



# CONNECTION

A publication for and about Kirby-Smith Machinery customers • 2010 No. 2



## ASH GROVE TEXAS

Midlothian cement plant provides Dallas/Fort Worth builders with quality product

See article inside . . .



Sean Harris,  
Quarry Supervisor



Mike Kelly,  
Maintenance Utility  
Supervisor

**KOMATSU**

# A MESSAGE FROM THE PRESIDENT



Ed Kirby



Dear Equipment User:

Finally, some good news on the construction economy! Industry forecaster Andy Fanter says housing activity in Oklahoma and Texas is on the rebound, with 2010 permits expected to grow 10 to 15 percent in Oklahoma and 4 to 8 percent in Texas. And, according to a report by the National Association of Home Builders, housing building permits in most Kansas, Missouri and southern Illinois markets were up significantly, and the forecast looks promising for the trend to continue in the coming months.

Although nonresidential construction continues to be slow, Oklahoma and Texas should see 10 to 20 percent growth in 2011. The second year of the stimulus is bringing an increase in actual spending on governmental projects, with Texas benefitting from highway spending of \$5 billion annually from 2009 to 2011.

As the broader economy rebounds, we expect to see construction rise further. We're prepared for it, and we hope you are too.

As in the past, we at Kirby-Smith Machinery can help you find the right equipment to meet your needs today and in the future, whether it's a new or used equipment purchase or a rental. If you're looking for new equipment, check out the articles in this issue of your *Kirby-Smith Connection* on Komatsu's newest excavators (PC160LC-8, PC350LC-8, PC350HD-8 and PC450LC-8) and new GD655-5 motor grader.

Of course, Komatsu is always looking ahead for ways to lower your owning and operating costs. Many times, the changes made in new equipment are a direct result of customer input, as you'll see in the Komatsu & You interview with the company's North American Vice President of Research and Development.

Komatsu has the products, and we at Kirby-Smith have the know-how and expertise to keep your downtime to a minimum with our highly trained staff of expert service technicians and parts personnel. Whatever your needs may be, please don't hesitate to give us a call or stop by one of our branch locations, and let us show you how we can help.

Sincerely,  
KIRBY-SMITH MACHINERY, INC.

A handwritten signature in black ink that reads "H.E. Kirby, Jr." Below the signature, the text "Ed Kirby, President" is printed in a smaller, sans-serif font.

**Positive  
signs of a  
recovery**



# CONNECTION

## IN THIS ISSUE...

### ASH GROVE TEXAS

Read how this cement plant relies on natural resources and an unconventional fuel supply to produce up to 1 million tons of cement annually.

### GUEST OPINION

Legal expert Christopher Hill provides some helpful tips to ensure your construction contract leads to a profitable project.

### WHAT TO EXPECT

Here's what to look for during the second year of the economic recovery plan.

### NEW PRODUCTS

If you've got a heavy-duty digging job, Komatsu has the machines you need. Check out the heavy-duty booms on Komatsu's new PC350LC-8, PC350HD-8 and PC450LC-8 excavators.

### PRODUCT UPDATE

Find out how a redesigned work platform on Komatsu's PC160LC-8 excavator helps operators boost productivity.

### MORE NEW PRODUCTS

See how improved visibility from a newly designed cab increases operator productivity in Komatsu's new GD655-5 motor grader.

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# A SALUTE TO A CUSTOMER



## ASH GROVE TEXAS

### Midlothian cement plant provides Dallas/Fort Worth builders with quality product



Sean Harris,  
Quarry Supervisor



Mike Kelly,  
Maintenance Utility  
Supervisor

The Ash Grove Cement plant in Midlothian, Texas, uses a Komatsu WA600 to feed limestone to the quarry crusher.

Founded in 1882 as Ash Grove White Lime Association, Ash Grove Cement Company today is the sixth largest cement producer in the U.S. and the largest American-owned cement company. From its headquarters near Kansas City, Mo., Ash Grove serves markets throughout the West and Midwest. The company operates eight cement plants nationwide, including one in Midlothian, Texas.

The Midlothian plant originally opened in 1966 as Gifford Hill and later operated as North Texas Cement with Ash Grove as a limited partner before it became 100-percent owner in 2003. The Midlothian plant has been continually maintained to allow it to meet many of the building needs in the nearby Dallas-Fort Worth metroplex.

A key aspect in locating a cement plant is the existence of a good supply of limestone. "Limestone comprises about 85 percent of the composition of cement and there are decades of limestone remaining on the Ash Grove plant site," said Quarry Supervisor Sean Harris. "We also have shale, which is another cement component, so we don't have to bring in a lot of additional raw material. Those factors, plus the proximity to the Dallas construction

market, definitely make this a good location for a cement plant."

#### Tires help fuel 24/7 plant operation

"Here in Midlothian, our kiln downtime is minimal," said Maintenance Utility Supervisor Mike Kelly. "In fact, we've been running two kilns almost nonstop for about 16 months now. We're able to produce up to a million tons of cement annually from this plant."

The Ash Grove Texas plant runs 24/7, and the quarry operates 20 hours a day, with two 10-hour shifts. The facility uses about a mile of conveyors to transport crushed limestone from the quarry to the plant.

One of the unique aspects of the Midlothian plant is that it has utilized approximately 3.7 million whole tires per year as a secondary fuel in the kilns since the late 1990s. "We use only auto and light truck tires because by doing that, we're able to maintain consistent temperatures in the kiln," explained Kelly. "Utilizing tires for fuel is a real winner for many reasons. It's better for the environment and it's cheaper than burning all coal."

"The technology of feeding the tires to the kilns is known as mid-kiln injection (literally fed through a hole located in the side of the kiln)," he continued. "This technology is recognized by the Texas Commission for Environmental Quality (TCEQ) as a method to reduce nitrous oxide emissions. Also, by burning tires, we're recycling them rather than having them take up landfill space or be dumped illegally, which was a big problem when we started taking the tires."

#### A safe, productive work force

In addition to Harris and Kelly, other key supervisory personnel at the facility include Plant





This Komatsu D475 dozer, which rips the limestone and pushes it into piles, is the key production piece in the Ash Grove Texas quarry. "It's tough work and a lot of machines can't stand up to it, but we're tickled pink with the production we get from the D475," said Maintenance Utility Supervisor Mike Kelly.

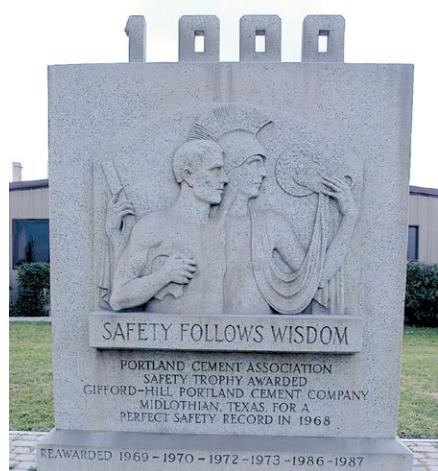
Manager Kevin Blankenship and Operations Manager David Fisher. In all, about 90 to 100 people work at the Ash Grove Texas plant. "I think we do an excellent job with relatively low man-hours worked per ton of product produced," said Harris. "Our employees are all good hands. They understand what needs to be done every day and they do it."

"Virtually everybody who works here starts as a 'utility laborer,' an entry-level position," said Kelly. "I call it PLO—paint, landscape and odd jobs. While on PLO, we cross-train them because we want people who can step in and do anything. That gives us a lot of flexibility."

