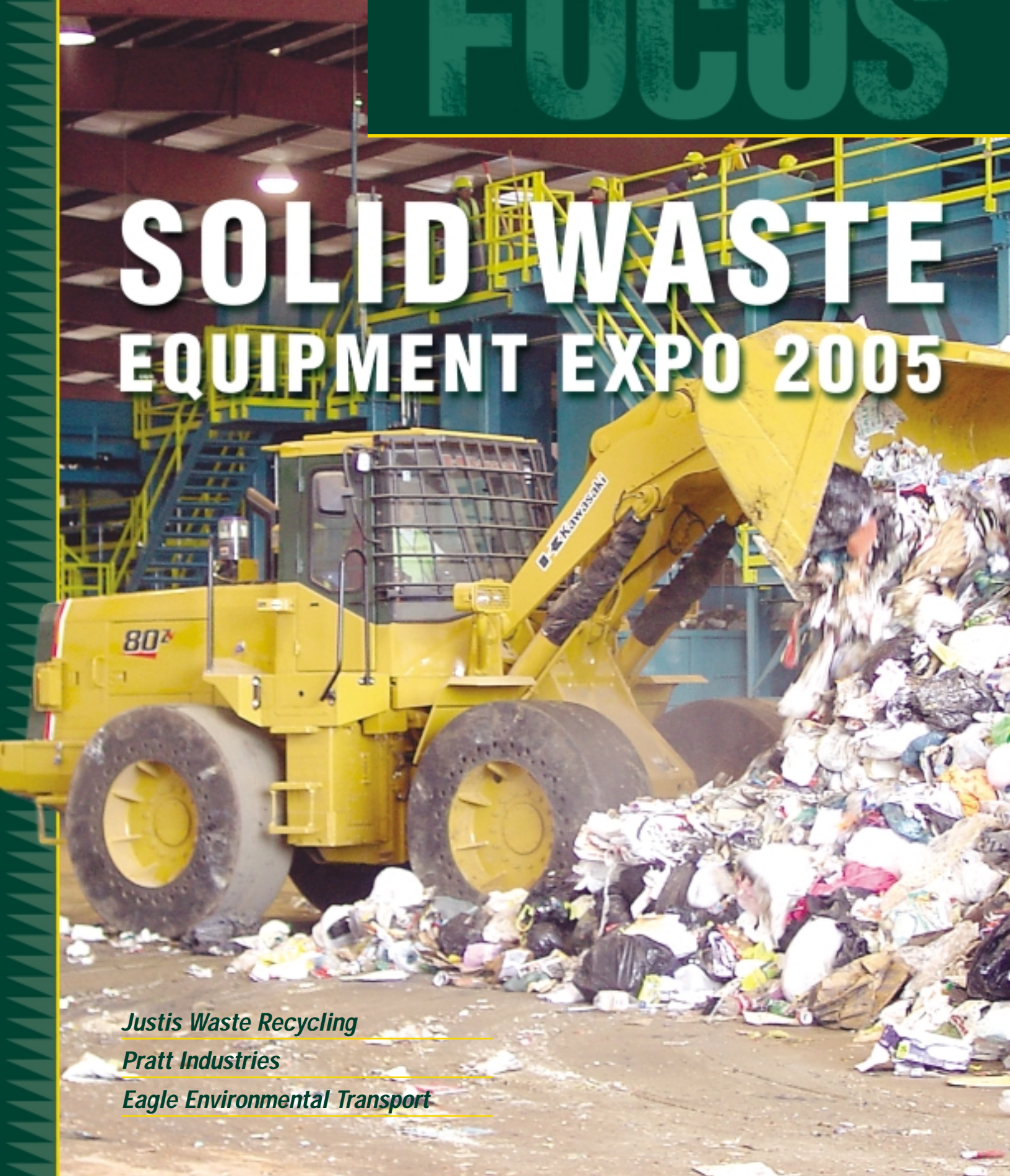


FOCUS

SOLID WASTE EQUIPMENT EXPO 2005



Justis Waste Recycling

Pratt Industries

Eagle Environmental Transport



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Welcome to the Special Edition FOCUS Magazine celebrating the Inaugural Kawasaki Solid Waste Equipment EXPO!

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 special edition.

