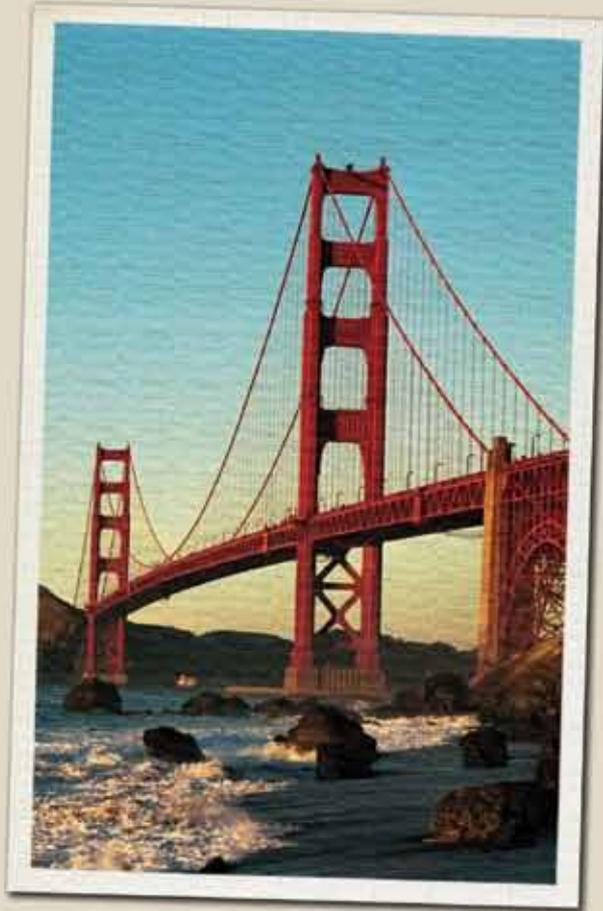




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KOMATSU ADVANCED TECHNICIAN COMPETITION

Training event brings out the best in distributor service technicians

The 13th Annual Komatsu Advanced Technician Competition (KATC) showcased some of the nation's top heavy equipment technicians as they took part in the contest held at the Komatsu Training and Demonstration Center in Cartersville, Ga.

"Komatsu distributor technicians are among the best in the industry, and KATC allows them to shine as they work to troubleshoot and problem-solve typical and atypical machine issues that they may encounter in the field," said KATC Director Wade Archer. "It's more than just a competition, though. We provide educational seminars as well. The goal is to make our technicians even better, so they can go back to their distributors and work to serve customers by reducing downtime and repair costs."

Technicians competed in seven individual machine categories, with one hour to troubleshoot a machine and diagnose two problems that were preset by Komatsu personnel. They were judged not only on whether they correctly identified the issues, but how they arrived at the problems. They had to demonstrate their ability to properly use all tools, including service manuals and computers. Communication with the customer was also a key component.

Team contest

In addition to the individual contests, a team competition was held where distributor technician teams competed under similar circumstances to diagnose and fix problems on a BR580JG crusher.

"Technicians in the team contest were not told ahead of time what machine they would be working on, whereas they know what equipment they'll encounter in the individual

competition," said Archer. "We believe simulating real-life situations makes them better at what they do. It helps them realize they have multiple resources to draw from when they do a service or repair."

Contest winners received trophies and prizes, including cash awards for first through third place. Visit www.kactraining.com/atc for more information on KATC. ■



Wade Archer,
KATC Director



Contestants were judged on their ability to use resources such as manuals and computers as they diagnosed and fixed a problem with a particular machine. Komatsu personnel acted as "customers" whose machines weren't running properly. They also served as judges.

The team competition focused on a "mystery machine," which turned out to be a BR580JG crusher. A team of distributor technicians had to find the problems associated with it.



A NEW LIFE FOR EQUIPMENT

Get performance and savings with a 2nd Life Machine Rebuild Program from Komatsu and Kirby-Smith



(Above) The first step in rebuilding this Komatsu WA500 wheel loader is to strip the machine down, then clean, test and replace all the pieces in order to rebuild it literally from the ground up. (Below) A rebuild can extend the life of a machine for many years, making it as reliable and productive as a new machine.



With a well-earned reputation for reliability and longevity, many Komatsu machines with high hours stay on the job for years, even decades. But rather than run equipment until the end of its useful and productive life, why not give it a second life?

That's exactly what the Komatsu 2nd Life Machine Rebuild Program does. By letting Kirby-Smith technicians rebuild your Komatsu machine, you can greatly improve its efficiency and performance, plus get a new warranty. All for much less than the cost of a new machine.

According to David Baker, Kirby-Smith VP & Product Support Manager, a rebuild could include replacing the engine; replacing drive-train components such as transmission, torque converter, power module, final drive and differential; and rebuilding the undercarriage.

