



CONNECTION

A publication for and about Kirby-Smith Machinery customers • 2009 No. 2

"WHATEVER IT TAKES"
Kirby-Smith brings its customer-first product support philosophy to Texas

See article inside . . .



A MESSAGE FROM THE PRESIDENT



Ed Kirby

**Some positive
signs point to
economic
recovery**



Dear Equipment User:

The next several months will provide key insight into the construction industry's long-term outlook. We're hopeful that Congress will soon build on the economic stimulus package by passing a comprehensive highway bill and legislation that focuses on a long-term commitment to water and sewer infrastructure. Bills have been crafted on all counts, but put aside in favor of other measures.

With economists speaking of an end to the recession, we have hope that the worst is over and we'll soon see a return of construction work and the workers who make projects happen. Some sectors, such as single-family housing, have stabilized and even risen.

As industry demands begin to rise, so will the need for equipment. Whether you buy or rent machinery, we at Kirby-Smith are here to help you. Remember, incentives in the economic stimulus package can potentially save you in taxes through bonus depreciation and additional expensing when you purchase. Contact your sales representative or one of our branch locations to learn more.

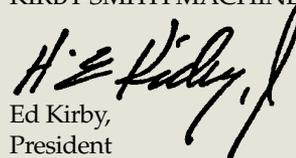
Of course, we believe we represent the best equipment manufacturers in the industry. Our Komatsu equipment is second-to-none, and this issue highlights why it's one of the world's leading manufacturers. See the articles inside on WA50-6, WA150-6, WA470-6 and WA480-6 wheel loaders, along with the article about the PC200 HD Spec Arrangement excavator.



Also new for readers is an online video feature. Look for the video icon in an article, then visit www.videocpi.com to see Komatsu machinery in action.

Please feel free to call on us whether you're looking for equipment or parts and service to back it up. We've got what you need.

Sincerely,
KIRBY-SMITH MACHINERY, INC.



Ed Kirby,
President



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- Jean Mault, TX Product Support Sales Manager
- Susan Rader, TX Finance Manager
- Bryce Puckett, TX Rental Manager

IN THIS ISSUE...

HALLAMAN EXCAVATION, INC.

See how diversification helped this 10-year-old Stratford, Okla., company grow and prosper.

GETTING TO KNOW KIRBY-SMITH

Learn about the "customer-first" philosophy that Kirby-Smith brings to product support in Texas.

DOLLARS & SENSE

Find out how Section 179 can save you money in taxes this year.

THE ROAD AHEAD

Read about the measures construction industry groups are taking to speed up passage of a new highway bill in Congress.

GUEST OPINION

William Buechner, VP for Economics and Research for ARTBA explains why urgent action is needed to pass a new surface transportation bill.

NEW PRODUCTS

Large-capacity torque converters head the list of features that make Komatsu's new WA470-6 and WA480-6 wheel loaders more productive and efficient.

PRODUCT IMPROVEMENT

With more capacity and stability, Komatsu's new PC200LC-8 HD Spec Arrangement may be just the excavator you need for demanding applications such as demolition, scrap handling and land clearing.

Published by Construction Publications, Inc. for



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Printed in U.S.A.



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HALLAMAN EXCAVATION, INC.

Diversification leads to expansion for Stratford, Okla., contractor

This year marks Hallaman Excavation's 10th anniversary, and despite tough economic times, it's as busy as ever. Owners Gary and Deb Hallaman credit the steady work to a focus on diversification, something the two have worked to build since they moved to Stratford, Okla., in the late 1990s.

"Diversification into different segments of the market, and diversification in the service we provide keeps us busy," said Gary, who's President, while Deb is Vice President. "We started out doing small land-clearing jobs and continued to build off that to a point where we can handle full site packages for residential, commercial, industrial, governmental and even ranch customers. There aren't many companies that offer the full range of services we do, and that, combined with our ability to work in several sectors, keeps us in demand."

Hallaman Excavation still does land clearing, but mainly as a part of its full site-package offerings. The company also does water, sanitary and storm sewer installations,

as well as building pads, site work, mass and final grading and concrete paving.

"We can do it all for customers, or break out any portion they want," said Deb. "What's interesting is when we're not doing full site packages, our work tends to be evenly split among site work, demolition, utility installation and paving at a fairly even balance. The fact we work in so many market segments means if one area is slow, we can move into another without a huge drop-off in work load."

That work load has increased several times over since the couple founded the business in 1999 after moving to Oklahoma from their native Connecticut. At the time of their move, neither was working in the construction industry, although both had a background in earthmoving and related work in their home state.

Deb's father, Harry Brower, owned a construction company where Gary worked part time when he wasn't at his full-time job as a paramedic. Gary had also worked extensively in construction prior to becoming a paramedic.

"Our prospects in Connecticut were drying up," explained Gary. "Deb's job was going to be eliminated and things weren't looking too bright for me either. We'd visited the Stratford area (about 60 miles southeast of Oklahoma City), fell in love with it and decided to move here."

When the Hallamans came to Oklahoma, they both originally took jobs outside the construction industry, but it wasn't long before Gary got back into it when he went to work for the city of Ada's construction department. It helped reinforce in him the desire to go out on his own.

"The timing was right because there was a need for the type of construction work we do, so our name got out there fairly fast and we grew quickly."

Deb and Gary Hallaman own Hallaman Excavation, a highly diversified contracting company that services about a 90-mile radius of its home base in Stratford, Okla.



Staff critical to success

At the outset, Gary worked by himself, with some help from his father-in-law who moved to Oklahoma not long after Gary and Deb did. Within a few months, he added Branum Dempsey and Bobby Hedrick to his staff, both of whom still work for Hallaman Excavation as an Operations Manager and Operator respectively.

They're part of a staff of about 30 people who work full time for the company, including Deb, who eventually quit her job to run Hallaman Excavation's office. Other key staff members include Jess Morrison, who has fleet maintenance duties and operates equipment, and Foreman Dave Olilla.

"Diversification is a key component in our success, but no more important than the people who work here," said Deb. "Some have worked for us almost from the beginning and some just started, but they're all vital to our being able to get any type of work done efficiently and to the customer's satisfaction."

Technology plays a vital role

In addition to their staff, the Hallamans also credit the company's efficiency to a bold move into technology. Hallaman Excavation employs computerized estimating and bidding software, as well as a TOPCON GPS system, when it's moving earth, laying down aggregate materials, putting in utilities and paving.

"I was hesitant to invest in technology, but after watching some others use it, it became a 'must have' to me," said Gary. "The bidding and estimating software saves me days of doing a takeoff by hand, and it's more accurate. That saves us time, but where we really make up time and cost is in the TOPCON system. We put the topography of a project into the system and it tells us exactly where to be in terms of our grade, subbase, paving or pipe elevation. It cuts down guesswork and inaccuracies in terms of materials and reduces labor costs.

"We used it on a road project and it allowed us to complete the project four weeks ahead of schedule, and the inspector said it was the smoothest and best job he'd ever seen," he added. "With the TOPCON system, we



Using a rented Komatsu PC200LC-8, Operator Bobby Hedrick loads out demolition debris. "Komatsu equipment lowers my per-yard cost because the machines are fuel-efficient and don't cost us in downtime," said Hallaman Excavation Owner/President Gary Hallaman.



Hallaman Excavation uses this Komatsu CK30 compact track loader for small work, including cleanup on demolition sites, backfilling and grading.

can put the dirt to grade more accurately; therefore, the aggregate subbase and the paving are more accurate. That virtually eliminates material overages, which in the past, were a normal part of the project. Plus, we don't have to have extra staff on hand to check the grade. Factor it all in, and the system pays for itself in fairly short order."

Komatsu, Kirby-Smith keep company moving

Hallaman Excavation purchased the TOPCON system from Kirby-Smith, where it also buys and rents Komatsu equipment, including a D41 dozer and GD655 motor grader, which are the primary machines using TOPCON.

"TOPCON saves me time and money in material costs and Komatsu equipment lowers my per-yard cost even further because the machines are fuel-efficient and don't cost us

Continued . . .



Diversification provides options for future growth

... continued



Branum Dempsey,
Operations
Manager

in downtime," said Gary. "As busy as we are, we can't afford to have a machine sitting for an extended period of time. That's why in the past few years I've concentrated on buying new Komatsu equipment because I know it's going to give me my money's worth."

Additional pieces of Komatsu equipment include a WA200 wheel loader, a CK35

compact track loader and two excavators, a PC160LC-7 and a PC78MR-5. Hallaman Excavation also has compaction equipment and an NPK hammer from Kirby-Smith.

"Our first Komatsu piece was the PC160 that we originally rented from Kirby-Smith," recalled Gary. "I used it on a utility job, and not long after, used it to put in a building pad. Another contractor was on that project using a larger competitive machine that wasn't getting the job done. We put the PC160 to work, and it outperformed the other machine. The customer was impressed and we've been working for him ever since, so I owe a lot to that PC160."

The Hallamans also believe Kirby-Smith plays a vital role in their success. The couple works with Oklahoma City Territory Manager Chad Murphy and Product Support Representative Bud Sears.

