

# FOCUS

***Arena Landfill & Sand***

***Wheel Loader***

***Ride Quality***

***All American***

***Tractor Services***

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***Efficiency***



# INAUGURAL ISSUE

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Welcome to the Kawasaki FOCUS Magazine! We are very excited about this new means of communicating with our customers. We have always believed that the closer we build our relationships with the people that own and operate our machines, the better we will serve their needs. We hope you enjoy this issue and we look forward to your input as to how we can make this a better publication.

FOCUS will bring you newsworthy job stories spotlighting customer applications using Kawasaki loaders. We hope you find these articles interesting and informative. We will provide features focusing on applications that are unique, or relevant and useful to you. We will also have a section on Product Support. We will provide helpful information for the maintenance and operation of our machines. If there is a simple diagnostic technique or an area that we think you should be looking into regularly we will use this section to advise you. We will have a special Parts promotion that you may want to take advantage of also. We will also have a News section that will cover new features on our machines, new systems and the benefits to you as an end user. We will announce new programs and information on special applications. In addition to this standard content, your local dealer will also be including information about their company, local job stories or other promotions that they will be offering. Overall, I believe we have covered most of the key important areas for you.

Finally, I just wanted to tell you a little about Kawasaki and how we view our customers. We are a very simple company. We only sell loaders in North America. We are part of a huge company, Kawasaki Heavy Industries, that makes everything from ships to aircraft to trains to hydraulic components to crushers to robots to motorcycles and jet skis. But here we only sell the wheel loaders made by our Construction Machinery division. This allows us to become specialists in wheel loaders and provides us with a lot of flexibility in the marketplace. It allows us to develop a strong parts support system and technical base to keep our machines running. We have an excellent wheel loader, as I hope you already know, but every machine breaks. We have built a very strong reputation for our support capability. We have always stressed support and that is what has made us successful. Our dealers have been selected because they share this emphasis on support. We believe that even though we are not as large as some companies, we and our dealers can be more responsive and more knowledgeable about our product than many of the bigger competitors. We value our customers and we work very hard to keep them happy with our machine and happy with our support.

Thank you again for looking over our new publication FOCUS. We look forward to staying in touch through this medium, as well as seeing you on the job running your Kawasaki loaders.

A handwritten signature in black ink, appearing to read 'Gary Bell'.

Gary Bell  
Vice-President, General Manager





# ARENA LANDFILL & Sand

It has been over 10 years since Charles Lingenfelter shopped wheel loaders. The Kawasaki 85ZII bought back in 1991 from Cowin Equipment has served him well. In 8,000 hours of service the 85ZII has had nothing other than wear parts replaced. With the growth in his business, Arena Landfill & Sand, demand is quickly outrunning production.

Serving the Ft. Walton, Destin, San Destin, and lower Alabama areas Lingenfelter has seen the dramatic increase in road-building projects create an increased demand for his products. Arena specializes in top soil used for right-of-way and highway projects, as well as golf courses. Arena has also seen an increase in demand for the clay they sell for use as road base and building pad base.

With abundant resources, the production challenge boiled down to material processing and delivery. The determination to purchase a new wheel loader was made. Lingenfelter takes a hands-on approach to all aspects of his business, including operation of the equipment as business demands. He turned to Jim Oyler of Cowin Equipment. Cowin Equipment has been serving Charles Lingenfelter for over



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***“With all of the refinements  
Kawasaki has just built  
a great machine.”***  
***– Charles Lingenfelter***

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15 years. The relationship began back in the mid '80's when Charles owned Links Paving, Inc. Jim Oyler and Cowin Equipment supplied him with excavators, backhoe loaders, asphalt paving equipment, and wheel loaders.

Links Paving, Inc., a successful paving company based in Okaloosa County, Florida, experienced a tremendous amount of growth in the early '80's.

Charles Lingenfelter expanded his business with the acquisition of Arena Landfill & Sand. This gave him control over the pricing, quality, and delivery of the raw materials required in his paving business. It wasn't long before Arena was supplying other paving contractors in the area, and the business grew.

Jim Oyler of Cowin Equipment supplied Lingenfelter with a new 80ZV to demo. A CAT 950G Series II loader and a John Deere 724G Series II loader were also brought in for demo. Charles Lingenfelter and his operators ran each of the loaders through their paces. All three selected the Kawasaki over the CAT and the John Deere.