Rebuilds extend machine life, add productivity

"A rebuild can extend the life of a machine for many years. With OEM parts installed by our skilled technicians, rebuilt Komatsu machines are every bit as reliable and productive as new machines," he noted. "In addition to offering a warranty on our rebuilds, they are often eligible for financing. As an added benefit, customers can even earn a discount on parts used in the rebuild."

To learn more about how your business and your equipment can benefit from a 2nd Life Machine Rebuild, contact your Kirby-Smith Product Support Sales Representative, call your nearest Kirby-Smith branch location or go to www.kirby-smith.com. ■

WHAT'S NEW?

IMPROVED ONLINE RESOURCE

New Kirby-Smith Web site offers easier access, more information at your fingertips

The first place many equipment users go for information on machines and product support is often the distributor Web site. It's fast, easy and available 24/7. To help provide customers with even more information on products and services, Kirby-Smith recently updated its Web site to offer additional resources and make it more user-friendly.

"Whether you're looking for used equipment, ordering parts, comparing machine specs or applying for credit, you can find all that and more on our new easy-to-navigate Web site," said Kirby-Smith VP & General Manager Glen Townsend. "We hope customers will get in the habit of checking www.kirby-smith.com frequently to see what's new and to save time and money."

In addition to viewing makes and equipment models available through Kirby-Smith in the online showroom, visitors to www.kirby-smith.com can find lift charts and crane specs and search more than 800 pieces of used equipment. The improved Web site also offers:

- Monthly parts specials;
- Field facts and helpful hints;
- On-line parts ordering;
- Credit applications;
- A map and contact phone numbers to find your product support rep;
- Rental insurance information;
- Locations and contact information.

You can even find Kirby-Smith brochures and past issues of the Kirby-Smith *Connection* magazine online.

Check it out today! ■



Quick search

www.Kirby-Smith.com

KIRBY-SMITH GUILDS

Customers benefit from unique program that builds parts and service staff knowledge and skills



With its unique Partsman Guild and Service Technician Guild, Kirby-Smith Machinery, Inc. has set the standard for increasing the knowledge of Komatsu distributors' service technicians and parts personnel. Several years ago, Kirby-Smith President Ed Kirby recognized the need to keep service and parts department personnel updated on the latest changes and revisions for various products the company supports. To achieve that goal, he instituted the Kirby-Smith Guild Program.

To qualify for membership in either the Partsman Guild or Service Technician Guild, participants must pass an exam that covers technical information from Komatsu and other manufacturers related to their particular specialty. Once enrolled in the program, members take quarterly tests based on manufacturers' recent product bulletins and technical manuals.

Members who achieve a perfect score on the quarterly tests are awarded their choice

of either a \$50 check, \$100 savings bond or \$75 tool voucher. At the end of the year, Guild members who achieved a perfect score on all four quarterly tests are invited to an annual recognition dinner and receive an additional award.

"This is a win-win-win for everyone — the technicians, the parts staff and most importantly, the customers," said Tulsa Field Service Technician Roger Jorgensen. "Several of the techs often sit together at breaks or lunch picking through the latest bulletins. No telling how much time we spend reading and rereading and discussing the questions until we figure them out. It's a great learning tool and motivator."

The pinnacle of the Guild program is the Guild Excellence Program Award, given to the top three individuals, companywide, in the construction and crane categories. Recipients must achieve perfect scores on all four quarterly exams and then earn the top three highest scores in the Guild Excellence Program Test in either category. The winner in each category receives a \$2,000 check, \$4,000 savings bond, or \$2,500 tool voucher. The runner-up receives a \$1,000 check, \$2,000 savings bond or \$1,250 tool voucher. Third place receives a \$500 check, \$1,000 savings bond or \$650 tool voucher.

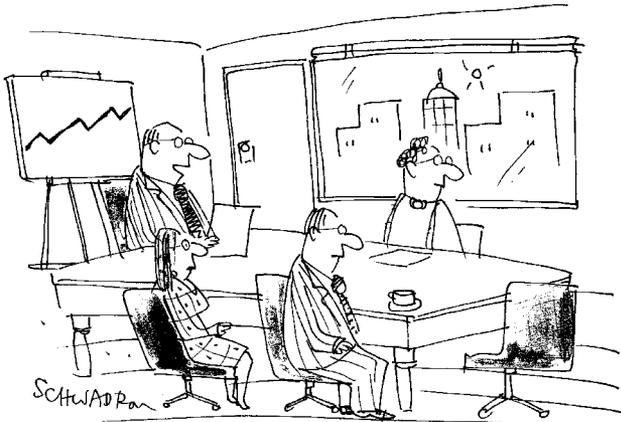
"We've been very pleased with the results of our Guild program," noted Ed Kirby. "The more educated and dedicated a Guild member is, the better the quality of service to the customer, which translates to 'fixed right the first time.' Ultimately, that means increased uptime, productivity and profit for the customer, and that's our goal." ■

Tulsa Field
Service Technician
Roger Jorgensen



SIDE TRACKS

On the light side



"Our banker was called away unexpectedly . . . for 25 years to life."