"Our philosophy has always been to buy small and medium equipment and rent the larger units as needed," said Gary. "We're able to do that because of the help Kirby-Smith provides us in finding the right machines. Much of our equipment fleet has come from purchases we've made after renting equipment through a rental-purchase agreement with Kirby-Smith. We also buy our parts from them and use Kirby-Smith for service work as needed. They've always met and exceeded our needs."

Taking another step

Much of Hallaman Excavation's work now falls into the commercial and governmental markets with a few residential projects sprinkled in. Despite the tough economic times, the Hallamans see the balance tipping back to residential in the coming months. Being diversified means they're ready for any shift.

"We're still doing some higher-end residential work, but believe that more subdivision projects may take off in the near future," said Deb. "We are also looking at further diversification with a focus toward doing structural concrete. What we do now is mainly flatwork, but we want to be able to do it all. That would really round out our offerings and be the next step in our progression. Of course, we'll do it so that we can continue to offer the same level of service we always have." ■



(L-R) Kirby-Smith Territory Manager Chad Murphy works with Hallaman Excavation Operations Manager Branum Dempsey and Owners Deb and Gary Hallaman. "Much of our equipment fleet has come from purchases through a rental-purchase agreement with Kirby-Smith," said Gary. "We also buy our parts from them and use Kirby-Smith for service work as needed. They've always met and exceeded our needs."

Hallaman Excavation rents Komatsu equipment from Kirby-Smith as needed, including this D41 dozer, equipped with a TOPCON system (right) and this D51EX-22 dozer (below).





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GETTING TO KNOW KIRBY-SMITH

“WHATEVER IT TAKES”

Kirby-Smith brings its customer-first philosophy to Texas

At Kirby-Smith, the words “product support” mean more than just selling parts and fixing a machine. Product support is a culture, a philosophy that pervades every aspect of the company and its people. It encompasses new and used equipment sales, rentals, shop and field service, and parts.

“We are especially pleased to bring our philosophy of customer service to north Texas,” said Kirby-Smith founder and President Ed Kirby. “Our approach has always been to do

whatever it takes to make our customers happy. Equipment users in our new Texas territory will find a big difference in how we go about business and they’ll be pleasantly surprised.”

Service managers have new attitude

With many decades of heavy equipment experience, the technicians at work in Kirby-Smith’s Dallas and Ft. Worth branches are all pleased and honored to be part of Kirby-Smith, according to Terry Bailey, Dallas/Ft. Worth Service Manager.

“Kirby-Smith is a very professional company,” he explained. “Our technicians are getting excellent in-house and factory training and, although they are qualified to work on all equipment, we also have individuals who become specialists on certain machines, such as dozers or excavators.”

Bailey works with new and potential customers, letting them know what Kirby-Smith can offer in terms of product support. He also oversees Ft. Worth Service Manager Clint Preston, who he recently brought on board, and Product Support Service Managers Chad Orr and Chad White in Dallas.

Orr is responsible for the Komatsu product line and White handles the other lines, including Hamm, Wirtgen, Gradall and others. Together they work with a total of 11 field technicians and five shop technicians.

According to White, the Kirby-Smith structure and attitude are completely different. “Everything is focused on making sure the customer is happy — from basic paperwork needed to open and close a service job to ensuring the work was done correctly,” he explained. “Kirby-Smith



Terry Bailey,
Dallas/Ft. Worth
Service Manager



Clint Preston,
Ft. Worth Service
Manager



Kevin Hart,
Amarillo/Lubbock
Service Manager

Dallas Product Support Service Managers Chad White (left) and Chad Orr work with 11 field and five shop technicians to support all the product lines Kirby-Smith represents.





Service Technician Bob Deaton is replacing this Komatsu D39PX dozer engine with a reman engine in Kirby-Smith's Dallas shop. Technician training is a Kirby-Smith strength, ensuring customers encounter as little downtime as possible.

is a distributor that does things 100 percent differently from the way they were done in this area before. We may be in the same building, but customers will find it's not the same place."

"We have people who can answer your questions and get things done," added Orr. "Customers come first. Period. That's from the top down."

The two note that Kirby-Smith supplies additional technician training and resources that result in faster response, better service and less downtime for customers.

In nearby Ft. Worth, Service Manager Clint Preston agrees prompt service is important and adds that communication is another key. "Our service team focuses on building trust with customers by communicating with them. To get repeat customers, we have to give them fair value in terms of sales, parts and service, and product support."

Preston says that product support incorporates many different facets — people, workmanship, honesty and integrity. "We can have the best product in the world, but if we don't support it, it's not worth a darn."

Backing up that philosophy is Preston's team of eight experienced technicians, including five field service and three shop techs.

As Service Manager for Kirby-Smith's Lubbock and Amarillo branches, Kevin Hart says his primary job is taking care of west Texas customers and making them happy. Besides supervising the six shop and field technicians, he often goes directly to customers to visit with them.

"We have customers all the way from Pueblo, Colorado, down to the Mexico border. Whatever the customer's needs are, we take care of it. Our techs try to troubleshoot and take parts with them before they even leave for the customer's site because they may be four hours away or more."

Hart says KOMTRAX, Komatsu's remote machine-monitoring system, is a big help in troubleshooting. "KOMTRAX will provide error codes and maintenance information so we can get the right parts and get customers up and running more quickly.

"We've got a great team of technicians who have anywhere from two to 30 years experience. We work on all makes of equipment and Kirby-Smith provides excellent ongoing training. The advantage for customers is we can go out there and do the job right the first time."

Continued . . .



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Kirby-Smith parts staff focuses on quick service

... continued

Sum is greater than its parts

With nine locations, the inventory of Kirby-Smith's parts departments is massive, and more important, easily accessible to customers.

"We're going to do whatever it takes to take care of the customer," affirmed Randy Short, Dallas Parts Manager. "For example, one of our customers planned on doing an engine rebuild in a couple months. So we ordered all the parts for the large machine and had them in our hands well ahead of time to make sure there wouldn't be any issues with availability when the time came for the rebuild job."

That kind of customer focus is evident throughout the Dallas store and its four experienced parts department employees. "Our department is growing because customers are increasingly turning to Kirby-Smith. They know they can get parts for all makes and we have really good counter people who will take care of customers' needs."

Dan Healy, Parts Manager in Ft. Worth, echoes those sentiments. "I've worked with various Komatsu dealerships for 15 years and I can see that Kirby-Smith is a customer-service-oriented organization from top to bottom. It makes a big difference that it's a family-owned company."

Like all the new Texas locations, Healy noted the Ft. Worth branch has vastly increased its parts inventory under Kirby-Smith. "We've added about \$75,000 in parts and with the addition of the Hamm roller line, we're increasing again by that amount."

In west Texas, Parts Manager Joe Phillips, who has 30-plus years of experience, many of them in field service, says he's also seen many positive changes with Kirby-Smith.

"First of all, we have a much larger parts inventory in both Amarillo and Lubbock and we're continuing to expand it. We can get whatever customers need for all makes of equipment. With one call, we can take care of it all."

A focal point for Phillips and the west Texas parts team has been providing good customer service. "Folks can get parts anywhere these

days, even online. But customers know we keep good records of all their equipment and what parts they use on their machines. So when they call up or stop by and need a water pump or some bucket teeth, we have all the model and serial number information and can get what they need quickly."

Phillips also notes that parts availability has improved because Kirby-Smith's Oklahoma City facility, with a vast inventory, is only 250 miles away. "We can easily get parts overnight without paying extra for air freight."

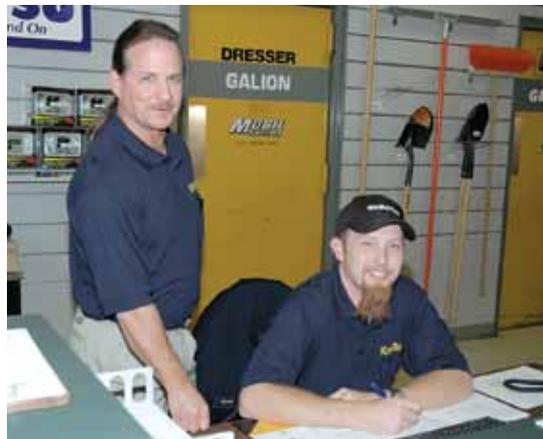
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Randy Short,
Dallas Parts Manager



Dan Healy,
Ft. Worth Parts
Manager



Amarillo and Lubbock
Parts Manager Joe Phillips
(left) helps out Parts
Counterman Bryan Straus
at the Amarillo branch.

Dallas Parts Counterman Jose Rodriguez (left) delivers a machine filter to customer Steven McDonald. Kirby-Smith maintains a massive parts inventory so customers can get the parts they need quickly.



Massive rental fleet provides more options for customers

... continued

Vastly improved rental services

Rental services is one area where Kirby-Smith is bringing a whole new capacity to north Texas. According to Texas Rental Manager Bryce Puckett, Kirby-Smith has a huge rental fleet with more than 1,100 units. Rentals can go out for anywhere from one day to a few years.

