



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

Connection

HEARTLAND TANK, LLC

This Ponca City, Okla., company provides full service in meeting customers' storage needs

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(L-R) Heartland Tank Owners and General Managers Cody Hawkins, his father, Allen, and Allen's brother, Jimmy



MESSAGE FROM THE PRESIDENT



Ed Kirby

**New machines
are only one
part of our
offerings**



Dear Valued Customer:

The U.S. economy appears to have been on a roll this year. The construction employment rate hit a five-year high in August 2014, with just over 6 million workers being employed. This is the highest rate of employment the construction industry has seen since May 2009. The construction sector continues to strengthen, although it's not growing as quickly as most of us would like.

During the first half of the year, non-residential construction was up 2.4 percent, compared to the same period in 2013. Heavy engineering work saw the greatest increase in 2014 compared to 2013, with an increase of 13 percent. Commercial starts remained down at the beginning of the year, compared to the previous year, but came back strong in the summer.

Based on history, housing is only about half of what it should be, but that may soon change for the better, according to Reed Construction Data. This growth could include new development work, which potentially means moving mass amounts of material. If that's your forte, Komatsu has new Tier 4 Final machines designed to do it more efficiently. You can read about some of those new machines in this issue of your Kirby-Smith Connection magazine.

Among the new Komatsu Tier 4 Final machines is the PC490LC-11 excavator, which maintains the powerful lifting capacity and stability of the Dash-10 model, while featuring lower emissions and enhancements that maximize productivity, serviceability and fuel economy.

We just completed the 2014 Permian Basin International Oil Show, where we displayed nearly a dozen pieces of equipment and attachments, giving attendees the opportunity to see the wide range of solutions we have to offer the West Texas Oil and Gas market. The new Tier 4 Final D155AX-8 bulldozer was spotlighted during the show, as well as the Komatsu WA470-6 wheel loader, and many other pieces of equipment made for the harsh environment of the Permian Basin.

If you are in the market for any of our products and financing is something you are interested in, we can help with that. Komatsu Financial offers several ways to help you acquire machinery and will even work with you to finance repairs. If you want to learn more about Komatsu Financial, I encourage you to read the Komatsu & You article. We also have special financing partnerships established with brands such as Manitowoc Financial. Whether you need parts, service, equipment or financing, please call or stop by one of our 10 branch locations today.

Sincerely,

Ed Kirby,
President

KIRBY-SMITH MACHINERY, INC.



Connection

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TRADE SHOW NEWS

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SPECIAL RECOGNITION

Find out who named Kirby-Smith's Odessa branch the Permian Basin's "Best Oilfield Equipment Rental Company" of 2014.

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HEARTLAND TANK, LLC

Ponca City, Okla., company provides full service in meeting customers' storage needs

About eight years ago, Jimmy and Allen Hawkins decided to start their own business. The brothers grew up often-working alongside their father, who had been in the tank-erection industry for several years. They worked for other companies as well, before they determined the time was right to go out on their own.

“With the experience we’d gained, it was a move that made sense to us,” said Jimmy. “We got off to a good start, and it just kept expanding.”

The brothers, along with Allen’s son Cody, started Heartland Tank, LLC out of Allen’s home and a 30- by 50-foot shop where Cody set up machinery to cut steel. Within months they had enough materials to build their first tank, and not long after, growth forced them to move to a larger location just outside

of Ponca City, Okla. The three are Owners and General Managers with each claiming their own role. Allen handles estimating and pricing; Cody runs fabrication; and Jimmy oversees field operations.

“Our business is building flat-bottom, cone-roof tanks, and we provide full service from taking a customer’s information and building a proposal to final erection of the tank,” said Allen. “Our customers are generally coops and others who need storage capacity for liquid fertilizer. Most of our tanks are cookie-cutter sizes, starting from 500,000 gallons to 3 million gallons, but we offer custom sizes as well. It all depends on what a customer needs.”

Sales for Heartland Tank are handled by an affiliated company, Heartland Tank Services, which gathers customer information that’s turned over to Heartland Tank, LLC. Allen provides a price and proposal. Once it’s accepted, Heartland Tank, LLC’s drafting department puts together a design that is then sent to fabrication.

Fabricating puzzle pieces

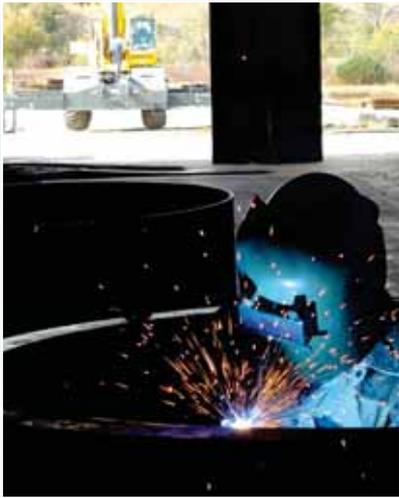
Fabrication is done in Heartland Tank’s shop. Cody’s brother Justin is the company’s Fabrication Supervisor.

“About 95 percent of fabrication is done in-house, using two burn tables and our welders,” said Cody. “In essence, our shop is building puzzle pieces that fit together once they get out in the field. Everything is steel, and we believe that, along with using larger sheets of steel than most and building to precise tolerances with superior welds, sets us apart. It allows us to put together high-quality tanks.”

CRANES

(L-R) Heartland Tank Owners and General Managers are Cody Hawkins, his father, Allen, and Allen’s brother, Jimmy. The Ponca City, Okla., company fabricates and erects flat-bottom, cone-lid liquid fertilizer tanks.





▶ VIDEO

Operator Jared Dowler moves steel plate with Heartland Tank's 60-ton Grove RT700E rough terrain crane at the company's headquarters and fabrication shop in Ponca City, Okla., where it fabricates the pieces that are assembled into tanks in the field.

Once fabrication is complete, Heartland Tank ships the pieces to customers' locations with their own trucks and occasionally works with other logistics companies. After the pieces are delivered, field crews put the puzzle together. The company typically has nine or 10 jobs going at any one time and mainly serves the Midwest, or "where the corn grows, and fertilizer is required," according to Jimmy. The Hawkins consider their territory to be from North Dakota to Texas, north to south, and from Colorado to Indiana, east to west.

Heartland Tank, LLC now employs 70-plus people, more than half of which are in the field and travel extensively to erect tanks. Cody notes that a significant portion of the company's staff are family members.

"This is a true family business, and that's something we take great pride in," he said "Even those who aren't related are considered part of our family, and we treat them as such. We believe that if you build and develop employees who work hard, that equates to success. Obviously, as spread-out as our work

is, I can't be on jobsites, so I place a lot of trust in our foremen and laborers, and they don't let us down."

A smooth process

Typically, tanks range in size from 30 feet in diameter by 32 feet tall to 127 feet in diameter by 32 feet tall. Before erection, Heartland Tank sets the grade and lays down the bottom, then begins building the structure and setting the roof. Once assembled, the company finishes a tank with nozzles and other items to make it functional.

"All of the tanks require secondary containment, so we build some double-wall tanks to suit that need," said Jimmy. "Once those are complete, they're ready to be used. Others require someone to come in behind us and install a bladder, a service which Heartland Tank Services offers. What goes up depends on what the customer wants."

"The entire process, from the time we get an order to final erection, usually takes

Continued . . .



Justin Hawkins,
Fabrication Supervisor



Go online or scan this QR code using your smart phone to watch video.

Heartland Tank takes care of its customers

... continued

a few months," added Allen. "First, it gets scheduled in production, then we acquire the steel, and finally, fabrication begins. That typically takes one to three weeks. Erection takes another three to six weeks. The tank size determines how long we need for fabrication and erection. It requires a lot of coordination and logistics to make it all work, but our experience and expertise make it a fairly smooth process."

Grove cranes were first choice

For tank erection, Heartland Tank uses three 40-ton Grove RT540E rough terrain cranes, which have as much as 102 feet of boom length, a maximum tip height of 154 feet and a total gross-vehicle weight of about 64,000 pounds. The company uses a 60-ton RT700E in its yard to unload, load and move steel plating for fabrication and transport material to jobsites.

