



# CONNECTION

A publication for and about Kirby-Smith Machinery customers • 2008 No. 3

Featured in this issue:

## CIMARRON CONSTRUCTION COMPANY

Well-trained, experienced employees are key to success for this Oklahoma City contractor

See article inside...



President Don Noble (left) and Vice President Tom Noble



# A MESSAGE FROM THE PRESIDENT



Ed Kirby



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Dear Equipment User:

In the last issue of the Kirby-Smith *Connection*, we included a brief article on our Government's Economic Stimulus Act. Inside this issue, we have a question-and-answer type article, where you can find more detailed information about some commonly asked questions about the legislation, which applies to new equipment purchased and put into service in 2008.

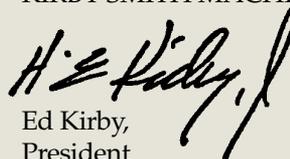
As you decide on what new equipment to purchase, features you may be considering are better fuel economy and lower emissions. Komatsu has always been a leader in those areas. With the development of its ecot3 engines, it's lowering emissions with better fuel economy, while at the same time providing more horsepower. The result has been improved productivity for less, leading to lower per-yard costs.

You'll find such technology in new Komatsu machines, such as the next generation of the D39-22 dozers featured in this issue of the *Connection*. Like other recent updates and additions to the Komatsu dozer line, these machines provide numerous features that help you move dirt faster and more efficiently.

At Kirby-Smith Machinery, Inc. we're proud to represent such an innovative equipment manufacturer. If you're looking for new equipment, Komatsu has a machine to fit nearly any need.

As always, if there's anything we can do to help you with your equipment, parts and service needs, please don't hesitate to call us.

Sincerely,  
KIRBY-SMITH MACHINERY, INC.



Ed Kirby,  
President



# CONNECTION

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Well-trained, experienced employees are key to success for this Oklahoma City contractor.

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### INDUSTRY NEWS

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### NEW PRODUCTS

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### NEW UTILITY MACHINES

Take a look at Komatsu's new MR-3 series of compact excavators. You'll find them packed with many new features.

### TECHNOLOGY TIPS

Learn how the Topcon global-positioning system has partnered with Komatsu to move material faster, more efficiently and at a lower cost per yard.

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## A SALUTE TO A CUSTOMER

# CIMARRON CONSTRUCTION COMPANY

## Well-trained, experienced employees are key to success for this Oklahoma City contractor

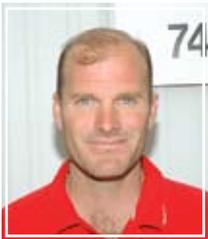


Don Noble,  
President

The superintendents who make up Cimarron Construction Company could probably be described as home-grown talent. They are individuals who joined the company, learned the Cimarron Construction way of doing things, and were eventually able to pass on that knowledge as the leader of their own crew.

“That’s been the key to our business, by far,” said Cimarron President Don Noble. “That’s why they’re the best. They came up learning from the people who built the business and who taught them how to work hard.”

“They learned not only how to work hard, but in a safe, timely manner,” added Cimarron Vice President Tom Noble, Don’s brother. “They learned how to do it right.”



Tom Noble,  
Vice President

President Don Noble said he’s been pleased with the performance of his Komatsu PC400LC-7 excavator, shown here, and his three Komatsu PC300LC excavators. “As long as we don’t try to do something that the machine was not made to do they’re all great,” he said.

Eleven superintendents help to manage a work force of about 80 people at Cimarron Construction, which installs water, sewer and storm sewer lines, builds bridges, and does concrete work in a roughly 100-mile radius of Oklahoma City. The majority of that work is for municipalities, although Cimarron might also do work for a commercial development, such as a Lowes or Home Depot.

Don, who does the estimating and billing, said he bids on jobs ranging in size from \$5,000 to \$10 million. Tom oversees much of the work out in the field. Tom Southern is one of several valuable superintendents.

### A growing business

Together they manage about \$15 million in annual business, a volume that has increased dramatically since the company was founded in 1984. That’s when Don and Tom’s father, Bob Noble, combined his industry expertise with a partner, Ken Jacobs, and launched Cimarron Construction. While Bob has since retired, Jacobs continues to work and provide valuable input to Don and Tom as they gradually take over the leadership and ownership of the company.

Bob Noble and Jacobs started with only one additional employee, but were able to expand the company through steady growth. By 1992, business was up to about \$3 million and the work force had grown to about 15 people, including Don and Tom. The two brothers took over the decision-making for Cimarron Construction in the late 1990s.

A big job around the time they joined the business in the early 1990s was the installation





of about three miles of 16-inch water line at Shepherd Mall in Oklahoma City. "That was our first multimillion dollar project," Don said. "We had to have it done by Christmas, but I know we finished way ahead of schedule. It took us about a year."

Cimarron Construction is currently working on the largest job it's ever had, a \$9 million project for the city of Oklahoma City that includes the installation of 36-inch water line with sanitary sewer and big concrete box work.

"We do the dirtiest, nastiest, hardest-possible jobs there are in the city," Don said. "We can handle the jobs that many other companies may be reluctant to take on. That's what we do."

### Confidence in Komatsu excavators

Doing that work requires a fleet of productive equipment and Cimarron Construction relies heavily on its 14 Komatsu excavators acquired from Kirby-Smith Machinery, Inc. with the help of Territory Manager Bill Gustafson. "They're our No. 1 piece of equipment," Don said of his excavators. "Every crew has at least one. When we start a job, we determine which excavator goes to that job and then the people to go with it."

Cimarron Construction has numerous Komatsu excavators to choose from, ranging in size from three PC95s to a PC400LC-7. Jacobs recalled their first piece of Komatsu equipment was a PC200LC excavator about 15 years ago, followed shortly afterwards by a PC300LC.

"A good friend of mine told me to buy the PC200," he said. "His company had bought it new and later traded it in. He said we should pick it up so we did, and it was a good buy."

"No one had Komatsu at that time, and then all of a sudden they were all over," Don remembered. "We had a great deal at the time, zero percent interest. That was unheard of in 1992 or 1993."

Don said both of those early Komatsu purchases still play productive roles in their fleet. "All of our Komatsus are good machines," Don noted. "The PC95 cannot be beat when it comes to digging front-yard water lines. It has the reach and the strength. Same with the PC400 and the PC300. As long as we don't try to do something that the machine was not made to do they're all great."

In addition to its Komatsu excavators, Cimarron Construction has also acquired a Komatsu D37E dozer from Kirby-Smith and an Ingersoll Rand SD40 roller. Routine maintenance issues are handled in-house, but for more serious concerns Cimarron Construction has relied on the expertise of Kirby-Smith.