"We provide high-quality used machines," asserted Puckett. "Our technicians inspect

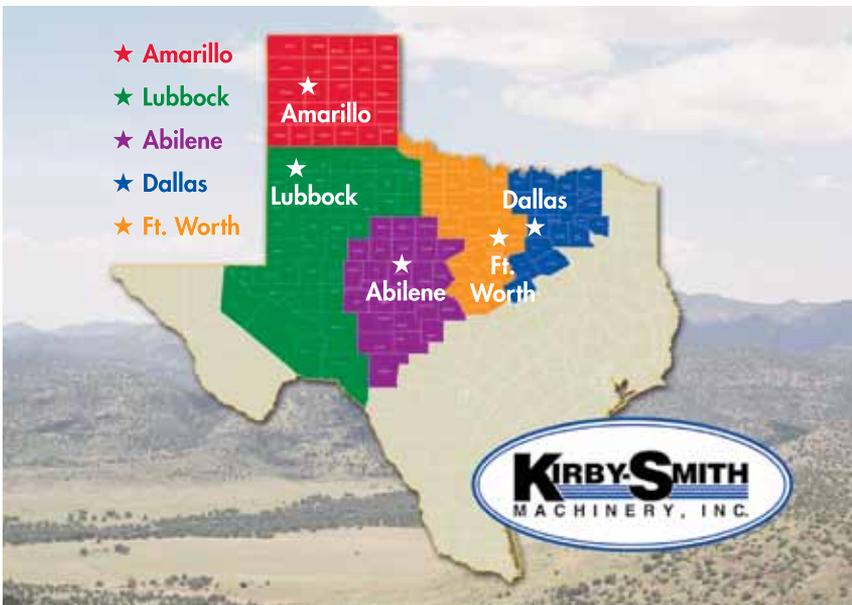
every machine to ensure it meets factory specs. In addition, we keep them looking as close to new as possible. We absolutely back up our rental units with parts and service. Kirby-Smith is one of the few companies that will stand side-by-side with its customers as a partner."

As Rental Coordinator for the Ft. Worth and Abilene stores, Kraig Gilliam says part of his job is tracking down equipment from other Kirby-Smith locations to get customers what they need. "We have competitive rates, but our customer service is the most important thing," he insisted. "We have a lot of newer equipment — two and three years old — but if a customer has a problem in the field with a machine, we either fix it right away or get a replacement machine out there."

Gilliam notes that many machines go out on rental-purchase options. We've got Komatsu, of course, and Bomag, Wirtgen, Hamm, Sky Track and others. Everything's for rent and everything's for sale. Whatever the customer wants."

That pretty well sums up Kirby-Smith's overall philosophy — doing whatever customers want and need to obtain and maintain quality, productive, cost-efficient machines that help make their businesses profitable.

"Whether customers want new, used or rental machines, need repair or maintenance service or just want to buy a replacement filter, Kirby-Smith stands ready and able to support them," concluded Ed Kirby. ■



Covering a large part of northern and central Texas, the five Kirby-Smith locations bring a "customer-first" philosophy to equipment users.



Bryce Puckett, Texas Rental Manager



Kraig Gilliam, Ft. Worth Rental Coordinator

Kirby-Smith has more than 1,100 machines in its rental fleet. "We absolutely back up our rental units with parts and service," noted Texas Rental Manager Bryce Puckett.



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SECTION 179 SAVINGS

How this deduction can save you money in taxes this year

Thanks to an extension of last year's Economic Stimulus Act, equipment buyers can still benefit from Section 179 expensing in 2009. The key is understanding the provisions and making sure you take advantage of them by making your planned purchases before December 31 of this year.

Essentially, Section 179 of the IRS tax code allows businesses to deduct from their gross income the full purchase price of qualifying equipment purchased during the tax year, rather than spreading out the depreciation over several years. This provision includes both new and used equipment purchases and leases. Companies that are eligible for Section 179 can also combine it with the depreciation bonus for even bigger tax savings.

Section 179 allows equipment buyers to expense up to \$250,000 as long as total purchasing does not exceed \$800,000. For each dollar over, the eligible expensing amount correspondingly drops by one dollar.

By lowering your taxable income, Section 179 and the depreciation bonus can dramatically cut your 2009 tax bill, freeing up cash for the short term. With that in mind, savvy companies can take advantage of the law to buy newer, more efficient and productive machines that can cut fuel costs and improve uptime.

Of course, you'll want to check with your tax advisor for details on how this can impact your individual business, but the chart below provides a good example. ■



Lonnie Kilgore,
Retail Finance Manager,
Oklahoma, Kansas,
Missouri



Susan Rader,
Retail Finance Manager,
Texas

2009 Equipment Purchases:	\$400,000
First-Year Write-Off: <i>(Under the law, \$250,000 is the maximum Section 179 write-off in 2009)</i>	\$250,000
Bonus First-Year Depreciation: <i>(On remaining value: \$400K-\$250K. \$150K x 50% = \$75K)</i>	\$75,000
Normal First Year Depreciation: <i>(Depreciation calculated at 5 years, meaning 20% per year. \$75K x 20% = \$15K)</i>	\$15,000
Total First Year Deduction: <i>(\$250K + \$75K + \$15K = \$340K)</i>	\$340,000
Tax Savings: <i>(Assume 35% tax rate. \$340K x .35 = \$119K)</i>	\$119,000
Total Equipment Cost: <i>(\$400K less all tax deductions of \$119K)</i>	\$281,000

PUSHING THE ACCELERATOR

Construction industry groups urge Congress to speed up passage of new highway bill

Recent reports pointing to motor vehicle crashes and the cost of congestion on the nation's highways underscore what many see as the need for a significant and critical investment in a new surface transportation bill. And proponents of a new bill want it soon, as the current highway funding mechanism expired Sept. 30.

A new highway safety report shows that poor road conditions are the single most lethal contributing factor to motor vehicle crashes, contributing to more than 22,000 highway fatalities each year. That equates to about 53 percent of all deaths on roadways, outnumbering speeding, alcohol or nonuse of seatbelts. According to the study, these crashes cost the country more than \$200 billion each year.

A second study said the cost of congestion topped \$87 billion in 2007, but dropped last year due in part to the recession. The study showed the total amount of wasted fuel was more than 2.6 billion gallons and wasted time totaled 4.2 billion hours. A report from researchers who conducted the study said they expect congestion to increase as the economy rebounds.

The most recent federal highway bill, SAFETEA-LU expired Sept. 30, and discussion of a new bill has been tabled. Construction industry groups are calling for a new bill soon.

Construction industry groups are pointing to the studies as well as other data to push for new comprehensive legislation to replace the current surface transportation bill known as SAFETEA-LU. Passed in 2005, SAFETEA-LU provided more than \$240 billion dollars and was tied to the Highway Trust Fund, which doles out money for transportation projects.

Funding in SAFETEA-LU ran out before its four-year term, and Congress had to pass emergency measures to inject nearly \$15 billion over the past year to keep the Highway Trust Fund afloat. The last such measure was passed in August, at about the same time the House Transportation and Infrastructure Committee proposed a reauthorization of SAFETEA-LU that would invest \$500 billion over the next six years for roads, transit and high-speed rail.

Sooner, rather than later

No action has been taken on the proposed legislation, titled The Surface Transportation Authorization Act of 2009 (STAA). Instead, Transportation Secretary Ray LaHood called for an extension of SAFETEA-LU of up to 18 months, with funding during the interim coming from the current gas tax and a transfer of money from the general fund into the Highway Trust Fund.

The idea behind the extension is to give representatives time to hammer out a bill that would address not only how much money the legislation would need, but how to pay for it as more fuel-efficient cars and public transportation have already and will continue to reduce tax revenues.

Construction industry organizations are pushing for a new bill sooner. So is Rep. James Oberstar, D-Minn., who along with colleague John Mica, R-Fla., introduced the six-year STAA reauthorization legislation.





“In the past, during these periods of multiple short-term extensions of programs, state departments of transportation have slowed investment because of the uncertainty regarding the long-term projects until enactment of the reauthorization act,” said Oberstar. “In this time of severe economic recession, the effects of any slowed investment could offset much of the benefits of the increased transportation investment provided under the American Recovery and Reinvestment Act (ARRA).”

Under the ARRA, also known as the stimulus plan, \$27.5 billion was included for highways and bridges as part of an overall \$80 billion infrastructure package. Further legislation this year through the omnibus appropriations bill added another \$40 billion for highway construction in fiscal 2009. These monies are in addition to funds transferred as part of any extension of SAFETEA-LU.

Organization calls for long-term infusion

While all these funding mechanisms will help continue construction projects in the near term, proponents say a long-term view is necessary. Nearly all agree that updating the nation’s surface roads and other infrastructure must be accelerated and longlasting.

The National Surface Transportation Infrastructure Financing Commission, a congressional group, recently said that due to underfunding “Our surface transportation system has deteriorated to such a degree that our safety, economic competitiveness and quality of

life are at risk.” It says an infrastructure funding gap between what’s available and what’s needed will be nearly \$400 billion between 2010 and 2015 and will grow to more than \$2 trillion by 2035 unless dramatic steps are taken to find significant sources of revenue to update infrastructure.

Industry organizations agree a long-term view is critical, not only to updating infrastructure, but to the people who will put it in place. “A six-year bill gives you the projected funding level a contractor needs to justify investments,” said Brian Deery, Senior Director of the Highway and Transportation Building Division of the Associated General Contractors (AGC) in a recent Fleet Owner magazine article. “When you realize the least-expensive piece of equipment a highway contractor buys is around \$100,000, with some costing more than \$1 million, you need a stable outlook for business in order to pay for all of that.”