"Hey guess who just showed up. It's Extreme Makeover — Office Edition!"



"I'm impressed that your company now owns this turnpike . . . but you still have to pay to use it."

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers are on the right side of this page.

1. NEGENI _ _ _ _ _
2. DEBAL _ _ _ _ _
3. MUTEQIPEN _ _ _ _ _
4. TIUITYL _ _ _ _ _
5. CUBEKT _ _ _ _ _
6. CTEAROXAV _ _ _ _ _

Did you know...

- The United States produces about 20 percent, or 1.1 billion tons, of the world's coal supply, second only to China.
- Twenty seven percent of the newspapers produced in America are recycled.
- In 1865, the U.S. Secret Service was first established for the specific purpose to combat the counterfeiting of money.
- The United States bought Alaska from Russia for two cents an acre.
- A baseball will go farther in hot temperatures than in cold temperatures.
- Ten percent of the salt mined in the world each year is used to de-ice the roads in America.
- The Baby Ruth candy bar was actually named after Grover Cleveland's baby daughter, Ruth.
- The first municipal water-filtration works opened in 1832 in Paisley, Scotland.
- U.S. Route 66 crosses eight states and three time zones.
- The Pony Express only lasted 18 months, from April 1860 to October 1861.

NEW KIRBY-SMITH LEADERS

Branch managers bring extensive experience to benefit Texas customers



Ron Jacobson

When Kirby-Smith added five branch locations in Texas, the search began for highly qualified managers who could bring equipment and product support leadership that would best serve customers in those regions. That quest resulted in the appointment of three experienced managers to lead the Dallas, Fort Worth, Abilene, Amarillo and Lubbock branches.

Ron Jacobson

Dallas Branch Manager Ron Jacobson has been in the heavy equipment business in north Texas since graduating from college in 1972. With more than 35 years experience, he's served as a PSSR and a sales representative for a major heavy equipment dealer, worked with used equipment companies and started an equipment company where he served as general manager.

"What I bring to the table is a knowledge of what makes the customer and the distributorship successful and profitable," he stated. "I'm a problem-solver — from minor issues to bigger ones — and I can make decisions that benefit both parties."

"We're going to put a great deal of emphasis on rentals, both short-term and rental-purchase options," he continued. "In today's construction economy where money is tight, there are real tax and cash-flow advantages for customers who rent."

Mike Wenske

Mike Wenske, new Branch Manager for Fort Worth and Abilene, is excited about the opportunities in those two locations. "We're expanding in Abilene now and are adding people in sales and product support

to better serve customers," he noted. "The Fort Worth branch is fully staffed with 27 people experienced in all areas — sales, parts, service, rental and field service."

Wenske's experience includes working as both a shop and field service technician, a service manager, and PSSR, as well as positions in governmental and mining sales, sales management and branch management — all with leading heavy equipment companies.

"Through the years, I've learned how important product support is to this business," he observed. "Regardless of the size of the customer, they all depend on product support so that's a special area of emphasis for me."

Chuck Thompson

As Branch Manager in Amarillo and Lubbock, Chuck Thompson brings 30 years of experience to Kirby-Smith in Texas. He worked in sales and served as a branch manager for 15 years.

"I've seen many changes in ownership and name, but Ed Kirby's philosophy of giving the customer what he wants is what makes the difference," Thompson emphasized. "We will do whatever the customer wants and needs when it comes to sales, rentals and service."

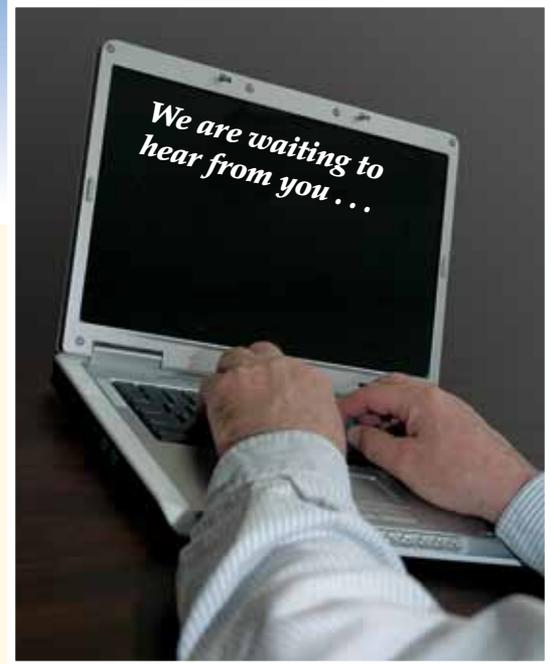
"We now have an extensive inventory of machines for sale and rent, fully stocked parts departments and we're adding staff and updating and remodeling our facilities to better serve customers. I look forward to ushering in a new era of equipment leadership in north and west Texas with Kirby-Smith," he concluded. ■



Mike Wenske



Chuck Thompson



Welcome to VOICES, the new feedback forum for *Connection* readers.

