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Kawasaki Loader

“bedrock” to BEDROCK



Bedrock Industries' workday begins around midnight. Due to Florida's afternoon rains and heavy traffic, most concrete pours start early and are wrapped up by 3 pm. The company relies heavily on the efficiency and reliability of their Kawasaki 90ZV to keep the plant on schedule.

Bedrock Industries has been supplying quality ready-mix concrete and reliable service to contractors in the Orlando, Florida area since 2000. A relative newcomer to central Florida, Bedrock's founder and president Lou DeBeradinis had started his own rock crushing and recycling business in Norwalk, Connecticut in 1988. It was a thriving enterprise that had weathered recessions of the late '80s and early '90s — but it didn't stand a chance when the City of Norwalk took his property under eminent domain in 1996 to expand their sewage treatment plant.

That same year, on a trip to Florida to visit family, Lou became intrigued with the possibilities of moving there and starting over. Research led him to property that fit his general needs but lacked development, while further research led him to discard the idea of simply re-locating his Connecticut business. Instead, the explosive growth of Central Florida suggested the ready-mix market. "I didn't know a whole lot about the concrete business," admits DeBeradinis. "In a moment of temporary insanity, I sold the rock-crushing equipment and went into ready-mix.

There was a learning curve — there's a lot more cost, overhead, and risk involved."

From 1998 to 2000, DeBeradinis moved his equipment south, liquidated whatever would not work for his new business, undertook full development of his site, and built a state-of-the-art ready-mix plant that used a slurry mixer. As a new technology, the slurry mixer had some bugs, but extensive re-engineering yielded excellent results. Finally ready to take the area by storm, DeBeradinis was in for a few more unexpected events.

“I admired how clean the Kawasaki loader is when you look at the hydraulics.”
– Lou DeBeradinis, President



"I had moved our Dresser loader down from Connecticut. Tommy Marks from GS Equipment dropped by and said, 'If you ever should break down and need a back-up loader, give me a call.' I thanked him for the offer and took his card — even though it (the Dresser loader) was a low-hour machine. After all, it would be terrible if anything ever happened to the loader, as we depend on it tremendously. Well, sure enough, at 2:30 one morning the guys had problems with the Dresser. I called Tommy on his cell phone and

woke him up. He got out of bed and got a Kawasaki loader over here right away."

Another unexpected turn of events was discovering the real reason why people liked using his company so much. "I thought it was the quality of our concrete, thanks to our progressive plant. Or maybe that we run front-discharge mixers, which have many advantages over rear-discharge mixers. But as it turns out, some are slow to embrace the front-discharge mixer and some don't

even recognize good concrete. What sets us apart from our competitors is service. Unlike many other companies, we do not overbook; we prefer to start out with a reasonable schedule we know we can meet. When a customer has a team of three or four guys holding for concrete, and that concrete is late, it gets very costly for the customer. So they appreciate the value of being there on time. And they do their best not to delay our trucks in order to keep them rolling. In effect, it becomes a partnership."



Bedrock was the first company to introduce front discharge mixers to the Orlando market. Typical rear discharge mixers carry 8 to 9 feet of chute, while the company's front discharge fleet carries 14 feet. Front discharge mixers eliminate the need for a chute man, improve safety conditions, and reduce the need for pumping concrete. Plant capacity has not yet been reached, so an additional 10 trucks could still be added.

Just as DeBeradinis methodically did his research prior to moving to Florida, he did the same thing when it came time to buy another loader. After all, loaders are the backbone and bedrock of any ready-mix plant.

"I looked at the Kawasaki loader for years. I admired how clean the Kawasaki loader is when you look at the hydraulics. When I got ready to buy, I did demo a few machines — Komatsu, Case, and the Kawasaki. I didn't even look at a Cat® because the price was ridiculous. Of the three, I liked the way

the Kawasaki 90ZV worked in this application. I have learned over the years that you have to demo a machine in the actual application. We felt the Kawasaki was the best fit for the job."

The company runs one plant and 20 mixers, covering a 30-mile radius taking in most of the greater Orlando area. Although he is the smallest ready-mix producer in town, DeBeradinis knows he is much more efficient than many of the bigger players. "I see every load that goes past the window. Our drivers all start from the same spot. All the delivery receipts are reviewed at the end of the day. Our mechanics will stay here tonight to complete service on every truck. We have good service and good control. And what guys recommend to each other is service."

Bedrock Industries is serviced by GS Equipment, Orlando, Florida.



Unlike a typical ready-mix plant where all ingredients are dumped into the truck for mixing, a slurry mixer pre-mixes water, cement, fly ash, and any additives into a paste. The paste is then loaded in the mixer truck along with the rocks and sand. This technique ensures a higher quality, more consistent batch as well as reduces the amount of cement dust in the air.