Because of that cross-training, when jobs become available, many employees are qualified for them.

"We promote based on who we think will do the best job," said Kelly. "We're like family — big enough to get a lot done but small enough that everybody knows everyone else. The supervisors are familiar with all the personnel. They know who the best workers are — the people who work the hardest, smartest and safest, and those are the people we promote."

"We put a lot of stock in working safely," added Harris. "We want to keep everyone from getting hurt on the job. That's not just our goal, it's our top priority. Supervisors start each day with a planning meeting where safety is the first topic discussed each and every morning. We believe working safely is an attitude, and if you're going to work here, you're going to have



As this award from the Portland Cement Association demonstrates, working safely is the top priority at Ash Grove Texas.



(L-R) Ash Grove employs a talented group of technicians, including Service Tech Billy Burkes, Lube Tech Jimmy Hayes and Service Tech Jeff Ahlert. Under the direction of Maintenance Utility Supervisor Mike Kelly, their focus is mainly preventive maintenance.

the right attitude about it or you're probably not going to be here very long."

Beyond productivity and safety, the Midlothian plant is a company-wide leader in equipment reliability and plant efficiency.

*Continued . . .*

# Ash Grove supports Midlothian projects

...continued

The facility recently won Ash Grove's coveted Maintenance Excellence Process (MEP) Outstanding Plant award.

## Productive equipment and dealer support

The Ash Grove Texas equipment fleet includes two large Komatsu pieces, a D475 dozer and a WA600 wheel loader.

"The Komatsu D475 (890 horsepower and nearly 240,000 pounds) is our key quarry machine," said Kelly. "We don't blast here, we use dozers with ripper shanks to loosen the limestone and then push it into piles. That's tough work and a lot of machines can't stand up to it, but we're tickled pink with the production we get from the D475."

Earlier this year, when the six-year-old D475 reached the 15,000-hour mark, Ash Grove Texas had Kirby-Smith Machinery do a total rebuild of the unit.

"It was such a good machine, the decision to rebuild it was a no-brainer," said Kelly. "During the six years we owned it, I think we replaced two starters and a water pump. Beyond normal wear parts, that was it. And even the normal wear was outstanding. For example, we replaced the tracks at about 7,500 hours, which is 1,000 or so hours more than we expect to get from a set of tracks. Comparing the D475 to the machine it replaced in our fleet, there is no competition. That other machine was a money pit."

Kirby-Smith PSSR Gary Jones (left) and Sales Rep Ron Weaver (right) work closely with Ash Grove's Mike Kelly. "Dealer service is very important to us and Kirby-Smith gets that," said Kelly.



In addition to the performance and reliability of the D475, Kelly says the support Ash Grove Texas gets from Kirby-Smith is crucial to the success of the quarry operation. The company has its own talented technicians (Jeff Ahlert and Billy Burkes, as well as Lube Tech Jimmy Hayes), but their primary focus is preventive maintenance. For repairs, Ash Grove calls on Kirby-Smith Sales Rep Ron Weaver and Product Support Rep Gary Jones.

"Dealer service is very important to us," insisted Kelly. "Kirby-Smith gets that. We may not be their biggest customer, but when we call, we want them to act as if we were — and they do."

"The dozer rebuild they did for us was a good example," he noted. "It was important to get that machine back in service as quickly as possible, so Kirby-Smith had all the parts laid out and people lined up beforehand. I think it took 21 days from when we took it out of production to getting it back to work in the quarry. The guys who did it knew what they were doing. We were impressed and pleased with the quick turnaround."

## Growing the business

Ash Grove Cement is a family-owned company (the Sunderland family of Kansas City) that believes in getting involved in and giving back to the communities where its plants are located. In Texas, that meant donating 81 acres of land to the City of Midlothian for the site of a new water-treatment plant.

"Ash Grove emphasizes good corporate citizenship," said Kelly. "Often, a family business starts to decline after the first or second generation, but Ash Grove is still going strong a century after Lester Sunderland joined the company. That's precisely because Sunderland family members remain actively involved in running the company."

"One of the most impressive things to me is that they don't just manage Ash Grove from headquarters — they actually come out to the plants. They get to know the workers and get input from them. Bottom line, they're constantly trying to improve the company and grow the business for us employees. That's good to see." ■



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## GUEST OPINION

# COVER YOURSELF

## Some helpful hints to ensure your construction contract leads to a profitable project

The news is everywhere that construction spending is down. Contractors face the liability issues inherent in having to cut prices while construction material costs either increase or stay the same. However, opportunities exist for a construction contractor to turn a profit, even in these seemingly dire times.

In order to do so a contractor must plan ahead, run a project smoothly and professionally, assure that its contracts contain terms that protect it from liability as best is possible in an uncertain world, and assure prompt action to collect, should those terms be breached (whether with a lawsuit, mechanic's lien, or possibly a Miller Act claim).

One key to avoid having to pursue this last course of action is to make sure that you, as a general contractor, subcontractor or supplier, run your portion of the construction job smoothly. Good relationships with those both upstream and downstream can go a long way toward heading off problems before they blossom into legal action. The construction guidelines published by a coalition that includes the Associated General Contractors are a good starting point for advice on this topic.

Another way to avoid problems and protect yourself as a construction professional is through the use of escalation clauses in your construction documents. These clauses allow a subcontractor to pass on an increase in materials cost to a general contractor (or a GC to an owner) under certain circumstances. Absent such a clause in your contract, you (as the downstream construction company) will likely have to eat any increased costs under a fixed-price, lump-sum contract. Of course, an escalation clause is just one protection that you can build into your contracts. A

knowledgeable construction attorney can help you incorporate others.

Finally, make sure that all the details are hammered out up-front in the contract documents. Many problems will be avoided by clear contract drafting that assures all parties know the deal before the project starts. Surprises cause litigation much more often than clear contracts, even in claims situations.

Taking these relatively simple steps should help you concentrate on completing the work and making money doing it. ■



Christopher G. Hill

*Christopher G. Hill is a lawyer at the Richmond, Va., firm DurretteBradshaw PLC, a LEED AP and a member of Virginia's Legal Elite in Construction Law. He specializes in mechanic's liens, contract review and consulting, occupational safety issues (VOSH and OSHA), and risk management for construction professionals. Mr. Hill authors the Construction Law Musings blog at <http://constructionlawva.com>.*

Running a job smoothly and hammering out contract details are a couple ways that can help you turn a profit on any job, according to lawyer Christopher G. Hill.



## WHAT TO EXPECT

# TAKING STOCK OF THE STIMULUS

## Increased construction spending expected during second year of the economic recovery plan

A significant increase in construction spending under The American Recovery and Reinvestment Act (ARRA) is expected as the economic stimulus package heads into its second and final year. Estimates show about \$20 billion was spent for infrastructure projects during the first 12 months of the plan, only a little more than 10 percent of the total allotted.

When the \$787 billion stimulus package was passed last year, nearly \$135 billion was appropriated for various transportation and other infrastructure funding. The early focus was on "shovel-ready" projects, those that could be started within 120 days of the plan's enactment. Spending for longer-term jobs would come later, much of it this year.

"Many projects are just now getting underway, and will be creating jobs throughout 2010 and beyond," said Vice President Joe Biden, appointed to oversee the stimulus package. "Work on many Recovery Act projects will accelerate in the spring and summer months as weather conditions permit work on roads, bridges, water projects and Superfund cleanups."

Construction spending under the economic stimulus ramps up during 2010 with more money slated to be spent than during the first year of the act.