We want to know what's on your mind — and we want to share your thoughts with other industry professionals. VOICES gives you the opportunity to comment on issues of interest regarding the construction industry, Komatsu equipment, articles you've seen in this magazine — or almost anything. It also invites your questions. Unlike a traditional "Letters to the Editor" column, VOICES will answer your questions, respond to your comments and address the issues you care about. We hope you'll take the opportunity to participate in the conversation with us about what's important to you.

Please e-mail your questions and comments to: ConnectionEditor@constpub.com

Here are the types of questions and comments we hope to receive:

QUESTIONS & ANSWERS

QUESTION: When will economic stimulus money actually be spent on construction projects? How can I find out what jobs are being let in my region?

ANSWER: So-called economic stimulus money is already flowing. Much of the road and bridge money is already assigned to projects. The U.S. Government's www.recovery.gov Web site is a good source for general information on stimulus spending.

As for local construction projects to be funded with stimulus money, you should check with the state DOT and local municipalities. State or local industry organizations might also have good and updated information on area projects.

QUESTION: Every day we read about companies being in difficult financial straits — even the big auto makers. How is Komatsu faring during this economic downturn?

ANSWER: Like most businesses, and all heavy equipment manufacturers, Komatsu has felt the effects of the worldwide economic slowdown. Sales are down from a year ago. Nonetheless, despite the pain, and in stark contrast to other major companies, like U.S. automakers that are in danger of failing or requiring bailouts during this recession, Komatsu remains profitable. As the world's

second-largest manufacturer of construction and mining equipment, Komatsu looks forward to returning to a more normal business environment, later this year, we hope.

COMMENTS & REPLIES

COMMENT: I'm happy to see the government has passed a so-called "stimulus plan," but I don't think it's big enough. I would have liked to have seen a lot more than \$27 billion for roads and bridges. Our transportation needs are much greater than that and with more money, we would be able to put a lot more people back to work.

COMMENT: I saw the article in the magazine where the Komatsu D51 dozer won an award for best new design. I just wanted to say that I bought one last year and totally agree that it's a cut above other dozers. The visibility to the blade is outstanding, which helps make it an excellent final-grade tractor.

REPLY: The D51 was the first of the new Dash-22 series of mid-size dozers from Komatsu. Since then, three smaller units, the D31, D37 and D39 have also been upgraded to the Dash-22 version, which features a super-slant nose and cab-forward design that puts the operator closer to the blade. ■

USED EQUIPMENT

Ask for Chris or Rick for more information • ckirby@kirby



2007 Komatsu WA380-6, unit# RR10081, 1,088 hours, EROPS, A/C, GP bkt., ride control, 23.5 Michelin tires \$149,500



2006 Komatsu PC200LC-8, s/n C602215, approx. 1,385 hours, ESCO hydraulic coupler, thumb, 9'8" stick, cleaned and painted \$110,000



2006 Komatsu D61EX-15E0, unit# KMU06073, 2,049 hours, EROPS, PAT blade, winch, A/C, ripper also available \$137,000



Komatsu D61PX with Midwestern KM561 sideboom, stk# KM02481RM \$119,500

Year	Unit	Make	Model	Hrs	Description	Price	Year	Unit	Make	Model	Hrs	Descr
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HYDRAULIC EXCAVATORS