"I had experience running about every brand of crane before we started this business, and Grove was always my preference," said Jimmy. "That made it an easy choice when we started looking for our own. Within the first year, we bought a 30-ton crane that we've since traded in. I believe what sets Grove apart

is the workmanship that goes into its cranes. They're the best-built on the market; they perform every day in all types of conditions; and they are easy to operate.

"The RT540Es are definitely the right fit for tank erection," he continued. "They easily handle the fabricated pieces, as well as the varying ground conditions. We move them from one site to another, and generally we don't need a permit to haul them, which is an added bonus. The RT700E gives us everything we need in the yard to handle large steel plates."

Heartland Tank performs maintenance on the equipment, but calls on Kirby-Smith Machinery, Inc. as needed for help and parts. "Our Territory Manager Todd York and Kirby-Smith in general have been great to work with," said Allen. "We worked with them when we were at other companies, so we knew they would take care of us. Whenever we need something, they help us quickly. We have a good relationship with them, and that's another reason we've continued to buy Grove cranes."

More controlled growth

Heartland Tank, LLC has developed good relationships with its customers, which has led to a lot of repeat work. The owners count that as a big feather in their caps because it shows they built the company the right way. It has expanded considerably during the past eight years, and they are happy with Heartland's current size.

"We built Heartland Tank on performance, so we're proud of where we stand," said Allen. "One thing we always keep in mind is our ability to take care of the customer, and we can do that very well. That's something we want to continue, so we've reassessed lately. Our plan is controlled growth from here, so we are able to continue to offer our same level of customer service."

"One area where we could grow is in fabrication," said Cody. "We've started doing outside work for other tank companies, and there are other possibilities out there. As long as it doesn't get in the way of us taking care of our customers, we'll look at ways to expand." ■

Heartland Tank uses three Grove 40-ton RT540E cranes to erect tanks in the field. "They easily handle the fabricated pieces, as well as varying ground conditions. We move them from one site to another and generally don't need a permit to haul them," said Owner and General Manager Jimmy Hawkins.



PROVEN CAPACITY

Manitowoc's MLC650 completes load test, a crucial step in preparation for the global market

It's official. The Manitowoc MLC650 crawler crane, which features the lauded Variable Position Counterweight (VPC) technology, has completed the required 717-ton load test to validate its maximum lift capacity. The new crawler crane features a 341-foot maximum main-boom length and a luffing jib that can be added to reach a maximum combination of 515 feet.

For the trial, the MLC650 was fitted with hundreds of strain gauges that measured the tension and compression of the crane's steel components while lifting. For the max-load moment test, the crane was positioned to apply the maximum stresses through the structure, such as the boom positioned over the corners of the crawler crane.

Dustin Soerens, Marketing Manager for Lattice Cranes at Manitowoc, said the test went as expected. "We performed a max-load test, a max-moment test and a variety of lifts using different VPC positions, and they all were completed flawlessly. The innovative VPC technology worked smoothly to position the counterweight for each of the load scenarios. A large group of engineers witnessed the test lift and were very pleased with how the crane performed under load."

Less counterweight

The advantages for customers who will use the MLC650 and its VPC system include reduced ground preparation, lower ground-bearing pressure and less counterweight without sacrificing capacity. Customers will not have to buy, transport or install as much counterweight compared with a more traditional configuration.

Introduced at this year's ConExpo, the MLC650 is equipped with the new Crane

Control System (CCS), a standardized operator interface that will eventually be a feature on all new Manitowoc, National Crane and Grove cranes. CCS is one of the most user-friendly control systems currently on the market, and the use of standard parts will improve fleet management for Manitowoc customers.

"Completing the max-load test is a positive sign that the rest of the structural testing will go smoothly," said Soerens. "Typically, if any major design changes would be required, they're found during the max-load test. We can now rest assured that we're well on our way to releasing this innovative crane to the global market." ■

This article is reprinted from Manitowoc's Looking Up magazine.



The MLC650 certified its advertised capacity by lifting 717 tons during testing, paving the way for its introduction into the global market.



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MEETING CUSTOMERS' EXPECTATIONS

Voice of the customer drives design of new Gehl mid-frame R-Series skid steer loaders

When customers recommend change, Gehl listens. As a result of those recommendations, Gehl recently introduced three mid-frame R-Series skid steer loaders, including the all-new 1,500-pound-capacity R150. Gehl also announced the R135, which replaces the 4240E, and the R165 that replaces the 4640E Power 2. All feature emissions-compliant Tier 4 Yanmar engines.

“The R-Series loaders have excellent ground-engaging capabilities, maneuverability, and impressive breakout forces that deliver optimal digging/lifting performance and faster cycle times,” said Terry Gilbreath, Gehl District Development Manager for Oklahoma. “Improved hydraulic performance makes them a good choice for contractors, landscapers, excavation companies, agricultural applications and rental businesses.”

Gehl equipped the loaders with standard proportional auxiliary hydraulics for maximum precision and infinitely adjustable flow. The R135 and R150 achieve flow rates of 17 gallons per minutes (gpm), and the R165 has a flow rate of 18.9 gpm, allowing for a wide range of attachments. Pressure-relieving hydraulic couplers make attachment changes simple and safe. A new load-arm design allows greater all-around visibility and drastically improved attachment-site lines.

Increased operator comfort

Gehl also upgraded the operator’s compartment with a cab-forward design for unmatched visibility to the bucket edge and rear of the loader. A front-lifting restraint bar and armrests enhance operator comfort and safety. The mechanical or air-ride suspension seat options can improve operator comfort even further. Gehl also drastically improved an operator’s ability to get into and out of the cab. Operators can customize their loader with control options, and a digital color display provides coolant, fuel, battery,

environmental, engine-regeneration and other information in real time.

The new R-Series skid loaders include additional features, such as manual Quick-a-Tach™ or hydraulic Power-a-Tach™ attachment systems, HydraGlide™ ride control and the Hydraloc™ safety system. A variety of options and attachments allow users to customize the machine to their needs. A new swing-out rear door and swing-out cooler provide easy access to filter, fluid reservoirs and the engine bay area.

“The design of the new Gehl R-Series skid steer loaders is a result of more than 40 years of market experience and extensive feedback from loyal Gehl equipment owners,” said Kevin Caldwell, Gehl District Development Manager for Texas. “Gehl focused on the customer voice and market expectations when designing this new line of skid loaders, and the results speak for themselves.” ■

** Fully raised*

Quick Specs on the Gehl R-Series Skid Steer Loaders

Model	Gross HP	Rated Capacity	Operating Wt.	Ht. to Hinge Pin*
R135	46.3 hp	1,350 lbs.	5,130 lbs.	109.6 in.
R150	46.3 hp	1,500 lbs.	5,930 lbs.	119 in.
R165	69.6 hp	1,650 lbs.	6,165 lbs.	119 in.



Gehl introduced three new, versatile R-Series skid steer loaders that make great options for excavation, landscaping and other applications.

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STRONG AND EFFICIENT

New PC490LC-11 excavator provides powerful lift capacity while reducing emissions

The government introduced air-quality regulations in the early 1990s, which required manufacturers to begin the process of reducing emissions. Komatsu built a solid foundation when it introduced its Tier 1 engine platform, and it continued to add technology that's met each subsequent emission standard while further reducing fuel consumption and improving performance.

Komatsu's new Tier 4 Final-certified PC490LC-11 is no exception. It delivers the same powerful lifting capacity and stability of the popular Dash-10 Tier 4 Interim model while lowering emissions and maintaining the operating weight, horsepower and bucket capacity.

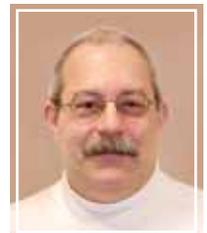
"The previous PC490 increased horsepower, operating weight and lift capacity compared to the model it replaced," said Kurt Moncini, Product Manager, Excavators. "We started with that platform and enhanced this new

model to maximize productivity, serviceability and fuel economy, so users get high levels of performance with the same or reduced owning and operating costs."

KOMTRAX® enhancements

Komatsu designed the Tier 4 Final engine for increased efficiency, using its already-proven technology from the Interim models and integrating a selective catalytic reduction (SCR) system. The engine uses an advanced electronic-control system to manage air-flow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability.