The Waste Handling/Refuse/Recycling special applications package is one of our most complex offerings. We have worked very closely with customers in this demanding application and developed options that make Kawasaki wheel loaders a very productive, safe, and economic machine to operate in this environment. From special guarding packages, to filtration systems, safety options, specialty tires, and attachments, Kawasaki uses the latest technology to provide an alternative to standard wheel loaders.

Now a bit about Kawasaki. We are a very simple company. We only sell wheel loaders in North America. We are part of a huge company, Kawasaki Heavy Industries, that makes highly technological equipment including ships, aircraft, trains, hydraulic components, crushers, robots, and motorcycles.

At Kawasaki Construction Machinery Corp. of America, we only engineer and sell wheel loaders. This has allowed us to develop into specialists in wheel loaders and provides us great flexibility in the marketplace. It allows us to develop a strong parts support system and technical base to develop and support our wheel loaders.

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 larger competitors. We value our customers and we work very hard to keep them happy with our machine, and happy with our support.

Kawasaki...One Focus, Complete Solutions

A handwritten signature in black ink that reads 'Gary Bell'.

Gary Bell
Vice-President, General Manager

// used Cat for over 30 years,” states Rusty Justis, President of Justis Waste Recycling (JWR), Redding, California. “But we’ve had a lot of trouble with our 950s – the quality doesn’t seem to be there any more. When I had an engine go down on a loader and it took five months to sort out the warranty issue, it was time to look somewhere else. We can’t afford to be down. We’re paid by the ton, so if we can’t do any processing, we’re not paid.”

“Somewhere else” turned out to be Kawasaki.

“I looked at everybody,” says Justis, “and I picked Kawasaki for several reasons. First, I liked Shane Burrell, the dealer sales rep at Sierra Machinery Services. He wasn’t pushy, he always returned my calls, and he was there to answer any questions or concerns I might have. Second, I liked the way the machines are built. Third, I really liked the Kawasaki Refuse/Recycling package – it is much better than what any competitor offers. Fourth, the price was fair. And fifth, even though the first Kawasaki I bought was for use in Alabama and not California, Kawasaki said I could continue to use our California dealer. It didn’t matter where the machine was to be delivered – I could keep working with the dealer and people I am familiar with. I really appreciate that because it makes my life easier because Sierra already knows me and my needs. As a result, so far I’ve ordered 3 Kawasaki loaders – two 80ZVs and one 65ZV – all with autolube and the refuse/recycling package.”

Waste recycling company

switches to Kawasaki

Guarding on the Center Pin area.



The 80ZV uses a refuse bucket with nylon cutting edge. The facility is designed to handle both MSW and C&D across the same line.



The plant currently recycles #6 newsprint, mixed paper and cardboard, and aluminum. Aluminum is the most profitable at about \$800 a ton. The company is investigating the possibility of not only recycling plastic materials but manufacturing products made of the recycled plastic as well.

Justis is a former Marine who started his own land-clearing company in 1990 with one Cat and a good sense for business. Today, he and his son Rob helm a growing enterprise with operations that include land clearing, grinding and recycling green waste, and designing, building, and operating MSW (mixed solid waste) and C&D (construction and demolition) recycling facilities.

The company has two MSW/C&D operations. The first is located in Long Beach, California. It is designed to process both categories of material across the same line, handling up to 1,000 tons a day. This revolutionary design of dual processing was then presented to Colbert County, Alabama, where the Shoals Solid Waste Disposal Authority was looking for a company who could do something similar. The Alabama operation was put into place in early 2004 and is run by John Luntley, Regional Manager for JWR.

"Trucks dump the material coming in from the inert landfill next door," says Luntley, "and the 80ZV keeps everything piled up and close enough to the excavator so it can easily sort out anything we don't want going through the line. We also use the loader to pack down and compress whatever materials we can't recycle in roll-out boxes. When a roll-out box is full, the loader moves it out of the way and positions an empty in its place. Trucks take the full roll-out boxes to a transfer station where the materials are compacted and eventually hauled to a landfill in Mississippi.

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The 80ZV keeps the excavator supplied with materials to sort through.