2005	TC05081	Takeuchi	TB135R	554	TOPS/FOPS 4-post canopy	\$21,900
2005	KM05032RR	Komatsu	PC09-1	128	TOPS, 2' 11" arm w/ aux. hyd.	\$12,000
2005	KM05132RR	Komatsu	PC09-1	18	TOPS, 2' 11" arm w/ aux. hyd.	\$12,000
2006	KM06197RR	Komatsu	PC18MR-2	564	TOPS, 4' arm assembly	\$15,000
2006	KM06229RR	Komatsu	PC18MR-2	279	TOPS, 4' arm assembly	\$10,000
2006	KM06230RR	Komatsu	PC18MR-2	961	TOPS, 4' arm assembly	\$10,000
2001	KM01284	Komatsu	PC120-6	4,419	23.6" triple-grouser, 8' 2" arm	\$39,500
2006	RR10092	Komatsu	PC200LC-8	1,400	9'8" arm, thumb	\$110,000
2005	KMU05843	Komatsu	PC228USLC-3N	2,895	31.5" triple-grouser pads, 9' 6" stick	\$117,300
2006	LS06203	Link-Belt	135SB	1,194	19.7" rubber track shoes, 9' 4" arm	\$75,000
2006	LS06175	Link-Belt	160LX	1,484	23.5" triple-grouser, 10' arm	\$79,500
2006	LS06176	Link-Belt	160LX	1,122	23.5" triple-grouser 8' 10" arm	\$79,500
2007	LS07214	Link-Belt	160X2	1,258	23.5" triple-grouser 8' 10" arm	\$79,500
2001	LSU01248	Link-Belt	210LX	6,039	31.5" triple-grouser 9' 10" arm	\$39,500
2006	LS06179	Link-Belt	210LX	2,485	31.5" triple-grouser 9' 10" arm	\$75,000
2006	LS06181	Link-Belt	210LX	2,041	31.5" triple-grouser 9' 10" arm	\$75,000
2007	LS07205	Link-Belt	210LX	1,869	31.5" triple-grouser 9' 10" arm	\$79,500
2007	LS07199	Link-Belt	210X2	3,538	31.5" triple-grouser 9' 10" arm	\$79,500
2006	LS06184	Link-Belt	240LX	2,102	31.5" triple-grouser, 10' 2" arm	\$89,000
2006	LS06188	Link-Belt	330LX	3,232	31.5" triple-grouser, 10' 7" arm	\$150,000
2007	LS07206	Link-Belt	330LX	2,606	31.5" triple-grouser, 10' 7" arm	\$179,000
2007	LS07208	Link-Belt	330LX	2,036	31.5" triple-grouser, 10' 7" arm	\$179,000

CRANES

2005	RT530E	Grove	GR05478	889	30 ton, 95' + 45'	\$233,000
2007	RT530E2	Grove	GR07586	970	30 ton, 95' + 45'	\$279,000
2007	RT540E	Grove	GR07594	1,184	40 ton, 102' + 45'	\$289,000
2005	RT650E	Grove	GR05480	2,832	50 ton, 105' + 51'	\$292,000
2006	RT650E	Grove	GR06523	3,102	50 ton, 105' + 51'	\$329,000
2004	RT760E	Grove	GR04458	5,180	60 ton, 110' + 56', NO H-C-R	\$325,000
2007	RT760E	Grove	GR07610	2,319	60 ton, 110' + 56', NO H-C-R	\$412,000
2005	560E	National	NC05289	727	FM, 18 ton, 60' boom, NO jib, GPS, Sterling LT7500 chassis & cab	\$104,100
2005	560E	National	NC05308	932	FM, 18 ton, 60' boom, NO jib, Ford F750 cab & chassis	\$98,500
2005	8100D	National	NC05300	2,583	RM, 23 ton, 100' boom + 44' jib, Sterling LT8513 cab & chassis	\$142,500
2003	14127	National	NC03192	2,613	RM, 33 ton, 127' boom + 30' jib, Peterbilt 378	\$202,000
2006	14127	National	NC06363	NEW	33 ton, 127' boom, 30' jib, remote, Sterling LT8500, cab & chassis	\$269,000
2006	TMZR506XL	National	TDU06006	N/A	12.6' - 51.5' 6-sect. boom, Ford F750 chassis & cab	\$59,900
2006	TMZR506XL	Tadano	TDU06005	N/A	12.6' - 51.5' 6-sect. boom, Ford F750 chassis & cab	\$59,900
2006	340.01/4S	Effer	ZZ06314	128	FM, 2.05 ton, 40' 6" boom, 25' 7" jib, GPS, Sterling chassis & cab	\$195,000
2006	340.01/4S	Effer	ZZ06315	26	RM, 2.05 ton, 40' 6" boom, 25' 7" jib, GPS, Sterling chassis & cab	\$193,500

TRACK LOADERS

2008	KM08783	Komatsu	CK30-1	52	18" rubber tracks, standard flow, A/C, heater	\$45,000
2006	TC06111	Takeuchi	TL130	2,610	12.6" rubber tracks, ROPS/FOPS, 1- & 2-way hyd.	\$25,000



2005 Lee Boy 8515, s/n 42812HD, current SMR @ 3,083 hours \$35,000



2005 Komatsu PC228USLC-3N, unit# KMU05843, 2,895 hours, 31.5" triple-grouser pads, 9' 6" stick \$117,300



2003 Caterpillar 140H motor grader, stk# RR10087, 6,400 hours, ripper, 14' moldboard, 17.5x25 L3 tires, A/C, plumbed for laser (laser system add'l \$10,000) \$139,500