Don't Let FREEZING WEATHER Stop Your Iron Cold!

Many kinds of construction and contract-or work continue on through the cold winter months. Here are a few tips to keep your Kawasaki loader and other pieces of equipment moving, with fewer cold weather breakdowns.

Be sure to use the right kinds of engine, transmission, hydraulic system, fuel, and differential & planetary lubricants, based on the correct ambient temperature. See chart below.

Keeping your fuel warmer than the outside air will help keep your fuel filter from plugging. Wind speed also contributes to fuel temperature loss. Here are some ideas to keep your fuel temps warmer, longer:

- Shield the fuel filter from the wind.
- Insulate the fuel tank.
- Place heaters in the fuel tank, along fuel lines, at the fuel filter (especially if

located away from the engine block) or on the engine block.

- Store your fuel underground — it will stay warmer longer.
- Park out of the wind.
- Refuel before parking at the end of a shift — full tanks cool more slowly.
- Blend #1 diesel with #2. This reduces the percentage of paraffin molecules that crystallize in cold weather. For every 10-percent of #1 blended into #2, the cold weather operability predictors are reduced three to four degrees. Note, however, that the BTU content will be less, thus decreasing efficiency.
- Blend additives to the fuel. Flow improver or wax modifying additives give fuel better low temperature filterability by creating smaller wax crystals that won't clog the filter.
- Run the same vehicle longer than starting up an identical one at shift change. A vehicle that runs 24 hours a day will have warmer fuel than one sitting idle.
- Some newer machines have a fuel cooler to reduce the heat build-up in the fuel when the ambient temperature is high. Follow the fuel lines to the rear of the machine. If there is a fuel cooler, cover one side with cardboard to stop air flow through the fuel cooler. *Be sure to remove the cardboard when the ambient temperatures go above 32°F/0°C.*
- Test the engine starting aids before the cold weather sets in.
- Some machines have an Ether Starting Aid which should be checked for proper operation. Periodically, the ether cylinder must be replaced, so have

Recommended lubricants for current Kawasaki Loaders

	Kind of oil	Ambient temperature	Change interval (hours)
		-22° -30° F -30° -10° C	
Engine	Engine oil (CH-4)	SAE 10W-30	250
		SAE 15W-40	
Transmission	Engine oil (CD) Valvoline Drive Train Transmission Oil 10W ATF	SAE 10W Valvoline Drive Train Transmission Oil Multi-purpose ATF	1,000
Hydraulic system	Hydraulic oil	ISO VG46	2,000
		ISO VG32	
Differential & planetary	Gear lubricant with friction modifier	Valvoline Drive Train Transmission Oil -50W	2,000
Fuel tank	Diesel fuel	ASTM D975 No. 2	Daily
		ASTM D975 No. 1	

IMPORTANT!

For engine coolant, never accept less than -5°F (-15°C) protection.

Recommended mixture of anti-freeze

Ambient temperature		-31 °F (-35 °C)	-22 °F (-30 °C)	-13 °F (-25 °C)	-4 °F (-20 °C)	5 °F (-15 °C)
Pure water	gal (liter)	7.5 (28.2)	8.3 (31.2)	9.1 (34.2)	9.9 (37.2)	10.7 (40.2)
Anti-freeze	gal (liter)	8.4 (31.8)	7.6 (28.8)	6.8 (25.8)	6.0 (22.8)	5.2 (19.8)
Mixture ratio (%)		53	48	43	38	33

(Sample chart. Please refer to operator's manual.)

a spare handy. Other machines have Air Preheaters – either the electric grid type or a glow plug type. To test this type in cold weather, turn the starter key counterclockwise for about fifteen seconds, and the engine should start quickly with little or no white smoke.

OTHER GENERAL TIPS AND TECHNIQUES INCLUDE:

- Keep your machines parked out of the mud so the tires don't freeze to the ground.
- Keep your fuel supply tanks free of water and microbial sludge.
- Check drive belts and pulleys to the alternator.
- Make sure your blower and evaporator fans are working properly.
- Keep gloves, coats, jackets, and other objects away from air vents and cab air filters which might restrict airflow and cab heating.

- Snow, especially dry powdery snow, can plug cab fresh air filters and even engine air filters. Special pre-cleaners are available to reduce or prevent this problem.
- Check your filters, wiper blades, fan belt, battery terminals, and anti-freeze levels.
- Use an antifreeze windshield washer fluid; keep the supply tank full. Be sure to run the antifreeze washer fluid through the system before it has a chance to freeze.



