



4TH ISSUE 2007

## HIGH-PROFILE COMPANIES CHOOSE KANASAKI



## 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.

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## STRIKING WHILE THE IRON IS HOT

teel is one hot commodity. It is in everything from ballpoint pens to skyscrapers, refrigerators to pipelines, nails to automobiles. And think of all the manufacturing equipment made of steel!

Steel is also recyclable. In fact, there are few other materials that can be recycled over and over again without loss of properties. Even steel created 150 years ago, when methods for mass production of steel were first worked out, can be recycled today and used in new products and applications.

## **STEEL CENTRAL**

One of North America's hot spots for the steel industry is Québec, Canada. Access to hydropower for relatively inexpensive electricity, close proximity to ship docking facilities and railroad lines, and location near iron ore mines in the northern part of the province, led the Québec government to create, in 1965, the Sidérurgie Québécoise

Surrounded by metal fragments of all shapes and sizes, the Kawasaki guarding package enables the wheel loader to handle the harshest of environments. (Sidbec) which acquired Dosco's steel mill in Contrecoeur, Quebec. The Steel Company of Canada (Stelco) followed by establishing another steel mill in Contrecoeur (Stelco-McMaster) next door to Sidbec, with a subsidiary scrap processing company in La Prairie, Québec, called Fers & Métaux Recyclés Limitée.

Unlike private-enterprise companies, however, the government-managed Sidbec couldn't generate a profit. Giving up, the government sold the steel mill in the mid-1990s to Mittal Steel (then known as Ispat).

In a classic demonstration that private corporations can run businesses better than the government, within a year of taking over, Mittal was making a profit — and has continued to do so ever since. The entire region continues to transform raw and recycled materials into a variety of base products such as billets, slabs, bars, and sheets.



Gaétan Morin, Director of Operations; Roland Thériault, General Director, Fers & Métaux Recyclés Limitée

Mittal Steel, merging with Europe's Arcelor, has now become ArcelorMittal, the number one steel company in the world. Early in 2006, they took over Stelco-McMaster and its subsidiaries, including Fers & Métaux Recyclés Limitée in La Prairie, Québec.

#### ONE MAN'S TRASH IS Another Man's treasure

"What we do is shred steel scrap," explains Roland Thériault, General Manager. "That includes flattened cars, appliances, and demolition materials. Our customers are primarily from southern Québec, eastern Ontario, New York, and Vermont. We purchase about 140,000 tonnes (154,000 US tons) of raw material each year to produce about 100,000 tonnes (110,000 US tons) of usable scrap steel."

Materials typically arrive via flat bed, walking floor, and dump trailer trucks. The company's Kawasaki 95ZV-2 offloads the materials, using forks for the flattened cars or a bucket to stockpile and load the finished product, and provide various other bulk handling applications. Hydraulic material handlers with grapples feed the belt for the shredder.

After shredding, the scrap is sorted into three types of product: steel, non-ferrous metals (like copper, aluminum, zinc, etc., with some non-metallics), and the rest of the non-metallics — also known as "car fluff." The steel goes to the Contrecoeur mill. The non-ferrous metals are beneficiated in a heavy media flotation plant, then sold and shipped to low-cost labor markets like Asia where the material is hand-sorted and re-used. The non-metallics or "car fluff" goes to sanitary land-fill sites that use it as daily cover material. Research is being conducted to find economical ways to reuse the fluff to maximize the recycling potential.

### TAKES A LICKING, KEEPS ON TICKING

Of course, one reason steel is so versatile is its strength. Its strength, however, makes for a demanding work environment and an extraordinarily tough application. During recycling, the environment is dusty, filled with sharp objects of all sizes, and the materials themselves can be heavy. Every piece of equipment, from the shredder on down, takes a beating.

To help protect the loader, the Kawasaki 95ZV-2 is specially equipped with a window guard, solid tires, and high lift arms to assist in loading out haul trucks. It also has a quick coupler to change between forks and a bucket without exiting the cab — a feature much appreciated by the operators, especially during the cold Canadian winters.

### WHY KAWASAKI?

The company uses two loaders, with the most recent purchase being the Kawasaki. Why did they choose Kawasaki?

"The company used to have two 30-year old Caterpillars," says Gaétan Morin, Director of Operations. "When we couldn't get parts for them anymore, we realized it was time





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to move on. At the time, a Komatsu was purchased. Then, Roland and I concluded in 2006, it was time to replace the last remaining Cat."

