



# CONNECTION

A publication for and about Kirby-Smith Machinery customers • 2010 No. 1

## MANHATTAN ROAD & BRIDGE

Merger combines former rivals into one of Oklahoma's largest bridge and piling contractors

See article inside . . .



### RUSS ERLINGER CRANE SERVICE

Southwestern Illinois crane company strives for 100-percent customer satisfaction

Rich Hillesheim,  
Owner and President




(L-R) Senior VPs Mike Webb and Todd Saxton and President Kendall Adams



# KOMATSU

# A MESSAGE FROM THE PRESIDENT



Ed Kirby

**The future  
is here**



Dear Equipment User:

At Kirby-Smith, we're proud of the manufacturers with which we've aligned ourselves. They are some of the most innovative and technologically advanced in the marketplace, which equates to you being able to get more done at a lower cost.

Komatsu has always been on the leading edge when it comes to making such equipment, and in this issue of your Kirby-Smith Connection magazine, that's more apparent than ever. We believe you'll find the article on the Hybrid excavator and the technology behind it very interesting and an insight into what the future holds for construction equipment.

Because the Hybrid excavator isn't designed for every application, Komatsu continues to manufacture other products designed to keep your bottom line in check, such as the new D21 dozers, also featured in this issue.

Backing up such equipment with outstanding service is essential, and Komatsu helps with that too, by offering technicians numerous ways to improve their skills. We're dedicated to ensuring that our service personnel are among the industry's best by taking advantage of these offerings as well as those available from our other manufacturers.

If there's anything we can do for you, whether it's parts, service or equipment sales, please call or stop by one of our branch locations.

Sincerely,  
KIRBY-SMITH MACHINERY, INC.



Ed Kirby,  
President



# CONNECTION

## IN THIS ISSUE...

### MANHATTAN ROAD & BRIDGE

See how two friends and former rivals combined their companies to become one of Oklahoma's largest bridge and piling contractors.

### RUSS ERLINGER CRANE SERVICE

Find out how a commitment to 100-percent customer satisfaction has helped this southwestern Illinois crane service grow.

### GUEST OPINION

Brandon Borgna, Communications Manager for the American Trucking Association, comments on the need for a long-term approach to improve highway infrastructure.

### LOOKING AHEAD

Read what industry observers have to say about signs of an economic recovery in the construction industry.

### NEW PRODUCTS

Learn all about Komatsu's revolutionary Hybrid PC200LC-8 excavator that can save up to 41 percent on fuel compared to conventional PC200 models.

### UTILITY PRODUCTS

Check out Komatsu's new D21A-8 and D21P-8 small dozers, which are powerful, versatile dozers, especially in tight quarters and fine-grading applications.

Published by Construction Publications, Inc. for



www.kirby-smith.com

#### Oklahoma City, OK

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

#### Amarillo, TX

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

#### Lubbock, TX

3201 E Slaton Rd  
Lubbock, TX 79404  
806.745.2112  
866.289.6087  
806.745.2102 fax

#### Tulsa, OK

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

#### Dallas, TX

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

#### Kansas City, KS

913.850.6300  
877.851.5729

#### Abilene, TX

1629 Vision Dr.  
Abilene, TX 79602  
325.692.6334  
877.577.5729  
325.692.4035 fax

#### Ft. Worth, TX

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

#### St. Louis, MO

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

## THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

### CORPORATE

Ed Kirby, President  
Glen Townsend, VP & General Manager  
Keith Tippett, VP & Chief Financial Officer  
Ben Graham, VP & Crane Division Manager  
Kelly Littlefield, VP & Heavy Equip Division Manager  
Greg Otts, VP & Major Accounts Manager  
David Baker, VP & Product Support Manager  
Chris Kirby, Used Equipment Manager  
Rick Nielsen, Internet Sales Manager  
Bob Williams, General Parts Manager  
Randy Coffey, General Rental Manager  
Lonnie Kilgore, Finance Manager  
Duayne Sharpe, TX Product Support Manager  
Susan Rader, TX Finance Manager  
Bryce Puckett, TX Rental Manager

### DALLAS

Ron Jacobson, Branch Manager  
Doug Bagley, Sales Manager  
Barrett Liquori, Sales  
Ron Weaver, Sales  
Frank Cuccurullo, Sales  
Sol Gieser, Governmental  
Sales Manager  
Larry Renfrow, Sales  
Doyle Clemons, Rental  
Gary Jones, PSSR  
Randy Short, Parts Manager  
Terry Bailey, Service Manager  
Chad White,  
Product Service Manager

### AMARILLO & LUBBOCK

Chuck Thompson,  
Branch Manager  
Britt Stubblefield, Sales  
Kevin Burrell, Sales  
Jimmy Crouch, Sales  
Brady McAlister, Sales  
Joe Phillips, Parts Manager  
Kevin Hart, Service Manager

### KANSAS CITY

Jim Piepenbring, Sales  
Pat McKenna, Sales

### ST. LOUIS

Ray Jost, Branch Manager  
Dave Hoeft, Crane Sales  
Jim Iannazzo, Crane Sales  
Ceily Davis, Parts Manager  
Tim Carothers, Service Manager

### FT. WORTH & ABILENE

Mike Wenske, Branch Manager  
Clint Montfort, Sales  
Jody Jordan, Sales  
Brandon North, Sales  
John Arterberry, Crane Sales  
Kraig Gilliam, Rental Coord.  
Jacky Miller, Rental  
Philip Hearrean, PSSR  
Bart McClary, PSSR  
Dan Healy, Parts Manager  
Clint Preston, Service Manager

### TULSA

Bruce Taylor, Branch Manager  
Kelly Littlefield, Sales Manager  
Curt Bailey, Sales  
Mike Green, Sales  
Clay Lineback, Sales  
Dan Rutz, Sales  
Leo Olivarez, Sales  
Todd York, Crane Sales  
Ted Terwort,  
Governmental Sales  
James Purcell, PSSR  
Jeff Statum, PSSR  
Ben Sitton,  
Service Manager  
Kurt Maxwell,  
Product Service Manager  
George Cross,  
Product Service Manager

### OKLAHOMA CITY

Bill Gustafson, Sales Manager  
Terry Bridwell, Sales  
Jeff Cavaness, Crane Sales  
Don Jacobson, Sales  
Brad Howard, Sales  
Chad Murphy, Sales  
Dean Traylor, Sales  
Preston Brown,  
Governmental Sales  
Steve Harcourt,  
Governmental Sales Manager  
Pud Wood,  
Governmental Sales  
Dewayne McDaris,  
Rental Manager  
Casey Beasley, PSSR  
Larry Hollen, PSSR  
Bud Sears, PSSR  
Bob Williams, Parts Manager  
John Martin, Service Manager  
Kelly Shuffield,  
Product Service Manager  
Jerry Hunter,  
Product Service Manager  
Mark Fortin,  
Product Service Manager  
Robert Oldham,  
Product Service Manager

Printed in U.S.A.



© 2010 Construction  
Publications, Inc.



# MANHATTAN ROAD & BRIDGE

## Merger combines former rivals into one of Oklahoma's largest bridge and piling contractors

Not all that long ago, Kendall Adams and Mike Webb, President and Senior Vice President of Manhattan Road & Bridge respectively, were leading rival companies. Adams headed up M.J. Lee Construction and Webb oversaw Muskogee Bridge Company. That changed about a year ago when M.J. Lee acquired Muskogee, and the two companies became Manhattan Road & Bridge.

"We were in competition with each other, but we're also friends," Adams pointed out. "Combining the two companies means we can do larger work using the skills and knowledge that both brought to the table. We believe this is a big benefit for all involved."

Already Tulsa-based Manhattan Road & Bridge's project portfolio totals more than \$160 million worth of work in the governmental,

private railroad bridge, and port and dock sectors. The company offers general contracting, design/build and construction management within its extensive list of services that include turnkey road and bridge projects, bridge repair services, pile driving and sheet, pipe and concrete piling.

"Manhattan does projects that range anywhere from \$20,000 to more than \$40 million, so we're able to tackle just about anything," said Webb. "Before M.J. Lee acquired Muskogee, it had purchased Southern Pavers, which specialized in asphalt, crushing, grading and urban renewal. Our customers really appreciate that we self-perform nearly every aspect of a project, which means better efficiency."

Adams and Webb are quick to note that customers already appreciated what their respective companies did before the merger. Each of the three previous businesses that now make up Manhattan Road & Bridge Company have long, successful histories. Founded in 1956, M.J. Lee focused on bridge work, including installation of eight overpasses and six underpasses as part of I-244 in Tulsa County — one of its many award-winning projects.

Muskogee Bridge originated in 1970, also with an eye on bridge projects, and had more than 500 projects on its resume. Southern Pavers brought similar services to the table. The combination of the three companies gives Manhattan Road & Bridge a border-to-border presence in Oklahoma, as well as a large footprint in Arkansas, southern Kansas and northern Texas.

### Employees are its biggest asset

"Combined, there's more than a century of history on our side, as well as countless years

(L-R) Kirby-Smith Territory Manager Dan Rutz works with the Manhattan Road & Bridge management team, which includes Senior VPs Mike Webb and Todd Saxton and President Kendall Adams. "Kirby-Smith offers us service that's second-to-none," stated Webb.





Manhattan Road & Bridge constructs bridge columns for the relocation of I-40 through downtown Oklahoma City.

of experience among the staff members,” said Adams. “You put all that together, and the possibilities are practically limitless for what Manhattan can do.”

The newly formed Manhattan Road & Bridge is a wholly owned subsidiary of the Manhattan Construction Group, which has Manhattan Construction, Kraft Construction and Cantera Concrete under its umbrella. Also included in the management team at Manhattan Road & Bridge is Senior Vice President Todd Saxton.