Though only \$20 billion has been spent, more than \$104 billion has been obligated, meaning projects are approved and waiting for construction to begin. The increased spending is expected to contribute 1.4 percentage points to gross domestic product growth in 2010. The pace of actual spending is slated to more than double, from about \$3 billion per month to more than \$7 billion.

"I think we'll see a lot more stimulus money going into actual contracts and actual hiring in 2010 than we did in 2009," said Ken Simonson, Chief Economist of the Associated General Contractors of America in a recent Wall Street Journal article.

### TIGER projects announced

One area of the economic stimulus package to see an increase in spending is Transportation Investment Generating Economic Recovery (TIGER), a discretionary grant program that's different from traditional hard-bid projects. The Department of Transportation recently announced \$1.5 billion in TIGER grants for more than 50 projects throughout the country.

According to the DOT, TIGER grants target major national and regional transportation projects that are in many cases difficult to pursue through other government funding programs. Selected projects must foster job creation, show strong economic benefits, and promote communities that are safer, cleaner and more livable.

The TIGER grants have been popular, with states pitching for the funds. More than 1,400 applications were submitted for review, totaling nearly \$60 billion.





More than \$1.5 billion in TIGER grants, part of the economic stimulus package, were recently awarded with projects falling into sectors such as freight rail, road and bridge repair and community livability.

Key sectors for investment under the TIGER program include freight rail, road and bridge repair and community livability. Eleven national freight projects, 13 highway infrastructure projects and 22 community livability projects, which are designed to give Americans more choices about how they travel and improve access to economic and housing opportunities in their communities, were announced.

"The TIGER program takes a new, common-sense approach to investing scarce federal resources on transportation projects of national significance," said a U.S. Department of Transportation outline announcing the grants. "Unlike other federal transportation programs, TIGER funds are open to all types of projects, from roads and bridges to transit and rail. In order to receive funding, each project must show how it will help the United States meet its national goals, most importantly growing and rebuilding the economy."

### **Jobs per \$1 billion spent beat prestimulus estimates**

Spending more funds under The American Recovery and Reinvestment Act is good news to an industry that's been one of the hardest hit by unemployment. Critics have pointed to the stimulus plan as a failure for not creating or saving more jobs. They've also panned government bureaucracy for provisions of the act that they say have delayed stimulus spending.

Proponents of the bill acknowledge that there have been hiccups, but overall it's made a significant contribution and will continue to provide even more positives this year. Simonson

points to a federal employment report that showed heavy civil employment remained stable earlier this year, an area where the bulk of stimulus-funded construction activity was spent.

"One of the few areas of construction to see increased spending in 2009 was in highway and roads according to the latest Census Bureau figures," he noted. "Considering the massive overall declines in construction activity last year, this is a strong sign the stimulus is having a positive impact."

Citing a recent federal report, Simonson said highway projects during the past year saved or created about 280,000 construction jobs. That equates to about 15,000 jobs per billion dollars spent, better than prestimulus estimates of about 9,700. Simonson indicated the ramp-up in spending this year will also lead to increased hiring of new workers or the return of some laid-off employees.

"The good news is that 2009's delays mean significantly more stimulus-funded opportunities for contractors in 2010," Simonson said. "We expect to see many more stimulus-funded projects come on line, especially for building contractors. This work will provide a much-needed lifeline for contractors, allowing them to retain many of their workers."

"The stimulus is one of the few bright spots the construction industry experienced last year," he added. "The stimulus is saving construction jobs, driving demand for new equipment and delivering better and more efficient infrastructure for our economy." ■



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## NEW PRODUCTS

# NEW EXCAVATOR MODELS

## Heavy-duty booms offer increased durability in PC350LC-8, PC350HD-8 and PC450LC-8 models

Stress on an excavator's boom can significantly shorten its life and increase long-term owning and operating costs. That's why Komatsu took a big step in extending that life expectancy by introducing heavy-duty booms on its new PC350LC-8, PC350HD-8 and PC450LC-8 models.

Komatsu designed the heavy-duty booms to provide increased strength and durability compared to the PC300LC, PC300HD and PC400LC, which these new machines replace. Large cross-sectional structures, thick, high-tensile-strength steel, and partition walls help the boom and arm resist bending and torsional stress, making them more durable.

"The new machines basically maintain the same performance capabilities of their predecessors in terms of horsepower and bucket capacity," noted Doug Morris, Product Manager, Excavators. "However, heavy-duty booms are now standard to increase the durability of the work equipment. As with previous models, contractors will choose the model that best suits them based on factors such as the applications in which they use them, site conditions and breakout force."

Added reliability features of the new models include a sturdy frame structure. Its revolving frame, center frame and undercarriage were designed using advanced CAD analysis technology for better durability and longer life. Components, such as engine, hydraulic pumps and motors, control valves and electronic devices, are exclusively Komatsu-manufactured for seamless integration into the machines. Metal guard rings protect hydraulic cylinders, and hydraulic hoses equipped with O-ring seals provide extended, leak-free life.

Komatsu lengthened undercarriage life with grease-sealed tracks and track links with struts, which offer superior durability. Longer track life is part of an overall effort by Komatsu to lower owning and operating costs.

"Contractors will find these new machines a little more robust in all applications, whether digging utility trenches, loading trucks, mass excavation or demolition," said Morris, who noted a PC350HD-8 model is available that combines the upper structure of a PC350 with the lower part of a PC450. "Komatsu built in additional value by using more durable

*Continued ...*



Doug Morris,  
Product Manager,  
Excavators

### Brief Specs on the Komatsu PC350LC-8, PC350HD-8 and PC450LC-8 Excavators

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC350LC-8	77,362-79,037 lbs.	246 hp	0.89-2.56 cu. yd.
PC350HD-8	85,305-88,771 lbs.	246 hp	0.89-2.56 cu. yd.
PC450LC-8	97,372-104,058 lbs.	345 hp	1.47-3.75 cu. yd.

Heavy-duty booms on Komatsu's new excavators provide increased strength and durability compared to their predecessor models.

To read the article online and watch this machine in action, go to [www.KirbySmithConnection.com](http://www.KirbySmithConnection.com)



# New excavators feature five working modes

...continued

components that offer improved reliability, better maintenance and service intervals, and cab improvements that make the operator more productive."

## Built-in productivity

Five working modes — Power, Economy, Lifting, Breaker and Attachment — help users get the most efficient production out of the PC350LC-8, PC350HD-8 and PC450LC-8. Using different modes, the operator can match engine speed, pump flow and system pressure to the application. For example, when high digging force isn't needed, operators can switch to Economy mode for better fuel economy and savings. Power mode provides maximum production for faster cycle times, when needed.

Operators choose modes using the self-diagnostic, multifunction, color monitor that's among the industry's most advanced diagnostic systems. In addition to mode selection, the Komatsu-exclusive system identifies maintenance items, reduces diagnostic times, indicates oil and filter replacement hours and displays error codes. When the operator turns on the machine, check-before-starting items appear, and if abnormalities are found, a warning lamp blinks and a buzzer sounds to alert the operator. During operation, continuous machine condition checks help prevent serious problems from developing, allowing the operator to concentrate on the work.

Komatsu crafted the excavator cabs with operator comfort and productivity

Komatsu added value to its new excavators with features such as heavy-duty booms, five working modes, reinforced cabs with larger glass area and longer service intervals.

in mind. The new design features a wider cab, high-back seat and reduced noise and vibration levels. The pressurized cab also helps minimize outside dust from entering.

