

**Kawasaki**

# FOCUS

3RD ISSUE 2007

# GET THE JOB DONE

WITH THE LATEST ADVANCES



ADVANCED PAVEMENT • WILL YOU NEED TO RETROFIT? • CARVER SAND AND GRAVEL



# KAWASAKI KEEPS IT SIMPLE.



Since 1962, Kawasaki has been listening to and learning from customers and dealers in the field. As a result, Kawasaki wheel loaders continue to evolve, with a constant focus on one thing — producing the most durable, most efficient, most dependable machines possible.

## EASY TO OPERATE.

In a world of increasing demands, tighter deadlines, shrinking budgets and complicated contracts, better efficiency and greater productivity are a must. Innovative high-tech features on all Kawasaki wheel loaders allow the operator to adapt to the environment and the application right from the cab.

## EASY TO MAINTAIN.

Diagnostic and operational modules monitor fluids and filters, and constantly provide information on everything from engine and transmission codes to location, hours, alarm sensors and machine performance data.

## EASY TO DO BUSINESS WITH.

No run-arounds. No layers and layers of management. No distractions from competing product lines. Wheel loaders are our only business. Got a question? We'll get you an answer. Need a part? It's on its way. Quickly. Kawasaki offers flexible warranty programs, a state-of-the-art parts distribution system, an in-house rebuild center, and an experienced, knowledgeable support staff, focused on serving you.

The independent dealers that represent and support Kawasaki loaders are experts in their markets and are dedicated to providing you with the best service available.

Together, we are committed to making your investment in a Kawasaki loader a sound business decision that will pay dividends for years to come.

## KAWASAKI. ONE FOCUS. COMPLETE SOLUTIONS.

# Kawasaki

**Kawasaki Construction Machinery Corp. of America**

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[www.kawasakiloaders.com](http://www.kawasakiloaders.com)





During the summer, Advanced is redoing the parking lots for the Amarillo School District. They use their Kawasaki 70ZVs for dirt work because their size makes them very versatile in tight spots.



# ADVANCED PAVEMENT

## RELIES ON ADVANCED TECHNOLOGY AND OLD-FASHIONED SERVICE

**W**e really didn't have the ambition to be as big as we are today," says Scotty Knutson, Partner, Advanced Pavement Maintenance, Amarillo, Texas. "But opportunities presented themselves and we went for them. We don't like being told we can't do something or we're not good enough. We like the challenge."

This unbridled enthusiasm and go-get-'em attitude has helped grow a nine-year-old company from 12 employees to 80, and transformed a small maintenance outfit into two sister companies — Advanced Pavement Maintenance and Advanced Asphalt Products — that handle full-blown dirt work and asphalt paving as well as supply hot mix,

caliche, sand, and aggregate materials from their own plant and pits. It also led them to be the first in the area to install a dual-fuel burner at their asphalt plant that can handle both natural gas and animal fat.

Three years ago, their adventuresome spirit also led them to try a Kawasaki wheel loader. Kawasaki loaders were just entering the Amarillo market through Amarillo Machinery.

### TAKING THE PLUNGE

"Honestly, until I saw a Kawasaki loader sitting on the dealer lot here, I thought Kawasakis were just motorcycles or jet skis,"

recalls Glenn Braudt, Partner. "I didn't know there was a whole heavy equipment division that made loaders. I was intrigued. I stared at them for a year and when the opportunity came to try one, we did. We haven't been disappointed. They've done a tremendous job for us. Although the dirt work isn't too strenuous, the pit work is — and they've held up well."

Advanced is currently using six Kawasaki wheel loaders. Since they specialize in commercial and development work, they find the 65, 70, and 80 work best for them. Their two 80s are used at their quarries, and sometimes their asphalt plant, capitalizing on their ability to move more material.







“ It will cut grade and pick up finished windrows without bouncing. You can do heavy work or you can do light work — it’s agile. ”

– *Scotty Knutson, Partner*

The smaller machines are used by the dirt crews for paving jobs because they fit well in parking lots and streets.

“I’m using the 70ZV on this parking lot we’re rebuilding for the Amarillo School District”, says Raymond Brown, Finish Grade Foreman. “It is a strong, smooth,

and balanced loader. It will cut grade and pick up finished windrows without bouncing. You can do heavy work or you can do light work — it’s agile. You can see out of it very well. I can’t say enough good things about the 70ZV. For the work we do, I’ll put it up against any loader made.”