In all, Manhattan Road & Bridge has more than 400 employees, and Webb and Adams emphasize these employees are key to the company’s success. The staffs’ efforts have helped Manhattan win numerous honors, including two Eagle Awards from the Associated Builders and Contractors this year: one in the category of Infrastructure/Heavy-Emergency Restoration on state Highway 20 and Keetonville Hill, and one for Infrastructure/Heavy over \$10 million for construction of the I-540/Perry Road Interchange.

“Without a doubt our employees are our biggest asset,” acknowledged Webb. “Nearly



A Manhattan Road & Bridge operator backfills bridge columns with a Komatsu D37EX dozer on a jobsite in Oklahoma City. “We encounter all types of conditions and situations, and we haven’t found many that a Komatsu machine wouldn’t handle,” said President Kendall Adams.



Moving mass amounts of dirt is often part of Manhattan Road & Bridge’s scope of work, and the company turns to Komatsu excavators to complete the task.

100 percent stayed on after the merger, and that serves Manhattan well. We put a high value on their service, and reward them for a job well done. We believe our staff is the best in the business at providing a quality project done on time and on budget, hands down.”

### Large equipment fleet

With the merger, Manhattan Road & Bridge now also has one of the largest equipment fleets in the Tulsa area. While cranes make up a large percentage of the fleet, Manhattan also uses Komatsu earthmoving machinery and

*Continued . . .*



# Manhattan Road & Bridge is poised for growth

... continued

support pieces purchased from Kirby-Smith with the help of Territory Manager Dan Rutz.

“Bridge work is equipment-intensive because not only do we have to lift materials into place, but we do a lot of drainage work and excavation for piers and approaches,” said Adams. “Both of our companies were already Komatsu users, so that added to the value of the partnership. We encounter all types of conditions and situations, and we haven’t found many that a Komatsu machine wouldn’t handle.”

Manhattan’s Komatsu fleet includes excavators ranging from a compact PC78 to PC400LC-8s. “The PC78s are fairly new additions, and we really like the versatility they offer,” noted Webb. “If there are tight quarters we can get in and dig. We do a lot of retaining-wall work and the PC78s are beneficial because we can dig and swing up close without worrying about hitting the wall. We can also equip them with an attachment for doing demolition work. The larger machines are great for moving mass dirt on approaches and digging for drain tile.”

The company uses Komatsu dozers for grading and backfilling, including the award-winning D51s. “The technology in the D51 is revolutionary,” emphasized Adams. “They’re easier to operate than the older

machines we replaced. They have more horsepower, so we can use them to push as well as grade on slopes, which was sometimes a big challenge before. And the visibility and six-way blade are unrivaled. They’ve really sped up our production while saving us in fuel costs.”

In addition, Manhattan uses Komatsu wheel loaders for various tasks and Sky Trak lifting machines. The company services its machinery with staff mechanics and turns to Kirby-Smith for additional support and parts as needed.

“Our relationship with Kirby-Smith goes back a long way because they offer us service that’s second-to-none,” stated Webb. “Not only do they offer quality machinery, but they back it up. Anytime we’ve needed something, they’ve responded quickly.”

## Ready for the future

Currently, Manhattan Road & Bridge has several multimillion-dollar projects, including the relocation of 6.1 miles of Interstate 40 through downtown Oklahoma City and nearly six miles of reconstruction work on Interstate 244 in Tulsa. The combined resources of the three businesses that made up what’s now Manhattan are well-suited for such projects, as well as even bigger ones in the future, according to Adams and Webb.

“We believe that soon, heavy highway and bridge work is going to change; there will be more public-private partnerships, what we call P3, and that’s going to lend itself to larger projects,” said Webb. “We’re poised to take advantage of that. In fact, we’ve already seen the genesis of it with the Interdispersal Loop Project in Tulsa that we’re working on as a joint venture with another company. It calls for the removal of the existing decking and redecking of 44 bridges.”

“It’s the biggest project any of us have ever done,” added Adams of the stimulus-funded project. “If one of our previous companies tried to do it alone, it would completely consume them. But with our combined resources as Manhattan, we’re able to do it within the 18-month time frame that’s required. There’s more work like that coming, and now we’re ready for it.” ■

Manhattan Road & Bridge uses a number of Komatsu units, including this HM300 articulated truck, to move dirt on one of the numerous projects it does each year. The Tulsa-headquartered company works throughout Oklahoma and into parts of Arkansas, Kansas and Texas.





KOMATSU

DASH-8 SERIES

100%<sup>LC</sup>

(the LOGICAL CHOICE  
for your next excavator)

**KOMATSU**<sup>®</sup>

Komatsu excavators have set the standards for productivity, operator comfort and reliability over the years. And, with the introduction of our mid-sized -8 series, the standards have been raised yet again.

- Tier-3 engines deliver reduced emissions without sacrificing power or productivity.
- Electronics, engine and hydraulics are optimized for maximum efficiency and minimum fuel consumption (10% reduction compared to -7 models).
- Multi-function LCD monitor provides critical operating information at a glance (and it can do this in 10 languages).

From enhanced safety features to extended maintenance intervals, the PC200LC-8, PC220LC-8 and PC270LC-8 show what happens when the best engineers put the latest technology to work. The results are always...

100% Komatsu.

866.513.5778 [www.komatsuamerica.com](http://www.komatsuamerica.com)



# RUSS ERLINGER CRANE SERVICE

## This southwestern Illinois crane company strives for 100-percent customer satisfaction



Rich Hillesheim,  
Owner and  
President

When Rich Hillesheim joined Russ Erlinger Construction in 1988, the Belleville, Ill., company had one boom truck, which was used exclusively for “in-house” construction efforts. Today, with eight cranes and four boom trucks, Russ Erlinger Crane Service is a stand-alone business that has become one of the leading crane companies in southwestern Illinois.

Recently relocated to Lebanon, Ill. (about 30 miles east of St. Louis), Erlinger Crane Service handles all types of lifts, from residential truss work to industrial steel placement, for customers within about a 75-mile radius of Lebanon.

As Owner and President, Hillesheim has overseen Erlinger Crane’s steady growth, which he attributes largely to one overriding business philosophy. “I have one motto — keep the customer happy. Since it’s a lot easier to keep a good customer than find a new one, if it’s physically possible, we do a job exactly the way the customer wants it done. Period. No questions asked.”

Because of that attitude, Erlinger Crane Service has an excellent reputation as a company that does the job right and does it fast.

“We try to provide the best crane service in the region,” said Hillesheim. “That means doing what we say we’re going to do. If we say we’ll be at your job at a certain time on a certain day, you can bank on it — we’re going to be there.

“The other thing we hang our hat on is our ability to produce,” he added. “Whomever we’re working for, whether it’s the project owner, the general contractor or a sub, they appreciate the productivity we provide because it’s money in their pocket.”

### A skilled, productive work force

A skilled, experienced work force is one reason Russ Erlinger Crane Service is able to provide that level of service and productivity. The company has twelve employees — Hillesheim, Office Manager Toni Dahm, and ten crane operators.

“All of our operators are CCOs (Certified Crane Operators) and all have a commercial driver’s license (CDL),” said Hillesheim. “As CCOs, they know how to work safely as well as work quickly. And with CDLs, they’re able to run our boom trucks, in addition to our cranes. The versatility of our operators and their willingness to take on any type of job at any time is one of the key factors in our success.”

### Big jobs

While Erlinger Crane Service has done and will do all types of picks, the company’s specialty is steel erection, much of it in nearby industrial plants and large construction projects.

“We’ve been on site at the Prairie State Energy Campus in Lively Grove, Illinois, since work on a new coal-fired power plant started there more than two years ago,” said Hillesheim. “We helped drive some of the first piles back in 2007 and we’re still there, working for steel erectors, pipe fitters, electricians — whoever needs our services.

“We’ve also been fortunate to have another large, long-term construction project in our territory — expansion of the Conoco-Phillips oil refinery in Wood River, Illinois,” noted Hillesheim. “We’ve had between one and four cranes on site at the refinery for more than a year, assisting with pile driving and other projects.”



An Erlinger Crane Service operator uses the company's Grove GMK4115 to set steel at the Alton Memorial Hospital (above left), while another operator uses an RT860 to remove the top section of a farmer's grain bin (above right). "I've never even considered owning anything but Grove/Manitowoc cranes," said President Rich Hillesheim. "The products are safe, reliable and deliver outstanding performance."

Erlinger Crane Service has also done substantial work through the years at Scott Air Force Base near Belleville and at the U.S. Steel plant in Granite City. The company is also on call to handle emergencies for Ameren, the electric utility in the region.

### Reliable equipment and service

To accomplish the fast-track work it's known for, Erlinger Crane Service uses Grove/Manitowoc models exclusively. Today the company has eight cranes ranging from 40 tons to 115 tons, and four boom trucks.

"Grove/Manitowoc is all I've ever owned and I've never had a need to consider anything else," said Hillesheim. "Our first one was a 30-ton RT crane and we've just continually added larger units up to our newest and largest crane, a GMK4115 (115 tons). We like the products. They're well-built, safe, reliable units which deliver outstanding performance.

"Equally important to us is the support we get from Kirby-Smith's St. Louis branch," he added. "I think Dave Hoeft has sold me every crane I've ever bought. He's knowledgeable and has been very helpful through the years. And if a crane isn't running right, we call Service Manager Tim Carothers and he gets us help right away. Kirby-Smith has been an excellent partner for us."



Rich Hillesheim (left) counts on Kirby-Smith and Sales Representative Dave Hoeft to provide the support he needs to be successful. "Dave and Kirby-Smith have been excellent partners through the years," said Hillesheim.

### "Can-do" attitude

Hillesheim attributes the success of Erlinger Crane Service to a "can-do" attitude, and is optimistic about what lies ahead.