In addition, the new, highly rigid cab has a pipe-structured framework with reinforced strength for high durability and impact resistance. A larger glass area provides excellent visibility of the work area, while a skylight offers better overhead visibility. Large side-view mirrors give the operator clear views to both sides of the machine and a standard rearview camera lets him see behind the machine.

## Longer service intervals

The PC350LC-8, PC350HD-8 and the PC450LC-8 can work longer before requiring downtime for routine maintenance. High-performance filters extend replacement intervals to every 500 hours for the engine oil and filter, 1,000 hours for the hydraulic filter and 5,000 hours for the hydraulic oil. All grease points, except the bucket, are at 500-hour intervals. Large-capacity air cleaners and high-pressure, in-line filters at the pump discharge ports are standard.

Each excavator has easy service-access points, including side-by-side radiator and oil cooler modules for quick removal, cleaning and installation. Engine oil-level check, oil fill port and fuel filter have improved accessibility as does the engine oil filter and fuel drain valve. An eco-drain valve is standard and enables easier and cleaner engine oil changes. A fuel prefilter that separates water and removes contaminants minimizes potential fuel problems.

"While there are noticeable changes, we kept key elements of the previous models that are proven productive and efficient, such as the efficient, high-pressure, common-rail Tier 3 engines that provide high productivity with low fuel consumption and emissions," said Morris. "KOMTRAX remains standard and allows owners and operators to track machine function and service intervals, among other items, which help keep downtime to a minimum. From that standpoint, users won't notice change, but in terms of other direct links to owning and operating costs, they'll see some significant improvements." ■





## DASH-8 SERIES

# 100% LC

(the LOGICAL CHOICE  
for your next excavator)

# KOMATSU®

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

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- Multi-function LCD monitor provides critical operating information at a glance (and it can do this in 10 languages).

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

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## PRODUCT UPDATE

# MORE COMFORTABLE CAB

## Redesigned work platform of the PC160LC-8 helps operators maintain productivity

A common adage in equipment says "a comfortable operator is a more productive operator." Starting with that nugget of wisdom, Komatsu designed its new PC160LC-8 to foster an environment where operators can thrive.

The PC160LC-8 has a newly designed, larger cab (compared to the Dash-7 model) with excellent sound absorption. Noise-source reduction and a quieter Tier 3 engine, hydraulic equipment and air conditioner make the excavator's noise level similar to a new automobile. Viscous damper mounting coupled with a highly rigid deck reduces vibration as well.

"There's more to the equation than just noise and vibration reduction," noted Product Manager Doug Morris. "The cab is pressurized with automatic air conditioning, an air filter and a higher internal air pressure to minimize the amount of dust that enters the cab. Operators who have used the PC160LC-8 notice right away how much more comfortable it is."

Operators can set the temperature in the cab using the upgraded LCD monitor panel, which also allows them to set the proper working mode to match conditions. Five modes are available, including an Economy mode for lighter digging and loading, which reduces fuel consumption by 10 percent compared to the Power mode.

### Durable, easy to maintain

No matter the conditions, operators can be confident that the PC160LC-8 will get the job done. Komatsu engineered it with a boom and arms of thick-plate, high-tensile-strength steel. Designed with large cross-sectional areas and generous use of castings, working attachments exhibit long-term durability and high resistance to bending and torsional stress.

"The PC160LC-8 is the largest in what's considered our light excavator line, but don't let the word 'light' fool you. It has the strength and durability to handle substantial work loads," said Morris. "At the same time, it's light enough at less than 40,000 pounds to be easily transported, as well as mobile enough for maneuverability on the jobsite. It's great in commercial and residential applications."

Morris said with KOMTRAX as standard equipment, it's also easy to track and maintain proper service intervals. The radiator, aftercooler and oil cooler are arranged side-by-side for quick cleaning, removal and installation. Maintenance costs are reduced with high-performance filtering materials and long-life oil that extend intervals to 500 hours for engine oil and filter, 1,000 hours for hydraulic filter and 5,000 hours for hydraulic oil. ■

### Brief Specs on Komatsu PC160LC-8 Excavator

Model	Net Hp	Operating Weight	Bkt. Capacity
PC160LC-8	115 hp	36,770-37,740 lbs.	0.48-1.24 cu. yd.

The PC160LC-8 has a larger, more comfortable cab, helping keep operators productive longer. It also features an efficient engine, low fuel consumption and is easily transported.



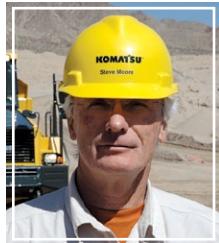
To read the article online and watch this machine in action, go to [www.KirbySmithConnection.com](http://www.KirbySmithConnection.com)



## MORE NEW PRODUCTS

# ADDED VALUE

## Komatsu's new GD655-5 motor grader cab design is among features that improve productivity



Steve Moore,  
Product Manager

One of the keys to productivity in motor grader work is the operator's ability to see the material and the blade as clearly as possible. Komatsu enhanced that ability in the new GD655-5 with a patented hexagonal cab that provides improved all-around visibility.

"The better visibility, the better production," said Product Manager Steve Moore. "We set out to make the most comfortable, productive and efficient motor graders possible. Komatsu did that by adding features, starting with a low-noise operator platform design that's similar to the unsurpassed, award-winning cabs in our small-dozer line. Then we built on that to provide even more value."

Better visibility is only part of the value-added equation, as Komatsu increased both horsepower and operating weight by nearly 10 percent, while decreasing fuel consumption by 20 percent compared to the GD655-5's predecessor. Its new, patented, dual-mode transmission system is mounted

To read the article online and watch this machine in action, go to [www.KirbySmithConnection.com](http://www.KirbySmithConnection.com)

**NEW!**



### Brief Specs on Komatsu GD655-5 Motor Grader

Model	GD655-5
Net hp	218 hp
Operating Weight	38,415 lbs.
Blade Width	14 ft.

A new hexagonal cab provides exceptional all-around visibility and is among several new features designed to improve productivity and reduce owning and operating costs.

in the front for better weight distribution and provides on-the-go, full power shifting as well as inching capability and automatic shifting in the higher gear ranges.

"The operator has total control and can run the grader in direct drive (manual mode) for tough grading, or with the lock-up torque converter (auto mode) for fine work that may require inching," said Moore. "The higher horsepower allows for better productivity at higher speeds in applications such as road building and maintenance and snow removal. The combination of manual and auto is very effective for low-speed smooth operation by virtually eliminating engine stall. Komatsu is the only manufacturer to offer that."

### Additional control valves

Komatsu also offers two additional control valves for a total of ten, making attachment additions easier. Other new standard features include a Turbo II precleaner, right and left independent blade-lift float, front-bar-mounted lights and a toolbox with lock. KOMTRAX 2.5 is also standard, providing better maintenance tracking. Users can perform nearly all services from the ground, including fueling for faster fill-ups.

"That reduces downtime and boosts production time," noted Moore. "Another key element is a new hydraulic, variable-speed, reversible fan that minimizes dust entering the radiator, which also minimizes downtime. With the GD655-5, as well as other Dash-5 motor graders we're introducing, we set out to engineer a machine that would significantly improve productivity and profitability. More horsepower and operating weight, as well as additional standard features, add value for anyone who uses a motor grader." ■



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



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

***Broce Broom***

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## MILESTONES

# MAGIC NUMBER — 930

## Komatsu's legendary "ultra class" truck reaches a historic milestone

In 1996, Komatsu became the first equipment manufacturer to introduce an AC drive system into a large mining truck. In the 14 years since its introduction, Komatsu's 930E



Employees at Komatsu's Peoria Manufacturing Operations pose with the 930th Komatsu 930E haul truck. All of the 930 trucks were designed and built at the plant.