## SERVICE SELLS

“We’ve built our company on customer service and quick response,” states Braudt. “We do everything from large dirt work projects to small maintenance patching jobs. We have a very broad customer base and we really work to take care of them.

**We know that service sells.** But in order to take care of our customers, we need equipment vendors that take care of us in the same way.”

“We’re not name-brand buyers,” adds Knutson. “We do what is most economical for us. That includes having a dealership stand behind the product they sell. Amarillo Machinery does a great job in supporting their equipment.”

Through Amarillo Machinery, the area Kawasaki dealer, Advanced toured the wheel loader plant in Atlanta, Georgia, and attended a demo event in Arizona. That’s when they realized Kawasaki’s customer-friendly management style meant it would be easy for the dealership, or even their own company if necessary, to reach the right people with any questions, concerns, or issues — and get fast results. And, amazingly, the customer’s company size was irrelevant; everybody had equal access. They were used to more ponderous dealer-manufacturer relationships where customers (especially smaller ones) often get lost.



**Glenn Braudt & Scott Knutson, partners, Advanced Pavement Maintenance, Amarillo, Texas.**



**“I can’t say enough good things about the 70ZV. For the work we do, I’ll put it up against any loader made.” — Raymond Brown, Finish Grade Foreman, Advanced Pavement Maintenance.**



## THE K-LINK OPTION

Available through Kawasaki dealers, K-Link is a remote monitoring equipment management tool made possible by a partnership of Kawasaki and MobileNet/FleetEdge. By tapping into the wheel loader’s engine and machine controllers, K-LINK then transmits data via satellite to the website. This data can provide reports covering:

- Machine location
- Hours
- System alarm sensors
- Machine and engine performance data
- Geo-fence break alerts
- Easy to understand customizable reports available via phone text or e-mail

## THESE REPORTS PROVIDE THE BENEFIT OF:

- Knowing your machine’s location at all times
- Being able to pre-schedule maintenance downtime to optimize your uptime.
- Immediate notification of a problem with the machine, which allows you to minimize damage and start correcting the problem immediately.
- Immediate notification of the machine’s movement outside of its intended field of operation.
- Identifying under/over utilized machines for optimum fleet utilization and overall production.

## WHO SHOULD GET K-LINK?

### Any company that:

- Is worried about equipment theft.
- Needs to identify under-utilized pieces to optimize fleet size.
- Needs faster turnaround on repairs for improved repair costs.
- Needs greater up-time across the fleet to reduce the ripple effect of last-minute changes due to emergency downtime.
- Needs to improve job productivity through efficiencies in the field.
- Needs to reduce routine service maintenance downtime.

Advanced found this reassuring, and very refreshing. Support was important to them as they had experienced the run-around game with the previous brand of loader they owned, as well as with some other kinds and brands of equipment.

## REMOTE MONITORING

One option Advanced continues to choose for their Kawasaki loaders is K-Link. This enables the dealer to remote-monitor key machine functions as well as fuel consumption, number of engine hours per day, machine location, etc. That way, the dealership can provide a second set of eyes to Advanced's own people — especially useful for equipment operating in the out-of-town pits where service personnel might not visit every day.

"K-Link helps us a lot," says Knutson. "This gives us a secondary backup to our own people. If the dealership spots something,



*The 80s are used at the crusher, capitalizing on their ability to move more material.*

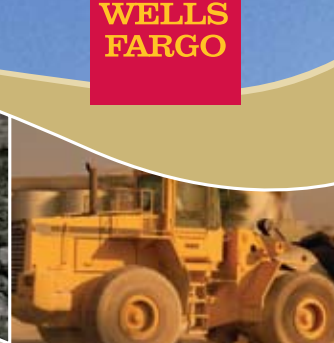
we can act immediately instead of going, 'Well, I don't know what happened to it. It

just blew up!' We own that equipment. It can save us thousands of dollars and that's key to us. It's a good service and we like it."