Economic analysts seem to agree that a massive infusion of money into surface transportation and other infrastructure will pay huge dividends. According to Mark Zandi, Chief Economist at Moody’s Economy.com, every dollar of infrastructure spending returns between \$1.50 and \$1.75 while creating jobs. Ken Simonson, Chief Economist at AGC is also calling for a bigger investment in highways and other infrastructure.

“These bills will deliver both short- and long-term benefits to the American public, while providing desperately needed jobs for construction workers in every state,” said Simonson. ■

Construction industry groups want a significant investment in highway construction. U.S. Reps. James Oberstar and John Mica introduced a six-year highway bill, but it has yet to be acted on.

URGENT ACTION NEEDED

ARTBA economist says passing a new surface transportation bill equals second stimulus



William Buechner,
VP for Economics
and Research

A recent article on the American Road & Transportation Builders Association (ARTBA) Web site says delaying passage of a new, six-year federal surface transportation program investment bill could derail the entire stimulus effort to use infrastructure investment to create new jobs.

That's according to ARTBA Vice President for Economics and Research William R. Buechner, Ph.D., the nation's leading transportation construction industry economist. He addressed the issue at a media briefing in Washington where he said stimulus investment will be undercut without near-term action on the federal highway/transit bill. Buechner also said that inaction could have unintended consequences for the economy.

"We learned the hard way over the period 2001 through 2005 that uncertainty about long-term federal investment in state and local highway and transit programs, combined with a national recession and state budget problems, leads to an overall stagnated transportation construction market. Absent congressional action on a long-term surface transportation investment bill this year, the conditions

are again lined up to kill job growth in the construction sector and related industries."

The current surface transportation program authorization, SAFETEA-LU, expired on Sept. 30. Buechner says the June 2009 "Fiscal Survey of the States," conducted by the National Governors Association and the National Association of State Budget Officers, documents the funding problems now facing state transportation departments nationwide. The survey found nearly half of the states have already, or plan to, cut back on their own funding for transportation programs this year or next.

"The only bright spot in the in the transportation construction market this year is the additional federal funding made available to the states and local governments through the American Recovery and Reinvestment Act," Buechner says. "Unfortunately, due to state budget challenges, the stimulus funds are allowing some states to simply maintain their 2008 activity level. In other states, stimulus dollars, at best, are serving to make overall state transportation program cuts less severe."

Buechner said a multiyear investment is essential now. The House Transportation & Infrastructure Committee has proposed legislation that would authorize a \$500 billion federal investment in roads, bridges, transit systems and high-speed rail during the next six years. Buechner says more than a half million jobs would be supported annually with such a plan.

"If Congress is looking for a second stimulus, they need look no further than the highway/transit/high-speed rail program authorization. There is no other bill under development or consideration in the Congress that would stimulate anywhere near the same job growth." ■

ARTBA's William Buechner said delaying a new surface transportation bill could derail the economic stimulus' effort to use infrastructure investment to create new jobs.



NEW PRODUCTS

NEW WHEEL LOADERS

Large-capacity torque converters head list of features that make WA470-6, WA480-6 productive and efficient

Komatsu grew its mid-size lineup of Tier 3-compliant wheel loaders with the addition of the WA470-6 and WA480-6 models, which feature large-capacity torque converters that provide excellent tractive effort, improved acceleration and improved climbing ability in a wide range of applications.

“The WA470-6 and WA480-6 are excellent in material handling; charging asphalt or concrete plants that use ramps to feed hoppers; general construction; load-and-carry and agricultural applications,” said Rob Warden, Product Manager Wheel Loaders. “The large-capacity torque converters offer several benefits, including greater productivity in V-cycle loading applications; faster gear upshifting and ability to achieve higher gear ranges; and higher travel speed for load-and-carry or hopper feeding applications.”

Those advantages offer increased production, while the large-capacity torque converters and Komatsu Tier 3 engines provide optimal power and efficiency for lower per-ton costs. Users can maximize power and efficiency by selecting from two operating modes. E mode provides maximum fuel efficiency for general loading, while P mode allows for maximum power in hard digging and hill climbing. An eco indicator informs the operator when the machine is maximizing fuel efficiency.

“Our studies show that these loaders increase production, while decreasing V-cycle times and fuel usage compared to previous models, no matter which mode is used,” said Warden. “Those are major factors for choosing a WA470-6 or a WA480-6, but that’s not the entire picture. We have other features that work to increase productivity and lower owning and operating costs.”

Among them are spacious cabs designed to reduce operator fatigue and increase productivity. Wide, pillar-less, flat glass gives excellent visibility in all directions, and the viscous-mounted ROPS/FOPS structure offers low noise and vibration for better comfort. Air

Continued . . .



Rob Warden,
Product Manager
Wheel Loaders

Brief Specs on Komatsu WA470-6 and WA480-6 Wheel Loaders		
Model	WA470-6	WA480-6
Net hp	272 hp	299 hp
Operating Weight	51,850-52,150 lbs.	55,920-56,340 lbs.
Bucket Capacity	5.0-6.8 cu. yd.	5.4-8.0 cu. yd.
Breakout Force	41,927-45,660 lbs.	42,490-51,930 lbs.

Large-capacity torque converters in the WA470-6 and WA480-6 loaders provide excellent tractive effort, improved acceleration and increased climbing ability in a wide range of applications.



For more information on the new WA470-6 and WA480-6 wheel loaders — and to see video of the machines in action — go to www.videocpi.com



Improvements make new models best value in size class

... continued

conditioning is located in the front of the cab so the operator has increased seat reclining and backward slide adjustment. The new Pressure Proportional Control (PPC) levers provide fingertip control for easy operation. The lever console can be adjusted, along with the large arm rest, to suit individual operator needs.

Easy operation, maintenance

Along with fingertip controls, operation is easier with the automatic transmission with Electronically Controlled Modulation Valve (ECMV). The automatic transmission selects the proper gear speed based on conditions such as travel and engine speed. The ECMV allows for smooth gear and direction changes. With the touch of a finger, the operator can control a kick-down switch to automatically downshift from second to first when beginning a digging cycle. It automatically switches back to second in reverse. In addition, the kick-down switch activates the loader's Power mode when it's in first gear or Economy mode. It keeps the transmission in third or fourth gear when autoshift is selected.

Efficient operation and engines help keep costs down, and Komatsu added to that by building the WA470-6 and WA480-6 loaders with integrated production systems to create reliable machines with low maintenance costs and easy service access. Each is equipped with Komatsu's Equipment Management Monitoring System

(EMMS), which allows the operator to track machine function on an easy-to-read monitor. The standard automatic, reversible, hydraulic radiator fan allows the operator to quickly clean out the cooling system, either at a preset interval or instantly with the flip of a switch.

KOMTRAX comes standard

Equipment owners can further track machine performance and maintenance schedules with KOMTRAX, standard on both loaders. KOMTRAX offers information such as daily fuel consumption, working hours, hour meter, location, cautions and maintenance alerts using wireless technology. Users can log onto a secure Web site to find all the information they need to stay informed.

"There are a whole host of reasons for choosing a WA470-6 or a WA480-6," observed Warden. "They're efficient, productive and reliable in a wide range of applications, making them among the best value in their size class. Those who may have been using a WA450 or WA480 in the past, which the new models replace, will find that the new loaders will significantly outperform the previous models in terms of efficiency."

To see video of the machines, log onto www.videoapi.com. For more information on the WA470-6 and WA480-6 loaders, contact your sales representative, our nearest branch location or log onto www.komatsuamerica.com. ■

With the touch of a finger, the operator can control a kick-down switch to automatically downshift from second to first when beginning a digging cycle with the new WA470-6 and WA480-6. The machines will automatically switch back to second in reverse.



PRODUCT IMPROVEMENT

PC200LC-8 HD SPEC ARRANGEMENT

Heavy-duty arm, boom and bigger counterweight give more capacity and stability

A new Spec Arrangement is the latest improvement available for the Komatsu PC200LC-8 HD excavator. The arrangement was conceived to provide increased lifting capacity and stability, even in the toughest applications.

“The standard PC200LC-8 is among our most popular models because its size allows users to keep per-yard costs low with fast cycle times and low fuel consumption,” explained Armando Najera, Product Manager, Excavators. “We built off of that to craft a PC200LC-8 Thumb Spec model by designing a unique, strengthened, revolving frame, applying additional counterweight and equipping it with a heavy-duty arm. The already powerful hydraulics also received an upgrade to include Soft Boom Control, which dampens boom movements, giving the PC200LC-8 Thumb Spec better dynamic stability.”

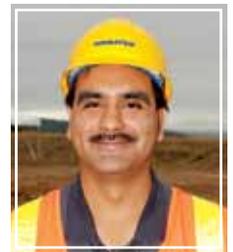
Najera says the Thumb Spec package provides excellent stability for not only thumb applications, but for all applications including dirt digging. “Having a sure-footed base allows the operator to confidently use the machine to its full potential, thereby maximizing productivity.”

Building on the Thumb Spec, the PC200LC-8 HD Spec Arrangement also includes a heavy-duty boom, HD undercovers and factory piping. Those additional features increased the operating weight of the PC200LC-8 HD Spec Arrangement. The reinforced unique frame, one-piece castings and thicker steel plating make this a perfect machine for tough applications such as demolition, scrap handling and land clearing.