Kawasaki Refuse/ Recycling Package

Kawasaki engineered the Refuse/Recycling Package for models 65ZV through the 115ZV. The standard Refuse/Recycling Package includes the following special applications options, along with the standard equipment for each model:

Standard Refuse/Recycling Package

- Rear Chassis Belly Guard
- Front Chassis Belly Guard with Lift Cylinder and Line Guard
- Axle Brake Piping Guard
- Wheel Seal Guards
- Steel Headlight Housing
- Headlight and Tail Light Guards
- Articulation Area Guard
- Engine Compartment Air Intake Screens
- Wide Fin Radiator
- Steel Hinged Radiator Grill

Additional Refuse/ Recycling Options Available

- Reversible Cooling Fan
- Steel Cable Steps
- Autolube System
- Cab Windshield Guard
- Bucket Cylinder Seal Protectors
- Lift Cylinder Seal Protectors
- Steering Cylinder Seal Protectors
- Tilt Cylinder Rod Guard
- Transmission Filter Guard
- Under-Cab Shield
- Refuse Bucket with Nylon Cutting Edge

"We'll be tracking performance and maintenance over time, but I think we will be very happy with our Kawasaki. When the loader was delivered, a factory rep came out and gave us a walk-around and some pointers on its use. And the Alabama Kawasaki dealer, Cowin Equipment, has made it a point to stock three or four of anything we might need for our loader and they will also stock filters for all the equipment we use."

Richard McCandless, Business Development Manager for JWR, has been operating equipment for over 40 years. There are a lot of features in the new Kawasaki loaders he really likes.

"I like the way the self-leveler just eases the bucket down to the concrete. Cleaning the radiator is very easy, unlike the Cat. You can go in between the two coolant radiators and blow in both directions – to me, that's marvelous. One of the problems with our Cats is, because of the way the frame is made, material gets caught up under the arms in a pocket, which can lead to breaking the ram. Kawasaki is wide open under there, so there is no place for material to accumulate. Cat also has exposed fluid and hydraulic lines. With the front tires kicking stuff up, lines get cut. The guarding on our Kawasaki prevents problems like that. The refuse/recycling package that Kawasaki engineered covers all the details."

"I will keep my five Cats for backup," concludes Justis. "Assuming our new loaders continue to perform well, I would have no hesitation bringing in more Kawasaki loaders."

Loaders Help AMERICA go green

The momentum to recycle paper is growing — for all kinds of reasons. Since paper accounts for 40 percent of all municipal waste, recycling means less trash in landfills and lower disposal costs. In comparison to making virgin paper, the recycling process uses less energy, less water, and no additional trees. It also reduces water and air pollution by significant amounts. According to the American

Forest and Paper Association, paper recovery now averages 339 pounds for each man, woman and child in the United States. The paper industry itself has set an aggressive goal to recover 55 percent of all paper consumed in the U.S. by 2012.

While there has been great success in the recovery of old corrugated containers (OCC) and newsprint — each with a recovery rate above 70 percent —

opportunities exist to reach such levels in other grades.

One of the leaders in paper recycling is Pratt Industries, a family-owned international company based in Melbourne, Australia, with its U.S. headquarters in Conyers, Georgia. Pratt is the world's largest privately held paper and packing company, with its U.S. division the seventh largest corrugated packaging company in the country.

The Conyers, Georgia plant receives 1400–1600 tons of baled waste paper a day from all over the Southeast. The waste is staged; the wires then cut, pulled, and recycled. The paper is pushed into piles, blended, and loaded onto a belt. Pratt runs two 70ZVs with waste/recycling packages, each with its own 12-hour shift. Some weekends, both machines run at the same time.



Living by the motto “Harvesting the Urban Forest,” each year Pratt USA collects more than 700,000 tons of paper and old corrugated from retail, industrial, residential, and municipal areas throughout the South and New York — saving the equivalent of more than 25,000 trees a day.

All that waste is transported to two Pratt containerboard mills — one in the Big Apple on Staten Island, the other in Conyers, Georgia. Both plants produce high quality, high performance recycled liners and medium equal or superior to virgin papers.

“Unlike most general mills, we use mixed waste like office paper, magazines, and newsprint along with OCC,” says Arnie Correll, Assistant Production Manager at the Conyers Plant. “We batch pulp at 65,000 pounds per load. So if we are at an 85-percent mix grade, then 85 percent of 65,000 pounds will be mixed waste on the belt; the other 15 percent will be OCC.”

Although much of the paper process is automated, it still takes a loader to get things started. The plant runs two Kawasaki 70ZV loaders — each has its own 12-hour shift — to sort and keep the incoming paper stacked high, as well as load the belt to start the manufacturing process.