2003 Komatsu WA450-5, unit# RR10078, 8,060 hours, EROPS, A/C, GP bkt., ride control, new tires, new paint \$99,000

PAVING & COMPACTION

2006	BG06037	Bomag	BW138AD	587	54" dou
2006	BG06002	Bomag	BW145PDH-3	316	56" sing
2006	BG06004	Bomag	BW177PDH-3	471	66" sing
2006	BG06007	Bomag	BW211PD-3	627	84" sing
2007	BG07038	Bomag	BW11RH	259	68" pne
2007	BG07042	Bomag	BW11RH	275	68" pne
2006	IR06425	Ingersoll Rand	PT125R	495	68" pne
2005	IR05346	Ingersoll Rand	SD25F	647	42" sing
2005	IR06440	Ingersoll Rand	SD77F	825	66" sing
2006	IR06439	Ingersoll Rand	SD77F	742	66" sing
2995	IR05259	Ingersoll Rand	SD77F	398	66" sing
2004	IR04224	Ingersoll Rand	SD77F	800	66" sing
2007	IR07489	Ingersoll Rand	SD100DXCOM	547	84" sing
2007	IR07505	Ingersoll Rand	SD100D	368	84" sing
2007	IR07506	Ingersoll Rand	SD100D	761	84" sing
2007	IR07507	Ingersoll Rand	SD105F	971	84" sing
2006	IR06412	Ingersoll Rand	DD118HF	670	78" dou

WHEEL LOADERS

2007	KM07447	Komatsu	WA150-5	1,055	2-cu-yd
2006	RR10089	Komatsu	WA200-5	5,219	Cab, A/C
2007	RR10091	Komatsu	WA250PT	1,088	Cab, A/C
2006	RR10080	Komatsu	WA320PT	1,900	Ride con
2006	KMU06157	Komatsu	WA380-5L	4,636	4.3-cu-
2007	RR10082	Komatsu	WA380-6	738	EROPS,
2007	RR10081	Komatsu	WA380-6	1,088	EROPS,
2007	KM07568	Komatsu	WA380-6	924	4.3-cu-
2003	RR10078	Komatsu	WA450-5	8,060	EROPS,

HAUL TRUCKS

2002	MO02025	Moxy	MT31	205	Scania
2002	MO02027	Moxy	MT31	550	Scania
2002	MO02024	Moxy	MT31	1,591	Scania
2003	MO03030	Moxy	MT31	4,523	Scania
2004	MO04034	Moxy	MT31	303	Scania
2006	MO06038	Moxy	MT41	2,534	Scania
2006	MO06037	Moxy	MT41	2,450	Scania
2006	MO06039	Moxy	MT41	3,390	Scania
2006	MO06040	Moxy	MT41	2,203	Scania

PIPELAYERS

2002	KM02481RM	Komatsu	D61PX-12	5,936	Midwes
2002	KM02482RM	Komatsu	D61PX-12	5,215	Midwes
2005	KM05497RM	Komatsu	D65EX-15	2,704	M571X



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Equipment subject to prior s



Komatsu D65EX with Midwestern M570C sideboom, Stk# KM05497RM \$179,500



2007 Dressta TD15M-LT, unit# IHU07150, 1,216 hours, EROPS, semi-U blade, ripper... \$150,000



2001 Komatsu PC120LC-6, s/n 64618, current SMR 4,419 hours, equipped w/BT885*="24" Hensley bucket \$39,500



2005 Komatsu PC200LC-7, cab and air, 3,729 hours \$65,000

Option	Price	Year	Unit	Make	Model	Hrs	Description	Price
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able-drum smooth, Deutz F3L2011F 46-hp diesel engine	\$38,500							
able-drum smooth, Deutz F3L2011F 46-hp diesel engine	\$49,500							
able-drum padfoot, Deutz water-cooled diesel engine	\$64,000							
able-drum padfoot, Deutz water-cooled diesel engine	\$64,000							
umatic-tired, Cummins 4B3.3T diesel engine, 85 hp	\$52,500							
umatic-tired, Cummins 4B3.3T diesel engine, 85 hp	\$52,500							
umatic-tired, ROPS, 85-hp diesel engine	\$47,500							
able-drum padfoot, OROPS	\$25,000							
able-drum padfoot, OROPS	\$52,500							
able-drum padfoot, OROPS	\$52,500							
able-drum padfoot, OROPS	\$49,500							
able-drum padfoot, OROPS	\$45,000							
able-drum smooth with shell kit, OROPS	\$75,000							
able-drum smooth, OROPS	\$75,000							
able-drum smooth, OROPS	\$75,000							
able-drum padfoot, OROPS	\$75,000							
able-drum smooth, OROPS	\$79,500							