Billy Schiedell, an operator with Arena for eight years, and Daryl Moore, an operator with Arena for over three years, found the Kawasaki to be more responsive than the other loaders. They all like the increased power and the new, large ZV cab. The cab has several new desirable features; a 20% increase in size, improved visibility, low



Charles Lingenfelter, Owner of Arena Landfill & Sand (left) and Jim Oyler, Cowin Equipment Co., (right).

profile dash with a tilting and telescoping steering wheel, standard air conditioner, and a climate-controlled food and beverage storage box.

"I didn't like the John Deere loader's differential lockup. I owned a John Deere 544H at Links Paving and there was no light or indicator to indicate that it was locked in. It didn't disengage one time and it cost me \$8,500 because we didn't know it. In contrast, Kawasaki has torque proportioning differentials. You don't have to worry about lockup, you just run the machine," says Charles Lingenfelter.

"I was surprised to see the competitors' quality had diminished so much. They have really lightened the loaders. Kawasaki has not lightened their loader, or cheapened the machine whatsoever. And, we've gotten great fuel economy at about six to six and a half gallons an hour," says Charles Lingenfelter. "The machine is balanced just right. Without ride control the Kawasaki rode as smooth as the competitors with ride control. The bucket leveler (standard) is a great feature.

"I always go with the best machine. This 80ZV, with a standard air conditioner, is a nice machine. The operators appreciate the finer features of this wheel loader. And, I believe an operator will take better care of his equipment if you get the best available," states Lingenfelter.



# 80ZV

## FEATURES & BENEFITS

- **Bucket capacity:** 4.0–4.75 cu. yd.
- **Operating weight:** 38,875 lbs.
- **Engine:** Cummins 208 HP
- **Breakout force:** 36,140 lbs.

## NEW ZV FEATURES

- Cab increased by 20% in size
- Increased visibility
- Outboard mounted, four-wheel, dual circuit sealed wet disc brakes
- Torque-proportioning differentials
- Transmission redesigned with helical gears — reduced noise and vibration levels
- Engine cooling system with hydraulic fan for efficient cooling

## STANDARD FEATURES

- Air ride seat
- Dual pilot-assisted hydraulic controls — fingertip control
- Air conditioning
- AM/FM cassette radio



# WHEEL LOADER RIDE QUALITY

## Affects Your Business

Ride quality affects wheel loader production. A rough ride translates to moving less material. If you improve ride quality, you improve a wide spectrum of items that will enhance your bottom line - it's that simple.



### BENEFITS OF RIDE CONTROL

Let's start with ride control systems since they have the greatest impact on ride quality.

A well-adjusted ride control system minimizes fore-and-aft pitching that is common to wheel loaders. This results in several benefits:

- Enhanced machine control; the operator may run the wheel loader more safely and efficiently.
- Added operator comfort; this helps reduce fatigue to keep the operator alert and responsive. This contributes to increased safety and efficiency.

- Faster cycles; an alert operator in a machine that is easier to control can generate more material in less time. This is due to decreasing the machine cycle time when carrying materials over long distances, such as when loading hoppers, or moving materials between stock piles.

*These benefits help minimize operational costs:*

- Less structural strain on the loader contributes to longer machine life.
- Less spillage. More material stays in the bucket where you want it.

We recommend that you periodically test the ride control system to assure it is working. When above 3-4 miles per

hour with a loaded bucket, ride control should turn "ON", and boom cylinders should permit boom arms to float up and down as boom arms and cylinders move to compensate for the fore-and-aft pitching motion.

### BENEFITS OF CORRECT TIRE INFLATION

Tire inflation can have a definite impact on tire life, tractive effort, wear, and machine ride.

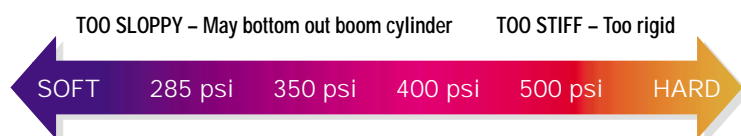
- Consult the tire manufacturer to set a base line of what the correct tire pressure should be for your application.
- Check tire inflation daily, or with every 10 hours of use.

### RIDE QUALITY

#### For Best Ride

1. Adjust tire pressures. Maintain pressure for conditions. Consult tire manufacturer.
2. Adjust Ride Control accumulator pressure for work conditions. If too low, may "bottom out." For bumpy terrain, increase pressures slightly as required.
3. Adjust seat suspension. Adjust tension, check shocks, and seat belts.