"We don't have a mechanic so we use Kirby-Smith," Don explained. "That in itself has been important. A big part of why we've stayed with Kirby-Smith is because of the service. They've been very good to us."

"As dependable as the machines are, it's the people who go along with it who really make a difference," Tom added. "The support

*Continued . . .*

Cimarron Construction puts its Komatsu PC400 excavator to work on a 36-inch water line it's installing for the city of Oklahoma City.



**Ken Jacobs,**  
Partner



**Tom Southern,**  
Superintendent



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# More growth ahead for Cimarron Construction

... continued

(L-R) Cimarron Construction Company Vice President Tom Noble and President Don Noble call on Kirby-Smith Territory Manager Bill Gustafson for assistance with their equipment needs.



The first piece of Komatsu equipment purchased by Cimarron Construction was a PC200LC excavator more than 15 years ago. Today, the company's fleet of Komatsu excavators includes five PC200s.



Cimarron Construction's compact excavators, such as this Komatsu PC95, come in handy when working in tight commercial and residential areas. The company is installing a 36-inch water line in Oklahoma City, which requires replacing curbs and driveways as well as fencing, walls and sod in some areas.



has been dependable too, so it's really a combination of the two that makes for a good business relationship."

"Probably the best comment we could make is that Kirby-Smith stands behind what it says," Jacobs added.

## Satisfied customers

The same can be said of Cimarron Construction. "Our name is going to be attached to whatever work we do," Tom said. "We do it right, satisfy our customers, and that gives us a return on our work."

"Everybody here takes pride in what we do," Don added. "That is true of each individual crew all the way up to the top. They know our name's on it and we want it to be done right."

Don expects there will be ample opportunities for Cimarron Construction to make its mark during the next few years. In December of 2007, Oklahoma City overwhelmingly passed an \$850 million bond issue that will fund infrastructure improvements.

"That's about \$100 million a year for the next seven to eight years," Don said. "I think the Oklahoma City metropolitan area will have enough work to continue its pattern of growth during that period of time."

With a growing number of dilapidated bridges in Oklahoma, Don said he also expects bridge construction will play an increasingly prominent role in his company's work roster.

"About 3,000 bridges in the state right now need to be redone," he said. "There's currently a huge push to get more money at the state legislature to get that accomplished."

When that funding becomes available, there's little doubt the proven, experienced personnel at Cimarron Construction will be ready to make those infrastructure needs a reality.

"We've tried to take the approach of a large company and apply it to our small company," Don said. "Bid a lot of work, get a little, and make it profitable. That's what we've been able to do." ■



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# ECONOMIC STIMULUS ACT

## The Economic Stimulus Act can mean big tax savings for 2008 equipment buyers

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**By lowering your taxable income, the depreciation bonus and Sec. 179 can dramatically cut your 2008 tax bill, thereby freeing up cash in the near term.**

On February 13, 2008, President Bush signed the Economic Stimulus Act (ESA). In addition to providing tax rebate checks to lower- and middle-income families and making it easier to refinance mortgages, the ESA temporarily reinstates the depreciation bonus and increases Sec. 179 expensing limits. This can mean potentially big tax savings for you.

Here are some answers to frequently asked questions about the ESA:

**QUESTION: What exactly does the Economic Stimulus Act (ESA) mean for my business?**

**ANSWER:** By lowering your taxable income, the depreciation bonus and Sec. 179 can dramatically cut your 2008 tax bill, thereby freeing up cash in the near term.

**QUESTION: Sounds too good to be true. What's the catch?**

**ANSWER:** The more you depreciate now, the less you will be able to depreciate later. In other words, your tax bill in future years will be higher because you'll have less to deduct. But ask yourself this: Would you rather have

the tax savings in your pocket now to invest in your company or would you rather have Uncle Sam hold onto your money for a couple additional years?

**QUESTION: How does the depreciation bonus work?**

**ANSWER:** Companies that buy new equipment in 2008 can depreciate 50 percent of the cost on the first year, plus the percentage of the remaining basis in the equipment that would ordinarily be depreciated under the Modified Accelerated Cost Recovery System (MACRS). For a \$100,000 piece of equipment with a five-year MACRS life, the first-year depreciation under the ESA would be \$60,000 (\$50,000 depreciation bonus, plus 20 percent of the remaining \$50,000 in basis).

**QUESTION: What type of equipment is eligible?**

**ANSWER:** To be eligible for the depreciation bonus, the following requirements must be met:

- The equipment must be depreciable under MACRS and have a depreciation recovery period of 20 years or less. The ESA also allows the use of the depreciation bonus for certain types of water utility property, software and leasehold improvements. Check with your tax professional.
- The original use of the equipment must commence with the taxpayer claiming the depreciation bonus after December 31, 2007.
- The equipment must be purchased between December 31, 2007 and January 1, 2009. Equipment for which a binding purchase contract was in effect before January 1, 2008, is not eligible.





The elective, depreciation bonus is temporary and only eligible on new equipment purchased and placed into service between December 31, 2007, and January 1, 2009.

- The equipment must be placed in service between December 31, 2007, and January 1, 2009. Certain equipment with a recovery period of 10 years or more and certain transportation property can be placed in service by January 1, 2010, and still qualify for the depreciation bonus. Check with your tax professional.

**QUESTION: Does the equipment have to be new?**

**ANSWER:** Yes. To be eligible for bonus depreciation, the "original use" of the equipment must commence with the taxpayer claiming the depreciation bonus after December 31, 2007.

**QUESTION: If I am leasing a piece of equipment and I decide to buy it, can I claim the depreciation bonus?**

**ANSWER:** There is one very limited exception to the "new" requirement. If Company A is leasing a piece of equipment (e.g., from a distributor) and Company A is the first and only user of the equipment (i.e., it hasn't been rented or leased to any other customer) and Company A converts the lease to a purchase within three months of the start of the lease period, then Company A may claim the depreciation bonus on the equipment. Check with your tax professional for more details.

**QUESTION: How long to I have to take advantage of the depreciation bonus?**

**ANSWER:** The depreciation bonus is temporary. To qualify, the new equipment must be acquired and placed in service by the taxpayer claiming the depreciation bonus before January 1, 2009.

**QUESTION: Do I have to use the depreciation bonus?**

**ANSWER:** No. The depreciation bonus is elective (meaning it's your choice whether to use it). Note that the depreciation bonus also applies for both regular and alternative minimum tax purposes.