## SUCCESS STORY

Despite the vertical integration opportunities and the equipment the management has invested in, "the real reason our business is doing so well is our people," says Knutson. "From our guys in the field, to the superintendents, managers, and office people — we have confidence in them." "We hire people we trust to do the jobs that need to be done," affirms Braudt. "Sure, we've hired some that told us they could build the world and they couldn't build a thing. But the people we have in place right now have made our company stronger than it's ever been."

**Advanced Pavement Maintenance and Advanced Asphalt Products are serviced by Amarillo Machinery, Amarillo, Texas.**



**WELLS  
FARGO**

## Announcing... CIT Construction is now Wells Fargo Construction

Same Great People. New Opportunities.

What does this mean for business owners like you? It means that the team with the most experience in construction equipment financing just got better:

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- Same great service & attention to detail
- Same focus on long-term relationships

We've combined the power and resources of Wells Fargo with the industry expertise of CIT Construction to build the premier equipment financier that will serve you best.

### Wells Fargo Construction

- Equipment Financing/Leasing
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- Working Capital Loans

To connect with your local sales manager, call 800-236-7514 today.



**Developing RELATIONSHIPS. Providing SOLUTIONS.®**



# IS A SITE PERMIT IN YOUR FUTURE?

In the U.S., states and municipalities are starting to pass legislation that either requires that certain levels of diesel pollution be met for the site to obtain a construction permit — or they are providing incentives to ensure lower levels of pollution from construction equipment exhaust are achieved. Why? They are becoming more pressed to meet environmental pollution standards themselves, and long-term, large construction projects create huge amounts of air pollution.

In other words, it might not be good enough to simply be adding the newest Tier-3 compliant models to your fleet. Depending on where you operate and the kind of work you do, you may need to retrofit your older equipment. We are providing the following information so you can be pro-active in meeting this new challenge or opportunity.

## CASE STUDY

The reconstruction of I-95 through New Haven, Connecticut, is expected to take 10 years to complete. During that time, an estimated 200 pieces of diesel-powered construction equipment will be operating. The length of the construction period, coupled with commitments to the City of New Haven and surrounding suburbs, has led to the implementation of a Diesel Vehicle Emission Control Program. It requires ALL diesel-powered construction equipment used in the project to be either manufactured in compliance to Tier-III specifications or retrofitted with emission control devices, plus use cleaner fuels.

ConnDot worked with the primary contractors to develop standards for each type of construction equipment, based on the total time that piece would be at the site. Then, multiple retrofit options were approved, ranging from use of Lubrizol Corporation's PuriNOx fuel technology to implementation of engine retrofit programs as provided by most engine manufacturers.

## TIER III AND TIER IV

Tier-III specifications become the "standard benchmark" in January 2008, with the phase-in of dramatically tougher Tier-IV standards running from 2008 through 2015. As these standards only apply to new models, the EPA and related state and city authorities are looking at programs that target older pieces — providing both "the stick" of regulation through site permit requirements for diesel exhaust as well as "the carrot" of incentives and even grants for companies and organizations who voluntarily retrofit in-use diesel engines, or at least install aftermarket filters to reduce emissions.

## SOME SPECIFICS

The Texas Emission Reduction Plan (TERP) is a perfect example of the new legislative thinking. TERP was established in 2001 to assure "air that was safe to breathe" and develop multi-pollutant approaches

to solving the state's environmental problems. Amendment updates now cover off-road diesel emissions, with permitting requirements geared toward advancing full compliance of Tier-III standards regardless of equipment age — primarily at major urban jobsites. TERP has also developed incentive grants for contractors operating at those and similar jobsites as inducements for replacing their older equipment.

In California, new legislation has been proposed requiring ALL off-road equipment meet Tier-III standards. The Coalition to Build a Cleaner California is taking a pro-active stance before the legislature to buffer the execution of that effort. The group is focused on getting legislation passed ensuring that California contractors who comply with all emission edicts, at possibly higher bid costs, are not eliminated by bids from "outsiders" with lower bids but who don't comply. Their goal is to obtain concessions more in line with the EPA's national approach.

An excellent source for more information can be found at [www.epa.gov/nonroad-diesel](http://www.epa.gov/nonroad-diesel).