### AVERAGE TERRAIN



Typical Range: 300 – 425 psi

LIGHT	MEDIUM	HEAVY
Light loads, Standard arm	Average loads, Standard arm	Heavy loads, High lift

Typical Accumulator Pressure Adjustment Guide

*\*Actual results may vary with load, attachment, material density and by model.*





## BENEFITS OF CORRECT SEAT MAINTENANCE AND ADJUSTMENT

**Seat condition directly impacts how an operator feels, and thus how productive he is.**

- Each operator should adjust the seat position and suspension for their particular needs.
- Suspension adjustment should be so that vertical up and down operator position is slightly above the middle of the suspension stroke with both operator and machine still.
- Replace seat cushions and side bolsters when the foam is no longer firm.
- Always keep seat belt and tethers in good condition, as stated in Operation Manual.

## IMPORTANT THINGS TO REMEMBER

**To keep the ride control system at its peak performance, set and maintain system components:**

- Establish a base line accumulator  $N_2$  charge pressure for each individual loader.
- This pressure should be tested every 2000 hours, or annually - whichever occurs first.

## ADDITIONAL TIPS

- The ride control system turns "ON" and "OFF" when needed on Kawasaki loaders. It is not "ON" all of the time, but comes "ON" above approximately 3-4 MPH. If it were to remain "ON" all of the time, a feeling of "bucket drop" or a "spongy hydraulic feel" would result when digging or charging a stockpile.
- The ride control system "ON" and "OFF" speeds are adjustable.
- When truck loading or working in tight areas, there is limited speed so ride control is not needed.

In summary, good ride quality maintenance practices will contribute to the productivity and efficiency of your business.

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The Kawasaki 65ZV loads out a haul truck.



"If I can't do it right, I won't do it at all," states Dennis W. Capps, Owner of All American Tractor Sales.

# ALL AMERICAN TRACTOR SERVICES

With housing starts steadily increasing over the last few years in Hillsborough County, Florida it's no wonder Dennis W. Capps, owner of All American Tractor Services, has had a highly successful business launch. But it takes more than just demand in this volatile economy to grow a successful business. All of the key elements must be in place, and sound business decisions made.

Dennis started All American Tractor Services in 2000 with a Ford Tractor 545 (3/4 cu. yd.), a haul truck, a relationship with a local contractor, and sheer determination to expand his company.

Contracts with local contractors and subdivision work rolled in. His work ethic built his reputation and Dennis was soon hiring additional employees. Within the first six months Dennis determined he needed to purchase equipment that would keep him productive and profitable. Being a site prep specialist, Dennis determined his first equipment purchase would be a wheel loader that would handle the volume of dirt he would move, clear, and

grade, as well as handle trash removal. The first real issue, "New or used?"

Dennis decided to go with brand new equipment. "I can make more money moving the dirt than working on the equipment". He decided on a 2.0 – 2.5 cu. yd. size machine with a quick coupler, a general purpose bucket and a grapple rake. "I demo'd the Kawasaki 60ZIV-2, the New Holland 110, the Cat 924 and the Cat 928. All brand new. All machines were on the site at one time to allow me to go directly from one machine to the other. The Kawasaki was preferable because of the ergonomics and the sheer power. The Cat just didn't feel as responsive to me. I do a lot of trash cleanup and I use the rake with a grapple on it. I also do a lot of clearing that requires the grapple. The New Holland was closer to the Kawasaki. But, I like the feel of the Kawasaki cab more and I like the representative of Kawasaki more," states Capps. "I met Bruce Bowers, my Kawasaki representative, while visiting GS Equipment in Tampa. They had the loader I was interested in on the lot and ready to demo."

Fast forward to fall of 2002. Dennis has doubled his work load in just two years and, with the addition of another crew, is in the market for another loader. "I picked up more contractors, and I picked up this subdivision which is 1400 houses. So, primarily the new loader and a couple of the tractors will be assigned here. I have a crew here full time." This time Dennis brought in a new Cat loader, a used Cat loader, a new John Deere 544 and the Kawasaki 65ZV. "Once again I opted for the new 65ZV," states Capps. "I have this project for five years. I'm so busy I'm actually turning away business. Now I can control the quality and the scheduling.

"I had my operators demo the machines as well. I think a lot of people get hung up on names, like 'Buy Cat no matter what.'

The Kawasaki 65ZV also handles trash removal on the site.





I don't think the Cat was the machine that the Kawasaki was, or the John Deere for that matter. I just don't like the way the Cat feels. The Kawasaki 65ZV is much better than the Cat because it's so much more nimble. It's more agile, it's so much easier to get around in. In the Cat you feel like you're in a big block or something," Capps explains.