"I never had a specific plan to own a certain number of cranes or do a certain amount of work. It just happened job-by-job, crane-by-crane and employee-by-employee. We've grown every year and if the economy can recover, I'm optimistic that we'll continue to grow. With our philosophy of treating people fairly, doing what we say, and giving customers what they want — we believe if we can get our foot in the door, we have a good chance of retaining a customer for life." ■



Toni Dahm, Office Manager

**Working for you. Wherever you are.**



The Manitowoc family of cranes is hard at work all over the world, meeting the construction industry's needs for tough, reliable, high-capacity cranes.

No matter what size the job, one of our brands—Grove, Manitowoc and National Crane—has the crane you're looking for. And with Maniowoc Finance and Maniowoc Crane Care, we've got you covered long after the sale.

[www.manitowoc.com](http://www.manitowoc.com)



[www.kirby-smith.com](http://www.kirby-smith.com)

OKLAHOMA CITY | TULSA | ST. LOUIS | KANSAS CITY | ABILENE | AMARILLO | DALLAS | FT. WORTH | LUBBOCK

*Not all makes available at all locations*

# A LONG-TERM APPROACH

## The U.S. highway infrastructure needs more than another short-term stimulus

The U.S. Government has allotted more than \$20 billion of the \$26.6 billion available for highway, road and bridge projects as part of the American Recovery and Reinvestment Act. While these funds have prompted a short-term focus on infrastructure projects, the funding represents just 3.3 percent of the total \$787 billion stimulus package enacted by the White House last year. This small amount will do little to address the dire need for expansion and repair of our National Highway System.

Our nation needs a much larger, long-term investment in highway infrastructure. By 2020, economists expect more than a 26-percent increase in overall freight tonnage. Our nation's ability to efficiently move this freight will have a tremendous effect on our economy. Inefficiencies currently plague our transportation system. The Texas Transportation Institute's 2009 Urban Mobility Report (based on a 25-year study from 1982 through 2007) stated that in 2007 alone, Americans wasted \$87 billion in the form of 2.8 billion gallons of fuel and 4.2 billion hours because of traffic congestion. This cost will only go up as the economy rebounds and freight traffic increases.

Implementing a national approach that first addresses the nation's worst traffic bottlenecks, as listed by the Federal Highway Administration, will improve the flow of freight and have the greatest benefit for taxpayers. As proposed in the House Surface Transportation Authorization Act, a national strategic plan that defines the federal role in meeting transportation needs will improve delivery of infrastructure projects by primarily investing in those of national importance. Also, the federal government should tie infrastructure investment to system performance by requiring recipients of federal funds to meet performance standards for safety, infrastructure condition, congestion reduction and emissions.

Meeting the transportation challenges of the 21st century is critical to the long-term prosperity of the United States. As our population and economy grows, a national transportation policy that focuses on efficiency, congestion reduction and the improvement of freight movement around our nation's worst bottlenecks will facilitate economic growth and help our industries compete in the global economy. ■



**Brandon Borgna**

*Brandon Borgna is Communications Manager for the American Trucking Association (ATA), the largest national trade association for the trucking industry. ATA represents more than 37,000 members covering every type of motor carrier in the United States.*

**Industry groups such as the American Trucking Association are pushing Congress for a long-term approach to meeting the needs of the nation's infrastructure.**



# OUTLOOK 2010

## Finally, construction can see some light at the end of the recession tunnel

For the first time since 2006, construction starts are on the rise. McGraw-Hill Construction is forecasting an 11 percent increase in construction starts in 2010. Industry observers hope the upturn signals that the market has reached bottom and that the worst is over.

“At the very least, (the figures show) we are stabilizing after years of steep declines,” McGraw-Hill Chief Economist Robert Murray told Engineering News Record. “This is not a booming market; (but) it is ... inching upward.”

The McGraw-Hill forecast on construction starts reverses a three-year period during

which construction starts declined by 7 percent, 13 percent and 25 percent annually. Total construction activity is down 39 percent from its peak at mid-decade.

### Construction put-in-place

The McGraw-Hill numbers appear to be more optimistic than some other construction economic forecasting groups. That’s because it measures construction “starts” rather than construction “put-in-place” — and starts tend to be more forward-looking. The organizations that measure put-in-place forecast significant improvement compared to 2009, but they’re not yet projecting growth.

For example, the U.S. Department of Commerce predicts total construction will drop another 2 percent this year (compared to a 10-percent drop in 2009). Industry forecasting firm FMI predicts a 5-percent decline in total construction in 2010 (compared to what it expects will be a 14-percent drop in 2009). Portland Cement Association likewise is calling for a 3-percent decline in 2010 (compared to 17 percent in 2009).

Yet another group, Reed Construction Data, expects little change in overall construction activity for much of the year, but a turn to expansion late in 2010.

### Housing to pick up

It’s often said that housing will lead a recovery, and that may be happening this year. McGraw-Hill is forecasting a 30-percent increase in housing starts in 2010 to a total of 560,000.

The National Association of Home Builders (NAHB) is also optimistic, predicting single-family housing will increase 35 percent this year to 600,000 starts. “Things will start picking up again by summer,” Bernie Markstein,

Road and bridge construction is expected to be a bright spot in 2010. One industry group is forecasting 8 percent growth this year.





Director of Forecasting at NAHB told ENR. "It looks like the market has hit bottom, and now it is going to be a long, slow dig out of this."

NAHB is even more bullish on 2011, predicting there will be almost 900,000 single-family housing starts next year. Though far from the record 1.6 million starts recorded in 2005, that figure would nearly double the number of starts (445,000) in 2009.

### **Public works increasing**

Another area of strength is public-works spending, including transportation, sewer and water projects. McGraw-Hill expects public works construction to rise 14 percent this year.

The American Road & Transportation Builders Association (ARTBA) expects the highway construction market to grow 8 percent to more than \$90 billion in 2010.

ARTBA Vice President of Policy & Economist Alison Premo Black attributes the increase in part to the American Recovery & Reinvestment Act (also known as the economic stimulus program), but cautions that long-term success depends upon reauthorization of the multi-year federal surface transportation bill and future economic growth.

"The best scenario would be a strong reauthorization of the federal highway and transit program and real economic growth that helps spur state and local investment," said Black. "Under this ideal situation, we could see real market growth approaching \$118 billion in 2015."

According to ENR, another sector that will benefit from increased government spending in 2010 will be water infrastructure funded through the Environmental Protection Agency. Water work is slated to receive nearly \$5 billion, which includes \$2.1 billion to Clean Water State Revolving Funds and \$1.4 billion to drinking-water SRFs.

### **Recovery in place**

The construction economy, of course, does not exist in a vacuum. The nation's overall economic condition, specifically creating jobs and increasing gross domestic product (GDP), are crucial to the health of the construction economy. Almost all forecasters see improvement in 2010, from a low end of 2-percent growth to a high end of 5-percent growth.

Chris Varvares, President of the economic consulting firm Macroeconomic Advisors, told CNBC.com that he expects 4-percent GDP growth this year, but cautions, "You have to remember that you're starting from a low base. We're getting a snapback that, when judged with those from other deep recessions, is pitiful." He compares the economy to an intensive care patient recovering from a near fatal auto accident.

Another economist, Nariman Behravesh, Chief Economist at Global Insight, forecasts lower growth, in the range of 2 percent to 2.5 percent. "Sure, there are a lot of tailwinds, a lot of pent-up demand. All that means is that there is a recovery in place that is sustainable but not strong."

Both the National Association of Business Economists and the White House are calling for GDP growth of 3.2 percent in 2010. ■

**It appears that housing starts have finally bottomed out following four consecutive years of declines. The National Association of Home Builders forecasts a 35 percent increase to about 600,000 starts in 2010.**

Ask about financing!

Payments as low as

**\$1,142**/mo.\*

\*Subject to credit approval



*Authorized Trail King Dealer  
For Oklahoma,  
North and West Texas.*



**TK110HDG**

- No Front Crossmember Needed
- Four Beam Deck Design
- One-Piece Web & Flange Gooseneck
- Air-Activated, Self-Locking Pin



**TKBD 22402**



- Rental Fleet
- Bottom Dumps
- Capacity: 22 cu. yd.
- 11'6" Clam
- 64" x 99" Hopper Opening

Oklahoma City  
800.375.3339

Abilene  
877.577.5729

Amarillo  
800.283.1247

Dallas  
800.753.1247

Ft Worth  
877.851.9977

Lubbock  
866.289.6087

Tulsa  
800.375.3733

See more at [www.kirby-smith.com](http://www.kirby-smith.com)

KSM80658

## NEW PRODUCTS

# NEW HYBRID EXCAVATOR

## Komatsu unveils the future of excavation with its revolutionary Hybrid PC200LC-8

By now you've probably seen hundreds of cars with a green leaf on them indicating they use hybrid technology. You may have even wondered when that technology would be available in construction equipment. The answer is now, with the launch of Komatsu's new Hybrid PC200LC-8 excavator.

Komatsu is the first manufacturer to commercialize a hybrid excavator, and has been for more than a year. Komatsu's unique Hybrid controller synchronizes the conventional diesel engine and hydraulic pumps with electric assist that uses energy that's wasted in conventional machines. The Hybrid PC200LC-8 works on the principle of regeneration and energy storage using the Komatsu Ultra Capacitor system that turns the stored energy into power transmission.

"This is similar to hybrid car technology," explained Armando Najera, Product Manager Excavators. "Hybrid cars use batteries that capture energy from the brakes when the car slows down. The difference is the Hybrid PC200LC-8 captures energy during the swing brake and stores it in the Ultra Capacitor. The Ultra Capacitor works in harmony with the engine, providing a seamless experience for the operator. Each time the upper structure slows down, energy is created and stored, then used to assist the engine. The result is greater fuel economy versus a conventional machine."