**THIS MACHINE  
IS EQUIPPED WITH  
AN AIR POLLUTION  
CONTROL DEVICE**





# FACE CHANGE





***Occasionally, a quarry will change the type of loading equipment used to handle the blasted rock at the face for improving cost effectiveness and production efficiency. Such were the circumstances at the Carver Stone Products quarry, located in Middleburg, New York.***

The quarry is a part of Carver Sand & Gravel LLC, and is one of the company's three quarries and four sand and gravel pit facilities that serve a 3,600-square-mile area in eastern New York. The various Carver companies are involved in construction, sand and gravel, crushed stone, bituminous blacktop, and portable crushing/screening.

Until recently, the tool of choice at the Carver Stone Products quarry had been a hydraulic excavator. A main reason for using the excavator was to sort the over-size rocks from the rest of the fragmented rock.

## **FACE OFF**

While the excavator's production capacities were sufficient in sorting the rock sizes and loading the trucks, the process was problematic because the large rocks had to be piled within the limited dumping reach of the excavator's bucket. It also took eight to nine passes to load the quarry's 50-ton trucks.

Enter their newly purchased Kawasaki 115ZV-2 wheel loader. It only takes four passes, thanks to its much larger heaped bucket capacity of 8.3 cubic yards.

However, despite the Carver companies collectively owning 15 Kawasaki wheel loaders, choosing the new Kawasaki 115ZV-2 was not etched in stone. It was done after serious evaluations were made by a Carver team led by Carver Laraway, President.

Laraway bought his first Kawasaki loader when he started the construction company, so he has a lot of experience with the

brand. "I have found the Kawasaki wheel loaders to be very good performers and the services from both Kawasaki and the dealer, Contractor Sales in Albany, have been outstanding. However, there is one other important issue when we buy new equipment. I want the people who operate the equipment also to give their blessings. After all, an operator lives in a wheel loader eight to 10 hours a day. I believe, if I buy the equipment the operator wants, providing it is good quality, he will perform better with it, and that means greater productivity. An operator's attitude towards his machine is very important. Most of our operators prefer the Kawasaki brand of loaders and that is a main reason why our companies own so many of them."

Three brands of loaders were tested at the quarry. After the operator, Joe Stanton, operated all three, his first choice was the Kawasaki 115ZV-2. That settled it.

## **WHEEL LOADER ADVANTAGE**

According to Blake Sowards, quarry superintendent, one advantage of the new wheel loader is it speeds loading times by at least 10 to 15 percent. Another advantage is the loader can keep the quarry floor clean of stray rock pieces, which can cause tire problems.

Another plus is the excavator is now freed to strip overburden while the quarry is open, rather than during the freezing winter months when it is closed. "We will do the stripping during the milder weather months when it is far more efficient to operate. It will considerably reduce our costs for stripping."



***At Carver Stone Products, 12 calcitic limestone products are produced, including some NYDOT-specified crushed-stone sizes. Additionally, it supplies farmers with spreadable fine-mesh limestone for raising the pH in soils used for growing agronomic crops.***



***Combined, the Carver companies employ 150 people, with the 30 involved in the production of sand, gravel, and crushed stone. Twelve people are employed at the Carver Stone Products quarry. The quarry produces one million tons of rock products annually.***



The Kawasaki wheel loader also is very efficient in separating the oversize rock pieces from the rock pile. Thanks to the new customizable settings on many of the ZV-2 loader controls, the operator can efficiently load 5,000 to 5,500 tons of rock a day, and separate the over-size rock from the rock pile, one hour faster than the excavator.

## OTHER USES

Besides the new 115ZV-2, other Kawasaki loaders zip around the quarry. An older Kawasaki 95ZIV transports aggregates to the company's hot mix asphalt plant holding bins. A year-old Kawasaki 95ZV, fitted with a material bucket, loads stacked products

on delivery trucks. Currently, it has more than 2,000 machine hours. The four-year old 95ZV loader it replaced was transferred to another Carver quarry for loading material. It has more than 8,000 hours on it, and is still operated daily. According to Gary Seemann, Equipment Applications Manager, it has been reliable 98 percent of the time, despite the number of hours. Only minor problems have been encountered so far.

Laraway is confident the equipment change being made at the face will make a significant improvement in loading efficiency and a lower cost-per-ton of rock loaded. Essentially, the new wheel loader will handle one

million tons of rock each year, and he says the Kawasaki 115ZV-2 is the ideal machine to do the job.