"One of the main factors in my decision to go with the Kawasaki 65ZV is the relationship with my Kawasaki dealer and my Kawasaki representative. My experience with them the last couple of years has been fantastic. They give great service! That

***"I can't say enough about my Kawasaki dealer and their service."***

definitely influenced my buying decision. I have a great track record with my Kawasaki representative and my Kawasaki dealer. He sold me on the service when I purchased the Kawasaki 60ZIV-2 and my Kawasaki dealer has lived up to that and more. With the addition of the 65ZV I know I will be taken care of, and maintenance-wise I can get all of my supplies and parts in one place," explains Capps.

"I do quite a bit of work in the Port of Tampa, and the 65ZV is the machine I take with me to handle that work. I do re-grading, build dike walls, and put drives in. I do that work myself, personally, and that's the machine I like to operate," states Capps.

"The difference in the ZIV-2 style and the ZV style loader is all positive! The ZV is more powerful, and responsive. The hydraulics are faster and smoother. And I like the new cab. The visibility is great, and the cab upgrades make the loader more comfortable overall. It's a very stable machine, and that's important in this environment.

"The Kawasaki's have performed very well for me. I have no complaints at all. As a matter of fact, the only time I thought I had a problem it turned out that I didn't have a problem at all.

The Kawasaki 65ZV grades a residential lot.



But my Kawasaki dealer was right there for me. They sent someone out at 4:45 PM on a Friday afternoon. They called the mechanic, already on his way home, and he turned around and came out to take

care of the loader. I needed the loader for the weekend, so I had to get it taken care of," Capps explains.

"I can't say enough about my Kawasaki dealer and their service. They've proven themselves time and time again. The whole dealership is great. From the mechanics, to my Kawasaki representative, they all spin on a dime and get me what I need.

"I depend on my equipment. I can't afford any down time. My reputation has been built on quality service, completed on time, and on budget." Exclaims Capps, "If I can't do it right, I won't do it at all!"

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### HIGH PRODUCTION

The Kawasaki 60 K-Lift is a high productivity articulated forklift, designed specifically for the auto salvage industry. It is engineered to handle most salvage pool and dismantler applications.

The 60 K-Lift features an emissions-compliant, fuel-efficient 109 hp Cummins diesel engine. Its Sellick™ 2-stage mast provides excellent visibility. A 72-inch Class IV Hook carriage comes standard, with 84-inch and 72-inch shaft-mount stationary carriage as optional.

Sellick masts are available in three maximum fork heights: 120 inches, 144 inches, and 168 inches. This ensures easy placement of vehicles on storage rack systems.

### TURNING RADIUS

The tight turning radius of the 60 K-Lift eliminates three-point turns. Its compact size and weight creates low ground pressure, preventing road surface damage. Larger tires provide more increased traction and ground clearance than other "rough terrain" forklifts. And the higher ground speed of the 60 K-Lift over other standard forklift configurations increases daily productivity.

### SAFETY

Safety is a key concern - the Kawasaki 60 K-Lift meets or exceeds all ANSI B56.6 safety standards. The certified ROPS cab is isolation-

mounted to reduce vibration. Doors latch back and side windows slide down. The wrap-around tinted front windshield provides excellent visibility. Front and rear wipers and washers help preserve that visibility.

The cab is also very comfortable, with a seven-way adjustable seat with headrest and adjustable armrests, heavy-duty suspension and lumbar support as standard. An air-ride seat is optional. Controls are ergonomically friendly with a single, twist-grip transmission lever and a single lever hydraulic control. The automatic powershift transmission has three forward and reverse speeds. Pressurized air control and a heater are standard, with air conditioning optional. Sound levels are reduced.

### DURABLE & RELIABLE

Mechanically, the 60 K-Lift is just as durable, reliable, and easy to maintain as the rest of the Kawasaki product line. Components are rugged for long life. Four-wheeled dual circuit sealed wet disc brakes result in great reliability and long service life. Torque-proportioning differentials are used for improved traction in sand and mud while extending tire life. And there is easy access to drains, filters, and fittings for easy field maintenance.

Keep your salvage yard humming. For more information about the 60 K-Lift, visit your local Kawasaki dealer today.





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Kawasaki designs, engineers and fabricates a full line of wheel loaders and attachments tailored to the North American market. Throughout the process, from engineering, fabrication, assembly and inspection, the highest quality standards are maintained. These machines will provide you with years of reliable service and an excellent return on your investment.

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