Komatsu's Tier 4 Final engines use DEF (diesel exhaust fluid) for treating NOx emissions. When it's injected into the exhaust stream as required,



Kurt Moncini,
Komatsu Product
Manager, Excavators

CONSTRUCTION

Continued . . .

Quick Specs on the Komatsu PC490LC-11 Excavator			
Model	Operating Weight	Net Horsepower	Bucket Capacity
PC490LC-11	105,670-110,220 lbs.	359 hp	1.47-4.15 cu. yds.



The PC490LC-11 features a heavy-duty undercarriage and counterweight that contribute to high lift capacity and lateral stability. Operators can increase lifting force by 7 percent by choosing Lift Mode, which boosts hydraulic pressure.

PC490LC-11 builds off predecessor's strong attributes

continued

CONSTRUCTION

it works with the heat of the exhaust and the SCR catalytic converter to convert NOx into harmless nitrogen and water vapor that expel out of the exhaust pipe. Komatsu also enhanced KOMTRAX® to monitor the new Tier 4 Final emissions package components and process.

Other new features of KOMTRAX® in the PC490LC-11 include the Operator Identification System, which allows operators to input an identification number so equipment managers can track specific users, set parameters for individual operators, shifts, attachments and more. An Auto Idle Shutdown function helps improve operating costs by reducing unnecessary idle time. It alerts operators to excessive idle time, giving them a warning prior to shutting down the machine.

“Auto Idle Shutdown and the Operator Identification System increase efficiency and reduce wasted hours and unnecessary fuel consumption, which increase owning and operating costs,” said Moncini. “Another standout feature of the enhanced KOMTRAX® system is a switch to cellular, which provides greater bandwidth, more efficient communication

Komatsu's new PC490LC-11 provides the same powerful lifting capacity and stability of the popular Dash-10 Tier 4 Interim model while lowering emissions.



and allows operator ID set-up information to be sent to the machine.”

Heavy-duty components

The PC490LC-11 maintains the productivity features of the Dash-10, including a heavy-duty undercarriage and counterweight that contribute to high lift capacity and lateral stability. A variable-track gauge option increases both the lift capacity and lateral stability up to an additional 10 percent. To account for that, it has strong undercarriage components, including links, rollers, shoes, idlers and center frame. A reinforced, revolving frame and large-capacity swing bearing provide further strength. Operators can increase lifting force by 7 percent by choosing Lift Mode, which boosts hydraulic pressure.

Lift Mode is one of six available working modes, allowing operators to match machine performance to the application. Additional modes include Power, Economy, Breaker, Attachment Power and Attachment Economy.

The PC490LC-11's enhanced hydraulic system helps reduce hydraulic loss, resulting in better efficiency. Additionally, Komatsu designed and produces all major components of the hydraulic system, including pumps, motors and valves. The integrated design employs a closed-center, load-sensing system that uses variable-speed-matching technology.

“Variable-speed matching adjusts the engine speed to hydraulic pump output, allowing the engine to operate at the most efficient rpm,” said Moncini. “It also has a hydraulically driven reversible cooling fan that varies its speed in response to coolant, hydraulic oil and ambient temperatures for greater efficiency.

“Like other Tier 4 products, the PC490LC-11 is backed by Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, with work done by certified technicians who also perform a 50-point inspection,” Moncini added. “Komatsu met the Tier 4 Final standards while maintaining the strong attributes of the predecessor model. We believe users will see the added benefits, even those who are currently or have previously used the Interim model.” ■

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NEW TIER 4 FINAL DOZER

Enhancements give D155AX-8 greater efficiency, reduce owning and operating costs

CONSTRUCTION



Chuck Murawski,
Komatsu Product
Manager, Dozers

When you already have one of the most productive and efficient dozers in the 260 hp-plus size class, it's not necessary to completely overhaul it to meet the newest tier standard. You simply build on an already successful platform and enhance it like Komatsu did with the D155AX-8, which is Tier 4 Final certified with the addition of selective catalytic reduction (SCR).

The D155AX-8 maintains the horsepower and blade capacity of its predecessor, with about a 2.5-percent increase in operating weight," said Chuck Murawski, Komatsu Product Manager, Dozers. "Despite the increase in weight, the new model reduces fuel consumption while providing the same powerful production of the Dash-7 it replaces."

Quick Specs on the Komatsu D155AX-8 Dozer

Model	Operating Weight	Net Horsepower	Blade Capacity
D155AX-8	89,300 lbs.	354 hp	12.3-15.6 cu. yds.

Komatsu's new D155AX-8 dozer features an automatic gearshift transmission, which shifts to the optimal gear range based on work conditions and load, and a lock-up torque converter that automatically transfers engine power directly to the transmission.

Both power and fuel efficiency come from Komatsu's automatic gearshift transmission, which shifts to the optimal gear range based on work conditions and load, and a lock-up torque converter that automatically transfers engine power directly to the transmission. Operators can select from automatic or manual gearshift modes to fit the application. Automatic is for general dozing, and manual is for dozing and ripping in rough ground.

Komatsu continues to significantly improve productivity and operation with an electronic-control power train system, including the Hydrostatic Steering System that provides powerful turns under various work conditions. Counter-rotation is available while in neutral, for minimum turning radius, providing excellent maneuverability. When operating in adverse conditions such as uneven ground, the K-bogie undercarriage system keeps the correct alignment between the rollers and links for a smoother ride and longer component life.

More material with less power

The D155AX-8 is equipped with a dual-tilt and power-pitch SIGMADOZER blade, which gives it a high blade capacity, improves dozing performance and increases productivity up to 15 percent, compared to a conventional semi-u blade. The blade improves soil-holding capacity and reduces digging resistance for a smoother flow of material, allowing larger amounts of soil to be dozed with less power.

"The D155 dozer's popularity comes from its ability to cost-effectively move massive amounts of material, and this new model does that with a further reduction in owning and operating costs," said Murawski. "Komatsu covers scheduled maintenance for the first three years or 2,000 hours through Komatsu CARE, which includes a 50-point inspection at each interval." ■



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D61i-23

Next Generation Machine Control

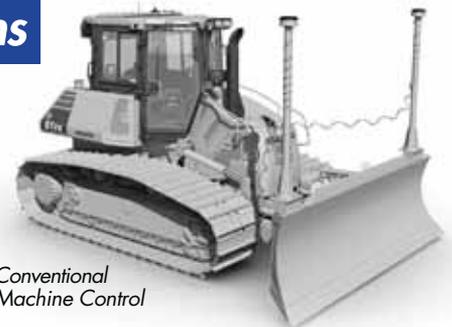
No Masts

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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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Komatsu's new WA200-7 wheel loader provides benefits of standard and PZ models in a more efficient package

CONSTRUCTION



Craig McGinnis,
Komatsu Product
Specialist, Wheel
Loaders

Having one machine that provides production in earthmoving, sand and gravel applications, as well as the lifting capacity to move pipe and other materials is a distinct advantage for a wheel loader. Komatsu's new WA200-7 provides these, in a powerful Tier 4 Interim package that builds upon the proven technology of its predecessor.

Komatsu's WA200-7 uses the versatile PZ "parallel Z-bar linkage," which provides large breakout force for quick and easy bucket filling. It also keeps loads level during lift and has high tilt forces to handle large attachments, making it an ideal machine for fork applications, such as moving pallets.

"The WA200-7 is one machine for all applications," said Craig McGinnis, Komatsu Product Specialist, Wheel Loaders. "It combines the best of both the standard and PZ Dash-6 models but has many improvements. One of the biggest changes is Komatsu's proprietary Tier 4 engine technology that further reduces fuel consumption by up to 3 percent compared to the already-low level of the Dash-6 series. It also uses a Komatsu Diesel Oxidation Catalyst (KDOC) that reduces particulate matter through 100-percent passive regeneration, which does not interfere with daily operation."

McGinnis notes that Komatsu designed the KDOC to last through the engine's lifetime, and it also engineered the WA200-7 with no diesel particulate filter. Additionally, Komatsu provides complimentary scheduled maintenance through its Komatsu CARE program for the first three years or 2,000 hours.