Najera points out that the more the upper structure rotates, the greater the efficiency. "Any application where the machine has to rotate frequently, such as mass excavation and utility trench digging, are ideal for the Hybrid. Each time the upper structure slows down, more energy is sent to the Ultra Capacitor and is available to assist the engine."

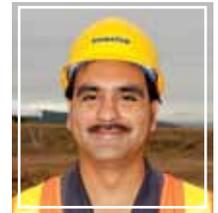
Actual customer trials have shown fuel savings of 25 percent to 41 percent when compared to a conventional PC200LC-8.

"Obviously, the fuel savings depend on the application, but our testing shows significant fuel reduction under a variety of applications," said Dave Grzelak, CEO and Chairman of Komatsu America. "There's also a significant reduction in CO<sub>2</sub> emissions with the hybrid. Compared to a conventional PC200LC-8, our data show that during the course of 2,000 hours — a fairly typical number of hours put on an excavator in a year — the hybrid emits up to 25 tons less. That's equivalent to taking nearly 600 5,000-gallon tanker trucks off the road. That's something to be very excited about."

*Continued . . .*



Dave Grzelak,  
CEO and Chairman,  
Komatsu America



Armando Najera,  
Product Manager  
Excavators

### Brief Specs on the Komatsu Hybrid PC200LC-8 Excavator

| Model            | Operating Weight   | Net Horsepower | Bucket Capacity   |
|------------------|--------------------|----------------|-------------------|
| Hybrid PC200LC-8 | 43,643-47,260 lbs. | 138 hp         | 0.66-1.57 cu. yd. |

Truck loading and trench digging are ideal applications for the Hybrid PC200LC-8, according to Product Manager Armando Najera. "The more the upper structure rotates, the more energy is sent to the Ultra Capacitor and is available to assist the engine, resulting in greater fuel economy versus a conventional machine."



# Hybrid productivity remains high with less fuel

... continued

To watch the new Hybrid PC200LC-8 excavator in action, go to [www.komatsuamerica.com](http://www.komatsuamerica.com) and click on the "Find out about Komatsu Hybrid Excavator" link.

## A very efficient system

Komatsu's Hybrid PC200LC-8 reduces fuel consumption and emissions thanks to innovative technology that captures previously wasted energy and converts it to electricity that can be used to power the machine. Unlike conventional excavators, which use a hydraulic motor to rotate the upper structure, the Hybrid employs an electric swing motor that captures the energy that is normally wasted during swing braking.

The energy goes through an inverter that changes it from AC to DC and quickly stores it in the Hybrid PC200LC-8's Ultra Capacitor where it remains available until needed to power the swing motor or to assist the engine to create hydraulic power.

In addition to the swing motor, inverter and Ultra Capacitor, the Hybrid PC200LC-8 uses a built-in generator motor between the engine and the hydraulic pumps for effective transmission of energy to the pumps. The generator can charge the Ultra Capacitor during periods when no work or travel operations are used. The

generator motor also receives power from the Ultra Capacitor for engine assist.

"It's a very efficient system," affirmed Najera. "Think of the Ultra Capacitor like a balloon that's taking in air as it's being blown up. In this case the air represents the energy being stored in the capacitor. When a balloon pops, the air rushes out. The Ultra Capacitor works the same way in that it releases energy instantaneously when it's needed. Side-by-side, the Hybrid has the same digging force and performance levels as a standard machine, while using less fuel and reducing emissions."

## Monitor displays status of stored energy

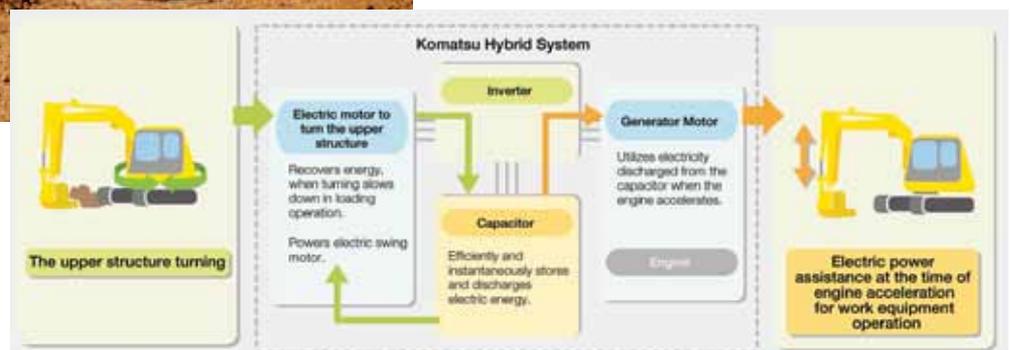
Similar to a standard PC200LC-8, the Hybrid has a seven-inch LCD monitor that displays valuable information regarding machine location, utilization, hours and service intervals. It also comes standard with Komatsu's KOMTRAX remote machine-monitoring system.

In addition, the operator and owner can see energy flow on the "Hybrid Operation Monitor" as the machine operates. Users can change the monitor to display status of the Ultra Capacitor charging and discharging and engine assist by the generator motor as energy flow.

"The Hybrid is another aspect of Komatsu's overall commitment to produce the most efficient and environmentally friendly equipment," said Grzelak, who noted that hybrid technology is not new to Komatsu, which has been producing hybrid forklifts for a few years. "The Hybrid PC200LC-8 is a revolutionary product that's already been proven in the field to reduce fuel consumption without a reduction in productivity." ■



In a side-by-side comparison with a standard PC200LC-8, the Hybrid PC200LC-8 performed the same amount of work with a fuel savings of more than 30 percent. Komatsu's data, gathered over nearly two years, shows the Hybrid can save upward of 40 percent, depending on the application.





# COMPACT EXCAVATORS

# 100%

precision

# KOMATSU<sup>®</sup>

Komatsu compact excavators are right at home working in tight spaces. With advanced Proportional Pressure Control (PPC) joysticks, these machines give you precise handling without sacrificing speed, reach or capacity. Plus, they have all the features that make Komatsu excavators the choice of owners and operators across the country.

- Low-effort Proportional Pressure Control (PPC) joysticks
- Spacious, ergonomically designed operator platform
- Industry-leading 360-degree visibility
- Tilt-forward operator cab structure for ease of service access
- Switchable excavator control pattern without tools (ISO/SAE)

When there's no room for error, the choice is 100% clear. Put our compact excavators to work today and enjoy the confidence that comes from machines that are...

100% Komatsu.

866.513.5778 [www.komatsuamerica.com](http://www.komatsuamerica.com)



# DOZERS

# 100% control

(productivity runs in this family)

# KOMATSU®

You're committed to getting things done on time and on budget, and you need dependable, hard-working machines to meet your deadlines day after day. The Komatsu D31, D37, D39 and D51 dozers all feature the reliability and versatility that have made Komatsu the choice of owners and operators for years:

- Hydrostatic Transmission (HST) for superb accuracy and smooth control
- Excellent blade visibility that minimizes operator guesswork and reduces cycle times
- All the daily maintenance items centralized in one location for convenient access

Whether you're looking for a 78, 89, 105 or 130 horsepower machine, you can be confident you'll get a full day's work—and then some—from dozers that are...

100% Komatsu.

866.513.5778 [www.komatsuamerica.com](http://www.komatsuamerica.com)

# THE VALUE OF SMALL DOZERS

## Komatsu's smallest dozers are powerful, versatile machines for special work

The ability to push mass amounts of dirt with a powerful dozer is great for large jobsites, but there are times when only a smaller machine is viable or necessary. Komatsu makes a wide range of dozers for a broad variety of applications, including the D21A-8 and D21P-8 that are perfect for small and fine-grading work.

"The D21 dozers are the smallest Komatsu makes and are unrivaled in their size class," stated Product Manager David Caldwell, pointing out that the competition's smallest dozers are nearly twice the size of the D21. "Customers who use them find D21s terrific in urban areas and tight quarters. They make great finish dozers. Because of the compact size, they're easily transportable with a skid steer or two-axle trailer, so they're highly mobile."

Caldwell noted that the D21's compact size isn't a hindrance when it comes to pushing power. It's equipped with an efficient hydroshift transmission that offers powerful traction and smooth gear shifts, even at partial throttle.

Long tracks contribute to a well-positioned center of gravity that gives the D21 good balance, making grading on slopes easy. Three undercarriage options are available — a single grouser is standard — including optional high-flotation "swamp" pads and rubber tracks.

"Many customers use rubber tracks because it allows them to move on city streets and in otherwise sensitive areas such as historic districts," said Caldwell. "They also like that other options can be added, such as a three-point hitch and a separate hydraulic system which can be used to power a winch. So, not only do you get a machine that works as a good dozer, but versatility for other applications as well."

### Six-way blade

Caldwell said in dozing applications, the D21 stands out with its eight-foot five-inch, six-way blade. "The six-way blade allows users to move dirt in almost every direction, and the cab design allows for great visibility of the blade and material," said Caldwell. "The blade is controlled by one joystick, while a second joystick controls all speed and direction."

"The two-joystick ease of operation provides more precise control and response for faster cycle times," he added. "And, when maintenance is needed, we simplified that too, with such features as spin-on filters throughout the machine for quick and easy service." ■



David Caldwell,  
Product Manager

### Brief Specs on Komatsu D21A-8 and D21P-8 Dozers

| Model  | Net Horsepower | Operating Weight | Blade Capacity |
|--------|----------------|------------------|----------------|
| D21A-8 | 40 hp          | 8,690 lbs.       | 0.75 cu. yds.  |
| D21P-8 | 40 hp          | 9,350 lbs.       | 0.89 cu. yds.  |

Komatsu's D21 dozers are the smallest in its lineup and work well in tight quarters and fine-grading applications.



# NPK

**ATTACHMENTS**  
*...designed, built and backed by NPK.*



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

An experienced engineering and service team is ready to help you with special applications and installation kits.

