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got milk?



Since the 1950s, Western Milling has been developing its own custom-built compartmented trailers for bulk deliveries. 150 to 175 loads leave the plant each day. Each Kawasaki is equipped with a rollout bucket in order to load over the trailer's side height of 13 feet.

For those of you who think the leading dairy state in the U.S. is Wisconsin, think again. Since 1993, California has been the number one state in fluid milk production. In fact, today nearly one out of every five milk cows in the U.S. lives in the Golden State.

Dairy is big business in California. The 2,125 dairy farms that produce all that milk have an average herd size of 806. Supplying feed for those 1.7 million milk cows is also big business. Western Milling, LLC, located in Goshen, is Central California's largest grain milling company. Also known as O.H. Kruse, this privately held company, in one form or another, has been serving farmers and the dairy industry since the mid 1930s.

"Although most of our customers are dairies, we also make and supply poultry feed, all kinds of livestock feeds, and exotic animal feeds," explains Bob Berczynski, Plant Manager. "We even custom-manufacture for the San Diego Zoo."

Gone are the days of animals munching basic hay. "Feed is now a science," states Charles Spicer, Chief Financial Officer.

"Our company nutritionists create special recipes for each dairy, utilizing all kinds of products including field-grade corn, vitamins, and edible by-products from a variety of processing facilities such as cotton mills, wineries, and food industries. It is not at all unusual for one dairy to have seven different kinds of feed. One recipe might increase butterfat content, another is ideal for heifers, a third is better for "dry cows" — cows no longer giving milk, and so on."

The majority of Western Milling's customers are located within a 50-mile radius. Given the dairy farms operate on such a large scale, and each dairy has its own set of special recipes, Western Milling delivers the various ingredients in bulk with each dairy doing its own mixing.

Dairies take delivery several times a week. After all, cows eat every day, twice a day. The entire system is set up to be "just in time" — keeping stockpiles and storage issues to a minimum at both mill



Kawasaki loaders run 24/7/365 and handle a wide variety of materials, much of it loose. Western Milling uses 5.5 cu. yd. rollout buckets on their 70ZIV-2, 7 cu. yd. on their 80ZV, 8.5 cu. yd. on their 85s, and a 10 cu. yd. on their 90s.

“ The performance of competitive machines doesn’t even come close. ”

***– Jaime Reynoso,
Equipment Manager, Western Milling***



To lock in prices, Western Milling contracts out for major ingredients. They only keep about a week's worth of materials on-site.

and dairy farm. This keeps the company's fleet of Kawasaki loaders constantly on the move and exposed to a wide variety of loose materials. Equipped with rollout buckets and several special Kawasaki ag options such as wide-fin radiators and reversible fans, the loaders continually fill the fleet of delivery trailers and move various raw ingredients within the plant itself. They operate 24 hours a day, 7 days a week, 365 days a year. Failure is not an option.

"Time is the biggest factor," says Jaime Reynoso, Equipment Manager and Transport Service Manager. "We have a schedule to keep. And every truck that leaves here must weigh 80,000 pounds. We got our first Kawasaki when we were a lot smaller. It was a 65ZIV-2. It took 15 trips for the 65 to load a truck. Going to a larger-sized rollout bucket cut that to 12 and a half trips in 35 minutes. When we equipped our 90 with a big 10 cubic-yard rollout bucket, people thought we were nuts — and our competitors thought we couldn't do it. The 90 now loads a truck in just five minutes.

"This is a tough environment for machinery — especially loaders. I push for

Kawasaki because of the maintenance. We put about 5,000 hours a year on each loader. They are easier to work on, parts availability is good, and we have a great relationship with our dealer. In fact, even before we order a machine, Jim Dobbs at CenCal knows exactly what we want on it — the wide fin radiator, reversible fans, and the rollout buckets."

Reynoso also adds that the loaders are very nice inside and very user-friendly. Kawasaki loaders are used at the company's plants in Goshen, California and Phoenix, Arizona.

"The performance of competitive machines doesn't even come close," states Reynoso. "Once Caterpillar brought a loader and dropped it off for us to try. Five operators checked it out. They used it for about a day, then parked it behind the barn. When I asked why, they said they didn't like it — it wasn't a Kawasaki."