Quick Specs on the Komatsu WA200-7 Wheel Loader

Model	Operating Weight	Net Horsepower	Bucket Capacity
WA200-7	25,342-26,070 lbs.	126 hp	2.6 cu. yds.

Komatsu's new WA200-7 uses the versatile PZ "parallel Z-bar linkage," which provides large breakout force for quick and easy bucket filling. It also keeps loads level during lift and has high tilt forces to handle large attachments, making it an ideal machine for fork applications, such as moving pallets.

Enhanced operator comfort

To enhance operator comfort, Komatsu designed the WA200-7 with a roomy cab. The work equipment is controlled by a multifunction mono-lever that includes a forward-neutral-reverse switch and an integrated proportion-control switch for third-spool-equipped loaders.

"As with other Komatsu wheel loaders, the WA200-7 has a highly efficient and responsive hydrostatic drive train with variable-speed control and the Komatsu Traction Control System," said McGinnis. "The dynamic braking effect of the HST practically eliminates brake wear, which further reduces maintenance costs. We encourage anyone looking for an all-purpose loader to check out the WA200-7. Its versatility, production and low owning and operating costs make it the leader in its size class." ■





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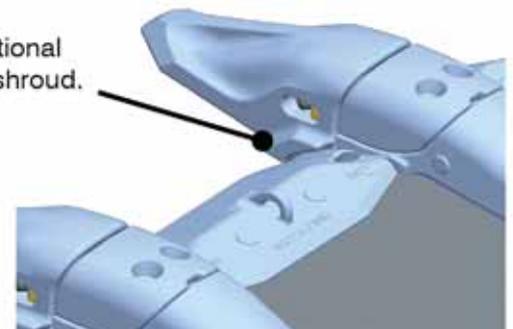
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SHOWCASING A DIVERSE LINEUP

Kirby-Smith Machinery, Inc.'s display one of largest at annual PBIOS event



George Denny,
Odessa Branch
Manager

Kirby-Smith Machinery, Inc. displayed nearly a dozen pieces of equipment and attachments during the Permian Basin International Oil Show 2014 (PBIOS), giving attendees the opportunity to see the wide range of solutions it has to offer the West Texas Oil and Gas Market. In addition to equipment and Kirby-Smith personnel, several manufacturer representatives were on hand to answer questions about their specific products on display.

"We carry a vast number of product lines, including everything from cranes to earthmoving machinery to attachments that can be used for a wide variety of purposes," said Odessa Branch Manager George Denny. "PBIOS showcases what we have to offer. We were able to highlight

traditional machinery and also specialty products that add productivity and efficiency to all kinds of applications. We have products to use for well-site construction, setting up the well and laying pipe, among other uses."

Kirby-Smith showcased Komatsu earthmoving equipment, including a new Tier 4 Final D155AX-8 dozer, a PC360LC-10 excavator and a WA470-6 wheel loader equipped with forks for carrying pipe.

"The Permian Basin has rugged operating conditions and these products are equipped to exceed the expectations of our customers," said Buck Lawson, Senior District Manager for Komatsu. "The PC360 incorporates an optional holding-valve system, designed to eliminate drift when holding pipe. The D155AX-8 comes standard with a dual-tilt and power-pitch Sigma blade, in addition to a wide core cooler and cab-mounted air-condition condenser. These features offer increased production and cooling capacity, while operating in the high debris and ambient temperatures in Texas."

Vacuworx in action

Representatives from Vacuworx demonstrated the power of vacuum-lifting technology, using a Komatsu PC360LC-10 and a Vacuworx RC 12 to lift 10-inch steel pipe. The RC 12 can lift as much as 26,400 pounds of pipe, plate or slab. "Safety and efficiency are primary benefits of Vacuworx Lifting Systems," said Randy Hayes, Director of Regional Sales. "Our wireless-remote lifters reduce the number of extra ground personnel, and reduce pinch points and other potential hazards associated with traditional methods of handling pipe. It's really a perfect fit for handling all types of pipe being utilized in the Permian Basin markets today."

Another attachment on display was a JGXR 30 Xcentric® ripper attachment, a relatively new

(On dozer) Kirby-Smith Lubbock Territory Manager Jake Owens, (front row, L-R) Kirby-Smith Odessa Territory Manager Kevin Demel, Komatsu Senior District Manager Buck Lawson and Kirby-Smith Amarillo Territory Manager Brady McAlister are pictured in front of a new Komatsu Tier 4 Final D155AX-8 dozer.



Kirby-Smith Machinery, Inc. personnel, along with several manufacturer representatives, were on hand to discuss products and answer questions at the Permian Basin International Oil Show 2014.





▶ VIDEO

Kirby-Smith Machinery, Inc.'s area was one of the largest equipment-distributor displays at PBIOS.

product to the United States, that's distributed by Hensley Industries, a Komatsu company.

"It's a new way to excavate rock, and in 80 percent of cases, it's more-efficient than traditional methods," said Dick van der Starre, Sales Director for Xcentric. "It's also better from a maintenance standpoint, because there are longer service intervals, so cost is reduced to a third in some cases."

Manitou demo, NPK hammer

Members of the Manitou Group demonstrated an MRT 2540 Privilege Plus rotating telehandler, offering attendees a chance to get a birds-eye view of the show from a man basket attached to the boom. Additional machines included a Manitou MT 12042 XT telehandler and a Gehl V270 skid steer, which is part of the Manitou line of products.

"Manitou products can be used in a variety of ways in the oil and gas industry, and what really stands out is their ability to increase efficiency and reduce costs," said Kevin Caldwell, District Development Manager. "For instance, the MRT 2540 Privilege Plus is essentially three machines in one. It can be used as a traditional telehandler, a work platform or with a winch, so

Continued . . .



Brian Hall of Vacuworx uses a Komatsu PC360LC-10 to demonstrate a Vacuworx RC 12 vacuum attachment to lift a pipe.



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www.KirbySmithConnection.com

PBIOS spotlights products available through Kirby-Smith

... continued

you can reduce the number of machines and personnel needed. There are also a multitude of attachments available."

One attachment on display was the 4,000-pound NPK GH10 hammer, which NPK District Manager Ryan Perkins said is an excellent

tool in the Permian Basin. "We're one of the hardest hitters in the business, so our hammers are very productive. They have an internal sleeve design that enables the hammers to be rebuilt like a diesel engine. You can replace the internal components, making them like new, which is unique to NPK. The GH10 is perfect for 50,000- to 60,000-pound excavators."

Proven with a long history

Another strong choice in the oil and gas sector is National Crane's NBT60 boom truck, with a 128-foot boom. "The lift chart, longevity and roadability make the NBT60 a great machine for companies who are in the well-site business," said Regional Business Manager Richard Butz. "The 128 foot boom length is designed to meet the needs we've seen in the oilfield and across other markets. The NBT60 is built to the standards of National Crane's long history in the market, so it's proven, accepted and backed by world-class service from National Crane by Manitowoc and companies such as Kirby-Smith."

Additional products on display included a Hamm H 11i smooth drum compactor and Atlas Copco generators.

"We were recently named 'Best Oilfield Equipment Rental Company' in the Permian Basin, and part of that is because customers know Kirby-Smith Machinery is committed to having a large and broad inventory of equipment on hand," said Denny. "We're also here to ensure customers' success when it comes to sales and support. Shows such as PBIOS really put a spotlight on that." ■



In addition to Komatsu and Manitou equipment, Kirby-Smith displayed Hamm, NPK, National Crane, Xcentric® and Gehl products.



Attendees wait to ride in the man basket attached to a Manitou MRT 2540 Privilege Plus rotating telehandler.



SPECIAL RECOGNITION

Odessa branch named "Best Oilfield Equipment Rental Company"

Kirby-Smith Machinery, Inc.'s Odessa branch garnered "Best Oilfield Equipment Rental Company" in the Odessa American's 2014 Best of the Permian Basin Reader's Choice poll. The Odessa location rents, sells and services heavy equipment and boom truck cranes from its new, state-of-the-art and environmentally friendly facility. Customers have the choice to buy, lease and rent-to-own products such as Komatsu dirt equipment, National Crane boom trucks, Manitou variable-reach forklifts, Gehl skid steers, Wirtgen stabilizers, Kleemann crushers, Hamm rollers and Vögele asphalt pavers, among others.