# NPK

**NPK CONSTRUCTION EQUIPMENT, INC.**  
 7550 Independence Drive  
 Walton Hills, Ohio 44146-5541  
 Phone: 440-232-7900 or 800-225-4379  
 Fax: 440-232-4382  
 Internet: [www.npkce.com](http://www.npkce.com)



[www.kirby-smith.com](http://www.kirby-smith.com)

**TULSA**  
 12321 E. Pine St.  
 Tulsa, OK 74116  
 (918) 438-1700 (800) 375-3733  
 FAX: (918) 437-7065

**OKLAHOMA CITY**  
 6715 W. Reno  
 Oklahoma City, OK 73127  
 (405) 495-7820 (800) 375-3339  
 FAX: (405) 787-5973

**AMARILLO**  
 3922 I-40 E  
 Amarillo, TX 79103  
 (806) 373-2826 (800) 283-1247  
 FAX: (806) 373-4841

**DALLAS**  
 8505 S Central Expy  
 Dallas, TX 75241  
 (214) 371-7777 (800) 753-1247  
 FAX: (214) 375-7903

**FORT WORTH**  
 1450 NE Loop 820  
 Fort Worth, TX 76106  
 (817) 378-0600 (877) 851-9977  
 FAX: (817) 378-0080

**ABILENE**  
 1629 Vision Dr.  
 Abilene, TX 79602  
 (325) 692-6334 (877) 577-5729  
 FAX: (325) 692-4035

**LUBBOCK**  
 3201 E Slaton Rd  
 Lubbock, TX 79404  
 (806) 745-2112 (866) 289-6087  
 FAX: (806) 745-2102

## DEMO DAYS UPDATE

# LOOKING AT THE FUTURE

## Demo Days attendees take first peek at Komatsu's new hybrid excavator

Attendees of Komatsu's latest Demo Days were among the first to see and operate the company's latest innovation: the Hybrid PC200LC-8 excavator. It was one of more than 25 pieces of equipment highlighted during the event at Komatsu's Training and Demonstration Center in Cartersville, Ga.

Demo Days marked the North American public launch of the hybrid excavator (see related story), which debuted to much praise. Attendees also appreciated the chance to operate everything from a PC88MR-8 compact utility excavator to a D275AX-5 dozer with Komatsu's patented Sigma blade.

"This is a chance for customers to see the solutions and innovations Komatsu has to offer," said Bob Post, Director of Marketing Communications and Sales Training, who noted

*Continued . . .*

Demo Days featured an array of Komatsu equipment.



Terry Truss, Erath Co. Texas (left) and Jody Jordan, KS Sales Rep



Riley Turner of Jerry Tipton Construction (left) and KS Sales Rep Don Jacobson



KS Sales Rep Britt Stubblefield (left) and Nicholas Thomas, VP Nick Thomas, Inc.



Doug Mobley of Tarrant Regional Water (left) and KS Governmental Sales Rep Sol Gieser



# Attendees get hands-on operating experience

... continued



Attendees could not only see the latest Komatsu equipment, but operate it as well, including the new WA50-6 utility wheel loader.

(L-R) Shane McKee of McKee Utility, KS Sales Rep Terry Bridwell and Brian Barnett of All Roads Paving



Komatsu's new Hybrid PC200LC-8 excavator was a big hit at Demo Days, where it made its North American public debut.



that for the first time, Komatsu used its Learning Management System (LMS) to register attendees. "Komatsu dealers do demonstrations, but often that's only one machine. Here, customers get to see and try first-hand our broad product line."

That product line included not only excavators and dozers, but wheel loaders, articulated and rigid-frame haul trucks, a motor grader, skid steer and compact track loaders, a CD110R-2 crawler carrier and a BR580JG crusher.

In addition to operating machinery, many attendees took advantage of Cartersville's close proximity to Komatsu's Chattanooga Manufacturing Operations (CMO) by touring the plant where excavators and articulated trucks are built. There were also educational seminars on a variety of topics.

For more information on Komatsu equipment, contact your sales representative or visit our nearest branch location. ■



Hallaman Excavating Supervisor Brandon Dempsey (left) and KS Sales Rep Barrett Liquori



(L-R) John Lee Cornell of Cornell Construction, Kirby Smith Sales Rep Brad Howard and Jim Parker of J.P. Environmental

## QUALITY THAT LASTS

### Komatsu's new VP of Manufacturing says building reliable machinery never goes out of style

**QUESTION:** You've been involved with manufacturing Komatsu products for more than two decades. What's changed in that time?

**ANSWER:** When I joined Komatsu, our product line was very limited, but since the early 1980s we've grown at an incredible rate, becoming one of the top two manufacturers of heavy equipment in the world. Demand for our innovative products continues to rise. Part of that has been a vastly increased presence in North America, and to meet that demand, Komatsu has built a number of manufacturing facilities. In North America we have three manufacturing plants: mining equipment in Peoria, Ill., excavators and articulated trucks in Chattanooga, Tenn., and utility equipment and wheel loaders in Newberry, S.C. Each has its own engineering and research and development components as part of the manufacturing process, and each not only supplies the North American marketplace, but also some products globally.

Through the years, Komatsu has also increased the number of genuine Komatsu components in our machinery. Customers appreciate that because they know their machine is built to exacting specifications and all components work together harmoniously to increase efficiency. They also like that they can go to the distributor and buy Komatsu OEM parts that are made specifically for their equipment.

**QUESTION:** With that much growth in a relatively short time, how has Komatsu ensured its products meet customer expectations?

**ANSWER:** We simply won't settle for mediocrity or compromise on quality. Think of manufacturing as a puzzle. You can't finish the picture without all the pieces. For Komatsu, those pieces are safety, quality, delivery and cost and they go hand-in-hand. Safety is our

*Continued . . .*



**Bill Suzuki,  
Vice President  
of Manufacturing**

*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.*

Bill Suzuki was named Vice President of Manufacturing last October after marking 25 years with Komatsu. His new role involves overseeing operations at the plants in Peoria, Ill. (mining), Chattanooga, Tenn. (excavators and articulated trucks), and Newberry, S.C. (utility).

"I've seen Komatsu grow up in the North American marketplace," said Bill. "When I joined Komatsu, our presence here was very small, and now we have three manufacturing plants in the U.S. I'm very proud of what Komatsu has accomplished by focusing on quality products that are dependable and efficient. Our customers recognize that and remain loyal to us."

After graduating from Muroran Institute of Technology in 1984, Bill Suzuki went to work for Komatsu and has worked in the company's manufacturing operations since. Most recently he was General Manager of Komatsu's Peoria, Ill., manufacturing facility.

"The principles of each are the same, to build quality machinery that makes the user profitable," said Bill, who is married and has two teenage children. "I enjoy working with the staff at each plant to ensure those principles continue to be met."

# Customer feedback plays important role

... continued



Komatsu encourages customers to visit its manufacturing facilities and see how the products they use are made. "Part of the process of manufacturing equipment is gathering customer information about what they want in a piece of equipment and incorporating that into the final product," said Bill Suzuki, Vice President of Manufacturing.



Komatsu's North American operations include three manufacturing plants in the United States that supply not only North America but also some products globally.

Employees of Komatsu's manufacturing operations do all assembly and testing of new machinery before it leaves the plant. "We've always been very particular that the materials we use are the highest quality," said Vice President of Manufacturing Bill Suzuki, who's been with Komatsu for 25 years. "We won't put a piece of equipment in the marketplace until it's been thoroughly tested and retested."



utmost concern, both for our workers in the plants and operators of Komatsu equipment. From the operator's standpoint, you can't have safety without quality. That means using quality components and materials that ensure each of our machines has the right mix of power and stability so the operator feels confident in the machine's ability to do the job for which it's designed.

Of course, when the customer orders a machine, he expects delivery as quickly as possible. We've cut down our delivery time on orders considerably over the years, and we continue to improve. Because we're always looking for ways to streamline the manufacturing process — that certainly doesn't mean cutting corners in any way — we're able to build quality, safe products at competitive prices. During the past 20 years, our North American customers have come to see how all the pieces fit together to provide added value, and that's why many continue to buy Komatsu after their initial purchase.

**QUESTION: What hasn't changed in terms of manufacturing?**

**ANSWER:** Komatsu's commitment is to building innovative products that are reliable and cost-effective. That never goes out of style. Each time we set out to build a new machine, we strive to make it better than its predecessor by incorporating new technologies with the tried and true. We've always been very particular that the materials we use are the highest quality. We won't put a piece of equipment in the marketplace until it's been thoroughly tested and retested.

**QUESTION: Are customers part of that process?**

**ANSWER:** Yes. Part of the process of manufacturing equipment is gathering customer information about what they want in a piece of equipment and incorporating that into the final product. After all, they're the ones using the machine, so it makes sense that they're part of the process of building and testing machinery. We want to know what they like and don't like, so we can build a better machine.

We also encourage customers to visit one of our manufacturing plants and see for themselves how Komatsu builds the machinery they use every day. ■



# HD605-7 & WA600-6

**100%** loaded  
(with features that deliver results)

## KOMATSU®

When it comes to loading and hauling large amounts of material, speed and capacity mean productivity. But to turn that productivity into profitability, you have to consider maintenance, fuel efficiency and reliability. The Komatsu WA600-6 and HD605-7 fit this equation perfectly.

- Fuel-efficient, Tier-3 engines and optimized hydraulics deliver maximum work per gallon.
- Precise, responsive controls allow for faster cycle times.
- Advanced diagnostic technology simplifies maintenance and service.

When every minute—and every dollar—count toward your bottom line, rely on the rugged dependability of precision-engineered machines that are...

100% Komatsu.

