



A publication for and about
 Kirby-Smith Machinery, Inc. customers

Connection

HODGES TRUCKING COMPANY

Oklahoma City contractor relies on
 eight decades of expertise to
 efficiently move drilling rigs

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(L-R) Director of Safety
 Justin Hodges and
 Crane Supervisors
 Richard McGuire
 and Steve Fisbeck





MESSAGE FROM THE PRESIDENT



Ed Kirby

A trip down memory lane



Dear Valued Customer,

This issue of your Kirby-Smith *Connection* puts me in a bit of a nostalgic mood. A little more than 30 years ago, the foundation of Kirby-Smith Machinery was formed in Oklahoma City as a small used-equipment dealership. In the very early days, we had no location of our own. Fortunately, my good friends at Hodges Trucking let me park my equipment in their yard.

As with many Kirby-Smith customers, we've maintained a long-term relationship with Hodges Trucking, and it's my great pleasure that we're featuring them in this issue, along with Tucker Construction and the City of Fort Worth. We're honored that these companies have continued to place their trust in Kirby-Smith Machinery, the equipment we carry and the support we provide.

Of course, support comes from dedicated people such as Debbie Collier and Bob Williams, both of whom were original members of the Kirby-Smith family and recently retired. Their efforts helped shape what we've become, and they will be missed. I can't thank them enough for their service, and I wish them both well in retirement.

When Bob and Debbie joined Kirby-Smith, our equipment was limited to a few used pieces, and I'm sure they didn't expect it to grow into a multilocation company that sells both used and new equipment, including top-of-the-line machines from Komatsu, Manitowoc and the Wirtgen Group, among many other manufacturers.

This issue highlights innovative products from those manufacturers, including Komatsu's new "intelligent" D61i dozers that feature integrated machine control from start to finish. Wirtgen's new i-series pavers also come equipped with intelligent technology, and Manitowoc continues to set the bar with its crane products, like the Grove all-terrain GMK3060.

If you're interested in any of these machines or others, there is an advantage to purchasing this year. Enactment of the American Taxpayer Relief Act of 2012 extended the 50-percent bonus depreciation for most equipment placed in service before 2014. It also extended the increased Sec. 179 expense levels of \$500,000 with a phase-out at \$2 million. For additional information, talk with your sales representative, or call your nearest Kirby-Smith branch.

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

Sincerely,
KIRBY-SMITH MACHINERY, INC.


Ed Kirby,
President

HODGES TRUCKING COMPANY

Oklahoma City contractor relies on eight decades of expertise to efficiently move drilling rigs

When a company has trucking in its name, you expect it's a business you can call to have something hauled or delivered by truck. Hodges Trucking does that, but its work is nearly 100-percent equipment transportation and setup of drilling rigs in the oil and gas industry.

Such has mainly been the case for the eight decades of history associated with Hodges Trucking, which marks its 81st year in 2013. Four generations of Hodges have worked or are working for the Oklahoma City-based family business Bill Hodges founded in 1932 with three trucks and a specialization in moving oilfield equipment.

Today, his grandsons Joe and Jimmy are Hodges Trucking's President and Vice President of Operations, respectively. Jimmy's

son, Justin, is the company's Director of Safety, representing the family's fourth generation.

"There could be a bit of misnomer as to what we provide, because we're not a traditional over-the-road trucking company," explained Justin. "We're a full-service, heavy equipment transportation company that specializes in rig moving. For example, when a rig needs to be moved, Hodges Trucking comes in, takes it apart, loads it onto our trucks and moves it to the next location. Once it's there, we erect it, so the energy company can begin drilling. It's what we've been doing since day one, and we consider ourselves as one of the best in the business.

"To further explain, in most instances, once a well site is prepared and ready for the rig, we can move the rig in and have it set up and ready within one to two days," he added. "It's a well-choreographed operation, from planning and communication, to safety and efficiency, we put a lot of effort into ensuring a consistent process for our customers."

Subsidiary of Chesapeake

Nearly 90 percent of the company's work during the past several years has been for one company, Chesapeake Energy. In 2006, Hodges Trucking became a wholly owned subsidiary of the energy giant. With the acquisition came some major changes at Hodges Trucking, including a healthy growth spurt from about 150 employees to almost 600, and 75 trucks to 300.

"Our relationship with Chesapeake was strong even before the acquisition, because they came to rely on our expertise in logistics and setting up their rigs efficiently and safely,

Continued . . .

Part of the management team at Hodges Trucking includes (L-R) Director of Safety Justin Hodges and Crane Supervisors Richard McGuire and Steve Fisbeck. The Oklahoma City-headquartered company, which celebrated its 80th anniversary in 2012, provides rig moving for the oil and gas industry.





▶ VIDEO

Working in tandem with Grove 135-ton GMK5135 (left) and 275-ton GMK5275 cranes, Hodges Trucking operators set a subsection of a drilling rig during erection on a site in western Oklahoma. "The GMKs have several advantages, including easily moving from one location to the next," said Crane Supervisor Richard McGuire. "They have the lift capacity to handle heavy loads and they work well, even in tight spots."

CRANES



▶ VIDEO

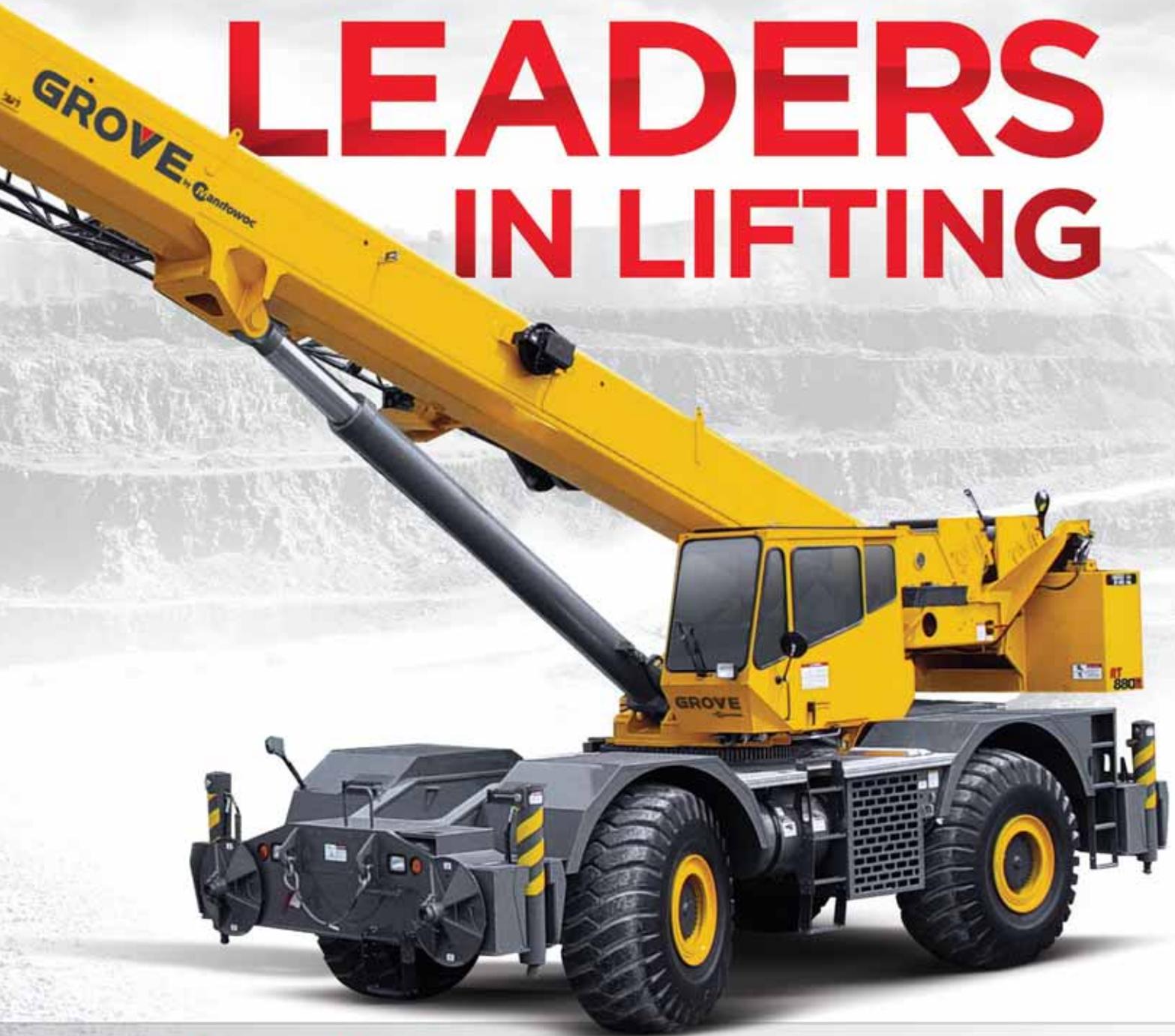
A Hodges Trucking operator and riggers lift a section into place during the erection of a drilling rig on a site in Oklahoma City, using a 240-ton Grove GMK5240 crane. Hodges Trucking has used Grove cranes for more than 40 years.



Go online or scan this QR code using an app on your smart phone to watch video of Hodges Trucking Company cranes at work.

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LEADERS IN LIFTING



Grove rough-terrain cranes

Our rough terrain cranes are long-lasting and hard-working. High-performance features help execute even the most challenging lifting jobs with strength, precision and control. Ideal for mining applications, Grove rough-terrain cranes offer lifting capacities ranging from 30 Ust to 150 USt. Plus, they're backed by Manitowoc Crane Care — the world's most advanced crane service and support program.

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Growing geographically and in services provided

... continued

which is something we take very seriously," said Justin. "Our record proves it, and when you can do that on more than a thousand moves a year, it shows in the bottom line. It's been beneficial both ways. Chesapeake benefits from having its own dedicated rig-moving company it can always rely on. For Hodges, it provided resources and financial backing that have helped us grow. Even as others in our industry may have been downsizing during the economic downturn, we were expanding."