In addition to world-class products, Kirby-Smith Machinery, Inc. provides outstanding service from certified,

factory-trained technicians. The Odessa branch developed its own testing ground to ensure units are "rent ready" to take on the harsh Permian Basin environment.

"Our philosophy is to do whatever it takes to make our customers successful," said President Ed Kirby. "Kirby-Smith has consistently been ranked as one of the top distributors for Komatsu, National Crane and Wirtgen Group products in North America for many years, and we continue to surround ourselves with successful, experienced support people who put customer service above everything else. The Odessa branch is a great example of our commitment, and we thank our customers for choosing us as a 'Best Of' business in the Permian Basin." ■



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FIELDS & FUTURES

Organization going to bat for Oklahoma City youth through construction of athletic facilities



Tim McLaughlin, Founder of Fields & Futures

Ask Founder Tim McLaughlin about Fields & Futures, and he talks with pride about the impact the non-profit organization has already made since its inception two years ago. The group’s mission is to build or refurbish 44 athletic fields at Oklahoma City’s inner-city schools in the hopes of increasing participation in sports and, ultimately, put students on a path to success later in life.

McLaughlin and his wife, Liz, started Fields & Futures after taking a tour to see some of the schools that received grants from the Wes Welker Foundation, an organization set up by the pro-football wide receiver and Oklahoma City native. Welker’s organization provides grants to help buy athletic equipment and update weight rooms at inner-city schools.

“When I was asked to go on the tour, I thought it would be a fun way to spend a day away from work,” recalled McLaughlin. “It sparked a whole range of emotions. It was

great to see what the Wes Welker Foundation was doing, but at the same time, I was shocked by the condition of the athletic fields. I knew something had to be done.”

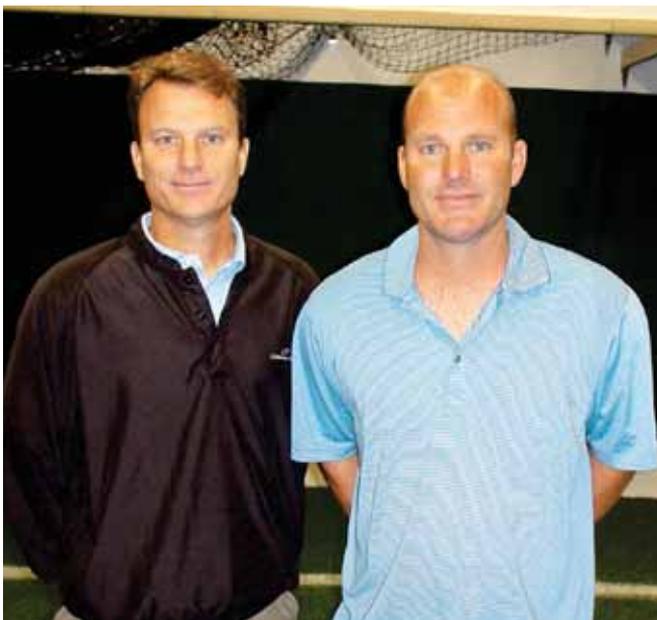
McLaughlin notes that the lack of adequate athletic fields has had a dramatic impact on the schools, the students and the community. The national average for participation in youth sports is about 55 percent. In Oklahoma City public schools it’s been about 30 percent. Part of Fields & Futures’ goal is to bring that number up to – or even above – the national average.

“What we discovered is that the lack of proper athletic facilities was often an excuse for not participating in sports, and we want to take that excuse away,” said McLaughlin. “It’s documented that participating in sports during school increases students’ success at the time and later in life. Being a part of a team motivates them to come to school, do well in the classroom so they can play and teaches them life lessons about how to work with others. Local funding is helping update indoor facilities at some of the schools. We’re turning our attention outside.”

Cimarron Construction plays essential role

Working with others has been a big part of Fields & Futures’ success as well. The organization has teamed up with several other public and private entities to provide funding for the fields’ completion as well as new equipment and uniforms. The Wes Welker Foundation is among them, along with the Police Athletic League, Oklahoma County Commissioner, the Oklahoma City Public Schools and Cleats for Kids.

Cimarron Construction Owners Don (left) and Tom Noble play key roles in constructing new fields. The Oklahoma City company has finished six fields and is working on more at Capitol Hill High School.





Cimarron Construction prepares athletic fields with Komatsu dozers as well as additional equipment from Kirby-Smith Machinery, Inc., such as a Hamm roller. The company has completed fields at Jefferson and Webster middle schools, and work is currently underway at Capitol Hill High School.

Another is Cimarron Construction Company, which is doing all of the earthwork. McLaughlin contacted Cimarron Vice President Tom Noble about the first project – building a football/soccer field at Jefferson Middle School.

“We jumped at the chance to help,” said Noble, who along with his brother, Don, owns and operates Cimarron Construction as Vice President and President, respectively. “There really was nothing there except an empty field that was in rough shape, and we turned it into something that the school can use, as can the community. Every night someone is taking advantage of that field. If the students are not practicing or playing, you’ll find adults using it to play soccer.”

As the crew was working on the initial field, McLaughlin talked to Tom Noble about good spots at the school to place new baseball and softball fields. Noble told him what he thought, and McLaughlin worked on the funding to make the fields a reality.

During the past two years, Cimarron has finished six fields, including the three at Jefferson Middle School. It has constructed three more at Webster Middle School and is

currently working on baseball and softball fields at Capitol Hill High School. Tom Noble often works by himself, hopping from a Komatsu D39 or D37 dozer to another piece of equipment to shape the fields, occasionally calling on some of the more than 80 employees at Cimarron Construction to help.

He’s also become an active participant in Fields & Futures, and his role goes beyond leveling the fields.

“Having good playing surfaces is only one aspect. Each field is designed with detail in mind, meaning it has fencing, bleachers for spectators, dugouts, irrigation for watering and other amenities. We work with other contractors, businesses, the school district, the county and other partners to help provide those aspects. We’re amazed at the response and commitments they’ve made to ensuring this happens.”

Among its supporters is Kirby-Smith Machinery, Inc. Through Kirby-Smith, Cimarron has purchased several pieces of Komatsu equipment throughout the years, including its most recent acquisition, a PC360LC-10 excavator.

Continued . . .

Fields & Futures focuses on more than just athletics

...continued

“Kirby-Smith has been great about letting us use a piece of equipment if we need it, such as a Hamm roller or a water truck. All I have to do is call our Territory Manager Ryan Bebee or (Oklahoma Sales Manager) Bill Gustafson, and they find us what we need. It’s this type of commitment that makes Fields & Futures the success story it is.”

Supporting coaches, building character

The schools are already seeing positive results from the first six fields. Participation is up at Jefferson and Webster, and coaches are seeing a greater emphasis on classroom work.

“We recently had a bus tour to show people our new fields and plans for the future, and during the stop at Jefferson, the football coach hopped on the bus to answer questions about the program,” McLaughlin recalled. “He said more than 70 boys went out for football, compared to 25 to 30 before. But, he added that 15 had been put on probation for grades and could not play. He told them when their grades were sufficient, they could return to the team. Not long after, 14 of the 15 had their grades up to the level to play. That’s the kind of success we’re looking for and hope to perpetuate with Fields & Futures.”

Helping to ensure that happens, Fields & Futures is focusing on more than increasing athletic participation. It’s also working to reduce turnover in the coaching ranks by giving them support and resources. The organization sponsors professional development, seasonal banquets, workshops and a coaches advisory group.

Additionally, it’s helping coaches identify ways to promote good character in the student athletes, using the Academy of Sports and Character’s ELEVATE program. It’s designed to “catch people doing good” and point out those situations as examples for others to follow. Coaches recognize students with C3 awards – Character (C1) + Competence (C2) = Consistency (C3).

“Let’s face it: very few kids will go on to college-level or pro sports, so our focus is not on promoting that,” said McLaughlin. “What we want to accomplish is to give these students a positive outlet that takes them away from situations that can lead to negative impacts on their life and promotes the kind of skills and life lessons that will make them stay in school and be successful after they graduate. Coaches are a positive influence on that, so it’s vital we support them with resources to help.”