866.513.5778 [www.komatsuamerica.com](http://www.komatsuamerica.com)

# Hit the ground running with LeeBoy/Rosco.



## 8515 Asphalt Paver

Increase productivity and reduce operating costs with LeeBoy's 8515 Asphalt Paver. The 8515 incorporates big-paver features into a heavy-duty maneuverable package designed for production and reliability. It includes an 8- to 15-foot heated and vibrating Legend screed system, powerful 87-hp Kubota engine, dual operator controls and high-deck/low-deck configuration. Now available with the Legend Electric Screed heat option.



## Maximizer 3 Asphalt Distributor

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



## 8816 Asphalt Paver



## Tru-Pac 915 Pneumatic Roller



## SweepPro Broom

# LeeBoy

# ROSCO

A LeeBoy Company

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

### OKLAHOMA CITY

6715 W. Reno  
(405) 495-7820 (800) 375-3339  
FAX: (405) 787-5973

### TULSA

12321 E. Pine St.  
(918) 438-1700 (800) 375-3733  
FAX: (918) 437-7065

### KANSAS CITY

(913) 850-6300 (877) 851-5729



www.kirby-smith.com

# YOUR RENTAL RESOURCE

## Expanded rental fleet gives Kirby-Smith equipment users more options for short- or long-term use

Equipment users in north Texas are learning what Kirby-Smith Oklahoma customers already know — when it comes to rental, Kirby-Smith is the place to go. “In Texas alone, we have 11 people dedicated to the rental business — including rental sales, rental coordinators and yard technicians,” said Bryce Puckett, Kirby-Smith Texas Division Rental Manager. Puckett, who started out in rental sales with Kirby-Smith in Oklahoma City seven years ago, now oversees the company’s rental efforts in Dallas, Ft. Worth, Abilene, Lubbock and Amarillo.

“We have more than 1,100 units in our rental fleet. All nine Kirby-Smith locations have rental equipment, but if the machine a customer needs is not at the nearest Kirby-Smith branch, we can easily bring it in for them,” Puckett noted.

Puckett also pointed out that Kirby-Smith rental units can go out for any length of time — from a day to several years. Rental is becoming a more popular option as contractors may only need a specific piece of equipment for a single project and aren’t ready to invest in a purchase. However, rentals often turn into purchases as customers come to appreciate the productivity, reliability and ease of operation Komatsu equipment provides.

Just as it backs up the equipment it sells with superior service, Kirby-Smith provides product support for its rental fleet from start to finish.

“Before a piece of rental equipment goes out of our yard, it goes through a thorough check of all its systems,” explained Puckett.

*Continued . . .*



**Bryce Puckett,**  
Texas Division  
Rental Manager



Kirby-Smith technicians perform thorough maintenance and service inspections on each piece of incoming rental equipment, checking fluid levels, hours and all machine functions.

# Thorough inspections ensure machine productivity

... continued



Clint Preston,  
Fort Worth  
Service Manager



Joanie Johnson,  
Dallas



Randy Coffey,  
General Rental  
Manager

"Not only is our rental fleet made up of new and late-model units, we maintain them in top condition."

## Tag system ensures quality

Kirby-Smith uses a special Tag System to ensure that all rental units have been through its rigorous service and maintenance procedures before going out to the next customer.

"When a machine comes back in after rental, the first thing we do is thoroughly clean it and attach a tricolor tag," explained Clint Preston, Kirby-Smith's Fort Worth Service Manager. "The yellow portion of the tag indicates the machine hasn't been looked at so the next step is an inspection. We check and refill all the fluid levels, note the hours and do any scheduled maintenance, run all operations on the machine, check tires, wipers, heaters, air conditioning, etc. If any repairs are needed, we make note of it and leave the red tag on the unit. Once it's repaired and ready to rent again it has a green 'ready to rent' tag."

The result of this vigilant service and maintenance system is that the rental machines are in excellent condition and ready to perform on the job without operation issues or downtime. "We really jump through hoops to

make sure that customers have the equipment they need and have it up and running all the time," Puckett noted.

## Customer service is priority

It's that kind of attention to detail and customer service that equipment users appreciate, according to Joanie Johnson, a coordinator in the Dallas office. "My favorite part of the rental business is dealing with customers and being able to help somebody. We have so many pieces of equipment and we can pull a machine out of another store and get it to a customer, usually within a day. Since Kirby-Smith came in and took over, the attitude toward rental is completely different," she continued. "Kirby Smith provides the same level of service, whether the customer is new or longtime, big or small. Customer service really is No. 1 with Kirby-Smith."

General Rental Manager Randy Coffey in Oklahoma City confirms that Kirby-Smith's philosophy is to give customers what they want, when they want it.

"Rental is becoming an increasingly attractive option," he noted. "However, everything in our rental fleet is also for sale, so the rental-purchase option is always on the table. We also try to make it easy for customers by providing other services, such as setting up accounts online and offering renters a physical damage waiver."

Coffey is particularly enthusiastic about the rental opportunities in Texas. "Kirby-Smith is bringing its unparalleled rental service to Texas — and for many equipment users there, it will be a new and completely different experience. We're determined to show them the same level of customer service, rental fleet availability and a top-quality, late model rental fleet that our other customers have experienced. We have rental units out from Mexico to Canada, so we've established a reputation in the rental business that Texas customers can now experience first-hand."

For more information on how Kirby-Smith rental equipment can help you meet your individual jobsite and productivity needs, contact your Kirby-Smith sales representative or nearest branch location. ■

Kirby-Smith's exclusive tricolor rental equipment tag system ensures each unit is thoroughly checked out, repairs or maintenance procedures performed and it's ready to rent before it goes out to the next customer's jobsite.



## TRADE SHOW REPORT

# AMARILLO FARM AND RANCH SHOW

## Kirby-Smith showcases new Komatsu excavator, loader and loader buckets at annual show

One of the largest annual farm and ranch shows in the nation took place recently in Amarillo, Texas. The Amarillo Farm and Ranch Show draws in more than 30,000 attendees from the Texas and Oklahoma Panhandles, as well as New Mexico, Colorado and Kansas.

According to Kirby-Smith Amarillo/Lubbock Branch Manager Chuck Thompson, the company had a major presence at this show with the introduction of the Komatsu PC228USLC-3, the Komatsu WA250PZ-6, and a new line of high-dump loader buckets.

“Komatsu revolutionized the 138-horsepower, 27,000-pound class of wheel loaders with the WA250PZ-6,” observed Thompson. “This loader features parallel-movement PZ linkage in both fork and bucket applications. The new linkage design provides excellent visibility of front attachments, large tilt force at all heights, large dump angle at maximum boom height and a two-mode bucket leveler.”

Also featured at the Kirby-Smith display was Komatsu’s PC228USLC-3 hydraulic excavator, which has a tight-tail-swing profile that’s designed specifically for work in confined areas. “By reducing tail swing, the PC228USLC-3 is perfect for work on roadways, bridges, in urban areas, or anywhere space is limited,” Thompson explained.

In addition to the two machines, Kirby-Smith Machinery showcased a wide variety of high-dump loader buckets, specially suited for the grain, fertilizer, dairy, and feedlot markets. “Features such as 93-degree dump angles, dual dump cylinders, and a load capacity of more than 3,200 pounds per cubic yard make these buckets versatile, cost-effective tools for the farm and ranch industry,” said Thompson. ■



The Kirby-Smith display at the most recent Amarillo Farm and Ranch show featured the Komatsu PC228USLC-3 excavator and WA250PZ-6 parallel tool carrier.



Amarillo Parts Manager Joe Phillips (left) and Branch Manager Chuck Thompson participated in the Amarillo Farm and Ranch Show, along with other Kirby-Smith team members.

# ***Introducing the Broce MK1 Transfer Sweeper***



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

***Broce Broom***

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



[www.kirby-smith.com](http://www.kirby-smith.com)

**OKLAHOMA CITY**

6715 W. Reno  
(405) 495-7820

**DALLAS, TX**

8505 S Central Expy  
(214) 371-7777

**TULSA**

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

**FT. WORTH, TX**

1450 NE Loop 820  
(817) 378-0600

## KUDOS TO CUSTOMERS

# OKLAHOMA AGC SAFETY AWARDS

## Keynote speaker General Tommy Franks headlines annual event to honor contractors for safety efforts

Oklahoma AGC members got a special treat at the organization's annual Safety Awards Banquet, held November 19 at the Waterford Marriott hotel in Oklahoma City. Special guest General Tommy Franks, an Oklahoma native, gave the keynote address. A four-star general, Franks was Commander-in-Chief, U.S. Central Command. In that position he led American and Coalition troops in Operation Enduring Freedom in Afghanistan and Operation Iraqi Freedom in Iraq.

A large crowd of more than 150 AGC members and associate members turned out for the event. Kirby-Smith had six attendees: Mike Green, Brad Howard, Don Jacobson, Clay Lineback, Dan Rutz and Bob Tilley.

Following General Franks' remarks, AGC officials presented the organization's annual safety awards. The Safety Awards Program recognizes and rewards contractors for maintaining and promoting a safe workplace. Each of the winners in all five categories is a Kirby-Smith customer. (See list of contractor recipients at right.)

Another highlight of the evening was the presentation of the Pharaoh Outstanding Bridge Award, given to Becco Contractors, Inc. of Tulsa. Becco Contractors Project Superintendent Chad Smith accepted the prestigious award, which recognizes the highest-quality bridge constructed during the past year. Becco Contractors is also a valued Kirby-Smith customer that works with Sales Representative Clay Lineback. Another Kirby-Smith customer, Jim Cooley Construction, Inc., received a Perfect Safety Record Certificate.

AGC Executive Director Bobby Stem presented the awards and praised all AGC members for their accomplishments in 2009. "There is strength in numbers and that's a benefit when we go to ODOT and when we go to the Capitol building to

push for funding. That funding goes directly into the pockets of AGC members."

Kirby-Smith congratulates each of the contractor award winners and wishes each a safe and productive 2010. ■



Becco Contractors Project Superintendent Chad Smith (left) accepts the Pharaoh Outstanding Bridge Award from AGC Executive Director Bobby Stem.