**QUESTION: How did the ESA change the Sec. 179 expensing law?**

**ANSWER:** The ESA dramatically increased the expensing limits under the Sec. 179 of the Internal Revenue Code for any taxable year beginning in 2008. For the 2008 tax year, companies can expense up to \$250,000 as long as total purchases do not exceed \$800,000. For each dollar over, the eligible expensing amount correspondingly drops by one dollar. Thus, companies that spend more than \$1,050,000 on tangible personal property cannot take advantage of Sec. 179. (But they can still use the depreciation bonus.)

**QUESTION: To qualify for Sec. 179, does the equipment have to be new?**

**ANSWER:** No. Unlike the depreciation bonus, Sec 179 expensing can be applied to both new and used equipment. While the depreciation bonus applies during the 2008 calendar year, the Sec. 179 increases apply to any tax year beginning in 2008.

**QUESTION: Can Sec. 179 and the depreciation bonus be combined?**

**ANSWER:** Yes. Companies eligible for Sec. 179 can also combine it with the depreciation bonus for even bigger tax savings.

**QUESTION: Do the ESA capital investment incentives apply to only construction equipment?**

**ANSWER:** No. A broad range of tangible personal property (but not real estate) is eligible for special tax treatment this year. ■

*More information is available at [www.depreciationbonus.org](http://www.depreciationbonus.org).*

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# BRIDGE TO THE FUTURE

## ARTBA calls for increased funding in highway and bridge construction

The 2009 federal highway and transit authorization bill provides the best opportunity in more than 50 years to chart a new course for America's surface transportation programs and significantly boost highway and bridge construction for the future. But, it will be a heavy political lift to get the job done and will require strong grassroots support from transportation design and construction professionals.

Those were among the key messages American Road & Transportation Builders Association (ARTBA) President & CEO Pete Ruane delivered to 1,500 bridge owners and engineers, senior policymakers, government officials, bridge designers, construction executives, and suppliers attending the 25th Annual International Bridge Conference in June.

The United States has nearly 576,000 bridges. Approximately 22 percent are located on the National Highway System (NHS) and 55,245 are on the Interstate system.

Ruane cited research from the American Association of State Highway & Transportation Officials (AASHTO) calling for 10,000 miles of new routes or corridors and upgrading 20,000 miles of new or replacement bridges on the NHS.

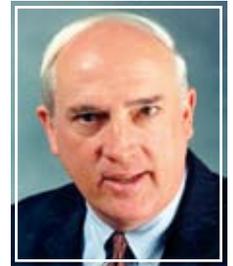
With the U.S. Department of Transportation (DOT) reporting more than 25 percent of the nation's bridges to be structurally deficient or functionally obsolete, the trend toward greater investment should continue, Ruane said. He cautioned, however, that a nearly 40 percent increase in highway and bridge construction costs since 2003 was making bridge improvements much more expensive, and would require additional federal, state

and local funding. Building support among policymakers at all levels of government will be challenging in the current political atmosphere, but can be done.

He outlined two major thrusts of ARTBA's legislative proposals for the 2009 bill, which include expanded investments in the core highway, bridge and transit programs — financed by a minimum 10 cents per gallon increase in and indexing of the federal motor fuels tax — to protect past infrastructure investments, particularly on the Interstate system.

The second part of ARTBA's plan calls for initiation of a 25-year national construction priority — the "Critical Commerce Corridors" (3C) goods movement program — to add new infrastructure capacity to the nation's transportation network. ■

ARTBA President & CEO Pete Ruane said the 2009 federal highway and transit authorization bill provides a great opportunity for a boost in future highway and bridge construction. ARTBA is calling for expanded investment in core programs as well as a 25-year national construction priority.



**Pete Ruane,**  
President & CEO,  
American Road  
& Transportation  
Builders Association  
(ARTBA)



# LOOKING AHEAD

## Massive new funding proposed to meet needs of transportation systems

Rep. John Mica, R-Fla., is looking ahead to funding the nation's highways and transit systems beyond 2009, calling for a massive increase over the \$286 billion under the current SAFETEA-LU funding measure, which provides funds for such projects as maintenance and rehabilitation of highways and interstates. SAFETEA-LU expires in 2009, and Mica wants more than a trillion dollars in new funding.

Mica, a member of the House Transportation and Infrastructure Committee, is aiming for \$1.5 trillion over five years, which includes \$500 billion in the basic bill, with another \$500 billion each for infrastructure and public-private ventures. Funding for the bill would come from several options a surface transportation commission called for earlier this year, including higher federal and state fuel taxes.

The proposal comes on the heels of a recent study that showed the U.S. transportation system is failing to keep pace with the demands of a 21st century economy. The study, "The Transportation Challenge: Moving the U.S. Economy," showed the U.S. competitive

advantage is shrinking as other countries increase investment in transportation infrastructure. The increasing age of the nation's infrastructure was a major contributing factor, and without needed investment, the nation will continue to fall behind.

"If the United States declines to invest in transportation infrastructure and ignores the transportation needs of key industry sectors, our economy will become less productive and less competitive," said Janet F. Kavinoky, Executive Director of the Americans for Transportation Mobility Coalition (ATM), who helped conduct the study, along with the National Chamber Foundation and the U.S. Chamber of Commerce. "Without an adequate transportation system, the nation's economic growth is at risk."

### Recommendations urge more strategic planning

According to the study, lack of investment will put the U.S. transportation system further behind the growing demands of five major economic sectors — agriculture and natural resources, manufacturing, retail, services and transportation — which account for 84 percent of the nation's economy.

Several recommendations were part of the study, including emphasizing the importance of increased investment in transportation systems, such as highway, rail and marine. It urged policymakers to become more strategic in planning and investing in the U.S. transportation system.

"If we do not, our transportation system will become a competitive disadvantage for U.S. industries, and it will become harder to sustain the growth of our regions and the national economy," the report said. ■

Rep. John Mica, R-Fla., is looking for a massive increase in funding for the nation's highways when the current funding measure ends in 2009. A recent study shows the U.S. transportation system is failing to keep pace with the demands of a 21st century economy.





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About a year ago, Komatsu unveiled its new Dash-22 hydrostatic dozer series by introducing the revolutionary D51, easily distinguishable by its super-slant nose design. Now, the manufacturer has extended Dash-22 features to the next size class down, the 10- to 11-ton D39.

Available in a standard-track EX or wide-track PX version, the D39-22 is unique in appearance, thanks to its sharply sloped nose and mid-mounted cab. According to Komatsu, the features are much more than cosmetic improvements.