Continued fundraising

Fields & Futures continues to seek other resources. The organization estimates it will take about \$5 million to construct new and refurbish existing fields. It’s also building funds for continued maintenance. To that end, the organization will host fundraising events such as the Bowtie Ball in December 2014, and the Palapa Party & Concert and Team Up to Tee Off Golf Tournament, both in June 2015.

A dedicated staff organizes those events and oversees the operation of Fields & Futures, including Controller Marshall Stockdell, Program Director Liz Cromwell, Events and Marketing Manager Mandi O’Neill and Sponsorship and Marketing Director Dot Rhyne.

“We’ve come a long way in two years, but there is a lot more work to be done,” said McLaughlin. “Our partners have been tremendous. We continue to gain more and are always looking for additional help. I also have to credit the staff for making this happen. Along with our partners, they deserve a great deal of thanks for where we are today and where we’re going in the future.” ■

(L-R) Cimarron Construction Owners Don and Tom Noble work closely with Kirby-Smith Machinery, Inc. Territory Manager Ryan Bebee. “All I have to do is call Ryan or Bill Gustafson, and they find us what we need,” said Tom.



(L-R) The Fields & Futures management team includes Controller Marshall Stockdell, Program Director Liz Cromwell, Events and Marketing Manager Mandi O’Neill, Sponsorship and Marketing Director Dot Rhyne and Founder Tim McLaughlin.



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GROUNDBREAKING CELEBRATION

Large crowd sees what the future of A Gathering Place holds during Tulsa ceremony

Kirby-Smith Machinery, Inc. participated in the groundbreaking celebration for A Gathering Place in Tulsa, donating Komatsu and Grove equipment for the event that was held September 20. An estimated crowd of between 2,000 and 3,000 attended the ceremony, which included speeches from dignitaries such as Oklahoma Governor Mary Fallin and Tulsa Mayor Dewey Bartlett.

When finished, nearly 100 acres of land along the Arkansas River in Tulsa will be turned into A Gathering Place, a multifaceted area for all ages to enjoy. Plans call for a five-acre playground, a lodge for community events, interactive water-play areas, a boathouse, large green spaces and land bridges that will connect the park with the city’s River Parks system. It was designed by Landscape Architect Michael Van Valkenburgh, who also designed the Brooklyn Bridge Park and the George Bush Presidential Library and Museum.

Largest public-park gift ever?

Work on Phase I began in October and is expected to run through late 2017. It includes work from 27th Street to 31st Street on the east side of Riverside Drive and from 27th to 34th along the west side. The three-phase project’s estimated cost is \$350 million, with \$200 million donated by the George Kaiser Family Foundation (GKFF) and the rest coming from private and corporate donors. The Foundation is also donating \$50 million in land.

“This generosity is likely the largest public-park gift ever made,” said Matt Meyer, Executive Director of Tulsa River Parks Authority in a Yahoo Finance article, which also cited a 2012 Forbes article that said the previous largest gift to a public park was \$100

million to the Central Park Conservancy in New York. “The immense generosity of GKFF and community donors brings a unique opportunity to partner with the foundation to manage, maintain and improve the park for many years to come. City and county citizens will experience the benefits of our transformed riverfront for generations.”

Kirby-Smith Machinery, Inc.’s donation to the event included a Komatsu *intelligent* Machine Control D61PXi-23 dozer, a D61EX-15 dozer and PC360LC-10 and PC210LC-10 excavators. Kirby-Smith also provided a Grove RT540 crane and a National 8100 Boom Truck. ■



Attendees of Tulsa’s A Gathering Place’s Groundbreaking Celebration saw the plans for the new space and equipment from Kirby-Smith Machinery, Inc., including Komatsu and Grove models.



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CUSTOMER-DRIVEN SOLUTIONS

VP of Operations says Komatsu Financial offers much more than loans for purchasing new equipment

QUESTION: Why should a customer consider Komatsu Financial for financing equipment instead of going with an outside lender?

ANSWER: All we do is finance Komatsu equipment through Komatsu distributors. That puts us in a unique position to better understand customers' opportunities and the challenges they face compared to an outside lender that finances everything from homes to airplanes. Being an equipment manufacturer, we also know the construction and mining marketplaces better, which allows us to be more flexible on the front-end when setting up the financing and on the back-end if customers hit a bump in the road. At Komatsu Financial, either on the front end or after the sale, our first question is always, "How can we help?" For those reasons, the number of companies that turn to Komatsu Financial for their equipment needs has continued to increase.

QUESTION: How much of an increase have you seen?

ANSWER: More than 80 percent of all new Komatsu machines sold in North America are financed by Komatsu Financial. That is up from about 60 percent five years ago.

QUESTION: How have you been able to achieve that?

ANSWER: We've taken a much more customer-oriented approach, including getting out in the field and meeting directly with dealers and customers to understand how we can better serve their needs. That contact has helped us develop a lot of great programs that are different than what the typical marketplace has to offer. For example, if a customer has a lease that's greater than 24 months, we'll let them out of it six months early, as long as the customer is buying another piece

Continued . . .



Tim Tripas,
Vice President of Operations,
Komatsu Financial

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.

Tim Tripas joined Komatsu 23 years ago after graduating from Drake University in Des Moines, Iowa, with a degree in English. "My parents encouraged me to take classes that interested me, so in addition to English, I took a lot of business and law classes. That gave me a well-rounded background and set me up well to join Komatsu Financial."

His first responsibilities included working on audits and collections before becoming a regional operations manager, followed by director of operations. In 2004, he helped set up Komatsu Finance Europe, then returned to the United States in his present role as Vice President of Operations. He oversees all functions of finance, including credit applications, funding, audits, leasing and more.

"One of the things I'm most proud of is that 8 out of 10 Komatsu machines sold in North America are now financed through Komatsu Financial," said Tripas. "That's due to a very concerted effort by our personnel to get out and meet customers face-to-face at their jobsites, offices and our distributor locations, so we know their businesses and can tailor programs to meet their needs. I believe Komatsu makes the best equipment in the business, so building a world-class finance company that helps customers put that machinery in their fleets and finances the parts and service to keep them producing is a priority."

Tim and his wife, Alissa, have a daughter, and he enjoys spending time with his family outside of work. He also sneaks out to golf on occasion.

Komatsu Financial tailors programs to meet customers' needs

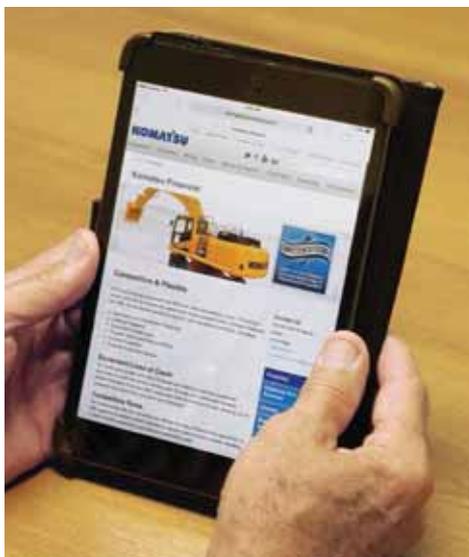
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More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. That is up from about 60 percent five years ago.

Komatsu offers cost-effective and viable financing solutions for new and used equipment purchases and leases, as well as parts and service needs.

Komatsu has a parts and service financing program that lets customers finance the first \$50,000 at zero percent for 15 months with no payments for 90 days. That allows customers to bring the equipment into the shop, get it fixed and get the equipment back and working before a payment is due.



of Komatsu equipment. So, a customer may have a D51 dozer and would really like a larger size or a new D51i-22 *intelligent* Machine Control dozer. With this program, we completely forgive the final six months of payments on the existing lease, to allow for the additional machine purchase. Nobody else in the industry does anything like that.