CRAWLER DOZERS

2005	IH05137	Dressta	TD-8H	97	OROPS, PAT blade	\$49,000
2005	IH05138	Dressta	TD-8H	1,264	EROPS, A/C, PAT blade, ripper	\$57,500
2005	IH05140	Dressta	TD-9H	1,517	EROPS, PAT blade, ripper	\$55,000
2007	IH07153	Dressta	TD-10M	406	EROPS, A/C, rippers, semi-U blade	\$84,500
2007	IH07154	Dressta	TD-10M	246	OROPS, PAT blade	\$67,500
2007	IH07149	Dressta	TD15M	1,054	EROPS, semi-U, rippers	\$175,000
2007	IH07148	Dressta	TD15M	1,429	EROPS, straight blade, rippers	\$175,000
2006	IH06144	Dressta	TD15M	1,236	EROPS, semi-U blade, rippers	\$163,500
2007	IHU07150	Dressta	TD15M-LT	1,216	EROPS, semi-U blade, ripper	\$150,000
2005	KM05995	Komatsu	D31EX-21	1,622	EROPS, PAT blade	\$44,000
2006	KM06242	Komatsu	D31EX-21A	1,528	EROPS, PAT blade, ripper	\$53,000
2006	KM06354	Komatsu	D37EX-21A	2,007	EROPS, sweeps, A/C, PAT blade	\$49,500
2002	KM00254DF	Komatsu	D38E-1	3,512	OROPS, PAT blade	\$35,000
2006	KMU06073	Komatsu	D61EX-15E0	2,049	EROPS, PAT blade, winch, A/C, ripper available	\$137,000
2006	KM06427	Komatsu	D65EX-15E	2,361	EROPS, semi-U blade, rippers	\$119,500

FORKLIFTS

2006	IR06442	Ingersoll Rand	RT708J	1,060	2-WD, 8,000-lb. capacity, 22-ft., 3-rail freelif mast	\$42,500
2006	IR06466	Ingersoll Rand	RT708J	1,147	4-WD, 8,000-lb. capacity, 22-ft., 3-rail freelif mast	\$42,500
2006	IR06469	Ingersoll Rand	RT708J	58	2-WD, 8,000-lb. capacity, 22-ft., 3-rail freelif mast	\$42,500
2007	JL07415	JLG	G5-19A	64	4-WD, 5,000-lb. capacity, 48" tilt carriage, 48" pallet forks	\$49,500

SKID STEER

2006	KM06122RR	Komatsu	SK815-5	476	ROPS/FOPS, standard flow	\$17,500
2005	KM05927*	Komatsu	SK820-5	678	ROPS/FOPS, one aux. hyd. circuit, 54 net hp	\$15,400
2005	KM05113RR	Komatsu	SK1026-5N	291	ROPS/FOPS, standard flow	\$21,235

WATER TRUCKS

2005	RS05017	Rosco	2000 gallon	1,893	Freightliner M2 chassis, 2 front, 1 mid-left side, 2 rear spray heads	\$48,000
2006	WT06033	Ledwell	2000 gallon	8,591mi	Ford F650X, 2 front, 1 middle left side, 2 rear spray heads	\$48,000
2006	WT06032	Ledwell	2000 gallon	4,151	Ford F650X, 2 front, 1 middle left side, 2 rear spray heads	\$48,000
2006	RS06032	Rosco	2000 gallon	1,129	Freightliner M2 Chassis, 2 front, 1 mid-left side, 2 rear spray heads	\$55,000
2006	RS06029	Rosco	2000 gallon	889	Freightliner M2 Chassis, 2 front, 1 mid-left side, 2 rear spray heads	\$55,000
2006	RS06030	Rosco	2000 gallon	1,653	Freightliner M2 Chassis, 2 front, 1 mid-left side, 2 rear spray heads	\$55,000

MOTOR GRADERS

2006	KM06987	Komatsu	GD655-3C	1,173	14' moldboard, rear ripper assembly, cab, A/C	\$155,000
2004	RR10087	Caterpillar	140H	6,400	14' moldboard, rear ripper assembly, cab, A/C	\$139,500

MISCELLANEOUS

2006	NP06167	NPK	GH-10	NA	For PC200/PC220	\$29,000
2001	NP01110	NPK	H-4XL	NA	For WB140	\$8,200
2007	ZZ07395	Allmand	NITE LITE PRO	95	4 X 1250 W metal halide lamps, 6 kW 120/240V gen	\$6,800
2007	ZZ07392	Allmand	NITE LITE PRO	211	4 X 1250 W metal halide lamps, 6 kW 120/240V gen	\$6,800
1998	GD98025	Godwin	GSP10-1	NA	1 hp, 2" discharge	\$250
1998	GD98030	Godwin	GSP20-2	NA	2 hp, 3" discharge	\$700
2006	SU06116	Sullair	185JD	65	John Deere 4024T 60 hp, rated pressure: 185 cfm @ 100 psi	\$9,900
2006	BG06010	Bomag	MPH122-2	1,201	Deutz DSL, rotor 48.2" dia x 91.7" w, cut depth 19.7"	\$200,000