The Komatsu 930E was the first mining truck with an AC drive system and is the best-selling "ultra class" mining truck in the world.



electric-drive truck has become the best selling "ultra class" truck in the world.

On March 1, Komatsu celebrated production of the 930th unit of its 930E series, which is designed and built at Komatsu's Peoria Manufacturing Operation in Peoria, Ill.

"The 930E represents Komatsu's genuine passion to see our customers succeed," said Don Lindell, Product Manager for mining trucks. "Based on data from real-world performance, we continue refining the features of the truck to lower the operating cost per ton."

That "real-world" data is gathered from 930Es that are operating around the world — from North and South America to Africa, Asia and Australia. The largest concentration of 930Es is in Chile, which is the world's largest copper-producing country. In fact, the massive Collahuasi copper mine in the mountains of northern Chile has more than 40 930Es, including historic unit number 930.

### A key to Autonomous Haulage System

Because of its technology and reliability, the 930E is often used in remote locations and difficult applications. It is also a key part of Komatsu's Autonomous Haulage System which allows trucks to operate without drivers, thereby improving fuel efficiency, lowering production costs and lengthening truck life.

With a payload capacity of 320 tons (276 cu. yds.), the 930E is Komatsu's second-largest mining truck, next to the 960E. Depending on the model, it is available with 2,700 or 3,500 gross horsepower (brake power). ■

A large yellow Komatsu 930E electric drive haul truck is shown from a low angle, highlighting its massive size and yellow color. The truck is shown in operation, with its dump body raised. The number "930E" is visible on the side of the truck's cab and on the rear of the dump body. The background shows a dry, hilly landscape under a clear blue sky.

930E

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**(KOMATSU ELECTRIC DRIVE HAUL TRUCKS)**

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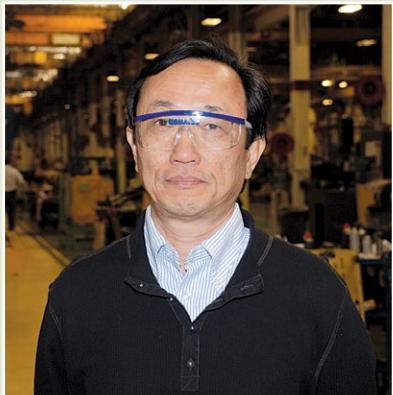
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## ALWAYS LOOKING FORWARD

### Komatsu Vice President of R&D says making quality products is a never-ending process



*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.*

Ike Mochida, Vice President of North American Research & Development

This year marks Ike Mochida's 35th anniversary with Komatsu. He joined the company in 1975 after graduating from Tokyo University with a degree in Mechanical Engineering.

His first duties were designing special applications for small and medium dozers, including safety devices. Eventually, he became responsible for the entire development process of building new dozers and was transferred to the U.S. Technical Center in Chattanooga. Two years ago, he was named Vice President of the North American Research & Development division, overseeing R&D for both technical centers (Chattanooga and Peoria) in North America.

"In the 35 years I've been with Komatsu, the company's aim has never changed," said Mochida. "It's to constantly work to design and build machines that make our customers more productive and efficient. We've done that with their input and our technological advances, which in many cases has improved their per-yard and per-ton costs. I find the process enjoyable."

Mochida also enjoys traveling the U.S., especially areas of wide-open landscape and mountains. He also likes reading and playing golf with his wife Sonoko. The couple has two grown daughters.

**QUESTION:** How does Komatsu start the research and development of a new product?

**ANSWER:** Research and development is a never-ending process. When a new machine is introduced, we're already thinking about how to improve upon it. Of course, when the machine is introduced, we're not automatically working on building the next version of it. We study its attributes and how it's performing in the applications for which it was designed. Then we look for ways to improve upon it, keeping in mind that our goals include improving our customers' costs of moving materials.

**QUESTION:** How much input do customers have in the process?

**ANSWER:** A very significant amount. Our customers are a vital part of the research and development process. After all, they're the ones using the machines, so we value their assessments of our products. In some cases, we start by surveying customers to find out what they want to see in a new machine. We marry that with what our research and development tells us, then set out to build a machine that will offer the productivity and performance our customers want to see. As we do that, we're constantly testing, retesting, and making sure that the machine meets all governmental standards and requirements.

One example is our D51 dozers with the cab-forward and Super Slant nose design. Customers told us that they wanted to be able to move more dirt at a lower cost. They indicated that improved visibility would be a significant step in the process. We took that information and incorporated it into dozers that offer excellent views all around the machine, especially to the blade and material, so the operator is more productive. Consequently,



Komatsu uses CAD and other technology in the research and development of its new products. "Technology has become an ever-increasing part of our R&D," said Ike Mochida, Vice President of North American R&D. "It streamlines things, but it doesn't replace the most important aspect of our process: customer input and ideas."

cost per yard was improved. Komatsu added to that with fuel-efficient Tier 3 engines and lower maintenance costs. The result was an award-winning, technologically advanced dozer that customers rave about. As a result, we've incorporated the Super Slant design into other dozer sizes.

**QUESTION:** What other types of machines in North America is Komatsu focusing its R&D on?

**ANSWER:** The emphasis in North America is multidimensional. We have three manufacturing plants that produce several machines, not only for the North American market, but globally. The Chattanooga, Tennessee, facility where I am located, produces excavators and articulated trucks. In Newberry, South Carolina, it's wheel loaders and utility machines. The Peoria, Illinois, plant focuses on mining products. Peoria is a "mother" plant, meaning all research, development, manufacturing and production of mining trucks takes place there, as opposed to a piece of the process done here and another done somewhere else. Another part of that is that all components are genuine Komatsu OEM and integrated into the design, which makes for superior quality and reliability. It creates better communication and streamlines our production when everyone involved with producing a particular machine is in the same place.

**QUESTION:** How many people are involved in the process?

**ANSWER:** It depends on the machine, but there are always several individuals working on research and development of a product. We have about 130 people in R&D, but of course they aren't the only ones involved. We work with engineering and manufacturing to



The D51 dozer with its cab-forward and Super Slant nose design is a result of input from customers who wanted increased productivity and improved visibility.



Komatsu research and development is incorporated into new products, many of which are built in three North American manufacturing plants. OEM components, such as engines, are an integral part of the process.

assure that when a machine is in development, everyone is on the same page. Having multiple people at work on one project means we can take different views and incorporate them into the design of a better product.

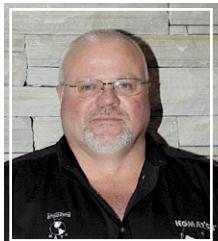
**QUESTION:** What's Komatsu working on now?

**ANSWER:** As I mentioned, it's a never-ending process. Starting next year, Tier 4 engine technology is slated to ramp up, so we're working to ready our machines for that. At the same time, we're working on designs that will ensure our products continue to have more productivity, efficiency and reliability for which those machines have always been known. ■

## PRODUCT SUPPORT

# TRAINING PAYS DIVIDENDS

## Top service personnel square off at annual Komatsu Advanced Technician Competition



Wade Archer,  
KATC Director

Four individual categories were part of the competition, and winners of each competed against each other for title of National Champion.