Expertise and safe practices come with experience, according to Justin. Hodges Trucking has thousands of years of it on staff, including in key people such as Crane Supervisors Steve Fisbeck and Richard McGuire. They oversee crane maintenance, rigging and training of personnel.

"Our people are among the most highly skilled in the business," claimed Fisbeck. "We take great pride in that, and ensure they have a solid background and training before and after they start with us. All of our operators are NCCO (National Certification of Crane Operators) certified, which is not required in our field of work, but we believe it is a necessity. We also ensure signal person and rigging training. That education, along with experience, is invaluable."

Expanding footprint

Becoming a part of Chesapeake Energy also expanded Hodges' footprint well beyond Oklahoma. The company now has nine terminal yards: three in Oklahoma, three in Texas, two in Pennsylvania and one that recently opened in Ohio. While the bulk of Hodges Trucking's work remains rig-moving for Chesapeake, during the past couple of years it has started to offer services to outside customers again.

"The percentage we do for Chesapeake varies by location," explained Fisbeck. "For example, in one yard, 100 percent of our work is for them, while in another it may be in the single digits. Obviously, in the latter instance, it's important to have those outside customers we can work with. In some instances, we're back to working with customers we had relationships with in the past, and our

reputation for providing quality service is gaining us new customers all the time."

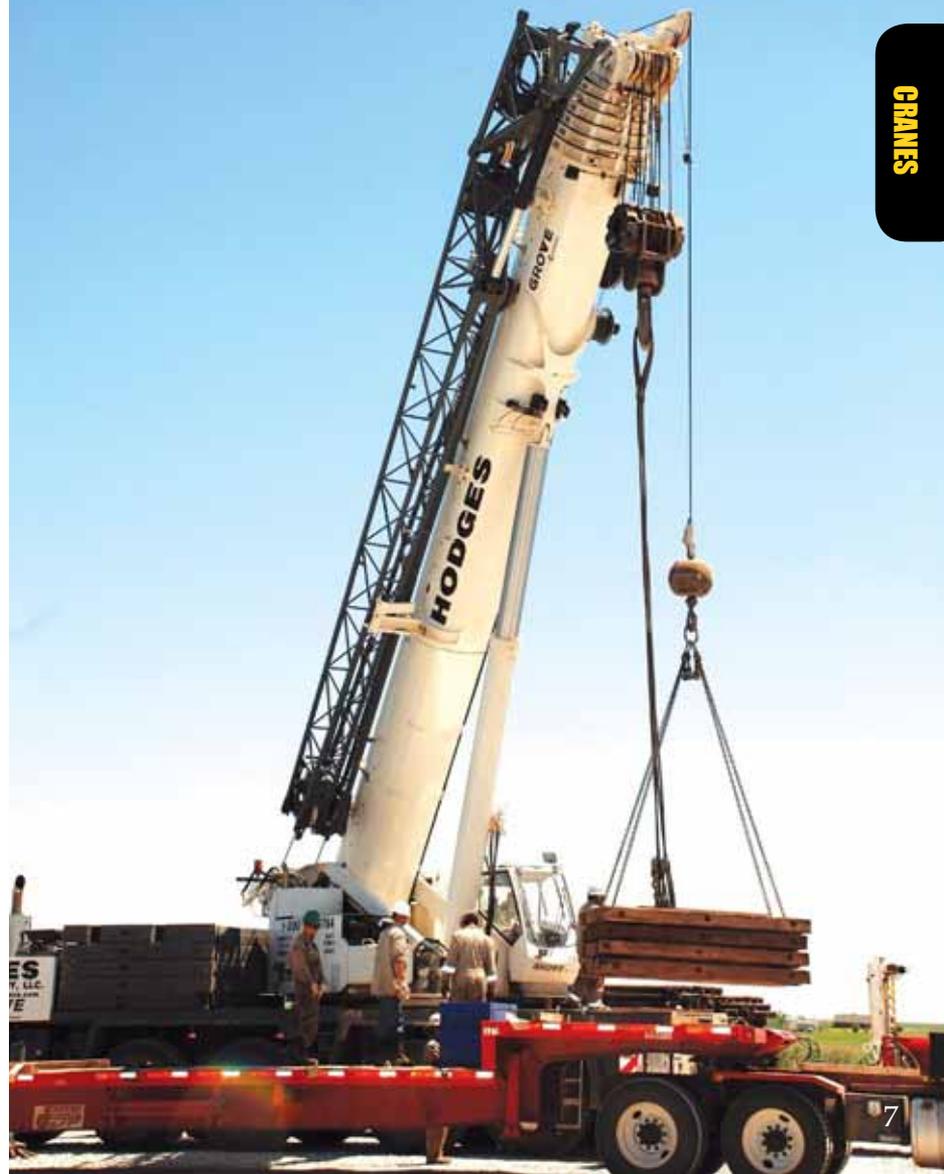
Some of those older relationships go back decades. Despite opening for business during the Great Depression, Bill Hodges quadrupled his three-truck fleet within three years of opening and began gaining a reputation as the go-to company for trucking services in Oklahoma.

Three decades later, Bill's sons Jack, J.D. and Clarence, who worked for their father growing up, bought the business from him. Within

Continued ...

A Hodges Trucking crew prepares to erect a drilling rig by setting up a 275-ton GMK5275, using the Grove crane to lift its own counterweight from a trailer.

▶ VIDEO



CRANES

Grove cranes “get the job done”

... continued

a few years, they expanded into “hauling anything that can be moved,” and began transporting heavy-haul loads, including trains, bridges and airplanes. The company had the ability to move loads in excess of 500,000 pounds.

In the late 1970s, Hodges Trucking moved to its current headquarters in Oklahoma City and constructed a maintenance and welding shop that began, and still does, custom manufacturing of equipment. It also doubled its size by acquiring J.D. Hodges Trucking Company.

“During that time we developed practices, including manufacturing our own trailers and other equipment, that made us more effective,” said Justin Hodges. “Those practices remain today as we work to move rig equipment and begin to provide more outside hauling.”

Advantages to Grove all-terrains

To lift the heavy loads from trailers and move them during the rigging process, Hodges Trucking has about 40 cranes of varying size, including several Grove all-terrain, hydraulic GMK models. The company began using Grove cranes about 40

years ago, and today has several 135-ton 5135s as well as 275-ton 5275s, among others.

“The GMKs have several advantages, including easily moving from one location to the next,” noted McGuire. “Rigging for oil and gas involves varying jobsites, as well as road and ground conditions, often in remote locations. Because they are wheeled cranes, we can drive the GMKs from one site to the next, whether it’s on highway, gravel or dirt. Once at the well site, they are easy to set up, as they can set their own counterweight. The GMKs have the lift capacity to handle heavy loads and they work well, even in tight spots.”

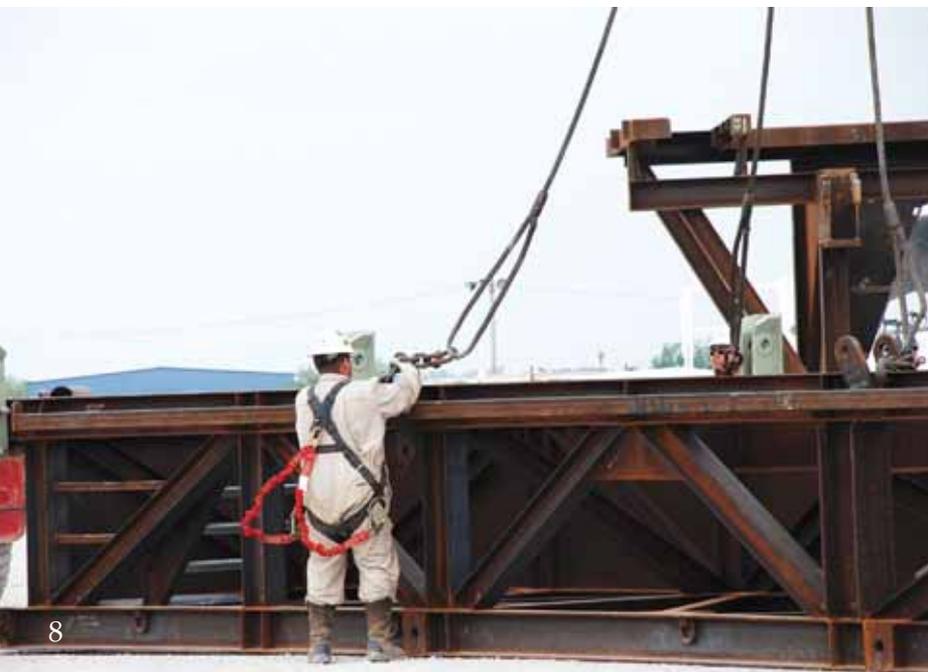
“Of course, we need more than one crane for some picks, and we often use a couple of Groves in tandem, which works very well,” added Fisbeck. “Hodges started with Grove 40- and 50-ton truck-mounted cranes, and now we’re using 275-ton all-terrains. The technology from the early days to now has changed exponentially, and that’s a good thing, as they are easier to operate. But what it boils down to in the end is, will the crane make the picks it was designed for? Grove cranes have good load charts, and we never question their ability to get the job done.”

McGuire noted that another reason Hodges Trucking continues to turn to Grove is the support it gets from Kirby-Smith Machinery. The company works closely with Oklahoma Crane Territory Manager Jeff Cavaness. “We have a longstanding relationship with Ed Kirby and Kirby-Smith. We view them as partners in our business because they work to find us the right cranes and save us time and money. If there’s an issue, they know how to solve it quickly, and they’re excellent about having parts.”

Offering quality and value

“As always, going forward we’ll continue to do our part in helping to ensure that Chesapeake stays efficient in completing wells,” said Justin Hodges. “Aside from Chesapeake, it’s our goal to remain a top competitor in the rig-moving business, so we’ll continue to offer quality and value to all of the other exploration and production companies in the industry.” ■

Setting up a drilling rig is a coordinated team effort that involves both crane operators and riggers. “In most instances, once a well site is prepared and ready for the rig, we can move the rig in and have it set up and ready within a day,” said Director of Safety Justin Hodges.