“The combination of the super-slant nose and the cab being mounted almost two feet forward compared to the D39-21, dramatically improves visibility to the blade,” said Komatsu Dozer Product Manager Bruce Boebel. “The mid-mount cab also improves machine balance, making the D39 both a highly productive and stable small to mid-size dozer.”

Other significant improvements to the new hydrostatic (HST) D39 dozers include the highest horsepower (105 hp) in class; an electronically controlled, hydraulically driven fan that improves overall machine efficiency; and adjustable blade pitch, which allows an operator to cut or carry material. In addition, the D39-22 dozers have larger undercarriage components; heavy plate steel throughout; and new, heavy-duty HST components; all of which combine to make them much more durable machines.

“From the blade, all the way to the back of the machine, we rethought everything about the D39, with the goal being to make it the most productive, efficient and user-friendly

dozer in its class,” said Boebel. “We believe we’ve succeeded in every way. For example, variable-displacement travel motors provide plenty of power throughout a turn, and with the unmatched visibility to the blade, even a beginning operator can be very effective on the D39-22.”

Powered by Komatsu’s ecot3 (Tier 3) engine, the D39 is also very fuel-efficient in either grading or dozing applications.

For more information on the new Komatsu D39EX/PX-22 dozer, contact your sales representative or our nearest branch location. ■



**Bruce Boebel,**  
Product Marketing  
Manager

### Brief Specs on Komatsu D39EX/PX-22

Model	Output	Operating weight	Blade capacity
D39EX-22	105 hp	20,834 lbs.	2.89 cu. yd.
D39PX-22	105 hp	21,804 lbs.	3.0 cu. yd.

The new D39EX/PX is the second Komatsu hydrostatic dozer in the Dash-22 series. Features include industry-leading power, along with a super-slant nose design and mid-mounted cab which provide unparalleled visibility to the blade.





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## NEW UTILITY MACHINES

# COMPACT EXCAVATORS

## Here's a first look at Komatsu's new MR-3 series

Komatsu recently introduced its third generation of short-tail-swing compact excavators, the MR-3 Series. The MR-3 carries the Komatsu pedigree through and through. From the Komatsu-designed and -built load-sensing hydraulic system to the design of the undercarriage, frame and body.

The MR-3 series brings some great new features to the Komatsu line of compact excavators that are accepted the world over. ■

*Continued . . .*



Komatsu's new MR-3 series of compact excavators features ease of maintenance with larger, lockable access covers for accessing the engine, hydraulics and fuel, as well as for cleaning coolers.



A new monitor panel has easy-to-read gauges and warning lights, hour meter, charge-level monitor with audible alarm, engine oil-pressure monitor with audible alarms and high-speed travel indicator.



Ease of use was built into the MR-3 series with a new dozer control lever that has two-speed travel control, as well as auto shift and load sensing.

The new MR-3 series of compact excavators ranges in size from the 4,090-pound PC18MR-3 to the 11,376-pound PC55MR-3.



# Many new features on MR-3 series excavators

... continued

Komatsu's MR-3 series features a spacious operator station with the KOMTRAX remote machine-monitoring system (standard on PC18MR-3 through PC55MR-3). Cab models have heater/air conditioner, two radio-ready speakers and wiring for a radio.



A high-strength, X-frame design has rounded legs to help prevent build-up of debris on the frame. Open centers allow material to fall off the frame.



Komatsu's MR-3 series of compact excavators has a new look, with integrated counterweight that allows for swing, even in the tightest spaces.



Komatsu improved functionality with the MR-3 series, including a reduced gap between the blade and bucket for easier load-and-carry.



Superior service access means tilt-forward access to the operator station for periodic inspections (on PC18MR-3 through PC55MR-3) with easy access to the main hydraulic valve, swing motor, starter and alternator.

Komatsu packaged the MR-3 series with tracks and blade included in the package as well as other unique features.



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## TECHNOLOGY TIPS

# GLOBAL POSITIONING

## Komatsu machinery and Topcon technology — a powerful team that helps keep your costs down

Moving material faster, more efficiently and at a lower cost per yard is the goal of every earthmoving contractor. Those advantages are all available with Komatsu machinery equipped with Topcon Positioning Systems GPS (Global Positioning Satellite) technology.

The combination of the two provides a powerful tool that allows users to save time and money in several ways. Available are 2D and 3D systems that allow users to upload job designs into a control box, which receives machine-positioning signals from a radio antenna and GPS receiver on the machine. The control box continuously compares actual machine and blade position on dozers and motor graders and calculates corrections that are sent to the machine's hydraulics, creating fully automatic grading of the jobsite. The result is reduced or eliminated staking and surveying costs, and the ability to reach final grade in fewer passes.

Komatsu is working to make Topcon technology "plug and play" on factory-direct machines. In the past, Topcon systems had to be added on after the purchase of a machine. Komatsu's goal is to ship the machines with the brackets for mounting Topcon components as well as the internal wiring harness and hydraulic valve already in place. All users will have to do is plug their Topcon system in, and after initial set up, calibration and consultation with a Topcon representative, they'll be ready to go.

"With our new 'plug and play' setup, the user won't have to have the machine out of service for an extended period of time to make the machine GPS ready," said Mike Milostan, Komatsu America Product Marketing Manager, Working Gear. "We've taken the initial step with our new D51 dozers. It will soon be available as an option on all dozers,

followed closely by motor graders then excavators."

### More precise excavator cuts and fills

Several Topcon systems are available to dozer, motor grader and excavator users, such as the 3D-Xi Indicate 3D GPS+ control system for excavators that offers multiple views: plan, profile and section. It displays real-time movement of the bucket, stick, boom and entire machine. Grade can be controlled on the left, middle and right of the bucket.

"Similar to units used with dozers and motor graders, the excavator systems will improve the bottom line with better production, material savings and reduced survey costs," said Milostan. "Komatsu excavators work well with Topcon systems such as the X63, which helps in tough situations such as deep cuts, underwater excavations and steep slopes, as well as shallow digs. It displays machine position in real time, providing the operator complete control of the bucket at all times. A



Mike Milostan,  
Komatsu America  
Product Marketing  
Manager, Working Gear

*Continued . . .*



Topcon GPS systems are available with Komatsu excavators, displaying real-time movement of the bucket, stick, boom and entire machine. Grade can be controlled on the left, middle and right of the bucket.



# Easy-to-use systems up production at lower cost

... continued

touch-sensitive control box with a bright, color display shows the operator how to get and keep the bucket on grade for better accuracy. Operators can select a variety of screen options such as plan profile, cut/fill scrolling tape indicator and cross section. It significantly reduces the need for a grade checker as well."