### 2009 AGC Safety Award Winners

#### Category 1

- 1st Place - Traffic Signals, Inc.
- 2nd Place - Blaco Construction, LLC
- 3rd Place - Highway Contractors, Inc.

#### Category 2

- 1st Place - Overland Corporation
- 2nd Place - Advanced Workzone Services

#### Category 3

- 1st Place - Evans & Associates Construction Co., Inc.
- 2nd Place - Direct Traffic Control
- 3rd Place - Dobson Brothers Construction Co.

#### Category 4

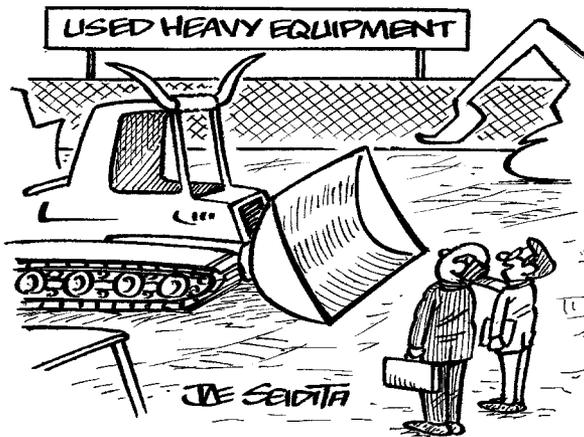
- 1st Place - TTK Construction Co., Inc.
- 2nd Place - Sewell Bros., Inc.
- 3rd Place - Cummins Construction Company, Inc.

#### Category 5

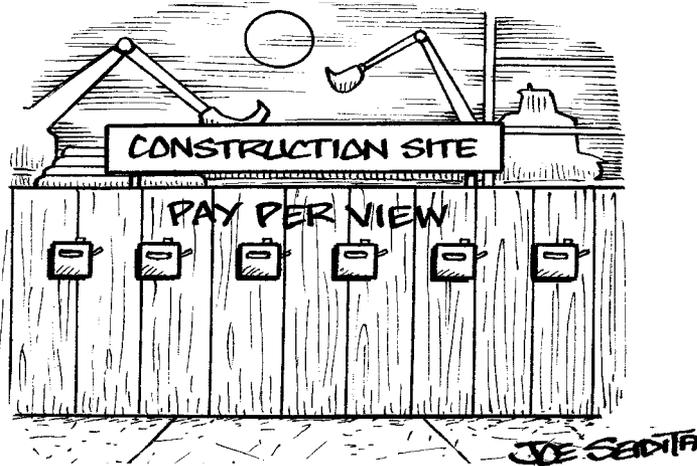
- 1st Place - Manhattan Road & Bridge Company
- 2nd Place - Sherwood Construction Co., Inc.
- 3rd Place - Haskell Lemon Construction Co.

# SIDE TRACKS

## On the light side



"That one only had one previous owner... an earthmoving company in Texas."

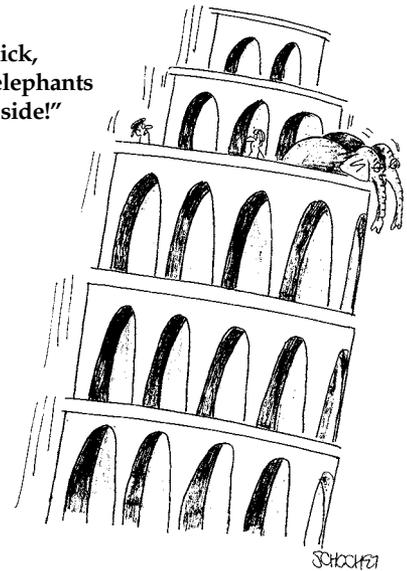


## Brain Teasers

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

1. RECVIES \_\_\_\_\_
2. RITD \_\_\_\_\_
3. TACNIVEOXA \_\_\_\_\_
4. DELORA \_\_\_\_\_
5. PROCTOMAC \_\_\_\_\_
6. TAPRS \_\_\_\_\_

"Quick, shift the elephants to this side!"



## Did you know...

- No piece of paper can be folded in half more than seven times.
- You burn more calories sleeping than you do watching television.
- The plastic things on the end of shoelaces are called aglets.
- There are 293 ways to make change for a dollar.
- The cigarette lighter was invented before the match.
- It takes 3,000 cattle to supply the NFL with enough leather for a year's supply of footballs.
- Abraham Lincoln faces to the right on a penny while all the other presidents face to the left on U.S. coins.
- The first Harley Davidson motorcycle was built in 1903, and used a tomato can for a carburetor.
- No word in the English language rhymes with month, orange, silver or purple.
- Apples, not caffeine, are more efficient at waking you up in the morning.

# EMPLOYEE EXCELLENCE

## ANNUAL SERVICE AWARDS

### Managers throughout Kirby-Smith honor employee dedication and service

Kirby-Smith branches recently set aside time to recognize and honor their dedicated employees. In 2009, 45 staff members achieved milestones in service to customers and to Kirby-Smith.

Kirby-Smith managers honored employees who had reached three-, five-, 10-, 15- and 20-year anniversaries in 2009.

"These people, along with our other employees, have dedicated their efforts to serving our customers," noted Kirby-Smith President Ed Kirby. "We are fortunate to have so many highly skilled and experienced people on our team. These awards acknowledge their efforts and are a small way of thanking them for all they do." ■



#### Recipients of Kirby-Smith 20-year Service Awards:



Ralph Grass Jr.,  
Service Technician



Robert Rodriguez,  
Quality Control Inspector

#### OKLAHOMA CITY

##### 3 YEARS OF SERVICE

Philip Belcher  
Casey Childress  
Mark Fortin  
Bill Fullen  
Rusty Hancock  
Jason Holmes  
Steven Houck  
Tonya Mason  
Mike Padgett  
David Pollock  
Dawn Robinson

##### 5 YEARS OF SERVICE

Ron Clark  
Jerry Hunter  
Kevin Locke  
Chad Murphy  
Don Skillingstad  
Robert Weaver

##### 10 YEARS OF SERVICE

Jack Bruesch  
Lana Carnahan  
Jeff Cavaness  
Keith Crawford  
Dusty Odom

##### 15 YEARS OF SERVICE

William Gustafson

##### 20 YEARS OF SERVICE

Robert Rodriguez

#### KANSAS CITY

##### 3 YEARS OF SERVICE

Christopher Zimmerman

#### LUBBOCK

##### 5 YEARS OF SERVICE

Jimmy Crouch

#### TULSA

##### 3 YEARS OF SERVICE

Brandon Godsey  
Roger Jorgensen  
Kurt Maxwell  
Katherine Quinonez  
Cash Still  
David Watkins

##### 10 YEARS OF SERVICE

Kelly Littlefield  
Dewayne McDaris  
Jim Payne  
Jeff Rice

##### 15 YEARS OF SERVICE

Bret Bryant  
Bob Hamon

##### 20 YEARS OF SERVICE

Ralph Grass Jr.

#### FT. WORTH

##### 3 YEARS OF SERVICE

Donald Burns

##### 5 YEARS OF SERVICE

Richard Villalobos  
Kevin Wright

#### ST. LOUIS

##### 3 YEARS OF SERVICE

Michael Santel

##### 5 YEARS OF SERVICE

Kenneth Boenker  
John Fallert

ALL FROM A SINGLE SOURCE:  
THE WORLD'S #1 BRANDS FOR  
ROAD BUILDING.



Close to  
our customers



ROAD TECHNOLOGIES

Rely on the Wirtgen Group's full range of products for new construction and rehabilitation of roads. Our sales and service experts, based close to your doorstep, offer the expertise and all-round support you need.

[www.wirtgenamerica.com](http://www.wirtgenamerica.com)



[www.kirby-smith.com](http://www.kirby-smith.com)

**SALES • LEASE • RENTALS • PARTS • SERVICE**

**OKLAHOMA CITY, OK**

6715 W. Reno • (405) 495-7820

**TULSA, OK**

12321 E. Pine St. • (918) 438-1700

**DALLAS, TX**

8505 S. Central Expressway • (214) 371-7777

**FT. WORTH, TX**

1450 NE Loop 820 • (817) 378-0600

**AMARILLO, TX**

3922 I-40 East • (806) 373-2826

**LUBBOCK, TX**

3201 Slaton Hwy 84 • (806) 745-2112

**ABILENE, TX**

1629 Vision Drive • (325) 692-6334

# USED EQUIPMENT

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



2006 SkyTrak 6036, TIU06332, s/n 160018629, 428 hours, 4WD, 4W crab steer, 48" pallet forks.....\$58,500



2008 Komatsu D51EX-22, KMU08271, s/n B10958, 902 hours, EROPS, A/C, sweeps, screens semi-U blade, rippers.....\$120,000



2006 Komatsu WA380-5L, KMU06157, s/n A52684, 4,636 hours, 4.3-cu-yd GP bkt., mono lever controls, AM/FM stereo ..... \$89,500



2003 Komatsu GD655-3YB, KMUC03221, s/n 50047, 2,664 hours, cab, A/C, 12' moldboard, rear ripper.....\$99,500

| Make | Model | Stock # | Year | Price | Make | Model | Stock # | Year | Price |
|------|-------|---------|------|-------|------|-------|---------|------|-------|
|------|-------|---------|------|-------|------|-------|---------|------|-------|

## BACKHOE LOADERS

|         |          |          |      |          |
|---------|----------|----------|------|----------|
| Komatsu | WB140-2N | KMU05131 | 2005 | \$41,000 |
| Komatsu | WB146-5  | KM07383  | 2007 | \$48,500 |