NEW 60-TON ALL-TERRAIN CRANE

Grove's GMK3060 is an excellent general-purpose crane for a variety of jobsites

Those who use cranes understand the value of having a versatile machine that works well in general lifting situations. Grove's new 60-ton GMK3060 all-terrain crane fits the bill, offering excellent lift capacity for construction, offering, industrial and other applications.

"One machine that can handle multiple tasks on a jobsite is a real benefit to users," said Jeff Cavaness, Kirby-Smith Machinery Crane Territory Manager for Oklahoma. "The GMK3060 allows them to quickly move from one task to the next. For example, on a construction site, it could easily go from setting a precast panel to lifting an HVAC unit on top of a building to lifting iron into place."

Groves's GMK3060 is an upgrade to its popular GMK3055, providing an additional two tons of counterweight and an increased load chart. It works equally well in open areas and in tight quarters with a boom-length range of 32 to 141 feet.

The five-section MEGAFORM™ boom with Twin-Lock™ pinning offers a maximum tip height of 190 feet, which can be extended with optional luffing and offsettable fixed jibs. The patented self-rigging Mega Wing Lift™ system can be installed without the help of an auxiliary crane, reducing transportation and erection costs.

Mobility keeps transportation costs low for Grove's all-terrain cranes. Similar to other models, the GMK3060 can be driven over nearly any surface, including highways, at speeds up to 55 miles per hour. The three-axle carrier has MEGATRAK™, which provides exceptional ground clearance and allows operators to raise and lower the suspension when driving over uneven terrain.

Crane Control System

The GMK3060 is one of the first Grove mobile cranes to feature Manitowoc's new Crane Control System (CCS), giving the operator complete electric control of all crane movements using electrical control levers. The user-friendly interface has two full graphic displays mounted vertically for better visibility, and ergonomic joysticks with a dial for easier data input.

"Manitowoc's innovation is unequalled, and it continues to introduce machines that set the standard in cranes," said Bruce Peterson, Senior Regional Business Manager for Manitowoc. "The GMK3060 fits right into the lineup, and is a good, all-around machine for those looking to add a crane to their fleet, either through purchase or rental. I encourage anyone in the market to check it out." ■



Jeff Cavaness,
Crane Territory
Manager for
Oklahoma



Bruce Peterson,
Senior Regional
Business Manager
for Manitowoc

Brief Specs on the Grove GMK3060 Crane

Model	Lift Capacity	Boom Length	Max. Tip Height
GMK3060	60 tons	32-141 ft.	190 ft.

Grove's GMK3060 provides excellent lift capacity, even in tight quarters and is ideal for users who want one machine that can perform multiple tasks on a jobsite. It has a boom range of 32 to 141 feet and a maximum tip height of 190 feet.



TUCKER CONSTRUCTION COMPANY

A change in direction leads Oklahoma contractor to offer all types of pipeline services

CONSTRUCTION



Greg Tucker,
 President

Greg Tucker's experience in the oil and gas industry began in the late 1970s as a welder for Tucker & Sisk, a company owned by his dad and a business partner. His intention at the time was to continue that vocation for the rest of his career.

"In 1982, their partnership dissolved, and at the end of that year, my dad retired and sold out," recalled Tucker. "I thought I'd take over the business someday, but that really wasn't in the cards. I had a choice to make, and I decided to give up welding and start a construction business."

Along with his wife, Tena, Tucker founded Tucker Construction Company in Lindsay, Okla., with a specialty in pipeline integrity and maintenance work. That remains a staple of the company's work, but Tucker Construction has diversified well beyond its origins.

"Integrity and maintenance work continues to play a major role in the business because as pipes age, the need for that is essential,"

explained Tucker. "That will always be the case with more and more new pipelines being laid. Through the years, we've added services as opportunities came along, and our capabilities now include purging, new pipeline construction and well connects, among others."

Those other services include pipe repair, replacement and retirement; hydrotesting; line lowering; tank inspection; repair; blasting; painting and coating; right-of-way maintenance; welding and weld repair. Tucker Construction serves customers throughout Oklahoma, Texas, Kansas and Missouri, and has offices in Lindsay, Alva and Clinton, Okla., plus a yard in Arnett.

As President, Tucker leads a staff that's grown to about 250. Key staff members include COO Larry Dunn, Financial Controller Jason Sette and Operations Managers Mark Walck, Charlie Ownbey and Kelly Johnson.

"I started with just a handful of guys, and to be honest, I never really had a goal in terms of how big I wanted the company to be," admitted Tucker. "My aim was providing the best service possible, figuring that would help the company build a solid reputation. We've achieved that, due in large part to the people who make up the business. Our staff has a vast wealth of experience, and many have worked their way up in the company. They know how to get any of our projects done on time, on budget and with safety in mind. That's led to a large amount of repeat work and growth."

Up to the challenge

The staff at Tucker Construction is also not afraid to take a challenge head-on. For instance, the company recently laid 11 miles of 24-inch poly pipe, an unusually large size for oil and gas pipelines. "Normally, it's about one-third that

Tucker Construction uses Komatsu dozers to grade. "They give us dual usage in that they'll push a good load, so we can efficiently move dirt, and we can also use them to finish grade once the pipe's in the ground and the backfill is done," said President Greg Tucker.

▶ VIDEO





▶ VIDEO

CONSTRUCTION

size,” said Tucker. “Poly pipe that large is tough to handle because its size makes it heavy, almost like steel. It weighs about 80 pounds a foot, and we had to use two fusing machines. We also had to go under a creek, which required a bore. Nobody else wanted to touch it, but I knew we could get it done.”

Another example is the largest project Tucker Construction has completed, a recondition and hydro testing of an existing 1,000-plus miles of pipeline – twin 515-mile lines – from Oklahoma to Illinois, crossing varying terrains that included rocky soils.

“One line sends crude to Illinois and another brings finished product back to Oklahoma,” noted Tucker. “Part of the challenge was keeping the lines in operation until the project was finished. Another was not damaging the existing pipe, so we couldn’t blast the rock. It was all hammered, which is something we weren’t used to, but we got it done on time and learned a great deal about how to handle those types of projects.”

Komatsu is brand of choice

During the project, Tucker Construction added a hammer to its fleet of equipment, which is now largely composed of Komatsu excavators and dozers purchased from Kirby-Smith Machinery. Tucker works with Territory Manager Chad Murphy on machinery purchases.

“We started using Komatsu in the late ‘80s, and that’s been our brand of choice ever since,” noted



A Tucker Construction operator lifts 24-inch poly pipe into place with a Komatsu PC200 excavator on a site near Lindsay, Okla. “We started using Komatsu in the late ‘80s, and that’s been our brand of choice ever since,” said President Greg Tucker.

During pipe installation, Tucker Construction uses sidebooms, including this one mounted on a Komatsu D65.

Tucker, who also purchased SkyTrak telehandlers and Trail King trailers from Kirby-Smith. “Excavators were the first, and we like those because they allow us to mass excavate and dig trenches, but they also have excellent power to run attachments, such as hammers.

“Next, we began adding dozers, and we’ve been just as happy with those as the excavators,” he added. “They give us dual usage in that they’ll push a good load, so we can efficiently move dirt,



Go online or scan this QR code using an app on your smart phone to watch video of Tucker Construction Company machines at work.

www.KirbySmithConnection.com

Continued . . .

Future is promising for pipeline work

... continued



Scott Ervay,
Service Manager

and we can also use them to finish grade once the pipe's in the ground and the backfill is done."

With more than 40 pieces of equipment and projects spread out through the mid-South, keeping track of machines could be difficult. To stay on top of machine location, service hours and other critical information, Tucker Construction relies on KOMTRAX to remotely monitor its Komatsu equipment.

"It's a great tool, and ensures we're staying up-to-date on service intervals and preventive maintenance," observed Service Manager Scott Ervay. "If an error code comes up, Komatsu and Kirby-Smith alert me right away, so we can take care of it quickly. We handle most of our own service with parts from Kirby-Smith, and occasionally their help.

"Services such as KOMTRAX show Komatsu's commitment to customer service,

Tucker Construction President Greg Tucker (left) works with Kirby-Smith Machinery Territory Manager Chad Murphy on equipment purchases. "Kirby-Smith has never let us down. In fact, Chad and everyone at Kirby-Smith have always gone above and beyond our expectations," said Tucker."



In addition to Komatsu equipment, Tucker Construction uses other brands of equipment from Kirby-Smith Machinery, including Trail King trailers and SkyTrak telehandlers.



and that's another reason we use it," added Tucker. "An equally major factor is Kirby-Smith, and the great relationship we have with the people there. All machinery experiences issues, and how a dealer responds says a lot about how it views customer service. Kirby-Smith has never let us down. In fact, Chad and everyone at Kirby-Smith have always gone above and beyond our expectations."

Now under the Linestar umbrella

Tucker Construction is now under the Linestar Services banner, the parent corporation of three companies, another of which is BJB Company. With locations in Midland and Snyder, Texas, BJB offers the same services as Tucker Construction, including pipeline plugging and isolation, GPS surveying and route mapping, and environmental leaks and consulting.

The third company under the Linestar umbrella is Lineboar, which offers tools for cleaning, repairing and maintaining pipelines. Among them is a piggable valve, an isolation plug that maintains a pressure seal on a pipeline. It also has heavy-duty mandrel pigs for scraping and sealing in highly abrasive lines.

"One of the major advantages of the piggable valve is remote operation," explained Tucker. "We can control it through the wall of the pipe to isolate pressure on one or both sides during repair or maintenance. That allows the pipeline to remain under pressure during work, which is ideal.

"Having the three companies allows us to comprehensively serve the pipeline industry, and be a one-source provider," he added. "When it comes to oil and gas pipelining, we have it well covered."

Tucker said that while thoroughly serving those industries, development of the three businesses continues. There's also a strong focus on the future, including expansion into new markets.