## Saving time and money

Also available is the 3D-MC machine control system that provides accurate grade control and productivity, the 3D-LPS (Local Positioning System) with high-precision stakeless grading in limited-satellite-access locations, the 3Di-GPS+ indicate control system for rough grading and the mmGPS (mm stands for millimeter) machine control system with millimeter accuracy. In most cases,

one system can control multiple machines on a jobsite, and for larger jobsite applications, additional GPS units can be linked together to provide coverage over the entire area.

All are easy to learn and use, according to Milostan.

"We understand that some contractors may be reluctant to try the systems because they believe GPS is too complicated, but that couldn't be further from the truth with Topcon systems," Milostan noted. "Komatsu currently has dozers, a motor grader and an excavator equipped with Topcon systems at our demo site in Cartersville, Georgia, so those considering the technology can come and operate those machines to see how easy they are to use. We're confident that the combination of Komatsu machinery and Topcon GPS technology will be a huge benefit to the equipment owner by saving time and money."

That's been proven with such products as Topcon's popular 3D-GPS+ and 3Di-GPS+, which are extremely accurate for finish and rough grading with Komatsu dozers or motor graders. Both systems have been shown to increase dirt-moving productivity by 30 percent to 50 percent and reduce staking 50 percent to 90 percent. Maps give the operator real-time cut-and-fill information that helps reduce push/haul lengths anywhere on the jobsite. The 3Di-GPS+ system can even be used for marking clearing limits, saving valuable time on surveying.

"Topcon's GPS+ systems are the most powerful on the market," stated Milostan. "They not only use the U.S. group of GPS satellites, but also the Russian GLONASS satellite group, giving them more satellites than the competition. The result is stronger, more accurate positions and better performance in obstructed areas, so there's less system downtime."

It all adds up to better production at less cost. "As with any new equipment, there's an initial investment. But the time and money savings that users see using the Topcon system with Komatsu machinery — especially newer ones with our more powerful and more fuel-efficient Tier 3 engines — means users can quickly recoup the cost and put more money in their pockets in the long run," said Milostan. ■

Finish grading with a Komatsu motor grader equipped with Topcon technology is easier, as it allows fewer passes to get to grade. Komatsu is working to make Topcon technology "plug and play" on factory-direct machines.



Topcon systems have long been available for Komatsu dozers, including Tier 3 models such as the D155AX-6 and the new D51-22s. "Using the Topcon system with Komatsu machinery — especially newer ones with our more powerful and more fuel-efficient Tier 3 engines — means users can quickly recoup the cost and put more money in their pockets in the long run," said Mike Milostan, Komatsu America Product Marketing Manager, Working Gear.



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## KOMATSU & YOU

# NEXT GENERATION OF COMPACT EQUIPMENT

## Komatsu's Utility Division introduces new machines that improve owning and operating costs

**QUESTION:** What's changed in Komatsu's Utility Division in recent years?

**ANSWER:** Since Komatsu seriously began marketing compact and mid-sized machines in the North American market about a decade ago, we've seen our unit sales grow significantly. Since establishing the Komatsu Utility Division 5 years ago, our unit sales have grown 400 percent.

In 2002, Komatsu consolidated all major functions of the Utility Division at our Newberry, S.C., headquarters. At first, there was only a manufacturing plant and a few marketing people. Today, the Utility Division in South Carolina is also the home to our North American sales, marketing, finance, distribution, and manufacturing personnel and the global center of excellence for skid steer loader and compact track loader development.

The Utility Division is responsible for seven product lines with 30 machine models, including products like excavators, skid steer loaders, compact track loaders, backhoe loaders, compact wheel loaders, crawler carriers and compact dozers.

**QUESTION:** Why is it important to the end user to have the skid steer loader development center located in South Carolina?

**ANSWER:** North America is the largest skid steer loader market in the world and the skid steer loader is a product with an American pedigree. It only makes sense to place the design and development center here in South Carolina. It's close to the customers who use these products, and input from equipment users is a key part of our research and development.

*Continued . . .*



**Ivor Hill,**  
Vice President and General Manager,  
Komatsu America Utility Division

*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.*

Ivor Hill joined Komatsu in 2000 and was named Vice President and General Manager of Komatsu America's Utility Division in 2002. Under his guidance, the division has grown to be a significant player in the North American compact equipment market. It has grown from five products in its infancy to nearly 30 today.

"Komatsu really began to produce compact construction equipment about a decade ago, bringing to the table years of experience building quality and reliable large construction and mining machinery," said Hill. "That experience paved the way for innovative utility machines that we believe are second-to-none. Komatsu is committed to making each of its products efficient, productive and easy to maintain. Customers will get the same quality and reliability from our smallest PC09 excavator as they will from our largest mining machine."

Although born and raised in England, Hill has lived and worked in North America most of his adult life. His background includes work with a mining company before joining Komatsu.

An avid soccer player, Hill plays in several leagues around Komatsu Utility's home base of Newberry, S.C. He has four children and two grandchildren he enjoys spending time with when he's not on the job.

# New compact excavators offer better performance

... continued



With sales, marketing, engineering and manufacturing all located at the Utility Division headquarters, we can streamline communication and the development process, to ensure quality and reliability across the board.

With our new role as the global center of excellence for the SSL and CTL products, we have the benefit of working with customers and dealers all over the world. This expands our knowledge base and helps us find new ways to serve our customers, wherever they live and work. We can also be more efficient by producing higher unit volumes for the world market — again a benefit for our customers.

**QUESTION: Is Komatsu Utility introducing new products this year?**

**ANSWER:** Komatsu Utility is in the process of introducing its new generation of compact and mid-size excavators. The MR-3 compact range improves on the vastly popular MR-2 units. There's a brand-new PC45MR-3 with better performance and price position than its predecessor. The all-new PC88MR-8 extends our range into the mid-size eight-ton class with a larger, more powerful unit that's designed and built by the same team as our larger construction-class excavators. In our fourth business quarter, we plan to introduce the first North American-designed skid steer models and build them in our Newberry, S.C., plant.

One benefit that users will find across the board is that all our utility machines will have

common controls, such as Pressure Proportional Control (PPC). The benefit is that operators can move from one machine to another, a compact excavator to a skid steer, for example, and be confident they can run the machine because the controls are common among them. That will obviously speed up production because the operator doesn't have to learn a whole new skill set to run the machine.