“Komatsu filled a niche with this machine,” said Najera. “The standard model is great for general, all-around work, as is the Thumb Spec which added more lift capacity and stability for users who need the versatility of a machine that encompasses constant thumb work and heavy lifting.

“The PC200LC-8 HD is built for all of the above applications, but in tougher conditions and where a breaker or shear could be utilized 100 percent of the time.”

Continued . . .



Armando Najera,
Product Manager

Komatsu PC200LC-8 Excavators			
Model	Horsepower	Operating Weight	Bucket Capacity
PC200LC-8 Base Machine	148 hp	46,643-47,260 lbs.	.66-1.57 cu. yd.
PC200LC-8 Thumb Spec	148 hp	51,199-51,815 lbs.	.66-1.57 cu. yd.
PC200LC-8 HD Spec Arrangement	148 hp	51,564-52,181 lbs.	.66-1.57 cu. yd.

The PC200LC-8 HD Spec Arrangement has a heavy-duty arm and boom, along with added counterweight for increased lifting capacity and stability as well as durability in demanding applications.



For more information on the PC200LC-8 HD Spec Arrangement excavator — and to see video of the machine in action — go to www.video.cpi.com



KOMTRAX lowers excavator owning, operating costs

... continued

Like the standard model, the PC200LC-8 HD Spec Arrangement is powered by a 148-horsepower Tier 3 engine that offers low fuel consumption and emissions without sacrificing power or productivity. It has five working modes, including an economy mode that improves fuel consumption and an eco-gauge for energy-saving operations. P mode provides maximum production and power for faster cycle time, while the L (lifting) mode increases hydraulic pressure by 7 percent. B (breaker) mode provides optimum one-way flow, while the ATT (attachment) mode does the same for two-way flow.

Increased productivity

The operator can set all modes using the large LCD monitor, which also provides valuable machine information using Komatsu's EMMS (Equipment Management Monitoring System).

EMMS monitors engine oil level, coolant temperature, battery charge and abnormalities so the operator can spot potential troubles before they become major downtime issues. The PC200LC-8 HD Spec Arrangement also comes with KOMTRAX, Komatsu's remote machine-monitoring system that keeps track of machine location, error codes, cautions, maintenance items and more, and can be accessed via a secure Web site using wireless technology.

"KOMTRAX is invaluable in terms of providing owners and/or operators with information they can use to stay on top of scheduled maintenance and machine function," said Najera. "Among other features, Komatsu extended the replacement intervals of engine oil, engine oil filter and hydraulic filter so these machines don't have to be serviced as often. That lowers owning and operating costs." ■

Komatsu PC800LC-8 Super Digger offers increased digging power

Users of the PC800LC-8 know the machine offers great digging power and productivity, but Komatsu further enhanced that with its new PC800LC-8 Super Digger. Equipped with an 11-foot, 10-inch heavy-duty arm and an HD boom, the Super Digger has been proven to add 19 percent more arm digging force and an additional 9 percent bucket digging force compared to the standard configuration.

The Super Digger has a heavy-duty arm equipped with double-arm cylinders and a heavy-duty bucket cylinder, that work to increase the digging force, while maintaining the same working range and transportation dimensions as the standard machine. "Because the digging forces are substantially increased, the machine can break through difficult materials more easily," explained Doug Morris, Product Marketing Manager, Excavators. "Typically, when a mass excavator boom and arm are put on a machine, the working range is significantly decreased, but that's not the case with the Super Digger. It delivers the best of both worlds."

Additional advantages include an efficient 487-horsepower, Tier 3 engine that keeps fuel usage and emissions low while providing ample power, even in deep digs. Like the standard PC800LC-8, it's equipped with KOMTRAX, four working modes and a large, comfortable cab.

"The Super Digger helps keep per-yard costs low because it provides amenities that keep the operator productive, helps the user stay on top of maintenance scheduling and has exceptional digging power," said Morris. "It delivers that extra boost needed even in the toughest conditions."



The PC800LC-8 Super Digger provides additional digging force to break through difficult materials more easily. For more information and to see a video, visit www.videoapi.com.



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NEW WA150-6 WHEEL LOADER

Improvements to 98-hp loader provide better productivity with increased fuel economy



Mike Gidaspow,
Product Manager,
Wheel Loaders

For more information about the WA150-6 wheel loader, contact your sales representative or your nearest branch location, or visit www.komatsuamerica.com.

If good things come in small packages, the new Komatsu WA150-6 wheel loader is proof that adage is true. Featuring increased loading power, performance, efficiency and operator comfort, the 98-horsepower loader is ideal for utility, construction and agricultural applications, among others.

According to Mike Gidaspow, Komatsu Product Manager, Wheel Loaders, the WA150-6 has more horsepower than its predecessor, while offering better fuel economy and lower emissions.

In addition to the efficient, Tier 3-compliant engine, the WA150-6 incorporates a hydrostatic transmission (HST) that allocates only as much power as is needed for a given application while responding smoothly and quickly to varying job conditions. It automatically adjusts tractive effort so the operator gets quick travel response as well as aggressive drive into the pile.

The variable traction control function reduces tractive effort, virtually eliminating excessive bucket penetration and controlling tire slippage in wet and soft ground conditions. An S mode traction setting provides optimum driving force for operation on slippery surfaces, including snow removal on snow-covered surfaces. Having control over the loader's tractive effort helps the operator to be more productive and reduces tire wear.

"Komatsu gave the WA150-6 many of the standard upgrades it added to its other smaller construction wheel loaders — the WA200-6, WA250-6 and WA320-6," said Mike Gidaspow, Product Manager, Wheel Loaders. "It's an excellent fit for anyone needing a little more horsepower than our largest utility loaders. Similar to our other Dash-6 loaders, the WA150-6 is versatile, agile and offers efficiency without sacrificing power or production."

The operator also can easily see and control the load from the newly designed low-noise and low-vibration cab that has a wide pillarless windshield and a low-effort multifunction mono lever Pressure Proportion Control (PPC) system. The PPC system has a forward, neutral and reverse control switch for smooth and easy directional changes.

Lower maintenance costs

"Like all other new wheel loaders, the WA150-6 comes with the latest KOMTRAX technology that provides vital information such as fuel consumption, operating hours, working hours and alerts to help owners stay on top of maintenance schedules for maximum reliability and availability," said Gidaspow. "All these new features will help lower owning and operating costs and put more money in the owner's pocket." ■

Brief Specs on Komatsu WA150-6 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity	Breakout Force
WA150-6	98 hp	17,262-17,450 lbs.	1.7-2.2 cu.yd.	14,400-17,600 lbs.

Komatsu's new WA150-6 offers benefits such as more horsepower, better productivity and increased fuel efficiency compared to its predecessor.





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“A GOOD FIT”

New Komatsu WA50-6 utility wheel loader offers big production features in small package



Robert Beesley,
Product Manager

Brief Specs on Komatsu WA50-6

Model
WA50-6

Net Horsepower
38.6 hp

Operating Weight
8,100-8,430 lbs.

Bucket Capacity
0.78 cu. yds.

There are times when smaller is better. That's the case with Komatsu's new WA50-6 wheel loader, which offers powerful versatility with a minimal footprint. It allows operators to work in tight quarters, such as small construction and landscaping projects where space is at a premium.

The WA50-6 also provides the production needed in open areas, such as backfilling a trench or stockpiling and loading materials in a small quarry, landscaping yard or other applications.

“Any contractor looking for a wheel loader that offers versatility in a variety of settings will find the WA50-6 a good fit,” said Robert Beesley, Product Manager for Komatsu Utility Marketing Division. “Like all Komatsu products, it offers the benefits of high production with an efficient engine that helps lower the user's cost per yard.”

Features include three-mode traction control that lets the operator choose the best one to fit the application. The P mode provides maximum rimpull for grading and excavating applications, while the N mode is for normal/moderate loading and carrying. The S mode virtually eliminates wheel slip for better performance in mud, snow and other soft or slick conditions.

To maximize productivity, the WA50-6 has an electric auto-leveler for the bucket and a floor-mounted inching pedal that allows operators to ease their way to a truck or trench. Rear-axle oscillation and a wraparound counterweight provide excellent stability and grading performance.

“Komatsu designed the WA50-6 for excellent operator visibility,” noted Beesley. “The ‘Delta Boom’ loader design gives him a clear view of the work area, so even in tight quarters he can see obstructions and more easily avoid them.”

A valuable tool

In addition to a better view, operators have a large walk-through work platform with an adjustable suspension seat. The WA50-6 has a standard two-post ROPS/FOPS canopy and offers an optional pillarless cab with front and rear glass.

“Like other new Komatsu products, it comes standard with KOMTRAX, so owners, operators and maintenance personnel can stay on top of scheduled maintenance and performance trends,” said Beesley. “That, along with other productive features makes the WA50-6 a valuable tool for anyone who needs a small loader that can do a variety of jobs efficiently.” ■

Komatsu's WA50-6 fits a variety of applications, including landscaping, small construction projects and small quarries.