The team competition featured competitors working together to diagnose and fix problems on a "mystery machine," which turned out to be a CD110R-2 crawler carrier.

**T**op service personnel from North American distributors competed in the annual Komatsu Advanced Technician Competition (KATC), held March 2 to 4 at the Komatsu Training and Demonstration Center in Cartersville, Ga.

"We changed the format from the previous few years," explained Wade Archer, Technical Training Instructor and Director of the



KATC program. "In January of this year, we held a qualifying event in which any distributor technician could compete. The four competition categories were: Excavator, Wheel Loader, Dozer and Truck. The top technicians from each of four geographic regions were then eligible to come back for the national competition in March. Other factors that determined their eligibility included completing certain training and educational opportunities throughout the year."

Those 10 technicians who qualified, started the first day of the national competition by competing in the category they placed in during the qualifying event. Winners were named at the end of the day, and each moved on to the next round where they competed against each other for the title of National Champion. During this round they had to diagnose and fix problems in the other three categories. Individual winners received a trophy and cash prizes, while the National Champion received a trophy, cash and a tool box filled with tools valued at about \$17,000.

In addition to competing individually, top finishers from the first day of competition were paired together with another technician from their region to compete as a two-man team on a "mystery machine," which turned out to be a CD110R-2 crawler carrier. Teams did not know ahead of time what the machine would be.

"Beyond honoring technicians for their excellence, the purpose of the KATC is to motivate technicians to take advanced training, which results in better, faster diagnostics and service to customers," noted Archer. ■

# IMPROVED PERFORMANCE

## National Crane NBT models first to feature Load Moment Indicator in boom truck cranes

Manitowoc recently added two new National Crane boom truck cranes to its NBT Series with the NBT50 and NBT55, which provide fully integrated machine control and Load Moment Indicator (LMI), a first for the boom-truck market. LMI provides overload protection and operator flexibility, and is displayed on the machines' LCD monitor, which shows all crane load-lifting values simultaneously.

LMI also comes standard on National Crane's NBT45 boom truck crane, and all NBT cranes feature electric-over-hydraulic controls, which give users precise control when lifting loads. The NBT45 has a 45-ton maximum capacity with 150-foot maximum main-boom tip height, increased to 204 feet with a jib. It has the longest boom in its size range with a 142-foot, five-section boom, allowing the operator to perform more lifts without the use of a jib, thus reducing setup time and improving efficiency. Optional boom lengths of 103 and 127 feet are available.

The NBT50 and NBT55 models come standard with four-section, 102-foot booms and can be equipped with a 26-foot or 45-foot jib. Both models also offer a five-section optional boom with 128 feet of length that can be equipped with either a 26- or 45-foot jib. The NBT50 has a 50-ton maximum capacity, 138-foot main-boom tip height and 183-foot maximum tip height with a jib. The NBT55 maxes out at 55 tons and has the same maximum heights for main boom and jib as the NBT50.

All models come with self-lubricating, Easy Glide, boom wear pads, which reduce the conditions that cause boom chatter and vibration, resulting in smoother crane operation.

### Improved visibility, ergonomics

Manitowoc's standard, deluxe cab improves visibility and ergonomics in all models. The cab features steel construction, heavy insulation and tinted safety glass throughout. The multiposition seat with arm-rest-mounted, single-axis controls contributes to operator comfort for better production.

The operator can control the outriggers from the cab — they can also be controlled at ground level — for easy and quick crane setup. The NBT50 and NBT55 include an outrigger beam-position sensing system that helps the operator select the right load chart based on the outrigger footprint. The new front outrigger box has an X-shaped footprint that eliminates the need for a single front outrigger.

For more information on NBT boom truck cranes, contact your Kirby-Smith branch location or your territory manager. ■

National Crane recently introduced two new boom truck cranes, the NBT50 (shown below) and the NBT55. They are the first in the boom-truck market to provide an integrated Load Moment Indicator (LMI).



# Hit the ground running with LeeBoy/Rosco.



## 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 87-hp Kubota engine, dual operator controls and high-deck/low-deck configuration. Now available with the Legend Electric Screed heat option.



## Maximizer 3 Asphalt Distributor

Rosco's Maximizer 3 asphalt distributor features an extendible spraybar that smoothly and efficiently moves from 8-foot to 16-foot width in 4-inch increments.

The EZ Spray extendible spraybar makes radius and taper spraying, along with maneuvering for obstacles such as bridges, a smooth and efficient operation.



8816 Asphalt Paver



Tru-Pac 915 Pneumatic Roller



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**SERVING YOU BETTER**

# KIRBY-SMITH PAVING SEMINARS

## More than 250 customers attend events at Kirby-Smith Oklahoma City and Tulsa locations

In today's economy, it's more important than ever to make sure paving crews are getting the most out of their equipment and doing the most efficient and effective job. Keeping up on the latest technologies and innovations plays an important role. That's why Kirby-Smith presented two paving seminars on March 2 and March 4 in Oklahoma City and Tulsa.

The seminars focused on basic paving techniques along with the latest innovations, research and efficiencies of today's paving challenges. Industry experts from Wirtgen, Vögele, Hamm, Broce Broom and LeeBoy/Rosco gave presentations along with Kirby-Smith.

The 255 attendees from Oklahoma and Texas, including representatives from the DOT, turnpike and municipal employees and private paving contractors, came away with new information to help make jobs more efficient and finished projects last longer.

### Enlightening presentations

Presenting the opening session, Hamm Vice President of Sales Richard Evans gave an overview of compaction and explained how compaction is measured and the need for proper compaction to ensure the best possible outcome. Evans also discussed oscillation, a recent innovation in compaction that incorporates both horizontal and vertical compaction elements for a "kneading" effect. A highlight of his presentations was a discussion of the latest innovations in compaction, focusing on the Hamm HD series of tandem-wheel rollers. Evans wrapped up with a preview of upcoming products that will provide even greater ease and efficiencies in compaction.

Following Evans, L. (Nars) Narsingh, Manager of Commercial Support and

Development for Vögele America, presented an asphalt paving session. Focusing on best practices, Narsingh discussed the free-floating screed, segregation causes and cures, noncontact continuous paving and proper truck exchange, pick-up machines and

*Continued . . .*



**Richard Evans,  
Hamm**



Paving seminar attendees took a break and enjoyed a barbecue lunch.



**Mark Odom,  
VT LeeBoy**

More than 150 state, county and municipal representatives and contractors filled the classroom for the Tulsa 2010 Paving Seminar.



# Paving seminars focus on best practices

... continued



L. (Nars) Narsingh,  
Vögele America



Jim Holland Jr.,  
Wirtgen



Glen Townsend,  
Kirby-Smith

Adam Collins (on machine) and Robert Clark, both from the City of Miami, take a closer look at the Wirtgen W120 milling machine.



(L-R) L. (Nars) Narsingh from Vögele did a walk-around with Haskel Lemon Superintendents David Rengstort and Randy McClain.



Greg Grantham (L) and Dusty Ulrey of Rogers County District 2 check out the operator features of the LeeBoy 8816B.



material-transfer vehicles. His talk included techniques for preventing tunneling of materials and ended with proper maintenance procedures and a machine walk-around.

Wirtgen Group District Manager Jim Holland Jr. provided information on recycling existing asphalt using Wirtgen products. His presentation covered recycling binding agents, foamed bitumen, emulsion sprays, cement-treated base (CTB), roller-compacted concrete (RCC) and fly ash/lime in stabilization projects.