"We have that in mind and in the works," said Tucker. "I believe the future looks good, especially in maintenance and integrity. With the boom in oil and gas, more and more new lines are being laid. As always, we're ready for whatever comes along." ■

LOADERS

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NEW GEHL RT250 LOADER

Compact track loader delivers higher torque, tractive effort for increased digging force

Working on soft, sandy or loose terrain is nearly impossible without the right machine. That's where Gehl's compact track loaders shine. A pioneer in skid steer technology, Gehl recently introduced the RT250, a compact track loader that fits well in a wide range of applications.

"The RT250 is an excellent fit in landscaping, general excavation, construction, demolition, road building, and the list goes on," said Kevin Caldwell, Manitou District Development Manager for Texas, who works with Kirby-Smith Machinery customers. Gehl is part of the Manitou Group. "It's ideal because it delivers high torque and tractive effort that provides excellent traction and digging forces. With Gehl's AntiStall technology, the RT250 won't stall, even in heavy-duty applications."

In applications where ground conditions are less than ideal, the RT250 continues to work, thanks to low ground pressure that helps the loader "float" over wet soils. Like other RT models, its ground pressure is less than a person's foot because Gehl designed the series to distribute weight over a greater area, with the help of its rubber tracks.

Gehl's patent-pending Automatic Track Tensioning System ensures the tracks remain at the proper tension, reducing undercarriage component wear and premature failure. The system activates on startup, and releases tension when the machine is shut down. It extends undercarriage life by up to 20 percent and reduces maintenance costs.

"The undercarriage is one of the biggest expenses throughout a track machine's life," said Terry Gilbreath, Gehl District Development Manager for Oklahoma. "With our Automatic Track Tensioning System, manual adjustment is eliminated, so users

spend more time producing and spend less money in maintenance costs."

During production, operators can select from five driveability settings with Gehl's Electro-Hydraulic "5x5" Drive Control System to match the application and their individual preferences. Greater versatility is available with optional features such as All-Tach and Power-a-Tach attachment mounting systems designed for quick attachment changes.

"The RT250 is not a replacement machine for an older model, but a new addition to the lineup," explained Gilbreath. "It offers the same great productive features as our other track loaders in a larger, more powerful platform. In a side-by-side comparison with the competition, we believe the RT250 will stand out every time, and we encourage anyone looking for a bigger loader to check it out." ■



Go online or scan this QR code using an app on your smart phone to learn more about the Gehl RT250 loader.

www.KirbySmithConnection.com

CONSTRUCTION

Gehl's RT250 is the newest and largest addition to its compact track loader line. It delivers high torque and tractive effort that provide excellent traction and digging forces in a wide variety of applications.

Brief Specs on the Gehl RT250 Loader

Model	Horsepower	Lift Height	Rated Operating Capacity
RT250	74.3 hp	128 in.	2,500 lbs. at 35% of tipping load 3,571 lbs. at 50% of tipping load



D61i-23: A REVOLUTION IN DOZING

New *intelligent Machine Control* dozers maximize production, lower costs with fully automated blade control

CONSTRUCTION



Jason Anetsberger,
 Product Manager,
 Intelligent Machine
 Control

Komatsu's exclusive intelligent Machine Control (iMC) is a fully integrated, factory-installed, 3D machine control system. It provides automatic grading from start to finish and is designed to increase productivity while reducing material costs.

When contractors started using 3D machine control, they quickly realized the efficiency and productivity advantages the systems provided, including reduced operating and material costs. Komatsu takes the technology to the next level with the introduction of its first *intelligent Machine Control* dozers, the D61EXi-23 and D61PXi-23.

"Dozers equipped with conventional aftermarket 3D machine control are easy to spot on the jobsite, because they're the ones with a mast or masts attached to the blade and cables running from a mast to the cab," explained Jason Anetsberger, Product Manager, Intelligent Machine Control. "Komatsu eliminated those by integrating the 3D machine control technology into the machine, with sensors located in the cylinders and a cab-top antenna. Unlike traditional machine control systems, Komatsu's *intelligent*

Machine Control is fully integrated and factory-installed."

Components of the integrated *intelligent Machine Control* system include robust stroke-sensing hydraulic cylinders and a chassis-mounted enhanced inertial measuring unit, as well as the cab-mounted antenna and in-cab control box. Designing the GPS components into the machine improves durability, and the cab-top antenna provides accurate surface data by measuring actual elevations as the dozer continuously tracks during operation. The system measures progress in real time.

Seamless mode switches

The *intelligent Machine Control* D61i-23 dozers provide automatic blade control from rough cut to final grading. Inside the cab, an easy-to-use operator interface uses design files and interacts with the dozer's machine-system controls, including blade control – the D61i comes standard with a power-angle-tilt blade – and tractive-effort management. As the dozer approaches final grade, it automatically and seamlessly switches from rough dozing to finish grading.

"Typically, users rough cut to within a few inches of final grade before turning on the automatics of their machine control system to get to final grade," said Anetsberger. "That's because if the operator uses traditional machine control in automatic during rough cut, the machine tries to push or cut too much material, and, inevitably, the tracks slip. That can reduce productivity, cause unnecessary wear on the tracks, increase fuel usage and increase overall owning and operating costs.

"We're reducing or eliminating those issues with the D61i," he added. "During rough cut, if



The integrated *intelligent Machine Control* system features stroke-sensing cylinders and a cab-top antenna that eliminate the traditional mast(s) and cables associated with 3D machine control. Operators can also select modes to match material conditions.



▶ VIDEO

Brief Specs on *intelligent Machine Control* Dozers

Komatsu's new D61i-23 dozers provide grade control from rough dozing to finish grading. The integrated 3D machine control system automatically raises and lowers the blade to provide maximum production with reduced track slip and better fuel efficiency.

Models	Net Hp	Operating Weight	Blade Capacity
D61EXi-23 D61PXi-23	168 hp	39,441-41,381 lbs.	4.5-5.1 cu. yds.

the system senses the blade has excess load, it automatically raises to minimize track slip and maintain forward momentum. The blade also automatically lowers to push as much material as possible, so it's designed to maximize production under all situations."

The advantages of the new Komatsu *intelligent Machine Control* dozers are significant, with field tests showing efficiency improvements of up to 13 percent compared to conventional aftermarket machine control systems, depending on factors such as operation and conditions.

"Machine owners can realize those benefits even with less-experienced operators," said Anetsberger. "Operators can make changes through a simple touch-screen control box. To ensure maximum productivity and efficiency, they can adjust machine control settings from presets to allow for material conditions. Four dozing modes – cut and carry, cutting, spreading and simple grading – are available, along with light, normal and heavy load modes."

Anetsberger noted that the new technology has similarities to traditional aftermarket machine control systems. "Customers' base stations and project design files are still necessary to operate the new D61i dozers. In addition to the unique

benefits of the D61i-23, all of the key benefits of conventional machine control remain, such as less staking and lower surveying costs."

100-percent Komatsu supported

Not only does the customer benefit from the improved efficiency and durability of the D61i-23's integrated machine control system, but also from the service and support aspect. Komatsu and the local Komatsu distributors fully support the factory-installed *intelligent Machine Control* system. The customer can rest assured that Komatsu is 100-percent behind both the base machine and the on-machine *intelligent Machine Control* technology.

"As with other Tier 4 Interim machines, the D61i-23 dozers are backed by Komatsu CARE, which provides complimentary scheduled maintenance and complimentary KDPF exchanges. In addition, each Komatsu distributor will have a dedicated Technology Solutions Expert (see related story) whose responsibilities include initial calibration of the machine and ongoing support. Our extensive field testing shows these intelligent dozers can make any user productive and efficient, and we encourage anyone looking for that to demonstrate one." ■



Go online or scan this QR code using an app on your smart phone to watch the D61PXi-23 dozer in action.

Technology Solutions Experts ready to help you deploy 3D machine control systems

When buying a new machine, confidence comes in knowing that the distributor and manufacturer will stand behind it with strong support. That's always the aim of Komatsu, and it's taken additional measures with the introduction of its new *intelligent Machine Control* D61i-23 dozers.

"The D61i dozers feature fully integrated, 3D machine control components that Komatsu factory installs," said Ron Schweiters, Product Marketing Manager of Komatsu's recently formed Intelligent Machine Control Division. "Our iMC Division goals include making equipment owners and operators aware of technology, such as 3D machine control systems, that is proven to lower owning and operating expenses by increasing productivity and reducing material costs."

Komatsu's new *intelligent Machine Control* dozers build on those attributes with an integrated system that eliminates the mast, or masts, and cables associated with conventional, aftermarket

3D machine control grading systems. The D61i-23 dozers instead have a cab-top antenna, stroke-sensing cylinders and a chassis-mounted, enhanced, inertial, measuring unit, among other items. All were designed to exacting standards with durability in mind.

"Whenever new technology is introduced, there's a bit of trepidation, and we want to take that away by letting customers know we're fully prepared to back those machines," said Mike Salyers, Product Marketing Manager, iMC. "One way we're doing that is through dedicated Technology Solutions Experts (TSE). The TSE plays a key role in helping customers understand the technology and how they can implement it into their fleets."

Part of the support they provide is the initial calibration of the new *intelligent Machine Control* machines. TSEs have spent numerous hours training to make this critical step go smoothly. Once calibrated, the machines are ready to work,

providing automated blade control from initial rough cut to final grade.

"From that point, the D61i dozers work much like traditional dozers, communicating with the user's own machine control base unit and design files," said Salyers. "The TSEs can help with these steps, too, by working with operators to dial-in the project, select proper modes based on site and material conditions and maximize productivity and fuel economy. They can also support traditional machine technology." ■



Komatsu distributors now have Technology Solutions Experts, whose role is to provide initial setup of the new D61i-23 dozers, along with ongoing support. They've spent many hours training to ensure customers' technology needs are met.

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D61i-23

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No Cables

No Connections

Factory installed Intelligent Machine Control –standard on the new D61i-23. Automated dozing –1st to last pass with finish grade performance. Intelligent blade assistance minimizes track slip and improves efficiency.