Western Milling, LLC is serviced by CenCal Machinery Co., Inc.



ROLLOUT BUCKETS EXTEND REACH

When extra dump height or extra reach is called for in handling loose materials, rollout buckets are a good choice. Consisting of a sub-frame, light bucket, and dump cylinders, the bucket portion pivots just behind the cutting edge to yield extra height and reach. The increase in dump height usually exceeds three feet and may even surpass four, allowing the user to get the dump height they need without getting a bigger loader.

Rollout buckets are ideal for handling material up to 1,800 lbs./per cubic yard.

They allow an end-user to use a smaller loader and still get the reach. Using a standard bucket in a



larger size, you can gain in dump height several feet over the standard hinge pin height. This is a great feature when loading as standard truck heights range from 11' 6" to 13' 6". Rollout buckets are made by a number of manufacturers and are designed to handle trash, mulch, woodchips, and grain and to load 13' 6" trucks. For ag use, some use all-sealed bushings and bearings to keep grease from getting into the grain.



Kawasaki 60ZV

CONTRACTOR
EQUIPMENT
Top 100
new products 2004



The **Kawasaki 60ZV** incorporated several upgrades over its predecessor the ZIV-2, including increasing horsepower by 9% to 119, increasing the breakout force by more than 12% and increasing the lift arm structural strength by more than 60%. The bucket capacity was increased by 5% to 2.2 cu. yd. and the manual transmission upgraded to a three speed automatic powershift. The addition of a downshift button on the shift lever speeds cycle times.

Kawasaki not only upgraded the performance of this wheel loader, but upgrades to the operator compartment increase overall efficiency of this machine. Standard features such as the single lever, pilot-assisted controls, tilting and telescoping steering wheel, wrist rest and air ride seat add to the comfort of the operator. At the top of its class in breakout force per pound of operating weight, the Kawasaki 60ZV is a productive, efficient wheel loader.



Family-Owned:

An AMERICAN TRADITION Pays Off

Although his cement quantity is allocated, thanks to a cement shortage that sometimes creates a juggling act at the end of each month, Mickey Childers, President of his family-owned Childers Concrete Co., Inc., has much to be thankful for. He has good hard-working, long-time employees. He has solid, long-term working relationships with many of his suppliers and customers. As the second generation Childers to run the company, Mickey is pleased his son Mitchell has chosen to follow in the footsteps of his dad and granddad in a business that has increasingly gone corporate. And the

area economy is turning around due to a massive influx of new businesses, increasing the need for more road work as well as commercial and residential building projects.

"We're small enough to take care of our employees," says Childers. "We want to stay in touch with them, help them with their needs. I'm not really interested in getting any bigger."

***" Kawasaki was equal to what we were using,
the price was less, and parts weren't an issue. "***

***– Mickey Childers,
President, Childers Concrete***



This 65ZV is Childers Concrete's third Kawasaki.

From their one location and with a fleet of 13 mixers, Childers Concrete serves about a 25-mile radius in the High Point, North Carolina area. Twenty-five miles may not sound very far, but one look at a map and you'll realize Childers' father picked a great location to set up business in the mid-1950s.

High Point is the eighth largest city in the state. Known primarily as the "home furnishings capital of the world," High Point actually has a growing business

base that ranges from traditional to biotech. And since the community is located less than 25 miles from the larger cities of Winston-Salem and Greensboro which are also growing, Childers Concrete is in the enviable position of servicing three cities and a multitude of projects — without having to invest in an additional location.

Although Childers' product — concrete — has not changed over the years, his loaders have.

"We're on our seventh wheel loader," states Childers. "Our first was actually a tractor with a loader on it. Then we had a Fiat Allis, two John Deeres, and now we've just traded in our second Kawasaki for our third — the 65ZV. We initially changed to Kawasaki when we had trouble getting parts for our Deere. Turns out they were metric and made in France! Kawasaki was equal to what we were using, the price was less, and parts weren't an issue. The Kawasaki we just traded in we've had for ten years. We looked at a Komatsu, but we chose to stay with Kawasaki. We got some options this time — like a detachable bucket, forks, air conditioning, and larger tires. Interstate Equipment has really worked with us. They help us keep the machine up and going — because when this machine is stopped, this whole operation stops. It's a good relationship."