2006 Ingersoll Rand RT708J, unit# IR06466, 1,147 hours, 4-WD, 8,000-lb. capacity, 22-ft., 3-rail freelif mast \$42,500



2006 Komatsu WA200-5, unit# RR10089, 5,219 hours, cab, A/C, GP bkt., ride control, new 20.4 tires \$59,000



2006 Komatsu WA320PT, unit# RR10080 1,900 hours, ride control, coupler, forks, GP bkt., good rubber 23.5 tires \$99,000



2006 Komatsu D65EX-15E, unit# KM06427 2,361 hours, EROPS, semi-U blade, rippers ... \$119,500

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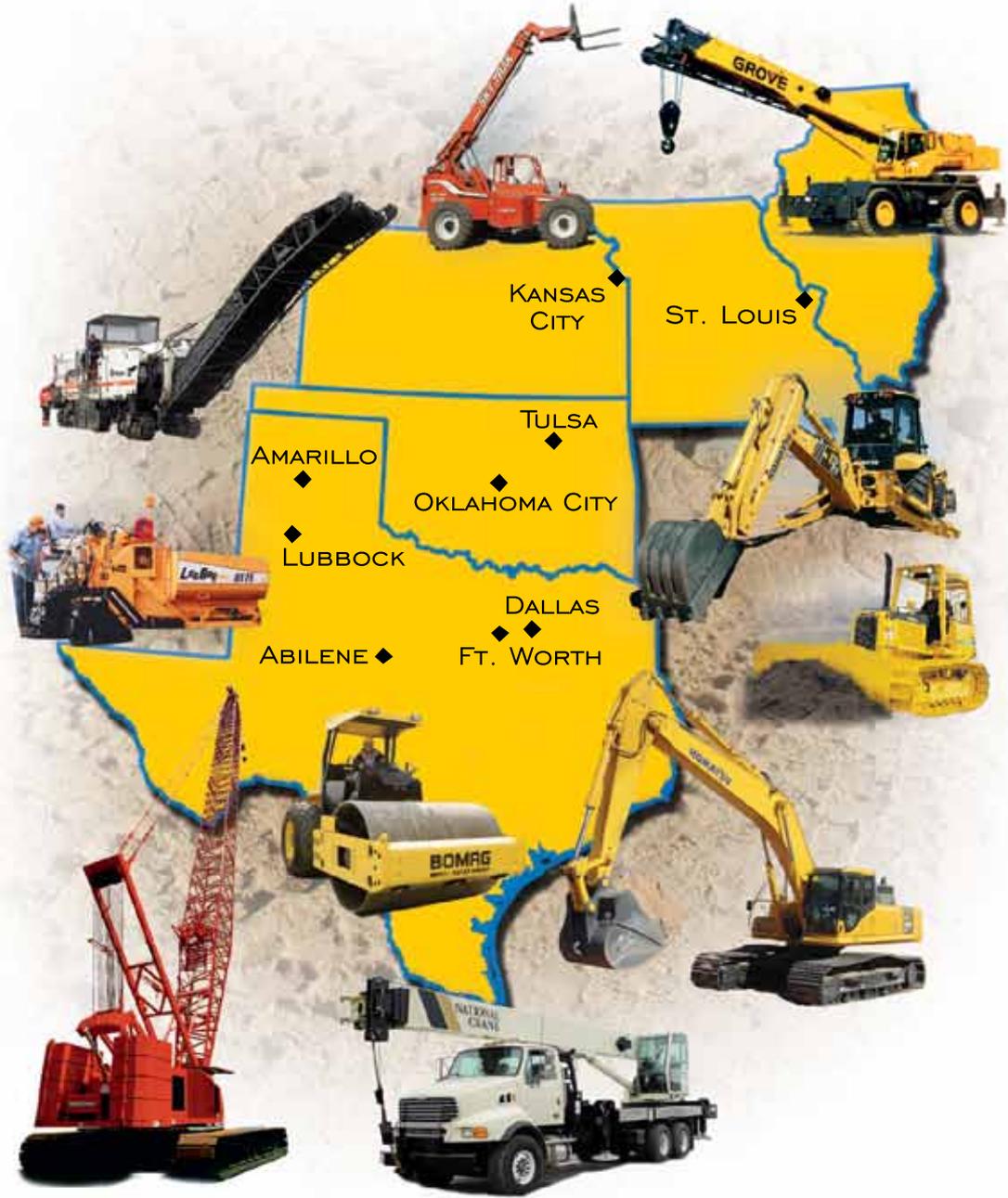
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