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NEW MATERIAL HANDLERS

Robust design provides excellent lift capacity, maximum efficiency in heavy-duty applications

Just because you're working in tough applications, you shouldn't have to sacrifice fuel economy or productivity. You don't have to with Komatsu's new PC390LC-10 and PC490LC-10 material handlers that provide excellent lift capacity and efficiency for scrap yards, terminals and other bulk-material-handling applications.

"Komatsu material handlers are built using the best features of our PC390 and PC490 base excavators, which are proven performers," said Senior Marketing Engineer Sue Schinkel. "For example, the engine pumps, valves and cylinders work together for maximum efficiency and productivity. There's also a material-handling package built into the base machine for superior lift capacity, speed and balance."

Several features contribute to maximum lift capacity, including heavy counterweights; reinforced revolving and center frames; and larger boom and arm cylinders. Load-holding valves are also standard for added protection on the boom and arm cylinders. Two- or three-piece fronts are available, and both incorporate a reinforced box-section design that uses high-strength alloy steel.

"We beefed up the X-frame assemblies, making them very robust," said Schinkel. "The material handlers can pick up as much over the side as they can from the front, and carry that load a full 360 degrees. That's a distinct advantage in a scrap yard where the working area may be very tight. In applications not involving maximum lift, the operator can use a Smooth boom-mode setting for more precise positioning operations."

High-efficiency pumps

For greater efficiency, the PC390LC-10 and PC490LC-10 material handlers have large-displacement, high-efficiency pumps that

provide higher flow output at a lower engine speed. Optimized Hydraulic System valves adjust work equipment speed – boom raise, arm in and grapple/bucket open-close – for smooth, precise operation.

Controlling the work equipment is easy, using the multifunction buttons on the operator control levers for grapple open-close-rotate and magnet discharge-charge. Operators can improve visibility to the application with a 78-inch cab riser that has manual tilt for transportation.

"When Komatsu designed its Tier 4 Interim machines, it took the opportunity to look beyond meeting emissions requirements and build machines that offer a combination of greater horsepower and fuel economy," said Schinkel. "We've brought that same intent to these new material handlers, and the results and feedback have been very positive." ■



Sue Schinkel,
Senior Marketing
Engineer



Go online or scan this QR code using an app on your smart phone to watch the PC490LC-10MH in action.

CONSTRUCTION

www.KirbySmithConnection.com

Brief Specs on the Komatsu Material Handlers

Model	Net Hp	Operating Weight	Reach
PC390LC-10MH	257 hp	92,940-95,010 lbs.	46-48 ft.
PC490LC-10MH	359 hp	126,530-128,940 lbs.	54-55 ft.



▶ VIDEO

Beefed up X-frame assemblies, along with other robust features, allow Komatsu material handlers to pick up as much over the side as they can from the front, and carry that load a full 360 degrees. That's a distinct advantage in a scrap yard where the working area may be very tight.

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CITY OF FORT WORTH

Paving crew sees increased efficiency, production with addition of Vögele paver

In a city the size of Fort Worth, road work is a constant part of day-to-day life, including maintenance, much of which is directly performed by the City of Fort Worth itself through its Transportation and Public Works Division.

“We call what we do ‘road triage,’” said Mark Pugh, Field Operations Supervisor, who oversees paving of Fort Worth’s 7,000 lane-miles of street surface. “The most critical needs are addressed first, and we work from there by schedule. It’s important to keep up. Our citizens expect roadways to be as well-maintained as possible, and our goal is to meet those expectations.”

The City of Fort Worth’s maintenance schedule involves several projects, including crack and chip sealing of city streets, according to Pugh. Large paving jobs are contracted out, but the city does its own smaller projects with a crew of about 15 people.

“We’re responsible for paving 10 to 20 lane-miles of roadway each year, which may not sound like much, but that amount constantly keeps us busy,” said Pugh. “Even on the larger contract jobs, we take care of maintenance such as crack and chip sealing once they’re out of warranty, so our work is year-round. Doing the work ourselves is a cost savings, and in order to maximize that we have to be as efficient and productive as possible.”

Pugh admits that became a problem during the past few years with the city’s aging paver, so Fort Worth began looking for a new one to replace it. Earlier this year, it purchased a Vögele Vision 5100-2 from Kirby-Smith Machinery with the help of Sol Gieser, Texas Governmental Sales Manager.

“A few years ago, Vögele was looking for someone to test a demo paver, and Sol asked if we’d be interested in doing it,” recalled Pugh. “It worked very well, but at the time we weren’t in a position to purchase it. As we began the process of looking for a new paver, that demo stood out to us. We looked at some other brands, but Vögele was the clear choice.”

Continued . . .



Field Operations Supervisor Mark Pugh (right) oversees paving operations for the City of Fort Worth, and Senior Operator Marvin Rogers leads the asphalt paving crew.

(L-R) Kirby-Smith Machinery’s Texas Governmental Sales Manager Sol Gieser worked with the City of Fort Worth, including Senior Operator Marvin Rogers and Field Operations Supervisor Mark Pugh, on the purchase of a Vögele Vision 5100-2 paver. “Sol and Kirby-Smith have been tremendous to work with through the entire process,” said Pugh. “We couldn’t be happier with the service they’ve provided us.”



Vögele paver cuts paving time in half

... continued

Clear advantages

Also clear to Pugh and others on the paving crew was the need for a track machine, and that's why the City of Fort Worth chose the 170-horsepower Vision 5100-2, which has a laydown rate of 772 tons per hour.

"We wanted something with good push," noted Senior Operator Marvin Rogers. "In many instances, the trucks bringing us materials are larger than a standard dump truck, so they have quite a load of material on them. The Vögele has excellent power to push those trucks while paving, even on uphill grades.

"It also allows us to adjust the width as we're paving," Rogers added. "Projects often take us from eight to 19 feet, and we can do those larger widths with extensions, which allow us to do more work in a single pass as opposed to two or three with our old paver."

Even though it often allows single-pass paving, Pugh said there are times when multiple passes are necessary.

"It has a major advantage in that regard," stated Pugh. "With our old paver, we'd have to do the entire pave at one time because if we left and came back to a cold joint, we would have issues with the seam. The Vögele greatly reduces

or eliminates that because it has a heated plate. As we make the second pass, it's heating up the cold joint, so it ties in much better, and that makes for a better-looking road, as well as a smoother ride, which is ultimately what paving is all about."

A good start with Kirby-Smith training

Even before laying its first asphalt mat, the crew saw first-hand what a smooth seam the Vögele Vision 5100-2 could make. Gieser set up a training session so the City of Fort Worth was comfortable with the machine before actually putting down paving materials.

"Sol suggested we try it out laying down sand instead of training with asphalt," said Rogers. "The second pass was so good, we couldn't even tell where the seam was. We figured if it worked that well with sand, then asphalt was going to be fairly easy. That's proven to be the case. The training also helped prepare us to operate the paver, which is actually very easy with the automatic and electronic controls."

In addition to training, Kirby-Smith Machinery is taking care of preventive maintenance under a service agreement with the City of Fort Worth. "That's important because they have the expertise," said Pugh. "Sol and Kirby-Smith have been tremendous to work with through the entire process. We couldn't be happier with the service they've provided us."

Pugh said the training and support helped his crew get off to a fast start using the Vögele paver, and he's seen a dramatic uptick in production.

"Projects that were taking a week or two have been cut in half in most instances," he said. "Before, we had to have guys working on and around the paver at all times and we had to borrow additional personnel for other duties, such as flagging. Now, we can use some of our crew to flag, and because we're getting jobs done faster, we can open roads back up sooner. The new Vögele paver has greatly increased our efficiency, production and capabilities." ■

The City of Fort Worth recently added a Vögele Vision 5100-2 paver to its operations. Here, Kirby-Smith personnel work with operators to show them the machine's features.



MORE PRODUCTIVE PAVING

Vögele simplifies operations with new Vision i-series asphalt pavers

Lower operating costs through better efficiency and productivity are always goals of those who perform asphalt paving. Vögele's new Vision i-series pavers deliver. These versatile machines are suitable for urban applications, as well as highway, airport and commercial work. Track and wheel models, Vision 5200-2i and 5203-2i respectively, are available.

The Vision 5200-2i track model is designed primarily for highway construction but is versatile enough for any commercial application. A 250-horsepower engine provides power to the heavy-duty paver for paving speeds up to 250 feet per minute and travel speeds up to 7.5 miles per hour, and provides an excellent horsepower-to-weight ratio.

Vögele's advanced design provides precise material handling. The large, unique, 15-ton material-hopper design provides segregated free material flow for mainline applications and ample material surge for commercial applications. Two cylinders per side reduce stress to the hoppers and cylinders, providing long, maintenance-free life.

Continuous 18-inch-wide rubber tracks have self-aligning front idlers. With dual-track tensioning, cylinders provide optimum alignment for perfect steering. Auto tensioning of conveyors lessens daily maintenance, which can be further reduced with standard auto lubrication.

Highly maneuverable wheel model

The Vision 5203-2i wheel model provides the same benefits in a design that's highly maneuverable, with a small turning radius that permits easy and quick maneuvering, even in

tight corners. It also provides high flotation on uncompacted subgrades and loose shoulders.

Hydrostatic drives deliver maximum power and torque, while electronic traction management provides optimum tractive effort and protects the engine against overload. Drive options include 6x2, 6x4 and 6x6.

"Vögele is a technological leader in the paving industry, building smart machines, such as these new pavers, that provide greater productivity on a variety of jobsites," said Gary Corley, Kirby-Smith Texas Paving Manager. "If you pave and are looking for machines that offer those attributes, the new i-series is a must-see. We encourage anyone interested to contact us and set up a demonstration." ■



Gary Corley,
Kirby-Smith Texas
Paving Manager

Brief Specs on the Vögele Vision i-series Asphalt Pavers

Model	Type	Max. Paving Width	Max. Laydown Rate
Vision 5200-2i	Track	28 feet	1,300 tons per hr.
Vision 5203-2i	Wheel	25 feet, 6 inches	1,300 tons per hr.