**QUESTION: What else is Komatsu Utility doing to help the machine owner save time and money?**

**ANSWER:** Like much of Komatsu's larger construction equipment, utility machines will now come standard with our KOMTRAX remote machine-monitoring system. Komatsu is the first manufacturer of compact equipment to make such a system standard equipment. As new models are introduced, KOMTRAX will be on board. KOMTRAX allows the owner to keep track of machines by logging onto a secure Web site. Information, such as machine location and hours are available. If there's an issue, an error code will pop up and alert us and the distributor so we can call and let the owner or operator know we're on our way to fix it. It's a very effective tool for controlling owning and operating costs because maintenance and service schedules can easily be tracked.

**QUESTION: Are there other similarities between Komatsu's utility machines and its larger construction counterparts?**

**ANSWER:** Customers will find that even though we're a relatively new player in the utility market, our smaller machines are just as reliable and productive as Komatsu's larger models. No matter what size the machine, the same Komatsu development and testing process is applied. Whether a skid steer loader or 40-ton excavator, the process is the same. There's also a high degree of component commonality and Komatsu is known for its in-house hydraulic systems. That means customers will get the same quality and reliability from our smallest PC09 excavator as they will with our largest mining machine. It's part of Komatsu's commitment to quality equipment, product support, parts and service throughout its entire lineup. ■



Komatsu recently introduced its new MR-3 series of compact excavators. The units are packed with features that offer better productivity and operator comfort.

Komatsu's Newberry, S.C., manufacturing facility is the worldwide development center for skid steer loaders. Komatsu will introduce its next-generation, Tier 3-compliant skid steers later this year.



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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.



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## UNDER THE HOOD

# EXTENDING MACHINE LIFE

## Why Komatsu Genuine Oil is the right choice for your engine



Jake Tiongco,  
District Parts  
Sales and Product  
Manager, Komatsu  
America

Engine oil is engine oil, right? Not if you're entrusting something other than Komatsu Genuine Oils to keep the moving parts of your machinery working at maximum performance.

Komatsu recently independently tested several popular engine oils offered at the retail level, and subjected them to rigorous testing to see if they met Komatsu Engineering Standards (KES), which are far more stringent than the industry standard. Among the tests was a determination of the oils' abilities to resist oxidation, a critical factor considering Komatsu's 500-hour oil-drain interval.

In addition, these tests predict an oil's ability to resist deposit formation, an essential element in Komatsu's Tier 3 engines. The oils tested claimed to meet the needs of Komatsu engines, yet all the products failed the tests.

"Komatsu is a company that prides itself on its engineering and has chosen oils which

Komatsu Genuine Oils provide superior oxidation and viscosity control. A recent test showed other engine oils failed to meet Komatsu Engineering Standards, which are far more stringent than the industry standard.



allow our machines to achieve maximum performance and life," asserted Jake Tiongco, District Parts Sales and Product Manager for Komatsu America. "With our latest Tier 3 engines, it's more important than ever to protect your investment with Komatsu Genuine Oils."

### Superior oxidation and viscosity control

Using something other than Komatsu Genuine Oils could lead to rapid buildup of under-crown deposits. Left unchecked, these deposits cause an insulating layer and lead to piston overheating. With insufficient cooling of the piston, deposits form in the area of the rings, which can cause sticking or collapse. This in turn leads to loss of oil control, compression and premature liner wear. Worst case scenario: piston seizure.

Komatsu Genuine Oils help ensure those problems don't occur. Oxidation control is a critical factor in maximizing the life of any Komatsu engine, and Komatsu Genuine Oils are an essential part of that. While designed for Tier 3 engines, Komatsu Genuine Oils are approved for use in all preceding Komatsu engines.

An additional factor in oxidation stability is viscosity control. As oil becomes oxidized, it thickens and turns dark in color, eventually causing loss of viscosity, often before a scheduled change interval.

"Only oils with superior oxidation resistance, such as exhibited in the Komatsu hot-tube test, can operate the full 500 hours and maintain both viscosity control and maximum antiwear performance," said Tiongco. "Using Komatsu Genuine Oils takes the guesswork out of the equation. They're always the right choice." ■

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# TECHNICIAN TRAINING GROUND

## With hands-on experience, OSU's HEVI program works to fill growing need for service technicians

When Tim Fox and Dustin South graduate from the Heavy Equipment and Vehicle Institute (HEVI) at OSU's Okmulgee campus, they don't expect job placement to be a problem.

That's because in addition to their two-year degree, they're gaining hands-on experience with heavy equipment at Kirby-Smith Machinery at a time when there's an ever-increasing demand for such technicians throughout the industry.

"My goal was to continue my education after high school and this is something I've always enjoyed doing," South said. "Plus, I knew I'd have a job somewhere. There's a pretty high demand right now."

"This program is a great deal," added Fox. "I didn't know anything about this kind of work when I started, but I do now. I still don't know everything, but by the time I'm finished, I'll have the training and knowledge I need."

Located on OSU's Okmulgee campus about 40 miles south of Tulsa, HEVI provides programs of study in diesel and heavy equipment technologies through manufacturer-specific training. The fall of 2008 marks Komatsu's 10th year as a participating manufacturer.

### Hands-on experience

Komatsu distributors who participate in the program send students to Okmulgee with the goal of hiring them as full-time technicians once they've completed their degree and training. Those students go to school for eight weeks, receiving extensive on-campus training in a shop that features four pieces of the latest Komatsu equipment — a PC200LC-8

excavator, a PC200LC-7 excavator, a WA380 wheel loader and a WA250 wheel loader. After eight weeks on campus, students apply what they've learned through an eight-week, intensive, paid internship at participating Komatsu distributors. That process repeats itself through three semesters each year.