“In a one-day period, we might feed 1200 tons and make about 1000 to 1050 tons of paper,” states Correll. “That means we’re only sending about 150 tons of rejects to the landfill a day. **The way we look at it, we’re making a product and saving the landfill about 1100 tons a day.**”

The 70ZVs are outfitted with Kawasaki’s waste/recycling package. Some custom modifications done by Cowin Equipment, the local dealer, included removing the fenders, adding a hydraulic fluid filter guard, and moving the front headlights inside, behind the front cab guarding.

Pratt used to lease Deere 544H loaders. But cost, and a growing tendency of the Deeres to overheat in the tough environment, made them open to alternatives. “It was getting to be a daily problem,” recalls Correll. “We’d have to take it back out every hour, run water through it, and blow it out. It just ate up the operator’s time. This is a 365 days-a-year operation and we can’t afford any downtime. If we lose a loader, we get very nervous. We can get backed up real quick.”

That’s when Duncan Hunt of Cowin Equipment entered the picture. “Duncan saw our process and then gave me a game plan. We asked to demo a loader. It was a stock machine — it didn’t have the refuse package. It is hard to test equipment in this environment when

“ One reason for my decision to go with Kawasaki is that when I spoke with other Kawasaki 70 users about the 500-hour service, they confirmed the number worked for them.”

– Arnie Correll, Assistant Production Manager



The paper mill is fed 1150–1200 tons of mixed waste and OCC a day. The belt is loaded to a specific mix waste percent, depending on what kind of product and strength being made.



Due to the high degree of automation, the Conyers mill needs only a few people to operate it. It utilizes the most advanced paper manufacturing and recycling machinery currently available.



Each roll the Voith mill makes is 200” across and weighs about 28 tons. Rolls are then slit into smaller sizes, depending on the end-purchaser’s need. The mill makes linerboard ranging from 31 to 61 pounds and medium ranging from 30 to 40 pounds.

it is not prepared for it, but the stock machine did great."

Now, with the new loaders outfitted with the waste/recycling package, Correll sees a lot more advantages to using Kawasaki. "Since we run this entire operation on five people, I need to be as efficient as possible. By using the four cubic-yard bucket, as opposed to Deere's 2.5, I can move a lot more. Another problem we had with the Deere was when you'd push a lot of paper, the bales would actually break the side glass doors. But the Kawasakis have metal there so they won't break. That's a big safety plus for us. The 70s also have more power. Our guys were resistant to the change at first, but when they actually ran them, they were impressed with the quickness.

"Another benefit is the reversible fan that runs on a timer. It pulls air across to cool the engine, then reverses to clean the



Arnie Correll, Assistant Production Manager and David Knight, with Pratt Industries, Mill Division, Conyers, Georgia.

radiator. The loader has twice as much coolant as the Deere and you can clean out between both radiators. I also like that the recommended service interval is

500 hours. Deere's is 150! One reason for my decision to go with Kawasaki is that when I spoke with other Kawasaki 70 users about the 500-hour service, they confirmed the number worked for them, although one chose to do it at 250 hours.

"I am looking for these loaders to impact our bottom line. **These machines have a lot of great features, but to be competitive, we have to look at the overall price.** We operate year round and we only shut down for scheduled maintenance. We do a sight inspection at the beginning of every shift. We make sure the machine is cleaned up. So far, I've not had any problems with overheating, or anything at all, really. Cowin handles all our maintenance; it is worked into our contract. They've been very responsive to us and they are very knowledgeable."

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PALADIN HEAVY CONSTRUCTION

Talkin' TRASH in Georgia

It's 3 AM at Advanced Disposal's waste transfer station in Doraville, Georgia. The atmosphere is thick with dust and humidity, the pace relentless. Eagle Environmental Transport, headquartered in Forsyth, Georgia, is two hours into a 12-hour cycle of orchestrated chaos — shoveling trash, loading trailers, and hauling debris to two landfills.

The Kawasaki wheel loader operator is scooping up heaps of C&D (construction and demolition) material with a huge 10 cubic-yard refuse bucket, then loads 50-foot, 120 cubic-yard trailers. Each Mack CH Series truck and East Walking Floor trailer take about a half hour to fill, an hour to drive to one of two landfills, a half hour to discharge, then an hour back to the transfer station. As daylight breaks, garbage trucks begin to lumber in, depositing debris from their early-morning rounds. After the loading and hauling ceases in the early afternoon, garbage trucks continue to offload, creating new mounds to be dealt with in the early hours of the following day.