Vögele Vision i-series asphalt pavers feature ErgoPlus, Vögele's total design concept for easy paver operation. ErgoPlus provides unobstructed visibility of the hopper, screed and auger tunnel, and simplifies operators' work.

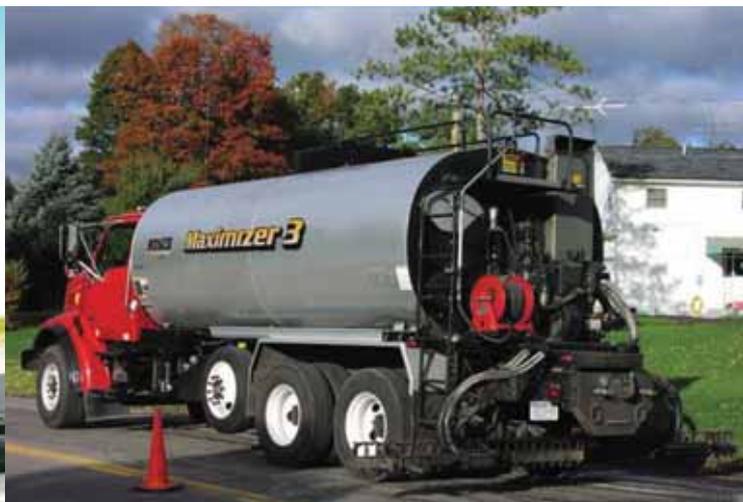


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8515B Asphalt Paver

Increase productivity and reduce operating costs with LeeBoy's 8515B Asphalt Paver. The 8515B 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 84-hp Kubota engine, dual operator controls and high-deck/low-deck configuration. Now available with the new, heavy-duty 815 electric screed.



Maximizer 3 Asphalt Distributor

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



8616 Asphalt Paver



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AN INTEGRATED APPROACH

Komatsu Exec VP Manufacturing says customer input, strong engineering result in better machinery

QUESTION: During the past few years, several new machines have been introduced, and many more are coming soon. Where does the manufacturing of these machines begin?

ANSWER: It starts with ideas from our engineering teams as well as input from our customers. Building a new model begins with a goal in mind to improve upon the previous base machine's already-proven performance and incorporate enhancements customers tell us they believe would make our equipment better. From that, we build a prototype and test it extensively, looking for further ways to provide more efficiency and productivity. By doing that, we ensure that when a machine goes into production, it will certainly meet and, we hope, exceed customer expectations.

As an example, our customers told us they would like machines that are plug-and-play ready to accept GPS machine-control systems. We have several models equipped with that as standard. We're now taking it a step further with our new *intelligent Machine Control* D61i-23 dozers, which feature integrated 3D control and a cab-top antenna that eliminates the masts on the blade and cables to the cab. Our thorough testing shows significant improvement in efficiency and productivity, even from operators with little or no experience.

QUESTION: It seems technology like this continues to play a greater role in machinery. Why is that?

ANSWER: It does, and we recently put together a new ICT (Intelligent Control

Continued . . .



Ken Furuse,
 Executive Vice President,
 Manufacturing

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

Ken Furuse joined Komatsu 31 years ago and has worked extensively in production planning and plant management, spending much of his time in Japan and throughout Europe. He was named Executive Vice President, Manufacturing, Komatsu America Corp., in January 2013 and is responsible for overseeing manufacturing operations, including U.S. plants in Peoria, Ill., Chattanooga, Tenn. and Newberry, S.C.

"One of Komatsu's greatest strengths is listening, especially to our customers who have guided many positive changes to our machinery throughout the years," said Furuse. "Our world-class engineers incorporate customers' input into building what I believe are the most efficient and productive machines in the construction and mining industries. It's why Komatsu has become a top equipment manufacturer with an ever-growing presence. I'm very pleased with how far we've come, but I'm equally, if not more, excited about where we're going."

One aspect Ken is especially enthusiastic about is increased technology. "Komatsu remains keen on developing and integrating new technology into our equipment, such as our new *intelligent Machine Control* dozers and KOMTRAX monitoring system. Both are shown to directly improve production while reducing owning and operating costs, which, in turn, improves the user's bottom line."

Ken and his wife, Ikuko, celebrate 28 years of marriage this year, and they enjoy playing golf together and taking nature walks. Ken is also an avid mountain hiker and has scaled about 70 peaks in his native Japan.

Komatsu: a leader in technology that benefits users

... continued

Komatsu has manufacturing plants in Illinois, Tennessee and South Carolina that build construction and mining equipment for U.S. and world markets.



Executive Vice President, Manufacturing Ken Furuse said talking and listening to customers helps drive improvements in new Komatsu machinery.

Strong engineering practices and customer input not only help Komatsu meet emissions standards, but they make machinery more efficient and productive in the process, according to Furuse.



Technology) Division designed to promote and help customers implement these types of technology into their fleets and practices because it's proven to improve productivity and reduce owning and operating costs.

Komatsu continues to be very proactive when it comes to technology, and we're seeing benefits both for customers and for us as a manufacturer. KOMTRAX plays a major role, and we've continued to expand upon it from the perspective of customers, again, with their input. Now customers can use that information to track production, such as idle time and work load.

QUESTION: How else is Komatsu working for greater efficiency in the manufacturing process?

ANSWER: We've increasingly engineered genuine Komatsu OEM components and systems into our equipment. These systems work in harmony and increase efficiency. Even with that approach, we still partner with outside suppliers for a variety of items, and this is a good thing because they also bring us new ideas that lead to improvement. Our goal is to use the highest-quality local and regional suppliers as this reduces environmental impact and costs associated with transportation.

QUESTION: Where is Komatsu in terms of meeting Tier 4 Final emissions standards?

ANSWER: Our approach with each emission standard was not only to meet it, but design and manufacture machines that improve upon previous models. Because we're a strong engineering company, Komatsu has done that and our data proves it.

Initial Tier 4 Final machines begin rolling out this year with smaller engine-horsepower models, and larger machines are coming in subsequent years. As with past standards, we're on track to meet or exceed the deadlines of Tier 4 Final. ■

COMPLIMENTARY TIER 4 SERVICES



Komatsu CARE for Komatsu Tier 4 Interim models is a new, complimentary maintenance program designed to lower your cost of ownership and improve your bottom line. It provides factory-scheduled maintenance on the machines for the first three years or 2,000 hours, whichever comes first. This includes up to two exchange Komatsu Diesel Particulate Filters. Be sure to contact your Komatsu distributor for all the details.

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SHIFT IN PRACTICE SAVES MONEY

Initiative changes contractor's view of idle time, its effect on bottom line



Wade Williams,
 Owner, Wade Williams
 Dozer Service

When Wade Williams bought his first piece of equipment eight years ago, he didn't put much thought into starting an excavation business. He just wanted to clean up around the farm.

"Neighbors saw I had an excavator and started coming to me asking if I'd do some work for them," said Williams, who is a one-man operation with Wade Williams Dozer Service. "The next thing I know, I'm cleaning up fence rows, clearing timber, ditching and building pads. I still do a lot of that private farm work, as well as working with farmers and the NRCS (Natural Resources Conservation Service) on soil-conservation projects that are put out for bid. Things really took off."

Wade Williams, Owner of Wade Williams Dozer Service, said participating in Komatsu's No Idle Initiative changed his practices when it comes to idling. "It opened my eyes to how much excessive idling was costing me ... now, idle time is always on my mind."

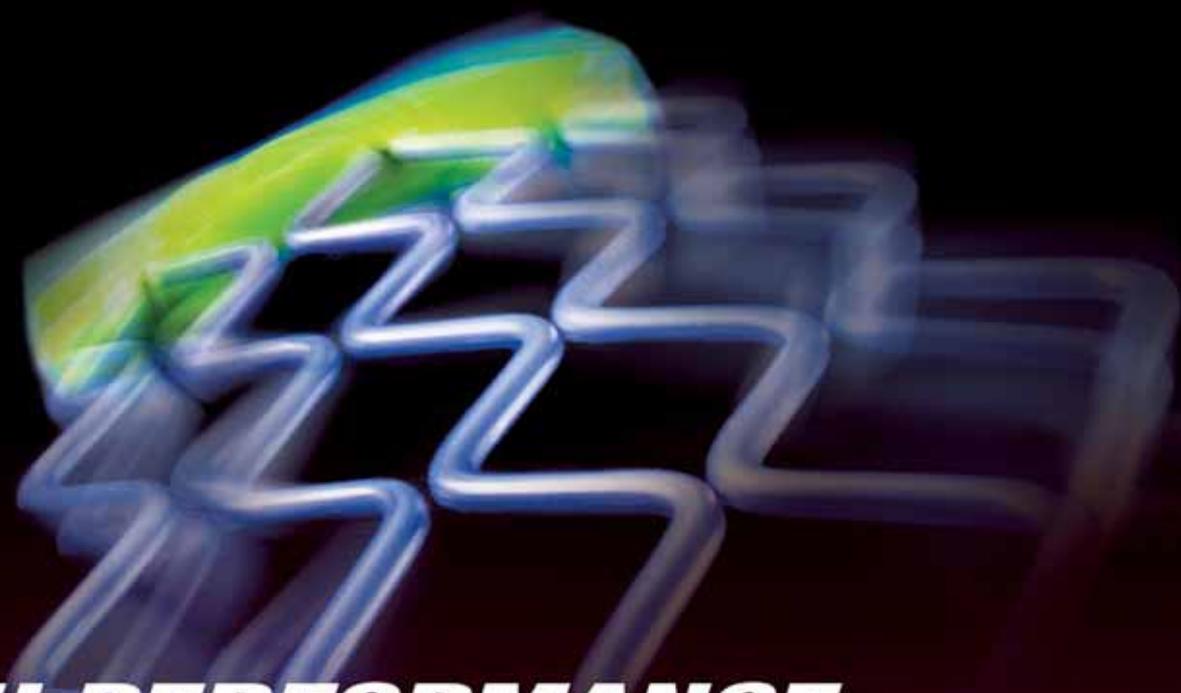
Williams quickly began adding equipment, including a Komatsu excavator. He currently owns a PC240LC-10 excavator and a D51 dozer. "I've run other brands, but what I've found is that Komatsu is hands-down the leader when it comes to both equipment and support. They've shown me ways to increase my bottom line, including bringing idle time to my attention. I really never gave it much thought before."