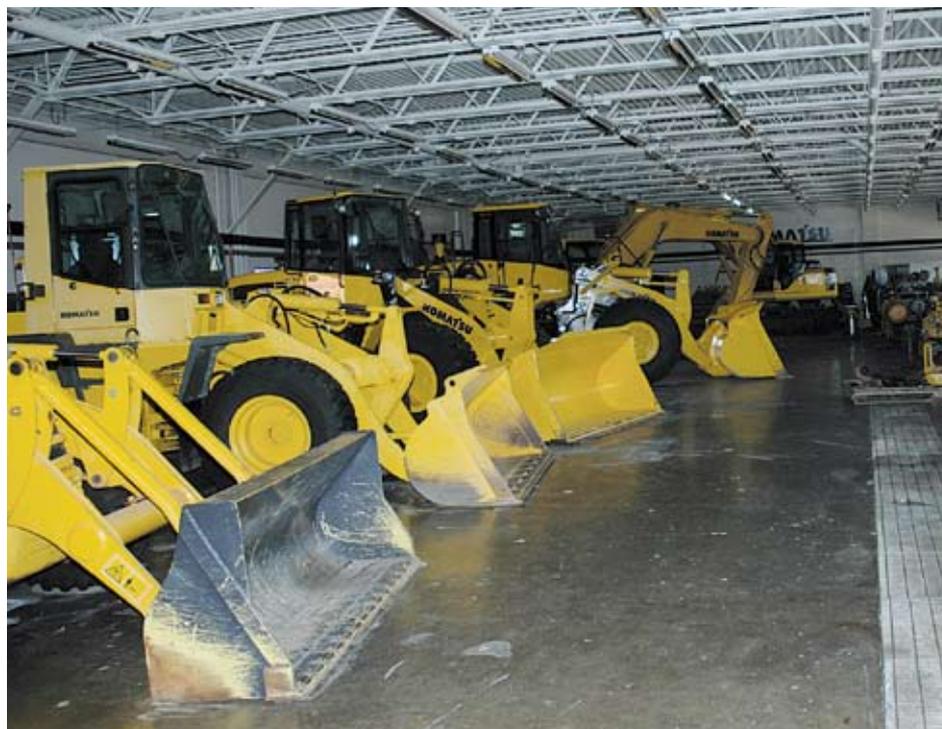
"The students will get some class and lab time while they're here on campus, plus take their general education classes," said Division Program Chair Roy Achemire. "Then they go back and work full time — and even get some overtime — the other half of the semester."

*Continued . . .*



Roy Achemire,  
HEVI Division  
Program Chair

The shops at the Heavy Equipment & Vehicle Institute (HEVI), including the Komatsu shop, typically have around 6,000 to 7,000 square feet. Here, students can gain first-hand experience working on the very latest Komatsu equipment, including a PC200LC-8 excavator and a WA380 wheel loader.



# Internships give students head start on career

... continued



Tim Fox,  
HEVI student



Dustin South,  
HEVI student

Financial support for participants in the program varies from distributor to distributor. Komatsu provides a \$300 scholarship plus a \$600 tool reimbursement for the first semester. Kirby-Smith offers additional financial support to help pay for tuition and allows its students to begin earning incentives that can eventually lead to perks like a company vehicle.

"Dealers tell us that these students are far ahead of the students who went through two years of college diesel classes and then went into the work force," Achemire said.



Time spent in the classroom is also part of the training experience at the Heavy Equipment & Vehicle Institute.

For students like Tim Fox (standing), the experience gained by working as a technician at Kirby-Smith's Tulsa branch as part of the HEVI program is invaluable.



"That's because of the practical experience and training they're able to get during their internship."

## Opportunities abound

In the decade that Komatsu has been a participating manufacturer, Achemire estimates close to 150 students have gone through the Komatsu program. Those graduates, he said, have found instant opportunities.

"Baby boomers are getting into retirement age and many companies are now having a really hard time finding technicians to fill those positions," Achemire said. "I've had some distributors tell me that the lack of technicians is actually limiting their growth because they can't sell more machines if they can't service them."

Achemire said part of the challenge the program faces is battling misconceptions about a career as a service technician. "If they haven't been around this business, parents don't know the success these students can have," he said. "They don't know what has happened to the salaries. These students are making excellent money."

Achemire said the goal is to have 17 to 20 students in each new class, although typically the classroom sizes fall just short of that. With its proximity to the Okmulgee campus, Kirby-Smith will typically have four or five students in each class.

"Our class size has typically been in the 14 to 17 range," Achemire said. "We definitely have room for more students."

Those students will follow the same path as Fox and South, who are gaining hands-on experience at Kirby-Smith's Tulsa branch while earning their degrees. "I would definitely recommend the program," South said. "It's very educational. We've learned quite a bit and it will only help us down the road."

Anyone interested in getting involved with the HEVI program through Kirby-Smith can contact David Baker at (405) 495-7820. ■



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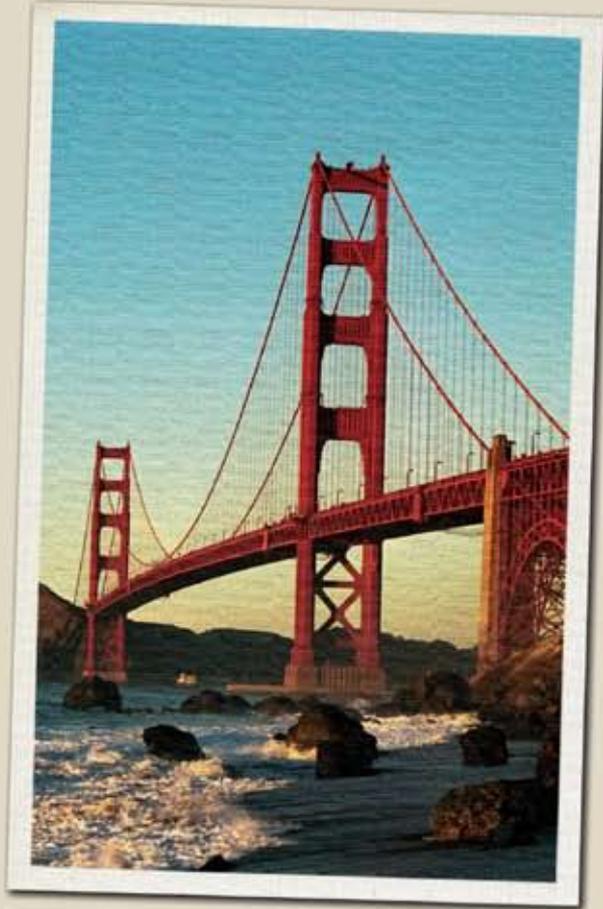
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## GIVING BACK

# SCORING BIG FOR CHARITY

## Kirby-Smith hosts sixth annual Customer Appreciation Golf Tournament and Fish Fry

Kirby-Smith Machinery would like to thank its many customers and vendors for helping to make the sixth annual Customer Appreciation Golf Tournament and Fish Fry in Oklahoma City such a huge success.

Participants not only enjoyed good food and fun, they joined Kirby-Smith in reaching its fundraising goal for the Ronald McDonald House Charities of Oklahoma City. Guests participated through hole sponsorships, raffle tickets for special prizes, par 3 hole chances, mulligans and outright donations.

The Ronald McDonald House provides the comforts of a home-away-from-home for families of seriously ill children receiving medical treatment in Oklahoma City. Families

from every county in the state of Oklahoma have benefitted from the services offered at the Ronald McDonald House.