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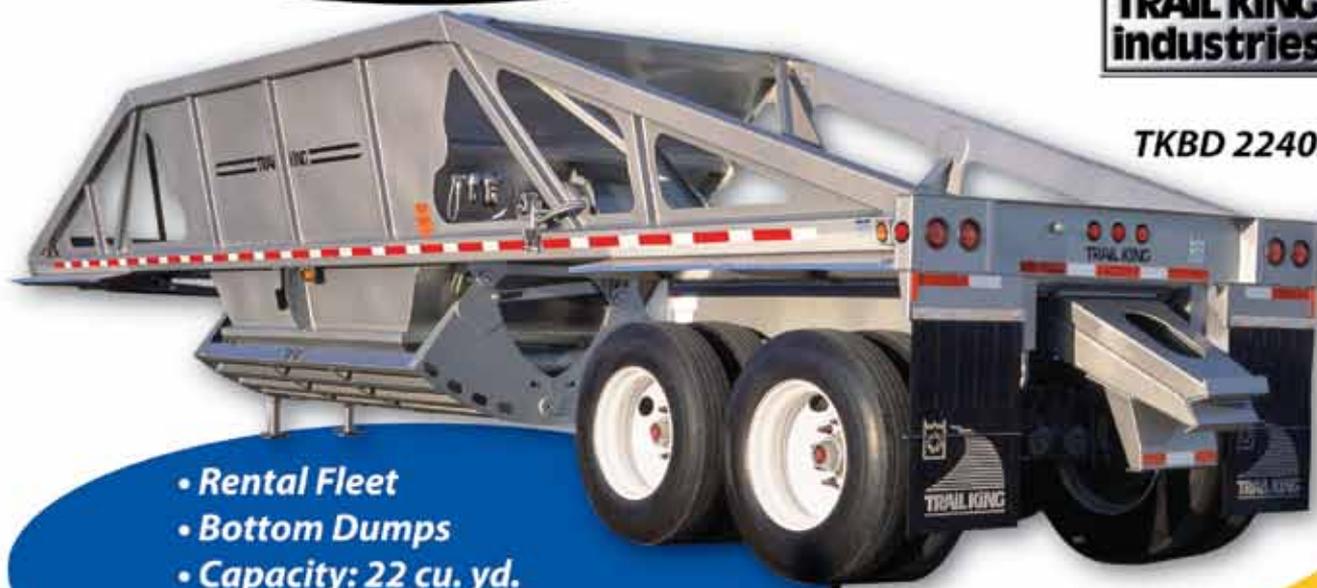


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A BALANCING ACT

Komatsu VP of Parts says Komatsu is committed to efficiently supporting new and older machines

QUESTION: What is Komatsu currently doing to ensure parts availability?

ANSWER: Several things, most notably working closely with our distributors and customers to know what machines are in the field and what needs to be on the shelves to support them. In the past several years, we've upped our parts presence in North America by building eight regional parts depots to complement our main hub in Ripley, Tenn. They're strategically located to get parts to our distributor shelves quickly and efficiently. We have dedicated and continuous nightly trucking routes between Ripley, our regional parts depots and our distributor locations. The system helps us have a nearly 99-percent fill rate on next-day delivery on most parts and emergency orders. Plus, our distributors always have common wear parts and filters in stock, with additional parts on hand based on the number of machines and models they have in their area.

Another way we're ensuring the right parts are in the right place is by working with our KOMTRAX remote machining-monitoring team. Nearly all new Komatsu machines have KOMTRAX as standard equipment, and that allows us to monitor those machines' hours and service intervals. It's given us valuable data that we can use to schedule shipments and have necessary parts to distributor locations ahead of time, often without them ever having to contact us. So, if customers want to do service work themselves, all they have to do is contact the branch or stop in and pick those parts up. It's very efficient.

QUESTION: How else is technology playing a role in parts?

ANSWER: With KOMTRAX, our monitoring team knows if an error code pops up on

Continued . . .



Frank Pagura,
Vice President of Parts

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.

Frank Pagura has been Vice President of Parts at Komatsu since December 2005, after serving as Parts Planning and Coordination Manager, a position he took when he first joined Komatsu in 2004.

He grew up in Yonkers, N.Y., graduated from the U.S. Naval Academy and was an active-duty officer in the Navy for six years. Following his time in the service, Pagura worked for an offshore drilling equipment manufacturer. He was a manager in parts purchasing and parts planning with the company.

Pagura says putting an inventory of parts together to support the varied lines of Komatsu equipment available is a balancing act.

"On one hand, because Komatsu equipment is built to last, there are numerous older machines in the marketplace. On the other, Komatsu is always developing and designing new lines of equipment. On the parts side, we have to be able to support both. We do that by working closely with research and development, our distributors and our customers to ensure we have the parts necessary to fulfill customer needs efficiently."

Pagura does a balancing act with his time as well, devoting time outside of work to his family, which includes wife, Trina, and their daughters Aimee and Abigail.

Komatsu parts — an investment in quality

... continued

a machine right away — often before the user even knows about it — and alerts the distributor. The distributor's service department can then dispatch a technician to the site where the machine is located. Because we know the error code, the distributor can tell the technician what to look for, and if parts

are needed, the technician can swing into the nearest branch and pick up the part if he doesn't already have it. That avoids having to go to the machine and diagnose it first before possibly returning to get parts to make the repair.

Most technicians already carry a laptop computer to use for diagnostics. Now, we're loading them with valuable information regarding repairs, including the parts manuals for all Komatsu machines. If something comes up in the field, the technician can look up the machine model on the computer. If parts are needed, he can check availability at the distributor, regional depot and main hub at Ripley, and order genuine OEM parts.

QUESTION: Why use genuine Komatsu OEM parts?

ANSWER: The customer has made a significant investment in his equipment, and doesn't want to jeopardize that. Komatsu machines are engineered to the highest quality with components made specifically for our machinery. While customers may be able to find less-expensive "gray-market" parts, they run the risk of those not fitting or performing properly in Komatsu equipment. While they may save a little money up front, it could cost them more in the long run in downtime and money due to a catastrophic failure. Using properly installed OEM components that are warranted by Komatsu gives users peace of mind in knowing they've further invested in Komatsu quality.

QUESTION: What are you doing from the parts side to prepare for future machinery needs?

ANSWER: While having new machinery is exciting, it would be far less appealing to the customer if the support for it wasn't in place. That's why from the beginning of development on all new Komatsu machinery, the parts division is involved. No machinery goes onto the market without us having the necessary components in place to back it up. The challenge is to not only stock up for new models, but also to continue to keep a supply on hand to support the numerous older Komatsu machines that continue to run well into the thousands of hours. It's a balancing act, but one we've become very adept at. ■



Using the KOMTRAX remote machine-monitoring system, Komatsu is able to track new machines in the field and take a proactive approach to ensuring parts are on distributor shelves when customers need them to make repairs and do routine services.

Each of Komatsu's eight regional parts depots carries a vast inventory of common wear parts and filters, as well as other parts to fulfill emergency orders.

That's helped Komatsu have a nearly 99-percent fill rate on next-day orders.



Eight regional parts depots, such as this one in Las Vegas, are strategically located throughout North America to ensure parts get to Komatsu distributors and customers efficiently.





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SERVING YOU BETTER

PREMIER TRAINING

Kirby-Smith designated as one of four Premier Training Centers for Komatsu technicians in the U.S.

Previously, when Komatsu distributors in the U.S. wanted to send technicians and technician trainers for more education and hands-on learning, the only option was the Komatsu Training and Demonstration Center in Cartersville, Ga. Now, largely due to the efforts of Kirby-Smith Trainer Jay VanDuzer, Komatsu has established Kirby-Smith as one of three additional designated national training centers in the U.S.

“We are honored by this designation and the recognition that Kirby-Smith has been at the forefront of technician training for many years,” noted David Baker, VP and Product Support Manager for Kirby-Smith. “We’re also excited about the opportunity to provide training to technicians and their trainers from across the country. It’s a great way to share knowledge and improve each other’s skills.”

As a Premier Training Center (PTC) Kirby-Smith is authorized to conduct “Train the Trainer” courses for other Komatsu distributors as well as provide training for other distributors’ technicians. In addition to the Kirby-Smith location and Komatsu’s Cartersville, Ga., Training and Demonstration Center, other PTC locations are in Salt Lake City and Lansing, Mich.

To commemorate its designation as a Premier Training Center, Kirby-Smith will receive a designation wall plaque from Komatsu. Each student participating in training from the Kirby-Smith center will receive a Premier Training Center Certificate.

Kirby-Smith has a long history of leading the way in technician training — from internal programs, such as its Parts and Service Guilds, to extensive in-house training

and manufacturer schools, to its success by participants in Komatsu’s national Advanced Technician Competition. “Our designation as a Premier Training Center is an acknowledgment of our leadership and commitment in the area of training,” Baker added. “We look forward to building on that legacy so we can better serve our customers and Komatsu customers throughout the country.” ■



(L-R) Kirby-Smith Technicians Roddy Conner (Dallas), Dale Whitten (Amarillo), Tim Allison (Lubbock), Billy Patton (Ft. Worth) and Steve Barboza (Dallas) participated in a class led by Trainer Jay VanDuzer.

Class participants use resource materials both in the classroom and during hands-on training on this Komatsu WA250 loader.



A CLOSER LOOK

Machine inspections save owners time and money by preventing failures, reducing downtime

For more information on how machine inspection can reduce downtime and repair costs for your operation, contact your nearest Kirby-Smith branch.