Komatsu and Williams' local distributor contacted him about participating in Komatsu's No Idle Initiative, which was designed to increase awareness of excessive idle time and easy ways to reduce it. Starting from a baseline idle time, Komatsu tracked participants over several months to chart and reward their progress. Williams earned a "Best of the Best" award, given to companies that reduced their overall idle time to 15 percent or less.

"My distributor sent me monthly reports showing a breakdown of idle time versus run time and documenting how much idling dropped," said Williams. "It makes so much sense, and I'm grateful they brought it to my attention. It opened my eyes to how much excessive idling was costing me in terms of wasted fuel, unproductive hours that contributed to more frequent service intervals, and unnecessary wear and tear.

"Participating in the initiative changed my way of thinking long term," he added. "As a one-man operation, I'm moving back and forth between machines, and I'd often leave one machine running while I worked in another. Instead, when significant nonproduction time is coming, I idle a machine for a few minutes to let it cool down, then shut it off, as opposed to just leaving it idle until I come back to it. Now, idle time is always on my mind." ■





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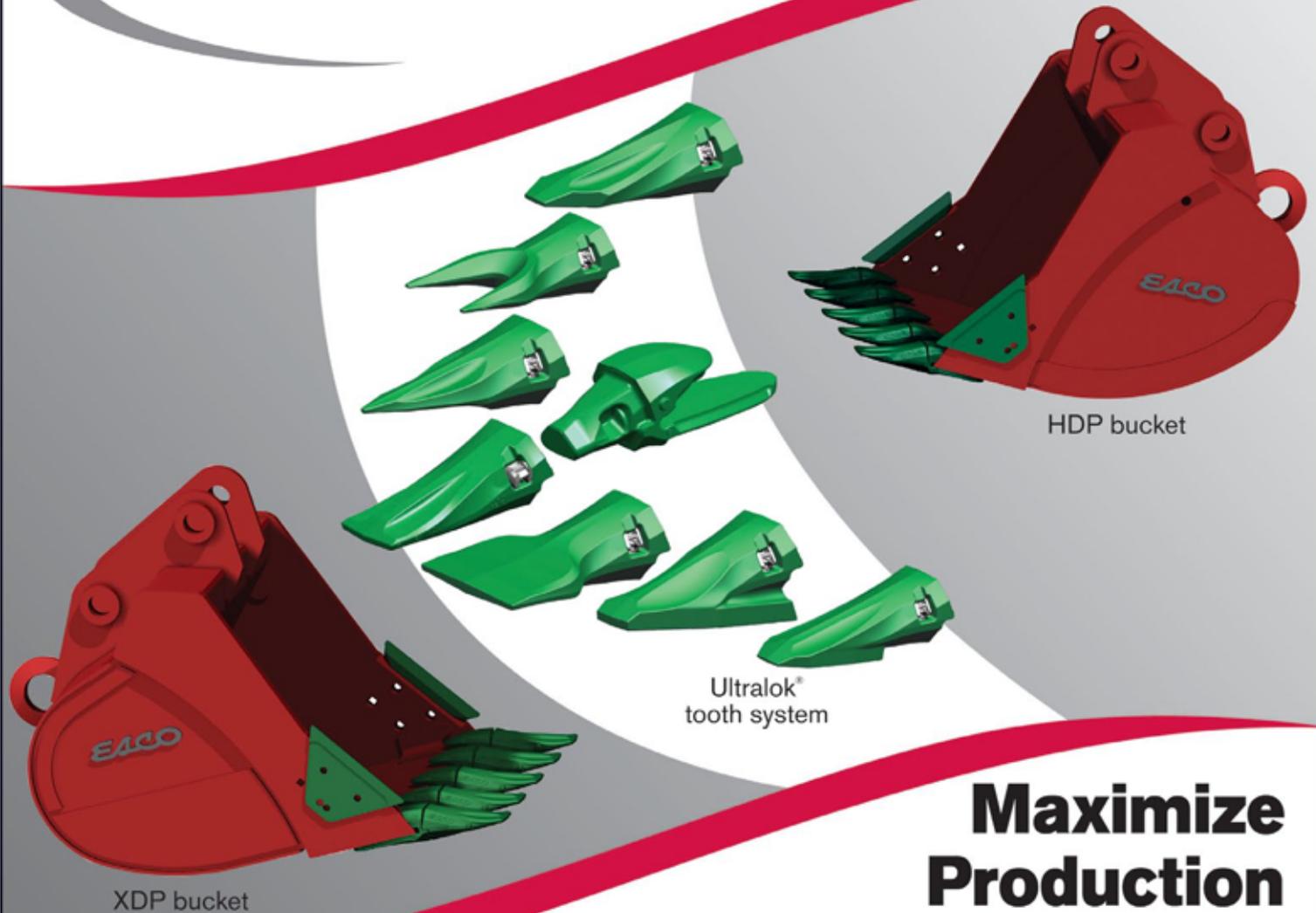


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DETERMINING OPERATING COSTS

How to get a better picture of your total costs for more accurate bids and profitable projects

Industry estimates put owning costs at 25 percent to 30 percent of the total machine owning and operating picture. These costs, which include finance, interest, depreciation and tax, tend to be fairly straightforward. The remaining balance – 70 percent to 75 percent – includes labor, fuel, parts, repairs, operator expenses and other related items that make up the operating component, which is more variable and more comprehensive.

Figuring operating costs is the more difficult of the two because so many factors go into them. For example, an excavator may be used in several applications, each of which probably causes costs to fluctuate. The same machine may be used in performing demolition and running attachments, such as hammers, shears and thumbs. It may not take any more power or fuel than digging, but the conditions put more stress on a machine and may require added maintenance and repair.

Even digging isn't so straightforward. Ground conditions can vary greatly within one particular geographic area, and even on a jobsite itself. A trench could have different types of soils, as layers of topsoil, clay and rock could be encountered at varying depths.

Finally, where a machine is in its life cycle makes a difference. A new machine is going to cost little in repairs, therefore, more of its production time is going to profit. An older unit that's paid for may seem like it's more profitable. However, it could be more prone to breakdown and run less efficiently. There's a chance it's making money, but not as much as the owner thinks, if it needs frequent repair.

Factor in the operator

The person running the machine has to be figured into the operating costs as well. A more

experienced operator will obviously be more productive than a rookie, but will also likely cost more per hour in wages.

Another item to consider with operators is how they operate and take care of a machine. While many of today's machines have several working modes designed to match applications for maximum efficiency, longtime operators may be accustomed to always running at full power and idling during nonproductive times. That adds to maintenance and repair outlays.

Continued . . .

Labor, fuel, parts, repairs, operator expenses and other related items make up operating costs, which are considered the largest part of owning and operating a machine. It's essential to know these costs to create accurate bids.



Many factors included in equipment operating costs

... continued

Applying history, modern technology for savings

Experience plays a valuable role in getting to true operating costs. Factoring in historical trends and data from past projects is a good starting point for determining how to approach the next estimate and final bid. Accurate records of conditions and information on how operators and machines have worked and been used under similar circumstances provide a solid reference point.

Relying strictly on past project costs has shortcomings, however. For example, if personnel don't provide information, such as fuel usage, hours of production versus idle time and maintenance records, it's difficult to get a true cost picture. It's not always feasible for an owner to visit a jobsite, especially if multiple projects are spread out over a large area. Fortunately, during the past few years, improved technology, such as Komatsu's KOMTRAX system, allows owners and their personnel to monitor information remotely, including the mode a machine worked in, how often a machine idled, fuel usage, production factors and other critical information. Reports from these systems, along with other records, can be very useful for future reference.

Having this information allows contractors to address cost-saving practices such as shutting a machine down during

nonproduction times or training operators to use a more efficient working mode. Over time, operating costs may be lowered, profit increased and more competitive estimates produced.

Technology, in the form of bidding and estimating software, can help produce accurate bids. Programs designed to work with jobsite plans allow users to trace existing and proposed elevations, then the programs will calculate the amount of earth to move by cut, fill or both. Users should take into account that calculations can be off by a few percentage points and programs don't always factor in types of soil, obstructions or other items that may affect production. A site visit should be made to evaluate those factors.

On a visit, users can set up a GPS system to create a picture of the existing site. That information then goes into a design file of the proposed project to create a model used to estimate how much earth to move. That file can also be used with a 3D machine-control system, which provides accurate grading and reduces costs associated with material overages, staking and surveying.

Calculating true operating costs that accurately reflect what to charge for individual machines on each job takes practice, but it's a business component that every contractor needs to master in order to produce accurate bids that result in profitable projects. ■

Figuring operating costs can be challenging because a particular machine may perform multiple tasks, such as an excavator that's used to dig and set pipe. Contractors must consider how each application affects production and fuel usage, and use other critical information to better calculate accurate operating costs.



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SLIGHT IMPROVEMENT

ASCE raises infrastructure grade to D+, says increased investment is a critical need

America's infrastructure grade only marginally improved, according to the latest Report Card issued by the American Society of Civil Engineers (ASCE). Issued every four years, ASCE gave the nation a D+ this year compared to a D on its last report in 2009.

The ASCE Report Card is a comprehensive assessment of current infrastructure conditions and needs with assigned grades and recommendations for improvement. It's based on criteria such as capacity, condition, funding, future need, operation and maintenance, public safety, resilience and innovation.

The American Society of Civil Engineers' most recent Report Card graded the nation's infrastructure a D+, a slight improvement from the D it gave in its last report in 2009.

"A D+ is simply unacceptable for anyone serious about strengthening our nation's economy; however, the 2013 Report Card shows that this problem can be solved," said ASCE President Gregory E. DiLoreto, P.E. "If we want to create jobs, increase trade and assure the safety of our children, then infrastructure investment is the answer."