Principles of material distribution in the chip-and-seal process and proper calibrations of distributor trucks was the next topic, covered by Mark Odom, VT LeeBoy Regional Service Manager. He explained the economies of mixing products and testing product before proceeding with a project. An in-depth discussion of scheduled maintenance to ensure the equipment is functioning properly to provide the best job possible was included in the session.

Broce Broom President Jim Cornelison concentrated on the latest technology in load and sweep technology. He discussed the attributes and efficiencies of Broce Broom products for required cleanup of paving projects. Videos highlighted the products in action, including the MK-1 transfer sweeper for on-the-go loading of excess materials.

## "The Paving Authority"

On hand to assist throughout the seminar were Kirby-Smith's product support team of Casey Beasley, Bud Sears, James Purcell and Jeff Statum.

Kirby-Smith VP/General Manager Glen Townsend, who opened the seminar at both the Oklahoma City and Tulsa sites, said, "At Kirby-Smith, we strive to be 'The Paving Authority' by constantly searching for methods to help our customers in their businesses. Especially in today's economy, we know they need to get the most out of their equipment for the least amount of money. We've built our reputation on providing the very best equipment and product support for the equipment we distribute. Investing in these paving seminars benefits everyone," he concluded. ■

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## NEWS & NOTES

### New contract agreement helps in compliance with federal projects

The industry-wide coalition ConsensusDOCS published a new contract agreement written specifically for contracting on federal government construction projects. It addresses the terms and conditions needed for subcontractors and contractors to comply with Federal Requisition Regulations, including new legal and ethical requirements pertaining to the legal status of employees, complying with ethics rules and federal Prompt Payment Act requirements.

"The new federal subcontract will keep needed construction projects from getting tangled up in red tape," said Tom Kelleher, Chair of the national coalition of associations that wrote and endorsed the new standard contract. He also noted that it was written, reviewed and approved by professionals representing every part of the construction process, including contractors, subcontractors, owners and sureties. ■

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## SERVING OTHERS

# FOLDS OF HONOR

## ABC of Oklahoma members team up to build new facility for this foundation's headquarters near Tulsa

More than 65 members of the Oklahoma chapter of the Associated Builders & Contractors (ABC) joined forces to build the national headquarters for the Folds of Honor Foundation. The charitable organization aids military families with educational support and scholarships to spouses and children of service members disabled or killed during their military service.

According to Carl Williams, President and CEO of ABC of Oklahoma, the foundation's total out-of-pocket cost for the \$1 million project will be less than \$300,000. "All the rest — materials and manpower — was donated by our members." The contractors, who are normally competitors, included four general contractors, numerous specialty contractors and other industry professionals. Kirby-Smith donated machinery used during site development and construction.

The ABC team constructed the facility on donated land amid the Stone Canyon housing development in Owasso, just northeast of Tulsa. The building is adjacent to the Patriot Golf Course, which, along with the Folds of Honor foundation, was founded by Maj. Dan Rooney, a decorated F-16 pilot in the Oklahoma Air National Guard who served three combat tours in Iraq. The golf club's goal is to raise \$1 million annually for the foundation through a percentage of profits, memberships and fees. In addition, Rooney began Patriot Golf Day, a nationwide Labor Day golf event in conjunction with the PGA and the U.S. golf association, that has already garnered more than \$3 million.

The new Folds of Honor Foundation headquarters opened on Memorial Day, May 24. "The project looks fantastic," Williams exclaimed. "The entire construction team has shown tremendous commitment, dedication, persistence and patriotism. Everyone should be

extremely proud of this accomplishment and making Major Rooney's vision a reality. ABC is proud of and commends everyone involved for their participation. It's an incredible building that was built with love, pride and patriotism by ABC Oklahoma members. The Folds of Honor Foundation headquarters will serve military families for many generations."

Williams noted that in addition to support from the ABC Oklahoma chapter, ABC members from across the country contributed more than \$20,000 in cash to help build the facility. "It's been such a positive initiative. We certainly appreciate the equipment that Kirby-Smith provided. We couldn't possibly have completed this project without great equipment," he concluded. ■



More than 65 members of ABC of Oklahoma worked together to construct a new headquarters (below) for the Folds of Honor Foundation, which aids military families with educational support and scholarships. (Left) ABC members donated much of the materials and manpower for the project, and Kirby-Smith donated some machines for site development and construction.



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Check it out today!

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The image shows a laptop screen displaying the Kirby-Smith website. The website has a blue header with the company logo and navigation links for Home, Rentals, Parts, Service, Financing, Careers, Locations, and Contact Us. A search bar at the top right includes Google search integration. The main content area features a large yellow excavator on a construction site, followed by sections for 'Featured Inventory' (listing a 2005 Komatsu PC228USLC for \$82,500.00, a 2005 National 560 for \$97,500.00, and a 2006 Komatsu SK820-5 for \$25,000.00), 'Welcome' text, and a 'Sales - Rentals - Parts - Service - Financing' banner. A 'Parts Department' box highlights 'Open Saturdays 8:00am - Noon' for Dallas, Ft Worth, and Tulsa. On the left sidebar, there are links for Construction Equipment, Cranes & Lift Charts, Used Equip, Read the Kirby-Smith Connection, and Brochures. A sidebar on the right offers an 'Inventory Quick Search' with filters for Category, Manufacturer, Year Range, Stock Number, and an Advanced Search button. Buttons for 'ORDER ONLINE PARTS' and 'SEARCH USED PARTS' are also present.

With the Kirby-Smith website, you can check out:

- Used equipment
- Order parts
- Rig count
- Machine comparisons
- Lift charts
- Spec sheets
- Weather
- Search used parts
- Videos

And much more!

## PRODUCT SUPPORT

# CONVENIENCE AT YOUR FINGERTIPS

## Kirby-Smith Machinery launches new online parts ordering for both new and used parts

Whether a customer is managing a few machines or an entire fleet, he or she needs quick access to the right parts; it can make all the difference in keeping machines running and profitable. Kirby-Smith Machinery provides a convenient way for all its customers to order parts 24 hours a day, seven days a week. You don't have to leave the office, wait in a line or even pick up a phone. You simply select the parts (new or used) online and pick up from one of Kirby-Smith's nine convenient locations, or Kirby-Smith will deliver them to your jobsite.

"Our customers are primarily mid-size contractors who do not have the convenience of an on-staff parts person or parts runner," said David Baker, VP of Product Support for Kirby-Smith. "Many of our customers are on call 24-hours a day and pressed for time, so they are always looking for better and more cost-efficient ways to do business."

"Kirby-Smith Machinery gives parts customers more options than ever before. With convenient 24-hour parts ordering and more than 600,000 new and used parts to choose from, we are confident we can supply parts for most any of our customers' needs."

Kirby-Smith Machinery has ten Product Support Sales Representatives (PSSRs) in Oklahoma and Texas who are dedicated to servicing and educating customers. In April, Kirby-Smith's PSSR team launched online parts-ordering classes for customers in Oklahoma, and classes will soon begin in Texas.

"We conducted our first official customer-training session for online parts ordering in our Oklahoma City office," noted Casey Beasley, Oklahoma City PSSR. "The training takes less than an hour and most of those customers are now ordering parts online."

Bud Henry, Fleet Maintenance Supervisor for Wittwer Construction, attended one of Kirby-Smith Machinery's recent training sessions. "I am a hands-on supervisor and have numerous responsibilities from ordering parts to working alongside our service technicians to keep our equipment downtime to a minimum," Henry explained. "I don't have the convenience of an on-staff parts person, and ordering parts during the day can be impossible."