The 90ZV works at Doraville, handling only C&D materials. It is equipped with a 10 cubic-yard refuse bucket.



Eagle Environmental Transport works two transfer stations for Advanced Disposal — the second is located in Cartersville, Georgia. On a good day, they will shuttle a thousand tons of debris from each station. In a business that makes money based on the number of tons hauled, any hitch in the process can create a backlog that seriously impacts profits. Jarod Lovett, President, does his best to minimize any mechanical slowdowns by purchasing dependable, low maintenance equipment able to move high volumes of trash.

"I started two different garbage companies in Georgia," recalls Lovett. "Both times Advanced Disposal bought me out. Then, when I was a general manager at Advanced Disposal, the company approached me about starting my own by making a hauling contract with them. I wasn't interested in doing a little five-truck show, so we negotiated a contract to use my loaders and haul trucks at two of their transfer station facilities. Once I had the contract, I needed to shop for equipment."

When it came to wheel loaders, he became frustrated dealing with the local



Riverside is a mixed C&D and MSW facility. The 85ZV is typically parked in the middle while dry material is dumped on one side and wet material on the other.

Cat dealer. The more frustrated he got, the more he kept staring at a Kawasaki loader wall calendar hanging over the desk of a friend and co-worker. In a classic example of "it's a small world"

story, it turned out the office mate had gotten the calendar at a Kawasaki River Fest event in Florida from a mutual friend of them both, who had moved away from the area and worked at a Kawasaki



Specialty buckets make a huge difference in the efficiency of any loading operation. Refuse buckets are characterized by their generous size and flatter floor design that enables the operator to get in under the debris. Two companies that offer refuse buckets are JRB and Dymax.



The eight cubic-yard JRB waste bucket used by Eagle Environmental on its 85ZV handles both C&D and heavier MSW (municipal solid waste) materials. The visibility spillguard is made from durable round bar. The side cutter and skid bars, as well as the top gussets holding the round bar, are made from AR400 material for durability and strength. The bucket uses a replaceable bolt-on

skid pad and the bucket front weld in edge is drilled to use standard OEM auxiliary edges.

The company's 90ZV is equipped with a Dymax 10 cubic-yard bucket. Since it works with lighter C&D materials, this large size, coupled with the loader's inherent stability, poses no problems. This particular bucket was ordered with a longer flat floor to make it easier to smash refuse in the trailer, taking advantage of the 90's ability to deliver a lot of down force to crush and compact. The bucket also features a visibility screen to reduce weight, replaceable wear plates, and a z-bar clearance pocket to enable full rollback — useful since material must be lifted over a six-foot barrier.

dealership. That sparked the idea to pursue Kawasaki.

"So Jarod called me and asked a lot of questions about Kawasaki loaders, options, and especially pricing," says Steve Tuton, a Kawasaki sales rep.

"I educated myself about several brands of loaders," explains Lovett. "I checked out the Kawasaki loaders and liked what I saw. I felt the overall quality was better and I really liked the all-steel design — no plastic to break. From a service standpoint, some dealerships don't treat small companies with the same timeliness, respect, and care as bigger ones. I could tell that would not be a problem with Kawasaki. I also like that the Kawasaki factory is close by, parts are not a problem, and there is easy

access to key people. There was a good comfort level going into the deal."

As a result, Eagle Environmental purchased three Kawasaki loaders: a used 70ZIV-2, and an 85- and 90ZV. The ZVs are equipped with Kawasaki's standard refuse package plus two other factory options — an undercab guard to protect steering hydraulics, the brake, and throttle linkage from debris; and an engine air pre-cleaner to separate and eject the larger, heavier particles before they reach the regular air filter. To prevent debris ingestion problems, the 90 also had its A/C condenser relocated higher and its air intake covered with a special screen.

The Kawasaki loaders have proven to be very productive because of their quick

cycle times and high uptime. Lovett also purchased large refuse buckets for his ZVs in order to speed his loading time even more (see side bar). His Kawasakis handle the oversized buckets with ease, remaining stable. The solid rubber tires on all three loaders eliminate worry from punctures or failures. They also increase traction and pushing power while adding more stability during loading.

"I've been very pleased with the Kawasaki loaders," states Lovett. "I like the way the company listens to its customers and is willing to learn from field experience. The service and warranty response have been great and the operators like the loaders a lot. Our company is looking for moderate growth this year and I plan to order a couple more Kawasakis."



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