Six of 16 sectors measured saw some improvement: solid waste, drinking water, wastewater, roads, bridges and rail, with rail showing the biggest jump from a C- to a C+. Bridges also received a C+, which was the highest ranking for any sector except solid waste with a B-.

ASCE cited efforts by cities and states to address roads, bridges, drinking water and wastewater system upgrades, as well as private investment and short-term federal funding increases as reasons for improvements in some areas. It added that investment in funding infrastructure overall falls far short of what's needed.

According to the report, an estimated \$3.6 trillion investment by 2020 is necessary for significant improvement. Based on current funding levels, there would be a shortfall of \$1.6 trillion.

"We must commit today to investing in modern, efficient infrastructure systems to position the U.S. for economic prosperity," said DiLoreto. "Infrastructure can either be the engine for long-term economic growth and employment, or, it can jeopardize our nation's standing if poor roads, deficient bridges and failing waterways continue to hurt our economy."

The full report can be found online at www.infrastructurereportcard.org. ■



Infrastructure bank bill introduced with bipartisan support

Thanks to its innovative way of establishing funding, a new congressional bill to establish an infrastructure bank is in the works and has bipartisan support. If passed, the Partnership to Build America Act would create the American Infrastructure Fund with an initial \$50 billion investment from selling bonds. Issued bonds would have a 50-year term with a fixed interest rate of 1 percent, and bonds would not be guaranteed by the government.

Introduced by John K. Dalaney, D-Md., and cosponsored by 13 Republicans and 13 Democrats, the bill would provide an option for local governments that have been searching for long-term financing. They could apply for loans to fund transportation, energy, water and

other infrastructure projects, paying back the loans at market rate.

The bill is designed around a public-private partnership that would encourage corporations based in the U.S. to purchase bonds in exchange for tax-free repatriation of overseas earnings. At least a quarter of the projects funded must be of a public-private partnership, with at least 20 percent of funding from the private sector.

Sponsors and supporters see the bill as a way to address infrastructure funding shortfalls. A recent report by the American Society of Civil Engineers estimated that a \$3.6 trillion infrastructure investment is needed in the United States by the year 2020. ■

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ON TO THE NEXT CHAPTER

Original employees Bob Williams, Debbie Collier retire from Kirby-Smith Machinery

Dedicated personnel are often credited with a business' success, and such is the case with two longtime Kirby-Smith Machinery employees who recently retired. Both General Parts Manager Bob Williams and Warranty Administrator Debbie Collier were part of the original Kirby-Smith team and were instrumental in the company's growth during the past three decades.

Collier retired May 31, just beyond 26 years from the day she started at Kirby-Smith, March 30, 1987. In the early days, Collier worked in parts, service and warranty. She eventually transitioned into full-time Warranty Administrator, handling claims for all of the company's locations.

"Kirby-Smith originally had two locations with just a handful of people who performed multiple duties," said Collier. "In the mid-1980s, (President) Ed Kirby acquired another dealership that brought us the Komatsu line, and the growth has been phenomenal since. It was great to play a part in that.

"One of the things I'll miss most is the camaraderie with fellow employees," she continued. "The friendships have grown along with the company. I don't think any of us original employees expected the company to become what it has, but at the same time I'm not surprised. Kirby-Smith has always prided itself on taking care of the customer, and word gets around, which leads to more customers and additional services to meet their needs."

Collier and her husband, Stan, enjoy motorcycle rides, and they'll take more of those in retirement. After working nearly her entire life, she plans to rest and take things day by day, while also spending time with two grown daughters.

From airplane to equipment parts

Bob Williams joined Kirby-Smith in its infancy, after working several years in various parts positions. His career began in the mid-1960s selling B-52 and fighter jet parts. He moved from that into the equipment industry, both selling parts and managing parts departments. He became Kirby-Smith's General Parts Manager in 1986.

"Things have certainly changed with machines becoming more technical, and technology such as Komatsu's eParts, but what's always remained the same is a customer-first approach," said Williams, who oversaw all of Kirby-Smith's parts departments. "The company had two locations when I started, and now it has 10. It was a challenge to ensure our parts inventories were well-stocked, but with training and a dedication to keeping customers' downtime to a minimum, it was also very enjoyable.

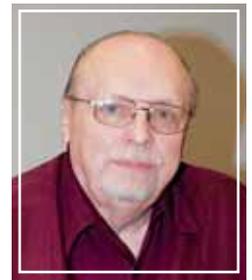
"I really appreciate my time with Kirby-Smith because of the relationships I built with customers and fellow employees," said Williams. "It was a pleasure to come to work every day and see the company grow and thrive thanks to the leadership of people such as Ed Kirby."

Williams plans to spend more time with family and do some traveling. He and his wife, Sandi, recently celebrated their 48th anniversary, and they have three grown children and three grandchildren. He also wants to work on his golf game and go fishing.

"Bob and Debbie have been here since the roots of the company were established, and both have played integral roles in our growth," said President Ed Kirby. "Their willingness to do whatever it takes helped establish us as a leader in customer satisfaction. We wouldn't be where we are today without them, and they will be missed, but always remain a part of the Kirby-Smith family. ■



Debbie Collier,
Warranty Administrator



Bob Williams,
General Parts Manager

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Veteran crane technician Bill Ruser retires

When Kirby-Smith Machinery purchased another crane dealer in St. Louis about a decade ago, several employees stayed on board, including Service Technician Bill Ruser. At the time, he already had about 30 years of experience working on machinery, including a long stint for a company building the Trans-Alaska Pipeline.

Ruser had planned to make a career out of working in the pipeline industry. Those plans changed when his wife, Nancy, had a serious accident in 1979 and the Rusers sought medical treatment in the St. Louis area. During the rehab, Ruser came in contact with the crane dealer Kirby-Smith eventually bought out, and he went to work for them.

"I always really liked what I did, especially the last decade with Kirby-Smith," noted Ruser, who worked both in the shop and field repairing and maintaining cranes, as well as performing crane inspections. "It was a terrific atmosphere, and the



Bill Ruser,
retired Service
Technician

customers were great to work with. I can say I truly enjoyed going to work, and I'm going to miss it."

Since his retirement in the spring, Ruser and his wife have taken a cruise. He plans to spend more time with family, including two grown daughters and two grandchildren. Ruser also wants to do more hunting and fishing. ■

Manitowoc cranes were MacPherson's specialty

Kerry MacPherson had more than 30 years' experience, many of those spent working on Manitowoc crawler products. After military service in the early 1970s, he went work for a contractor before hiring on with a dealer in 1981. He joined Kirby-Smith Machinery in July of 2002, working mainly in field service.

"The changes in cranes have been phenomenal," said MacPherson. "Today's models are much more technical, with computers and electronics as opposed to hydraulics. Keeping up took frequent training, which was something Kirby-Smith was very good at providing. I also viewed staying on top of the changes as a challenge, just like solving an issue with a piece of machinery, and that's something I always liked."

Something else MacPherson liked was working with customers. "That was probably my favorite aspect of the job. I count many customers as



Kerry MacPherson,
retired Service
Technician

friends, as well as my coworkers, and I'm going to miss that."

MacPherson and his wife, Nancy Ann, have two grown sons and a grandson, and they like spending time with their family, as well as traveling. Kerry is looking forward to hitting the waters and bass fishing a little more frequently than before. ■

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hrs.\$62,500

Year Make/Model Description Unit # Hrs. Price

HYDRAULIC EXCAVATORS



2009	John Deere 200D LC		EQ0018361	2,967	\$110,000
2006	Komatsu PC200LC-7L		EQ0020383	6,913	\$65,000
2007	Komatsu PC200LC-8		EQ0020756	3,619	\$80,000
2007	Komatsu PC300LC-7E0		EQ0012985	4,305	\$135,000
2006	Komatsu PC300HD-7E0		EQ0013795	8,437	\$115,000
2000	Gradall XL4100	As-is	EQ0020657	3,817	\$45,000

CRAWLER DOZERS



2008	Komatsu D51EX-22		EQ0019394	4,278	\$105,000
2008	Komatsu D61EX-15E0		EQ0020653	4,050	\$110,000
2008	Komatsu D65EX-15E0		EQ0020208	5,067	\$119,900
2008	Komatsu D65EX-15E0		EQ0017724	4,302	\$139,900
1987	Dresser TD7G		EQ0020843	2,111	\$11,900

SKID LOADERS



2011	Case SV300		EQ0015019	500	\$39,900
2006	Komatsu SK820-5		EQ0009893	1,111	\$21,900

TRUCKS/TRAILERS



2006	RG-35		EQ0012522	n/a	\$25,000
1974	42-ft van		EQ0002989	n/a	\$3,000

Year Make/Model Description Unit # Hrs. Price

PAVING & COMPACTION



1999	Caterpillar 769C	Truck	EQ0019604	33,959	\$77,900
2008	Sterling	4 1/2-yd., concrete-mixer truck	EQ0013979	353	\$59,500
1997	Rosco RA300	Pot-hole patcher	EQ0015055		\$27,500
2006	Rosco Maximizer III	Dist truck	EQ0011928		\$73,000
2009	Hamm 3410	Smooth-drum roller	EQ0019433	360	\$79,660
2009	LeeBoy 8510	Paver	EQ0019388	3,990	\$62,500
1999	IR DD-90HF		EQ0020810	2,825	\$21,000

LOADERS



2005	Komatsu WA200L-5		EQ0018533	7,742	\$65,000
2011	Komatsu WA250-6		EQ0018251	8,113	\$82,500
2006	Komatsu WA450-5L		EQ0018476	45,834	\$62,500
2011	Komatsu WA250PZ-6		EQ0020636	2,550	\$122,000

CRANES



1994	Lorain LRT230E	Hyd RT	EQ0019617	7,695	\$44,000
2004	Manitex 38124S	Boom Truck	EQ0020114	8,935	\$160,000
2000	National 1195	Boom Truck	EQ0019340	11,363	\$84,000
2011	National 9125AWL	Boom Truck	EQ0018652	2,030	\$266,000
2011	National 9125AWL	Boom Truck	EQ0018653	33	\$343,000



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