"At first, I was a little apprehensive about changing my way of ordering parts through Kirby-Smith," Henry added. "But now I order parts at my convenience. After I order a part, I am confident the part will show up because of the order confirmation and tracking notification. No waiting."

"Kirby-Smith's training for online parts ordering was a must to getting me started," Henry continued. "Our goal is to order all our parts online and to have every service technician in our company trained. In just 30 days we have seen substantial savings by ordering online." ■

Kirby-Smith offered its online parts-ordering classes to familiarize customers with the [epartscentral.com](http://epartscentral.com) online ordering system. According to Wittwer Construction Fleet Maintenance Supervisor Bud Henry (foreground below), Wittwer has seen substantial savings by ordering online and plans to have all of its technicians trained to use the system.



Call your Kirby-Smith sales rep today to demonstrate the online parts-ordering process and learn about incentives for online ordering. To schedule training contact your PSSR, call any one of our nine locations or go to [www.kirby-smith.com](http://www.kirby-smith.com).



## THE PEOPLE INSIDE

# WEST HOLTZCLAW

## New Dallas branch manager brings Komatsu experience to Kirby-Smith



West Holtzclaw,  
Dallas Branch  
Manager

Even though Dallas Branch Manager West Holtzclaw is brand-new to Kirby-Smith, he brings with him a world of Komatsu and manufacturing experience. But most important, he has a strong understanding of the Kirby-Smith dedication to customer service and the commitment to bring that to north Texas.

"What differentiates Kirby-Smith from any previous Komatsu distributor in this area is customer service, accountability and responsiveness," Holtzclaw explained. "Kirby-Smith has brought those values to Texas and I'm here to make sure we follow through on them. We can and will provide solutions to our customers as business partners, not just as a company that's here to sell equipment."

Before coming to Dallas, Holtzclaw trained with Kirby-Smith in Oklahoma City to learn more about the company's operations and philosophy. Prior to joining Kirby-Smith, he was a District Manager with Komatsu, working with Komatsu distributors, including Kirby-Smith. Before that, he worked in manufacturing with General Motors.

"I knew Ed Kirby and was familiar with Kirby-Smith's reputation for world-class customer support and building relationships with customers," said Holtzclaw. "That's why I wanted to be a part of this organization."

### Experts come to Dallas

In addition to Holtzclaw, Kirby-Smith has recently brought some longtime, experienced employees to work in the Dallas branch, including Greg Otts who serves as vice president of major accounts. He was

previously the sales manager in Oklahoma City. Also joining the Dallas-Fort Worth team is Bryce Puckett, who runs the Kirby-Smith rental division for Texas.

Kirby-Smith and Holtzclaw have also brought a renewed emphasis on training to the Dallas facility. "We've ramped up the training program here to ensure our people have all the service and technical training that's available, both through Kirby-Smith and our manufacturers. We spare no expense to make sure our technicians are capable to analyze equipment problems, diagnose them and then fix the machine right the first time. We're investing a lot of money in service, sales and parts training, as well as new tooling for the service department, a new field service truck and a new hose maker. We're giving our technicians both the training and hardware tools they need to succeed."

Holtzclaw also points out that in addition to the training resources, Kirby-Smith has a vast inventory of parts to ensure customers can get the parts they need quickly. "We run a truck every night from the Komatsu regional warehouse and if we need to, we can pull parts from another branch and have them here first thing in the morning. We know that downtime means lost income for our customers and we are committed to getting them up and running as quickly as possible."

"We're here to stay in north Texas and west Texas and we are going to do everything we possibly can to provide world-class customer support, just like the rest of the Kirby-Smith organization has done for 27 years," Holtzclaw emphasized. ■

# USED EQUIPMENT

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2004 Grove TMS900E, GRU04439, 90 ton, 142' boom, 56' Jib.....\$475,000



2006 Komatsu WA380-5L, KMU06193, s/n A52742, coupler, bucket, forks.....\$110,000



2006 Rosco Maximizer III, RSU06073, s/n 37664, Fgt-liner, Allison auto trans, 16' spray bar, 1,900-gallon capacity .....\$85,000



2006 Hamm 3307, RB10104, s/n H1590820 66" single smooth drum .....\$55,000

Make	Model	Stock #	Year	Price	Make	Model	Stock #	Year	Price
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## BACKHOE LOADERS

Komatsu	WB140-2N	KMU05131	2005	\$42,000
Komatsu	WB146-5	KMU07383	2007	\$36,000

## CRANE

Grove	TMS900E	GRU04439	2004	\$475,000
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## HYDRAULIC EXCAVATORS

Komatsu	PC27MR-1	KMU04683	2004	\$14,500
Komatsu	PC78MR-6	KMU04820	2004	\$44,500
Komatsu	PC220LC-8	KMU09384	2009	\$163,000
Komatsu	PC228USLC-3N	KMU05843	2005	\$82,500
Komatsu	PC270LC-8	KMU09086	2009	\$182,500
Komatsu	PC600LC-7	RB10098	2005	\$245,000

## CRAWLER DOZERS

Komatsu	D39EX-21A	KMU07685	2007	\$60,500
Komatsu	D61EX-15E0	KMU06073	2006	\$140,500
Komatsu	D65EX-15	KMU04750	2004	\$84,000
Komatsu	D65EX-15E0	KMU06409	2006	WAS \$140,000 NOW: \$125,000
Dresssta	TD15MLT	IHU07150	2007	\$188,000
Dresssta	TD7	IHU96156	1996	\$25,000
Cat	D3G	CTU05770	2005	\$39,000

## SKID LOADERS

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



2004 Komatsu GD675-3C, KMUC04222, s/n 50016, cab, A/C, rear rippers, 12' mold-board .....\$117,500



2006 Komatsu D65EX-15E0, KMU06409, s/n 69179, EROPS, A/C, multi-shank ripper, semi-U blade .....WAS \$140,000. NOW: \$125,000



2006 Rosco Maximizer III, RSU06073, s/n 37664, Fgt-liner, Allison auto trans, 16' spray bar, 1,900-gallon capacity .....\$85,000



2006 Hamm 3307, RB10104, s/n H1590820 66" single smooth drum .....\$55,000

## WHEEL LOADERS

Komatsu	WA75	KMU04255	2004	\$25,000
Komatsu	WA200-5	RB10089	2005	\$59,000
Komatsu	WA250PZ-6	KMU08318	2008	\$110,000
Komatsu	WA380-5L	KMU06296	2006	\$72,500
Komatsu	WA380-5L	KMU06157	2006	\$89,500
Komatsu	WA380-5L	KMU06193	2006	\$110,000
Komatsu	WA380-6	RB10082	2007	\$135,000
Komatsu	WA380-6	KMU08409	2008	\$103,000
Komatsu	WA450-5	RB10078	2003	\$99,500
Komatsu	WA450-5L	KMU06215	2006	\$189,000

## MOTOR GRADERS

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

## PAVING & COMPACTION

Lee Boy	1000B	LBU97116	1997	\$10,000
Rosco	SOLD Maximizer III	RSU06073	2006	\$85,000
Hamm	3307	RB10104	2006	\$55,000

## FORK LIFTS

Sky Trak	6036	TIU06332	2006	\$58,500
Sky Trak	10042	TIU04238	2004	\$62,000



2005 Cat D3G, CTU05770, s/n JMH01790, OROPS, PAT blade .....\$39,000



2005 Komatsu WA200-5, RB10089, s/n 68078, A/C, tooth bucket .....\$59,000

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