***Childers Concrete Company, Inc.
is serviced by Interstate Equipment,
Statesville, North Carolina.***

JRB COUPLERS AND ATTACHMENTS FOR KAWASAKI WHEEL LOADERS



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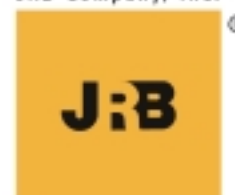
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Riley paving owns 20 trucks and contracts for more as needed. The 85ZV is Riley's newest Kawasaki loader and is generally used at the company's Hoffman sand pit. Here it is loading topsoil at Harris Trucking, a corporate neighbor.

Jimmy Riley has been in asphalt for 60 years. "In 1945, I got in the middle of a driveway crew and started paving roads and driveways. I'd retire, but I don't know what I'd do! I'm just kind of a workaholic. I enjoy it and I enjoy meeting people."

For many years, Riley Paving did private work for individuals and contractors from their office and plant located in Carthage, North Carolina. Then, in the 1970s, they started doing paving jobs for the state. That new business, combined with a contract

with the city of Greensboro that was renewed four years in a row, led to the creation of plant number two in Liberty. Plant number three — Haw River, near Burlington — was added in the 1990s. A sand pit in Hoffman rounds out the property assets. The company also owns twenty dump trucks. If additional trucks are needed, they are hired from an independent contractor in Liberty. Riley runs two grading crews and three lay-down crews, bidding and winning a number of road resurfacing projects for North Carolina DOT as well as the occasional work for contractors or individuals. Jimmy's sons, Landy and Scott, are also involved in the business.

Until a few years ago, Riley Paving had always run Cat wheel loaders. Jimmy still has two of them — one dating from 1972, for which he has a soft spot in his heart. But since the late 1990s, all his other loaders have been Kawasaki.

"We had a Cat out to demo. We also demo'd a Kawasaki. The operators weren't happy with the Cat at all. And one of our operators, who has been with us for years, said there was no comparison between the two. So we started buying Kawasaki. We really like them."

“The Kawasakis do a good job. We don’t have to keep a spare on-site anymore.”
– Jimmy Riley, President, Riley Paving

“Recently we had a 966 out at our Hoffman pit against the 85. Since our trucks can’t get down in the sand pit, we had the loaders carrying sand out. The Caterpillar wobbled on the slope — it just didn’t have the power.”

Riley’s enthusiasm for his Kawasaki loaders proved infectious. Corporate neighbor Harris Trucking has an office and dirt pit nearby. Hearing the constant praise, Johnny Harris, a long-time Cat user, finally broke down and recently purchased a Kawasaki 80ZV. “Even though we had told him we were sold

on Kawasaki, I was still surprised when he bought one,” says Riley. “Now he won’t let anybody run it except himself and his son. He keeps it locked up.”

Riley Paving is scrupulous when it comes to maintenance. “We focus on keeping them greased and the oil changed,” states Riley. “When something comes up that we don’t understand we call Interstate, our local dealer. You’ve got to know what you’re doing.

“When I ran Cats, I usually kept an extra loader at the plant when we were running

really hard. Because if the loader went down, we’d have to go 60 miles to get another one and it would tear me up. An hour breakdown could mean losing 190-200 tons. But the Kawasakis do a good job. We don’t have to keep a spare on-site anymore.

“My biggest problem is finding the right kind of dirt for all the shoulders we’re doing on state jobs. We’re probably going to have to buy land just for that. The borrow pit you create has to be approved by state inspectors. When you do work for the state now, not only do you mill it and pave it, you have to paint it, do the shoulder work, and seal it. They look for us to do it all. We even plant the grass seed.”

Riley Paving is serviced by Interstate Equipment, Cary, North Carolina.



In addition to their 85ZV, an 85ZIV-2 loader is used at the Carthage location. Riley uses batch plants instead of drum plants to eliminate waste when switching between different mixes.

Riley’s oldest Kawasaki, a 70ZIV, is used at the company’s Haw River asphalt plant. The company supplies virtually all of its own materials.



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