“What we’ve been able to accomplish through this annual event would not be possible without the generosity and support of all those who participated,” said Ed Kirby. “We express our gratitude to everyone who helped to make this year’s event an overwhelming success — and a special thanks for your continued business. We consider it a privilege to serve you.” ■

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(L-R) Kirby-Smith President Ed Kirby presents Development Director Tamara Gilkey of Oklahoma City's Ronald McDonald House Charities (pictured below) with donation checks collected at Kirby-Smith's sixth annual golf tournament.



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# KIRBY-SMITH GUILDS

## Elite program builds parts, service staff skills and ensures product support excellence for customers

Five years ago, Kirby-Smith created its Guild program with two purposes — to promote continuing education and training and to give Kirby-Smith parts and service employees an opportunity to demonstrate their skill level. The ultimate goal is to provide customers with superior customer service.

Today, the Kirby-Smith Guild program boasts a total of 80 members. To earn membership in either the Service Technician Guild or Partsman Guild, service techs and parts staff must pass an entrance examination. Once admitted, members have opportunities to advance via skills testing.

### Twofold purpose

The Kirby-Smith Guild program offers customers more assurance that their equipment maintenance needs will be addressed quickly and correctly. According to Kirby-Smith VP and Product Support Manager David Baker, the Guild program has been tremendously successful in educating technicians and parts personnel and pushing them to an even higher level of performance. He reports an increase in productivity, faster turnaround times and less rework, ensuring equipment is fixed right the first time.

Customers can recognize Parts and Service Guild members by the Guild patch on their uniforms and distinctive green jackets and Guild caps. ■



### Kirby-Smith Guild Members

#### TULSA - Service

Travis Bolden  
Gary Brummett  
Justin Carey  
George Cross  
Brian DeVore  
Alan Dolin  
Ron Free  
Ralph Glass Jr.  
Joe Howsden  
Roger Jorgensen  
Chris Malone  
John Martin Jr.  
Kurt Maxell  
Rowe McCarthy  
Shaun Merchant  
Jim Payne  
Jeff Ray  
Patrick Reed  
Jason Rogers  
Ben Sitton  
Cash Still  
Justin Taylor  
Brian Witt  
Chris Zimmerman

#### TULSA - Parts

Harold Ahart  
Bret Bryant  
Jeff Cauthon  
Marvin Holloway  
Jeff Rice  
Gary Stallsworth

#### ST. LOUIS - Service

Matthew Baczynski  
Kenny Boenker  
Richard Brinkman  
Kirk Brown  
Tim Carothers  
Kerry MacPherson  
John Fallert  
Bill Ruser  
Mike Santel  
Dale Schmidt

#### ST. LOUIS - Parts

Wayne Asher  
Mike Briscoe  
Tom Costello  
Ceily Davis

#### OKLAHOMA CITY - Service

Jack Bruesch  
Casey Childress  
Keith Crawford  
Ron Hagood  
Steven Houck  
Kenneth Howeth  
Danny Hughes  
Jerry Hunter  
Jeff Lechus  
Kevin Locke  
John Martin  
Eluid Montes  
Dee Metheny  
Dwight Phillips  
Jerry Roach  
Robert Rodriguez  
Lawrence Wilkowske  
Dustin Wooten

#### OKLAHOMA CITY - Parts

Ron Clark  
Gary Cox  
Mark Foster  
Daniel Franks  
Rusty Hancock  
Dave Harris  
Terry Miles  
Ronnie Morgan  
Dusty Odom  
Bill Thomas  
Bob Weaver

#### FT WORTH - Service

Mike Caillier  
Billy Chance  
Mark Lucas  
Richard Villalobos

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Doug Pritchett  
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#### KANSAS CITY - Service

Jon Patocka



# USED EQUIPMENT

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**KOMATSU PC78US-6**, '05, s/n 7916, 578 hrs., great cond., 24" bkt., non-marking poly pro Road Liner pkg . . . . . \$65,000



**KOMATSU PC200LC-6**, '98, s/n A83957, (KMU98699), 36" bkt., A/C . . . . . \$50,000



**KOMATSU PC220LC-8**, '07, s/n A88345, (KMU07742), cab, 31.5" TG shoes, 19'2" std boom, 10' std arm, 48" Kom bkt, 168 hp. . . . . \$164,500



**KOMATSU PC300LC-7**, '03, s/n A85559, (KM03608), 5,170 hrs. . . . . \$127,500

## DOZERS



**DRESSER TD9H**, '05, s/n P046495, (IH05140), 1,400 hrs., 90 hp, EROPS, PAT blade, rear ripper, rental fleet rollout, great dozer . . . . . \$62,000



**DRESSTA TD15E**, '02, s/n 32567, (IHU02117), OROPS, sweeps, angle blade, CARCO winch, 70% of tracks . . . . . \$69,500



**KOMATSU D58E**, '98, s/n 82522, (KMU98026), sweeps, PAT, ripper, EROPS, 50% of tracks, good cond. . . . \$37,500

## RECYCLER



**BOMAG MPH362R**, '06, s/n 901B23001630, 838 hrs., Cummins engine, 79" cutting width, 400 hp, 39,000 lbs. . . . . \$169,000

## NEW BOOM TRUCKS



**EFFER 850/6S**, '07, s/n 112491, (ZZ07308), 56' 6-section articulating crane, behind-cab mount, 503,090 ft./lb. max. cap., on 2007 Sterling LT9500 . . . . . \$295,900

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**NATIONAL 560E**, '05, s/n 291717, (NC05308), 18 tons, 567 hrs., mntd on Ford F-750, Cat 210 hp . . . . \$99,500



**GROVE TMS540E**, '07, s/n 226859 (GR07628), 40 tons, 28 hrs., . . . . CALL

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**DYNAPAC CA251D**, '96, s/n 58313376, (ZZU96391), 84" smooth drum, good cond., 50% tread, OROPS, fresh paint. . . . . \$39,500

## WHEEL LOADERS



**KOMATSU WA380-6**, '07, s/n A53038, (KMU07380), 790 hrs., great cond., recent trade-in, 2 in stock, quick sale needed . . . . . \$169,400



**KOMATSU WA450-5L**, '03, s/n A36144, (KMU03031), 7,700 hrs., good machine, ready to work . . \$120,000

## SKID STEER



**CAT 226B**, '04, s/n BLMJH0043, (CTU04765), 529 hrs., wheel drive, recent trade-in, machine has to go quick, low hrs, tooth bucket. . \$19,500

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