Anti-freeze level



Check wiper blades



Check vents



Washer fluid

- For air-actuated brake systems, manually drain air tanks to ensure there is no water or oil. Check that the automatic drain valve is working properly. Replace optional air drier's desiccant cartridge every 1200 hours or when water is present during manual draining of tanks.
- Start the machine and let it warm up prior to operation.
 - When the machine is extremely cold it will be sluggish until all the components warm up.
 - Running the engine alone will only warm up the engine, and to a lesser degree the transmission and hydraulic oil.
 - The axles only warm up when the machine is moving — so drive the machine at increasing speeds for several minutes to warm up the axle oil.
 - Using the proper winter grade oils decrease this warm-up time.

Extreme Protection.

Go 14,000 hours without draining.

Extreme™ Extended Life antifreeze/coolant by Zerex® takes engine protection to new lengths. Just one bottle of Extreme extender at the 300,000-mile or 7,000-hour mark lets you go up to 600,000 miles or 14,000 hours without draining. And, Extreme's patented* formula meets Cummins CES 14603 and CAT EC-1 specifications, giving you optimal protection against liner pitting and corrosion, hard-water scale and other deposits.

Extreme products are available in concentrate and pre-mix formulas. Call 1-800-ALL-FLEET (1-800-255-3533), or ask your Valvoline dealer or distributor for more information.

The Temperature Never Drops Below Zerex®.




*U.S. patent 6,126,852 and others pending.
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the “WRIGHT” WAY

of Doing Business

While Orlando and Kissimmee in Central Florida have been reaping major tourism dollars ever since Disney World opened the floodgates in the early 1970s, neighboring St. Cloud has been steadily reaping agricultural crops from its historic businesses of oranges and cattle ranching while investing in high-tech industrial development. The payoff for St. Cloud is manageable population growth, higher local incomes, fast access to the greater metropolitan area, and a unique tourism appeal based on its small

town charm. So, as all of Central Florida has grown, so have opportunities for St. Cloud businesses.

“We started Wright’s Excavating, Inc. in St. Cloud in 1984,” relates Randy Wright, President. “We had small farm equipment and just did the mowing on five-acre tracts in rural areas. Then a guy bought me a box blade for one of the little tractors — that’s when I got into grading pads. It just progressed from there with dump trucks and heavy equipment. We created a monster!”

Today Wright's Excavating specializes in total site development. Not only do they build subdivisions, they do the residential grading after the units go vertical.

"There's not another contractor that offers that," states Wright. "Developers love it because it eliminates problems often encountered between the site development end and the amount of dirt needed to do proper grading once the buildings are up. As a result, we do a lot of work for most of the national builders."

Wright's heavy equipment fleet includes 15 Kawasaki loaders, which, on the surface, seems pretty shocking for a guy who once worked for Cat®.

On the commercial side, Wright's Kawasaki loaders are used by pipe crews to load and move small pipe and to do small backfill, dress-up, and clean-up jobs. On the residential side, loaders work around houses doing grading and loading trash as well as cutting out the swells, driveways, and walkways.

"When I went into business for myself, I wasn't going to have anything but Cat. But in 1988, a salesman from the local Kawasaki dealer came by with a brand new 65ZII. I told him I wasn't interested but he said he was going to leave it here anyway and he'd be back for it in a week or so. Well, I was hard-core set against it.

But some of my employees weren't. The first day it was here, I left the job, and they got on it and started using it. I was gone about a day and a half and when I came back, the Cat was out of fuel and the Kawasaki was still running on the same tank of gas! That showed me right there the fuel economy was unbelievable!



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It was also a lot more agile than the Cat and the visibility was really good. So, we took the Cat back and bought the Kawasaki. We went from one Kawasaki to six in the next two years. Business was really good."

But in 1990, Desert Storm changed all that. During the slump, Wright discovered another plus to Kawasaki ownership. "When Desert Storm started, there were a lot of businesses that didn't make it because they had a lot of high-priced equipment and a lot of overhead. The value of the Kawasakis, combined with the lower payments, really helped us get through that year."

Staying with the same manufacturer over the years has another advantage. "We stick to the same type of equipment so our mechanics get to know them well and we get better service out them. As the loaders age, we'll put quick couplers on them and use them for clearing machines and spares. It's pretty hard to kill them — we still have our first Kawasaki loader!"

For the last ten years, business has been booming for Wright's Excavating. Commercial and residential development continues to grow. When storm damage slows the development end of things, FEMA clean-up projects kick in. "You can pretty much pick and choose your

jobs," says Wright. "In this area, if you're not working, you're not doing something right."