**Carver Sand & Gravel, LLC is serviced by Contractor Sales Company, Inc., Albany, New York.**

*This story originally appeared in Pit & Quarry Magazine. Edited for space. Reprinted with permission.*

*The wheel loader's bucket is a Kawasaki Rock-V-Edge bucket with mounted teeth and a bolt-on segment edge. This bucket was chosen because of its ruggedness and design for digging in blasted rock.*

“ I have found the Kawasaki wheel loaders to be very good performers and the services have been outstanding. ”

– Carver Laraway, President





## PRODUCT TEST:

# CUMMINS QUICKCHECK 5100

We recently had the chance to test a new engine information tool from Cummins, the QuickCheck 5100. Readers familiar with this popular handheld tool won't recognize this new version, it is so radically different and upgraded.

You don't need to bring your own PDA or adapter to the party any more. QuickCheck 5100 is a totally self-contained, handheld computer with all software pre-installed, so you can "plug and know." Everything you need to connect up to your electronic engine and your computer is included, from the connecting cables and power supply to a Pelican carrying case.

The QuickCheck 5100 is specifically designed to withstand extreme environmental conditions, from dust and humidity to dropping it while at the job site.

Getting through the menus and learning how to operate this unit was relatively easy, thanks to a combination of push-button and touch-screen commands. You don't have to be a computer wizard to use the intuitive Windows CE operating system.

The QuickCheck 5100 has a lot of capability that can help you manage not only your equipment, but your operation. You can use it to track fuel consumption by capturing gallons-per-hour on all of your Cummins powered equipment, helping to improve operator efficiency. Unlike most electronic devices, the QuickCheck 5100 can still be seen even in bright sunlight, with a large 3.8" LCD screen. But what's really exciting is all the data that it lets you view. The QuickCheck 5100 lets your technician troubleshoot engine issues by displaying fault codes. You can also look at duty cycles and engine hours giving you a better way to understand your equipment operational costs and maintenance intervals.

After we downloaded all the ECM data to a PC, we used the Cummins QuickReport software program to make sense out of all those numbers. As promised, it was quick and painless. QuickReport does require that your PC run on Windows XP or newer operating system.

You can use the QuickCheck 5100 to capture data from any electronically-controlled engine with an industry standard J1587 or J1939 datalink. That includes every wheel loader in the Kawasaki lineup from 70ZV2 wheel loader (powered by a 6.7 liter Cummins QSB) to the 135ZV equipped with a 720-hp, 12-cylinder Cummins QST30 engine.

All in all, the QuickCheck 5100 proves that good things come in small packages. Kawasaki owners should check out this powerful new handheld unit, and see how you can use it to lower fuel consumption and increase productivity. For pricing and purchase information, see [quickcheck.cummins.com](http://quickcheck.cummins.com), contact your local Cummins distributor or call 1-800-DIESELS.





# KAWASAKI KEEPS IT SIMPLE.



**In a world of increasing demands, tighter deadlines, shrinking budgets and complicated contracts, the choice in wheel loaders is simple: Kawasaki.**

## **A FULL-LINE OF RUGGED, RELIABLE, EFFICIENT MACHINES.**

- 13 models
- 96 HP – 720 HP
- 1.8 cu. yd. – 13 cu. yd.

## **EASY TO OPERATE.**

Increased efficiency and productivity come from innovative high-tech features that allow the operator to customize and adapt to the environment and the application...from the comfort of the redesigned cab.

- Adjustable Declutch
- ELS — Efficient Loading System
- Idle Management System
- Variable Boom Kickout
- Power Mode Switch
- Ride Control

## **EASY TO MAINTAIN.**

Even basic servicing is easier than ever, with extended greasing and oil change intervals. Not to mention:

- MODM (Machine Operation Diagnostic Module) provides essential operations and diagnostic information in an easy-to-read LED display.
- K-LINK II monitors and transmits digitally the location, hours, system alarm sensors, engine and machine performance data.
- KLEW provides fast and easy access to a total oil analysis and early warning program.

## **EASY TO DO BUSINESS WITH.**

No run-arounds. No layers and layers of management. No distractions from competing product lines. Wheel loaders are our only business. Got a question? We'll get you an answer. Need a part? It's on its way. Quickly.

- Creative Solutions, Fast Response.
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- Flexible Warranty Programs
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