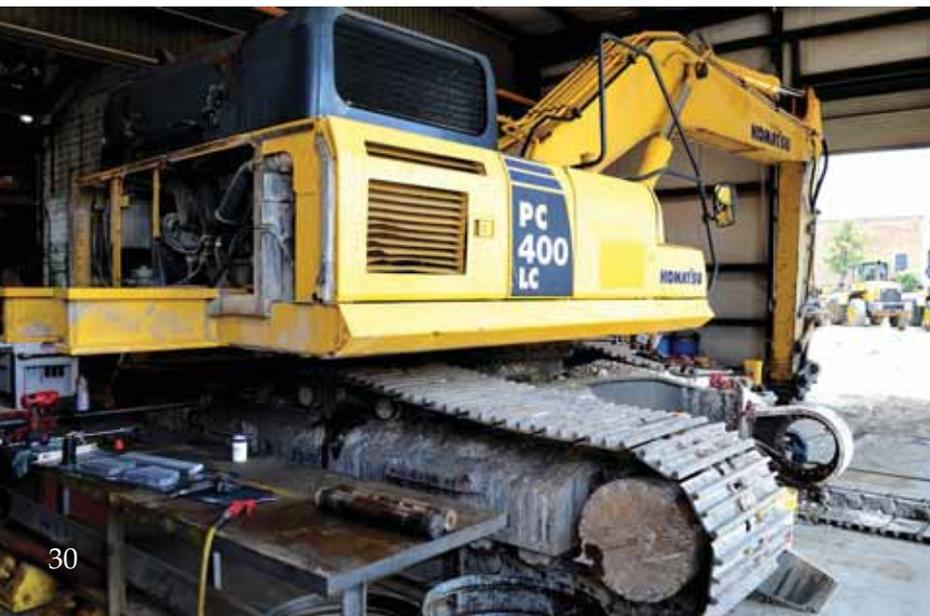
QUESTION: Could you give some other examples?

ANSWER: In talking with customers, many said they desired the flexibility of paying over time for repairs or service work from their dealer. We developed a parts and service financing program that's a true loan. Some competitors have similar financing, but in reality, it's a credit card that charges higher interest. Komatsu Financial's program lets customers finance the first \$50,000 at zero percent for 15 months with no payments for 90 days. That allows the customer to bring the equipment into the shop, get it fixed and get the equipment back and working before a payment is due. Additionally, on this or any other product from Komatsu Financial, there is never a pre-payment penalty.

Another example is our Flex Lease. Customers make a 36-month commitment, but every year on the anniversary of the lease, they have the option to return the equipment. That grew out of a customer telling us, "I think I need a machine for three years, but I know for sure I need it for one." The advantages are obviously that if a situation changes, they can opt out, and if customers choose to stay in the lease, their rate continues to be what it was from the day the lease started. It's been well-received, especially in light of the past few years when we've seen a big shift from ownership toward leasing. We have several other attractive leasing options if that's the route a customer wants to go.

QUESTION: Do you finance used equipment?

ANSWER: Absolutely. We'll finance new and used equipment as long as it's a product a distributor sells and not a competitive brand. Our focus is on helping build successful relationships with our distributors and their customers, and financing new and used equipment, leases and parts and service contributes to that. We consider Komatsu Financial a facilitator in the process, and we're willing to do whatever we can to help customers be successful. ■





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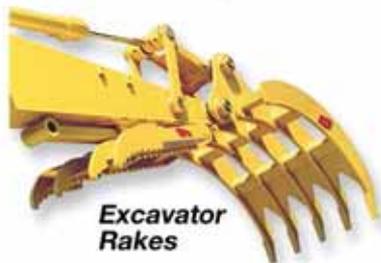
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TRAINING TOMORROW'S WORKERS

As the number of available workers shrinks, the construction industry turns to education

A recent survey conducted by the Associated General Contractors of America (AGC) showed two-thirds of construction firms reported experiencing labor shortages between July 2013 and July of this year. Additionally, 25 percent said the inability to find enough workers forced them to turn down work.

“As demand for construction rebounds, many firms are finding that the pool of available workers is pretty shallow,” said Stephen E. Sandherr, AGC’s Chief Executive Officer. “Retiring older workers, strong demand in other sectors of the economy and fewer young people seeking careers in construction are combining to create workforce shortages for many construction firms.”

For five consecutive years, skilled craft-worker positions have been the toughest to fill in America, according to Build Your Future, an initiative of the National Center for Construction Education and Research (NCCER), which promotes career and technical education (CTE). That’s despite 27 percent of those with post-secondary licenses and certifications earning more than someone with

a bachelor’s degree. The average skilled craft professional makes \$6,200 more annually than recent college graduates, according to Build Your Future.

Reasons for a tight labor market

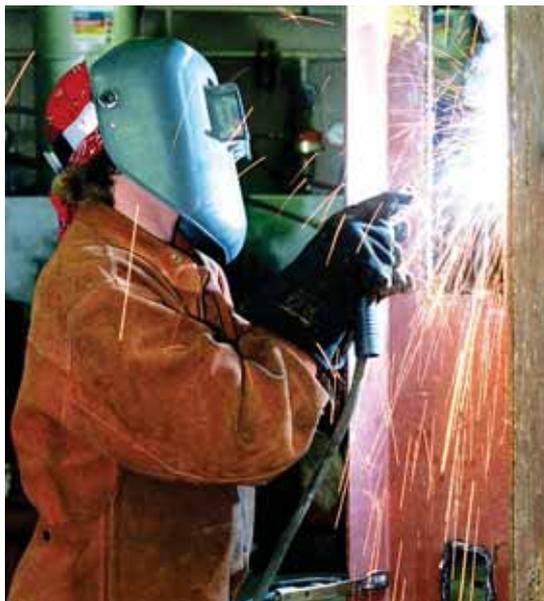
The tight labor market has been good for the skilled workers who are employed, with 70 percent of companies saying they are paying more than they did last year. As the pool of available workers continues to shrink, paychecks will likely continue to rise. So why is there such a shortage of workers?

The Great Recession is one reason. Construction was hit particularly hard with an unemployment rate that reached nearly 30 percent. The lengthy downturn caused many to seek work in other fields. The industry was already growing older, with the average worker’s age in the mid to late 40s when the downturn began in 2008. In 2012, the average age of a tradesperson was 56. Many older workers simply retired and never came back.

Another reason is perception. For decades, construction had a stigma as hard, dirty work. Youngsters were encouraged to avoid the construction industry. For instance, in 2012 only one in three parents encouraged a trade, according to SkillsUSA. In student surveys from a decade ago, construction ranked near the bottom of fields they wished to enter.

Attracting younger workers

The last 10 years, especially the past few, have seen a major push to attract younger workers, from elementary school through college age. Groups such as NCCER host career days to show students the value of construction work and how the industry can be a great fit for their skill sets. They’re also getting the word out through online



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videos and advertising and through materials teachers can use in the classroom.

One of NCCER's Build Your Future campaigns aims to "shift the public's perception about careers in the construction industry to reflect the wide range of professions available." Others include making career and technical education a priority in secondary schools and providing a path from ambition, to training, to job placement as a craft professional.

"As an industry, we must educate the public about the vast career opportunities available in the construction industry and provide tangible opportunities for individuals to learn skills that will help them build a successful career," said Don Whyte, President of NCCER, who recently partnered with other organizations to offer a Build Your Future Scholarship.

The campaign notes that CTE programs such as welding, electrical or carpentry add hands-on elements to the high school academic experience and can also lead to an industry-recognized credential. "CTE students are significantly more likely than their non-CTE counterparts to report that they developed problem-solving, project completion, research, math, college application, work-related, communication, time management and critical thinking skills during high school," according to the Association for Career & Technical Education.

Harvard Graduate School of Education's Pathways to Prosperity Project predicts that by 2018, 2.7 of 8 million jobs in manufacturing and construction will require a post-secondary credential.

Promoting the "cool factor"

The industry isn't only talking up lower-cost educational opportunities and higher earning potential of careers in construction. It's also promoting the "cool factor," especially the technology that's gained a significant foothold. Companies are using digital plans, video simulation, virtual reality and machinery that's guided by GPS, which is easier to operate and more comfortable.

When it comes to equipment, the industry is comparing much of today's machinery to the joystick video game consoles that many students use or have used in the past, and they are also highlighting how technologically advanced the equipment is compared to even a few years ago.