"We've had several salesmen come around, but they know better than to talk to me about a loader! I'm very pleased with Kawasaki and GS Equipment. Naturally you're going to have conflicts, but it is how those conflicts are resolved that tells you whether you have a good relationship. All of ours have been resolved, and we have a very good relationship."

Wright's Excavating is serviced by GS Equipment, Orlando, Florida.

"It's pretty hard to kill them — we still have our first Kawasaki loader!"
– Randy Wright, President

Kawasaki 70 models are used for commercial development projects while 60s and 65s are used on the residential side. The closed cab is used by the pipe crew as the operator rarely leaves the cab during the course of a shift.

The Industry's Best Automatic Lubrication System Solution

Since 2003, Kawasaki has offered Lincoln automated lubrication systems installed by LubriTech. LubriTech and Kawasaki have reviewed and carefully considered all the necessary auto-lube system parameters, options, customer input, and service points in order to offer the best auto-lube system for wheel loaders.

FEATURES & BENEFITS INCLUDE:

- Nationwide service and support
- Standard and custom application systems for every model (50ZV-135ZV)
- Kawasaki-specific laser-cut guarding protects lines in the toughest environments.
- One-year warranty
- Quick-disconnect hose fittings with reusable hose ends on all connections
- All hoses are 10,000 burst hydraulic hose
- Standard in-cab low-level monitoring and plugged line detection
- Manual lubrication capable



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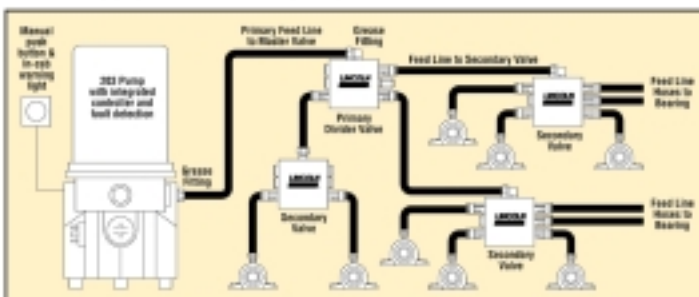
LUBRITECH LINCOLN
Engineered Automated Lubrication Solutions

Kawasaki Factory-Installed Automated Lubrication Systems

“Often, a system can pay for itself by preventing one pin and bushing failure.”

For many Kawasaki customers, buying an automated lubrication system has been a financial decision. Lincoln Lube Systems offer the following value:

- **Reduced downtime for manual lubrication (30 minutes each day)**
- **Extended service intervals**
- **Prolonged component life**
- **Lower variable ownership costs**
- **Higher equipment residual value**



Lincoln, market leader in automated lube systems, has developed systems that offer the most significant technological and financial benefits. These systems have been customized to the full line of Kawasaki wheel loaders.

Now when you purchase a new “ZV” Kawasaki wheel loader, you have the option of adding a premium Lincoln automated lubrication system. These systems are installed at the Kawasaki Newnan, Georgia factory. At Newnan, these systems are expertly installed and tested to insure that you are getting the best auto-lube system in the industry.

By ordering your new Kawasaki loader with the factory-installed lube system, you gain several benefits over an after-market installation. These benefits include:

- **Expert installation – every time**
- **Complete commonality of parts and techniques**
- **No aftermarket or “hard-to-find” parts**
- **No need for a 3rd party installer**
- **No time lost or delays due to a field installation**
- **No 3rd party costs**
- **Easy address of service and warranty issues**

ONE FOCUS

COMPLETE SOLUTIONS

Kawasaki ZV Wheel Loaders

Kawasaki Construction Machinery Corp. of America, a division of Kawasaki Heavy Industries, known Internationally for innovative technology in industrial markets, is a leading supplier of high quality wheel loaders. Located in Kennesaw, Georgia with production facilities in Newnan, Georgia, Kawasaki has been serving the North American market for over 40 years.

- Operators appreciate the increased visibility, comfort and power.
- Owners appreciate the efficiency, versatility and productivity.

The cab is designed to provide the ultimate environment for productivity, comfort and safety. The high visibility, quiet, temperature controlled cab offers the operator ideal surroundings for putting the Kawasaki loader through its paces.

Meeting your Demands:

Kawasaki Special Applications Packages are designed using practical experience and end-user input. This combination, in conjunction with the latest technology, provides a safe, efficient, productive alternative to standard wheel loaders. In the most demanding application or environment, factory installed guarding packages, specialty cooling systems, cab filtration systems, safety options, and third spool hydraulics combined with special attachments provide optimum production.

Your Wheel Loader Specialist

- 11 models available
- 96 HP – 720 HP
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