## CRANES

|        |                       |          |      |           |
|--------|-----------------------|----------|------|-----------|
| Tadano | TM-ZR506XL /Ford F750 | TDU06006 | 2006 | \$60,000  |
| Grove  | RT855B                | GRU95818 | 1995 | \$169,000 |
| Grove  | TMS900E               | GRU04439 | 2004 | \$479,500 |

## HYDRAULIC EXCAVATORS

|           |              |          |      |           |
|-----------|--------------|----------|------|-----------|
| Komatsu   | PC27MR-1     | KMU04683 | 2004 | \$14,500  |
| Komatsu   | PC78MR-6     | KMU04820 | 2004 | \$39,500  |
| Komatsu   | PC160LC-7    | KMU07465 | 2007 | \$69,500  |
| Link Belt | 210LX        | LSU01248 | 2001 | \$37,500  |
| Komatsu   | PC228USLC-3N | KMU05843 | 2005 | \$117,300 |
| Komatsu   | PC270LC-8    | KMU09086 | 2009 | \$182,500 |

## CRAWLER DOZERS

|         |            |          |      |           |
|---------|------------|----------|------|-----------|
| Komatsu | D51EX-22   | KMU08271 | 2008 | \$120,000 |
| Komatsu | D51EX-22   | KMU08548 | 2008 | \$125,000 |
| Komatsu | D61EX-15E0 | KMU06073 | 2006 | \$129,000 |
| Komatsu | D65EX-15E0 | KMU06409 | 2006 | \$115,000 |
| Dressta | TD15MLT    | IHU07150 | 2007 | \$150,000 |
| Cat     | D3G        | CTU05770 | 2005 | \$35,000  |
| Dressta | TD7        | IHU96156 | 1996 | \$25,000  |

## WHEEL LOADERS

|         |          |           |      |          |
|---------|----------|-----------|------|----------|
| Komatsu | WA75     | KMU04255  | 2004 | \$25,000 |
| Komatsu | WA200-5  | RB10089   | 2005 | \$59,000 |
| Komatsu | WA320-5L | KM05251RM | 2005 | \$79,500 |
| Komatsu | WA380-5L | KMU06157  | 2006 | \$89,500 |
| Komatsu | WA380-5L | KMU06296  | 2006 | \$72,500 |
| Komatsu | WA450-5  | RR10078   | 2003 | \$99,500 |
| Komatsu | WA120-1  | KMU96521  | 1996 | \$17,000 |

## MOTOR GRADERS

|         |           |           |      |           |
|---------|-----------|-----------|------|-----------|
| Komatsu | GD655-3YB | KMUC03221 | 2003 | \$99,500  |
| Komatsu | GD655-3CA | KMUC06224 | 2006 | \$155,000 |
| Komatsu | GD675-3C  | KMUC04222 | 2004 | \$117,500 |
| PSI     | MG622     | ZZC04421  | 2004 | \$69,000  |

## PAVING & COMPACTION

|         |       |          |      |          |
|---------|-------|----------|------|----------|
| Lee Boy | 1000B | LBU97116 | 1997 | \$10,000 |
| Lee Boy | 8515  | LBU05076 | 2005 | \$30,000 |

## FORK LIFTS

|         |       |          |      |          |
|---------|-------|----------|------|----------|
| SkyTrak | 6036  | TIU06332 | 2006 | \$58,500 |
| SkyTrak | 10042 | TIU04238 | 2004 | \$62,000 |

## SKID LOADERS

|         |          |          |      |          |
|---------|----------|----------|------|----------|
| Komatsu | SK820-5  | KMU06027 | 2006 | \$25,000 |
| Komatsu | SK1020-5 | KMU07285 | 2007 | \$21,000 |



2004 Komatsu GD675-3C, KMUC04222, s/n 50016, 1,930 hours, cab, A/C, rear rippers, 12' moldboard .....\$117,500



2007 Komatsu, PC27MR-1, KMU04683, s/n 12122, 2,961 hours, 6,000-lb. operating weight, 8'8" digging depth..... \$14,500



2006 Komatsu D65EX-15, KMU06409, s/n 69179, 3,146 hours, EROPS, A/C, sweeps, screens, semi-U blade, rippers.....\$115,000



2001 Link Belt 210LX, LSU01248, s/n K3J15939, 6,039 hours, cab, A/C.....\$37,500



CALL US AT (800) 375-3339 OR VISIT OUR WEB SITE AT  
[WWW.KIRBY-SMITH.COM](http://WWW.KIRBY-SMITH.COM)

# KOMATSU

Equipment subject to prior sale or change without notice

C.P.I.  
P.O. Box 1689  
C.R., IA 52406-1689

Presorted Standard  
US Postage Paid  
C.P.I.

Change Service Requested

# KOMATSU

**GRADALL** **GOMACO**

**JLG** **NPK**  
An Outlook Corporation Company

**ROSCO** **HAMM**  
A Liebherr Company

**V/J:B** **DRESSTA**  
PALADIN HEAVY CONSTRUCTION

**bmc** godwin pumps

**GROVE**

**Clippard** **VÖGELE**

**NATIONAL CRANE** **MQ MULTQUIP**

**ESCO** **TRAIL KING industries**

**Manitowoc** **AIR CURTAIN DESTRUCTORS**  
CONCRETE REMEDIATION & DEMOLITION

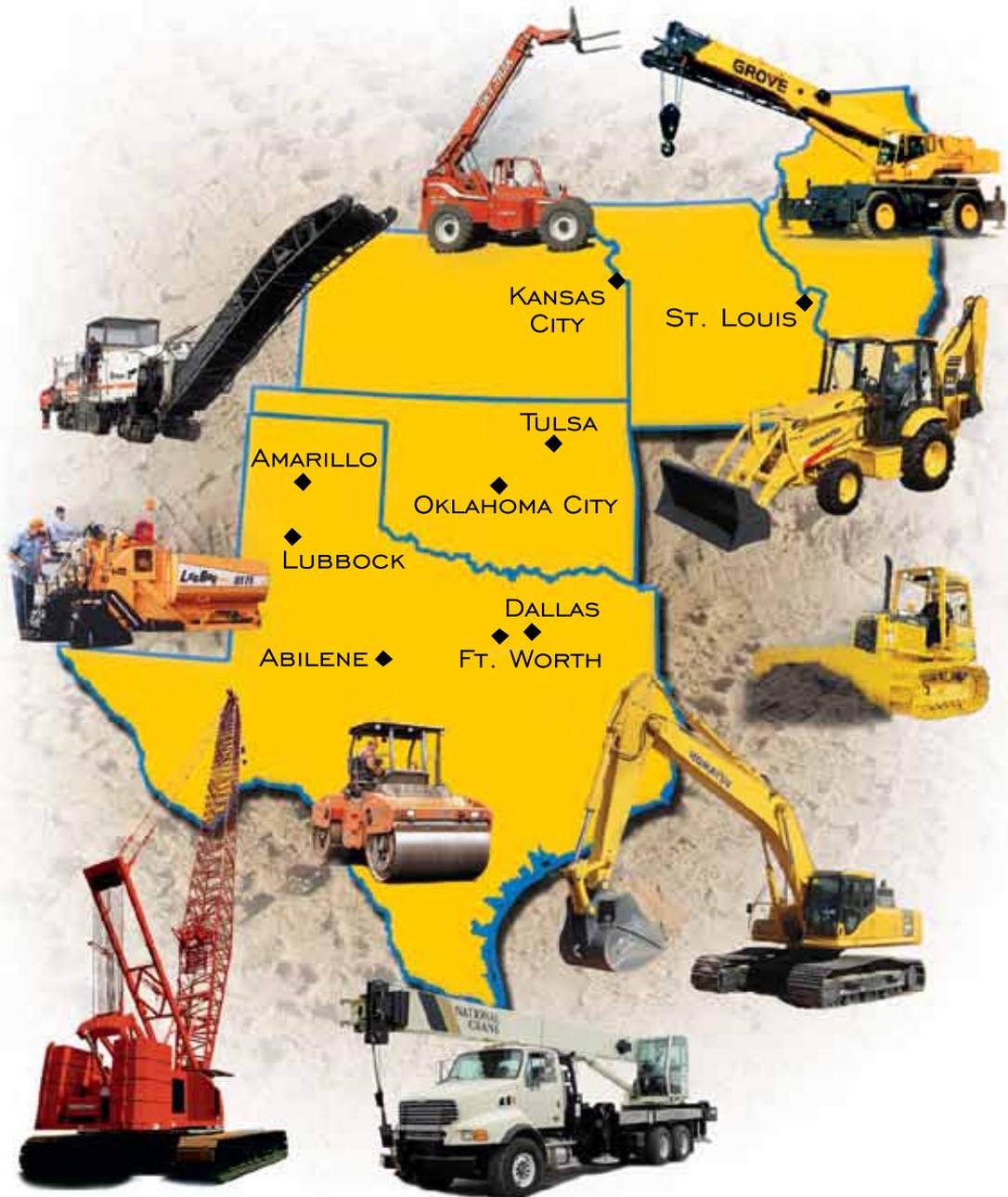
**HENSLEY** **IR Ingersoll Rand**

**WB** **Broce Broom**

**LeeBoy** **SKYTRAK**

**EFFER** **Wirtgen**

Not all makes available at all locations



www.kirby-smith.com

## YOUR SOURCE FOR A WORLD OF EQUIPMENT!

OKLAHOMA CITY: (405) 495-7820 • (800) 375-3339

TULSA: (918) 438-1700 • (800) 375-3733

ST. LOUIS: (314) 729-0125 • (866) 279-1392

KANSAS CITY: (913) 850-6300 • (877) 851-5729

ABILENE: (325) 692-6334 • (877) 577-5729

AMARILLO: (806) 373-2826 • (800) 283-1247

DALLAS: (214) 371-7777 • (800) 753-1247

FT. WORTH: (817) 378-0600 • (877) 851-9977

LUBBOCK: (806) 745-2112 • (866) 289-6087