During the recent Manitoba Construction Career Expo, the Campfire Union and Manitoba Construction Sector partnered to offer students a virtual-reality simulation of running a tower crane from the perspective of the operator inside the cab. It allowed them to see what it would be like to pick up and drop loads of steel beams. Several programs designed for operation of other types of construction equipment, such as dozers and excavators, are also available. Students in engineering programs are also using tablets, laptop computers and software as part of the design-and-build process, often putting plans in digital format that equipment operators plug into GPS systems used for automated grading and digging.

"Construction work is somewhat different from what it was," said Ken Simonson, AGC

Continued . . .

Educating younger workers is a great return on investment

... continued



The number of women in construction hasn't changed much since the 1970s, but recently, more groups have been focusing on attracting more girls and women to the industry.

Chief Economist, in a recent Advertising Age article. "There is much more use of laser and GPS-guided equipment, building information modeling and other things that require computer skills and the use of technology that was not common before the recession."

Increasing the number of women

One element of the construction industry before the recession that's similar today is the lack of women. Federal data shows only about 2.6 percent of the 7.1 million workers in construction are women, about the same as in the 1970s. An industry goal is to dramatically increase that percentage with greater awareness in school and by using programs such as MAGIC (Mentoring a Girl in Construction) camps that feature hands-on activities with construction projects, women speakers and engineers, and female construction and project managers.

During Engineers Week, February 22-28, 2015, DiscoverE (formerly National Engineers Week Foundation), will host a Girl Day on February 26,

and the group is encouraging others to do the same. DiscoverE said, "Girl Day is a movement that shows girls how creative and collaborative engineering is and how engineers are changing our world. With hundreds of events happening each year, together we are driving the conversation about girls and engineering."

It's all part of a broader effort to show the work force what the future of construction has to offer, including high-paying, rewarding jobs that build the country's roads, bridges, buildings and other structures.

"In the business world, we look for the ROI (return on investment) in the resources we expend, and investing in the future sometimes requires vision that does not immediately translate to the bottom line," said Katrina Kersch, Senior Director and COO of NCCER in a blog post, 'The ROI of Partnering with Education' on the organization's Web site. "Investing our time, talents and resources to partner with education means that our industry is willing to invest in our own future." ■

Employees earn certification, show customer dedication

Kirby-Smith Machinery, Inc. congratulates four of its employees for completing the training process and meeting all of the requirements necessary to be Major Wire Certified Screening Experts. By meeting the rigorous demands set forth by Major Wire, Kirby-Smith Oklahoma City PSSR Casey Beasley, Tulsa PSSR James Purcell, St. Louis PSSR Tom Costello and Texas Industry Manager for Crushing and Screening Equipment Harrold Clemons have set themselves apart

as being some of the most knowledgeable screening specialists in the country.

Major Wire Screening Experts are trained to help customers make the most of their equipment. They can provide no-cost Screening Plant Audits to help customers identify screening inefficiencies, evaluate their impact and provide a formal report with photos and recommendations to increase production rates and improve operating uptime. In addition, Screening Experts are qualified to conduct Screen Maintenance Seminars, which educate customers on screening techniques and maximizing wear life.

The Kirby-Smith employees who have completed the Major Wire training have demonstrated their commitment to providing the best-possible customer support. Each received a certificate and an iPad, as well as full access to the Major Wire Library. ■



Casey Beasley,
Oklahoma City
PSSR



James Purcell,
Tulsa
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Tom Costello,
St. Louis
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Harrold Clemons,
Texas Industry Manager,
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Jeff Weller is named Vice President/General Manager, Northern Division



Jeff Weller,
Vice President/
General Manager,
Northern Division

Kirby-Smith Machinery, Inc. recently hired Jeff Weller to fill the role of Vice President/General Manager, Northern Division, and he will be based out of the Oklahoma City branch. Weller comes from Link-Belt Mid-Atlantic in Mechanicsville, Va., where he worked for the past 28 years. Weller has been in the equipment industry for 35 years, most recently as General Manager for Link-Belt.

“When I was growing up, my dad and grandfather ran a Ford dealership in

southwest Iowa,” said Weller. “They taught me to deal with customers honestly, fairly and directly. They also taught me not to hide from problems, never over-promise and always try to exceed expectations.”

Weller and his wife, Jeanette, are excited to move to Oklahoma so they can be closer to the University of Oklahoma Sooner football games. It also puts them closer to their two grandsons, their son Jason and his wife, Kristy. ■

Kirby-Smith Machinery, Inc. hires veterans

A coalition of construction companies and associations pledged to hire 100,000 veterans during the next five years at a national symposium hosted by the U.S. Department of Labor and Joining Forces. Construction is one of the fastest-growing industries in the nation with an annual growth rate of 2.6 percent, according to the Bureau of Labor Statistics, and more than

80 firms committed to fill new construction jobs with veterans.

Kirby-Smith Machinery, Inc. is also committed to hiring veterans. In fact, last year more than 11 percent of its newly hired employees were veterans.

Kirby-Smith Machinery, Inc. hires qualified veterans for a number of reasons. First, as a veteran-owned company with a strong leadership team that is comprised of several veterans, it understands the value of their training and experience. Second, veterans typically possess a strong sense of responsibility and present themselves with a positive can-do attitude, in addition to strong self-management skills. They understand their responsibilities to the customer and the company, display professionalism and typically have a larger world perspective than non-veterans. Kirby-Smith is constantly on the alert for professionals to join its team and plans to continue to hire veterans as often as possible. The company is proud of its success and attributes that success to the strong skills and abilities of its employees. Kirby-Smith believes veterans bring professional skills to the table, as well as a strong personal work ethic and a sense of responsibility that are invaluable to the company. ■

(Clockwise from top left) Kelly Shuffield, Nicholas Reed, Anthony Valdivinos, Jonathon Van Ormer, Pat Reed, Richard Luna and Dan Healy



Article by: Kathy Dunn, Kirby-Smith Human Resources Manager

Kirby-Smith Machinery Inc.

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2008 Komatsu D51EX-22, EQ0019394,
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2006 Komatsu SK820-5, EQ0009893,
 1,111 hrs \$21,900



2007 Link-Belt 460LX, EQ0008416,
 5,214 hrs \$131,000

Year	Make/Model	Description	Unit #	Hrs.	Price	Year	Make/Model	Description	Unit #	Hrs.	Price
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EXCAVATORS



2012	Komatsu PC490LC-10		EQ0023610	5,615	\$253,000
2000	Gradall XL4100	Wheeled Excavator	EQ0020657	3,817	\$45,000

LOADERS



2008	Komatsu WA200PZ-6		EQ0023760	4,430	\$72,300
2011	Komatsu WA250-6		EQ0018251	8,113	\$79,500
2011	Komatsu WA250PZ-6		EQ0020636	2,550	\$104,000

CRANES



2006	Broderson IC200-3F	Industrial	EQ0008145	6,326	\$110,000
2007	Terex 3670	Boom Truck	EQ0023518	2,544	\$77,500
2006	Grove RT530E	Rough Terrain	EQ0007557	5,415	\$192,500
2007	Link-Belt 460LX		EQ0008416	5,214	\$131,000

PAVING & COMPACTION



2009	LeeBoy 8510	Paver	EQ0019388	3,990	\$62,500
2008	Bomag MPH122-2	Recycler	EQ0024135	1,460	\$210,000

SKID LOADERS



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

CRAWLER DOZERS



2008	Komatsu D51EX-22		EQ0019394	4,278	\$110,000
2008	Komatsu D65EX-15E0		EQ0020208	5,202	\$125,000

TRUCKS/TRAILERS



1974	42FT VAN	Box Trailer	EQ0002989	n/a	\$3,000
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MISCELLANEOUS

2004	Rome TACW-16	Disc	EQ0025350	na	\$14,500
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2007 Terex 3670 Boom Truck, EQ0023518,
 2,544 hrs \$77,500



2008 Komatsu D65EX-15E0, EQ0020208,
 5,202 hrs \$125,000



2011 Komatsu WA250PZ-6, EQ0020636,
 2,550 hrs \$104,000

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