With an upswing of construction activity in many areas, now is the worst possible time to experience a machine failure that leads to downtime and unexpected repair or replacement costs. The best way to prevent that from happening is to have your equipment inspected.

“Regular, thorough inspections can prevent failures and accidents, prevent unnecessary wear on components, increase uptime, and lower operating costs by identifying and making necessary repairs before failure,” explained David Baker, Kirby-Smith VP & Product Support Manager.

A good place to start, according to Baker, is a daily walk-around inspection by the operator. It should include a visual and operational check to make sure everything

is in good working order and there are no problems that could cause the machine to go down during the day. The operator should check lubricant levels, look for loose or missing hardware — especially on the undercarriage or ground-engaging tools, look at tire or undercarriage conditions, and check implements to see that they function properly.

It’s very important to look for repair or problem indicators, such as smoking, noise, vibration, low performance, leaks, overheating, low oil pressure, high fuel or oil consumption, etc.

Preventive maintenance

Even if there are no obvious issues with the machine, it’s critical to follow planned maintenance schedules and have oil tested regularly. Kirby-Smith offers Komatsu Oil Wear Analysis (KOWA) which can identify a myriad of wear issues before they become apparent.

Kirby-Smith technicians can also provide a Preventive Maintenance Clinic. A PM Clinic determines the health and performance of a machine, much like a regular checkup does at your doctor’s office. Covering a broad spectrum of machine performance areas, a PM Clinic can identify and resolve potential issues before they become catastrophic problems that cost you in downtime and lost income. This preventive maintenance service also includes inspecting track undercarriages to determine wear, predicting component life and scheduling repairs or maintenance as needed.

“Kirby-Smith can really help customers control equipment costs by performing PM Clinics, undercarriage inspections or total machine evaluations,” concluded Baker. “Inspections are one of the best ways to protect your equipment investment.” ■

KOWA (Komatsu Oil Wear Analysis) is an important part of preventive maintenance, which Kirby-Smith can provide along with machine inspections and Preventive Maintenance Clinics.



NEW FACES IN NEW PLACES

Experienced people move into Kirby-Smith management and sales positions

With its expansion into north Texas, comes new opportunities for Kirby-Smith and its staff. Greg Otts and Bill Gustafson, two well-known Kirby-Smith sales professionals, have recently moved into new management positions, and Don Jacobson and Brad Howard have joined the Kirby-Smith sales team.

Greg Otts

Former Oklahoma City Sales Manager Greg Otts is now VP of Major Accounts for Kirby-Smith. Otts is relocating to the Dallas office where he will provide support for the sales force, management and product support staff as they work with large accounts, primarily in the construction and mining/quarry industries.

"I'm looking forward to working directly with the end users again," Otts noted. "Although Kirby-Smith is new to north Texas, I plan to mirror the success we've had in Oklahoma and that starts with taking care of the customer," he concluded.

Bill Gustafson

Taking over as Oklahoma City Sales Manager is Bill Gustafson. Bringing 15 years of experience as a salesman for Kirby-Smith, Gustafson will be responsible for all sales aspects in that branch, including heavy equipment, industrial and governmental sales. He previously was Territory Manager in Oklahoma County.

"I'm a very detail-oriented person who understands the perspective of both the salesman and the customer. With that in mind, I believe I can be very effective for Kirby-Smith in creating win-win situations for the customers and the company."

Don Jacobson

With 23 years of experience in heavy equipment sales, Don Jacobson was a daunting competitor. Now he'll be serving Kirby-Smith customers in Oklahoma County as the company's newest Territory Manager.

"Kirby-Smith has always excelled in 'relationship' selling," Jacobson observed. "It's a good fit because I enjoy helping customers find solutions to their problems."

Jacobson previously worked in south-central Oklahoma, and is looking forward to getting to know customers in Oklahoma County.

Brad Howard

Like Jacobson, Brad Howard is new to Kirby-Smith but is no stranger to heavy equipment. He has worked for more than a decade with heavy equipment sales and rentals in Oklahoma and Texas. Now, Howard is serving Kirby-Smith customers as a Territory Manager in southwest Oklahoma and parts of northeast Texas, in the Red River Valley area.

"I always knew that Komatsu was a good product and that Kirby-Smith was an excellent dealer," Howard related. "I'm excited about working here, especially seeing how Kirby-Smith treats its customers and employees." ■



Greg Otts



Bill Gustafson



Don Jacobson



Brad Howard

AGC OF TEXAS TRADE AND EQUIPMENT SHOW

Kirby-Smith showcases products, services at 26th annual exhibit

“Fast Track” was the theme of this year’s annual AGC of Texas Trade and Equipment Show, and Kirby-Smith’s exhibit echoed that theme. Kirby-Smith had a large presence at the show, featuring its newest highway and bridge-building products. On display

(L-R) Peachtree Construction President/Owner Barry Clark visited Kirby-Smith’s booth where Kirby-Smith Amarillo Branch Manager Chuck Thompson, Ft. Worth Branch Manager Mike Wenske and Dallas Branch Manager Ron Jacobson were on hand to greet him and answer questions.



Visitors to the Kirby-Smith booth could see a live KOMTRAX demonstration, showing the latest technology in remote machine-monitoring.



Kirby-Smith’s large exhibit at the AGC of Texas Trade and Equipment Show featured an array of road-building equipment.



were a Komatsu PC228 tight-tail-swing excavator, a Wirtgen W2000 half-lane milling machine and a W-60 rumble strip mill, a Gradall XL3100 and a Hamm 3410P roller. In addition to equipment, Kirby-Smith demonstrated KOMTRAX, Komatsu’s remote machine-monitoring system that provides both maintenance and diagnostic information.

The event, held October 19 and 20 at the Austin Convention Center, drew more than 2,000 attendees from across Texas, including representatives from governmental entities and highway and bridge contractors. The show was held in conjunction with the October 2009 highway and bridge bid letting, which was one of the largest in Texas history.

Kirby-Smith management and sales teams were on hand to answer questions about equipment and services and meet with booth visitors. Kirby-Smith’s major manufacturers also supported the event, with representatives from Komatsu, Wirtgen, Vögele, Hamm, Gradall and NPK.

One of the highlights of the show for many was the dinner Kirby-Smith hosted. Guests included representatives from Texas governmental entities, highway/bridge contractors and major manufacturers.

“This event provides an excellent opportunity to meet with customers and let them know how Kirby-Smith can support them and the industry,” noted Kirby-Smith Governmental Sales Manager Sol Geiser. “With an upswing in highway and infrastructure building from the economic stimulus bill, we see more opportunities to partner with both governmental customers and independent contractors, providing equipment and product support services.” ■

SPECIAL EVENTS

EQUIPMENT RODEO

City of Dallas Streets Department event focuses on safety, productivity and training

When you think of a rodeo, safety and productivity probably aren't the first things that come to mind. But at the recent city of Dallas Streets Department heavy equipment rodeo, that was the focus. The event also offered an opportunity for employees to cross-train using different types of equipment.

Sponsored by Kirby-Smith Machinery, the event at Hensley Field in Dallas attracted more than 300 city employees. Kirby-Smith provided the equipment and planned the event along with Dallas Streets Department employees.

The rodeo featured five stations, each with a timer and judge. Contestants were judged on safety, operational skills and the time it took to complete the task. The competitions included:

- Box stacking using Gradall XL3100 and XL4100 rubber-tire excavators;
- Bowling using a Komatsu WB156 backhoe with a bowling ball attached to a bucket;
- Basketball with Komatsu PC138USLC and PC160LC excavators;
- Obstacle course race using a Komatsu SK820 skid steer;
- Golf putting course using a Komatsu WB146 backhoe.

Winners of the events were: Gradall Box Stacking, Adan Rodriquez; Backhoe Bowling Jose Rodriquez; Excavator Basketball, Teodoro Nunez; Skid Steer Race, Marcelo Magana; and Backhoe Golf, Daniel Martinez. Adan Rodriquez was also named overall grand champion.

Kirby-Smith VP and General Manager Glen Townsend and Governmental Territory Manager Sol Gieser presented the awards, along with Kelly High, the Director of Street Services for Dallas.

"We believe the positive results from the rodeo in terms of training, safety education, teamwork and camaraderie were well worth the time and effort," commented High. "We greatly appreciate the generous contribution of equipment, time and people, as well as the barbecue lunch, provided by Kirby-Smith Machinery." ■



(L-R) Dennis Ware and Gilbert Aguilar (city of Dallas), Sol Geiser (Kirby-Smith), Kelly High and Ben Cernosek (city of Dallas) cut the ribbon to open the Equipment Rodeo.



Adan Rodriquez accepts the Rodeo Grand Champion award from Kirby-Smith's Glen Townsend (left) and Sol Geiser.

Equipment Rodeo participants used a Komatsu WB156 backhoe loader to knock over bowling pins in one of the event's competitions.





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 ask questions and comment on issues of interest regarding the construction industry, Komatsu equipment, articles you've seen in this magazine or other topics. VOICES will answer your questions, respond to your comments and address the issues you care about. We encourage you to join the conversation. You can do that by e-mailing your questions and comments to ConnectionEditor@constpub.com

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

QUESTIONS & ANSWERS

QUESTION: We've gained some jobs under the economic stimulus package, which means we'll soon be starting some equipment that's been sitting idle. Are there any special considerations?

ANSWER: A thorough inspection before startup is highly recommended. One of the service technicians from Kirby-Smith can do it for you. They are thoroughly trained to inspect machinery and spot potential issues that can often be overlooked. In the long run, that can save you from a breakdown that could cost you much more in downtime. Before starting, ensure all fluids are filled and appropriate for your environment. For example, in winter, you may need special fluids designed for colder temperatures than you would in the spring or summer. Check connections and systems such as the undercarriage for wear. If there are issues, make sure they're resolved before putting the machine on the job.

QUESTION: I'm in the market for new equipment. What's the best way to compare Komatsu with the competition?

ANSWER: A simple way is to visit www.komatsuamerica.com. There you can click on our Competitive Comparison link, a new feature to Komatsu's Web site as of this

past summer, and see Komatsu machine information side-by-side with the competition. You'll find information such as horsepower, operating weight, bucket capacity and a whole host of other features. But don't go just by the charts. Visit the nearest Kirby-Smith location and learn about the machines first hand. Once you take in all the information, you'll see why we believe Komatsu is the best value in construction, utility, mining, and other types of specialty equipment.

COMMENTS & REPLIES

COMMENT: Thanks for the article in the last issue about putting together a winning bid. I picked up some helpful tips and have already used them successfully.

REPLY: We're glad to hear that. Many projects have been funded through the stimulus plan, and more are scheduled throughout the next year as the plan ramps up. Many of the projects have come in below engineers' estimates, and with the savings, additional projects will be funded. That means more opportunities to apply the tips. And we hope there are even more opportunities in the near future with passage of highway and infrastructure legislation. Those projects will benefit the industry and the overall economy while repairing and upgrading vital infrastructure. ■

USED EQUIPMENT

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2007 Ingersoll Rand, SD116DX, IRU07600, s/n 195293, 685 hours, cab, A/C, 84" smooth drum with padfoot shell kit\$85,000



2008 Komatsu D51EX-22, KM08271RM, s/n B10958, 888 hours, EROPS, A/C, sweeps, screens semi-U blade, rippers.....\$115,000



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
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HYDRAULIC EXCAVATORS



Hyundia	130LC-3	HY00012	2000	\$18,000
Komatsu	PC138-USLC-8	KM08269RM	2008	\$69,900
Komatsu	PC200LC-7B	KM05842	2005	\$65,000
Komatsu	PC200LC-8	KM06322	2006	\$89,500
Komatsu	PC228USLC	KMU05843	2005	\$117,300
Komatsu	PC220LC-8	KM05161	2005	\$89,500
Komatsu	PC270LC-8	KM06218	2006	\$99,500
Komatsu	PC300LC-7	KMU03608	2003	\$89,500
Komatsu	PC400LC-7	KM07504	2007	\$189,000
Link Belt	160LX	LS06175	2006	\$79,500
Link Belt	210LX	LSU01248	2001	\$37,500
Link Belt	240LX	LS06184	2006	\$89,000
Link Belt	330LX	LS06188	2006	\$129,000

CRAWLER DOZERS



Komatsu	D31EX-21	KM05995	2005	\$44,000
Komatsu	D37EX-21	KM06313	2006	\$75,950
Komatsu	D39EX-21	KM07441	2007	\$72,500
Komatsu	D51EX-22	KMU08548	2008	\$125,000
Komatsu	D51EX-22	KM08271RM	2008	\$115,000
Komatsu	D61EX-15	KMU06073	2006	\$129,000
Komatsu	D65-EX-15	KMU06409	2006	\$115,000
Komatsu	D65-EX-12	KMU98927	1998	\$39,000
Komatsu	D155AX-6	KM07578DF	2007	\$325,000
Dressta	TD8H	IH05137	2005	\$49,000
Dressta	TD10M	IH07154	2007	\$67,500
Dressta	TD15M	IHU07150	2007	\$150,000

WHEEL LOADERS



Komatsu	WA75	KMU04255	2004	\$25,000
Komatsu	WA200-6	RR10089	2006	\$59,000
Komatsu	WA250-6	KM07414	2007	\$118,800
Komatsu	WA320	KM05251RM	2005	\$79,500
Komatsu	WA320PT-5L	RB10080	2006	\$107,500
Komatsu	WA380-6	RB10082	2007	\$139,000
Komatsu	WA380-5L	KMU06157	2006	\$89,500
Komatsu	WA450-5	RR10078	2003	\$99,500
Cat	988	CTUC95766	1995	\$82,500

MOTOR GRADERS



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

PAVING & COMPACTION



Bomag	BW177	BG06004	2006	\$64,900
Bomag	BW211D-40	BG06007	2007	\$64,000
Ingersoll Rand	SD100	IR07505	2007	\$64,900
Ingersoll Rand	SD105	IR07507	2007	\$64,900
Ingersoll Rand	TC13	IR05386	2005	\$25,000
Ingersoll Rand	SD116DX	IRU07600	2007	\$85,000

HAUL TRUCKS



Komatsu	HM300-2	KM08715DF	2008	\$189,000
Komatsu	HM400-2	KM02428DF	2002	\$149,000
Moxy	MT31	M002024	2002	\$99,000
Moxy	MT41	M006037	2006	\$219,000



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



2008 Komatsu, PC138USLC-8, KM08269RM, s/n 20321, 1,104 hours, 92 hp, cab, A/C, 30" bucket \$69,900



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



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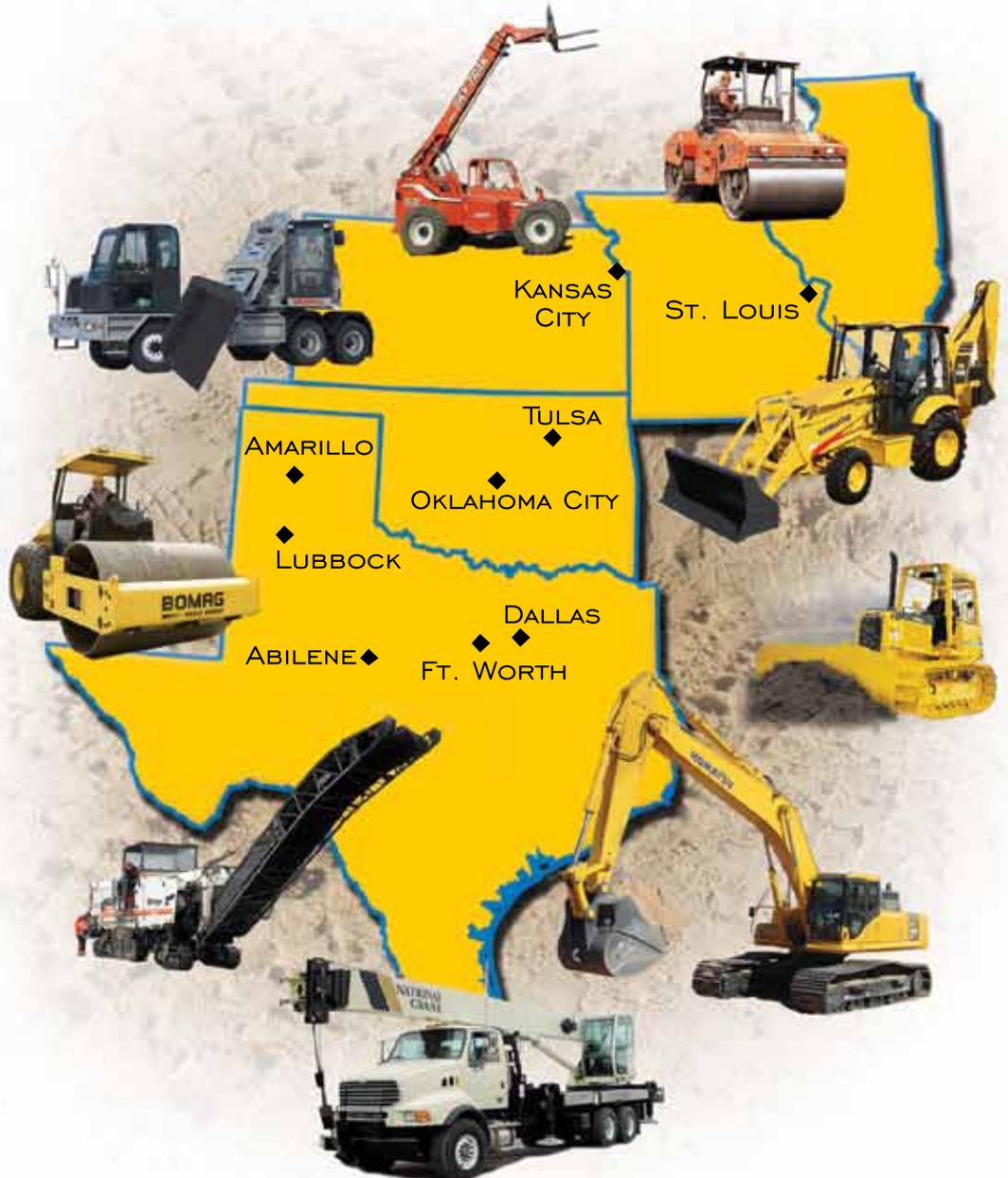
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