"I checked with people I used to work with at Heckett Multiserv," continues Thériault. "There the application is even more demanding because they use their loaders in the hot slag. They told me they were buying Kawasaki. If it could handle hot slag, then I knew it could certainly handle things for us."

For years, Fers & Métaux had been buying their Cat parts from Montreal Tracteur. In 2005, the dealership decided to represent Kawasaki. The timing couldn't have been better because, in 2006, the recycling company's management team of Thériault and Morin approached them about a Kawasaki loader.

"Montreal Tracteur took us over to a quarry where the owner was on his 11th Kawasaki," recalls Thériault. "He said he wouldn't buy



anything else. He let our operator, Michel Desjardins, run his, and Michel liked it and thought it was good. We knew Komatsu because we already had one. And we knew Caterpillar. When we compared prices, everything fit for the Kawasaki. So we all agreed to buy Kawasaki."

#### How is the Kawasaki holding up?

"Very good," replies Morin. "We've had no problems, except for something that just popped up yesterday. I called the dealer and they came out in a hurry. Other than that, it's done a good job. It is a very efficient machine."

Fers & Métaux Recyclés Limitée is serviced by Montreal Tracteur Inc.



#### WASTE HANDLING/REFUSE/RECYCLING

Kawasaki has developed the Waste Handling Package for all types of refuse, recycling, and processing of solid waste materials. Equipped with special guarding, cab filtration, tires, and attachments, the Kawasaki wheel loader will provide a productive and safe machine for this demanding environment.

#### THE KAWASAKI WASTE/REFUSE/ RECYCLING PACKAGE IS AVAILABLE FROM THE 65Z THROUGH THE 115Z.

#### **Basic Package Features:**

- Articulation Area Guard
- Axle Brake Piping
- Front Chassis Belly Guard, Lift Cylinder Line Guard
- Headlight and Tail Light Guards
- Rear Chassis Belly Guard
- Steel Headlight Housing
- Steel Radiator Grill
- Wheel Seal Guards
- Wide Fin Radiator

#### Additional Options:

- A/C Condenser Relocation/ Air Intake Screen
- Alternator, Sealed Electronics
- Autolube System
- Cab Air Pressurizer/Filter
- Cab Windshield Guard, Refuse, Hinged
- Engine Precleaner, Turbine Style
- Exhaust System Insulation
- Hydraulic Tank/Fuel Tank Guards
- Reversible Cooling Fan, Automatic
- Seal Saver<sup>™</sup> Boots, Bucket Cylinder Seal Protectors
- Seal Saver<sup>™</sup> Boots, Lift Cylinder Seal Protectors
- Seal Saver<sup>™</sup> Boots, Steering Cylinder Seal Protectors
- Steel Cable Steps
- Transmission Filter Guard
- Transmission Oil Filter Assembly, Heavy Duty
- Under-Cab Shield
- Wheel Hub Studs

# RUNNING WITH THE BIG BOYS

n eastern Canada, and especially Québec, just about everyone has heard of Sintra Inc. The result of a 1974 merger of two long-established companies (Fabi & Fils of Sherbrooke and Modern Paving of Notre-Dame-du-Bon-Conseil near Drummondville), Sintra is a powerhouse specializing in road construction and civil engineering projects. Unlike many other companies, they have a decentralized structure, relying on 10 regional establishments. This ensures a flexible operation suitable to each area, encourages strong personal relationships with customers, and empowers each employee to develop his/her skills to the fullest.

Sintra is also notable for another reason. It was the first North American company bought by Colas, the world's leading road construction and maintenance group. Based in France, the Colas Group works on every continent and has 1400 profit centers worldwide. Colas, by the way, is a shortened form of Cold Asphalt, a 1922 invention of the first bitumen emulsion designed specifically for road surfacing. A number of companies used the name Colas, but in 1994, all those companies, plus a number of others, were brought under the umbrella of today's Colas Group.

## **COMPARING NOTES**

One advantage of being a member of such a large group is the ability to ask questions and seek recommendations from other members. In the case of Sintra, because they have over 30 asphalt plants, several sand pits and quarries, and 3 concrete plants, they were interested in exploring wheel loader choices. Jacques Lantin, Sintra's Equipment

Manager, checked with the Colas network. He discovered that Colas had successfully been using Kawasaki wheel loaders for many years. Barrett Paving, a sister Colas company, also gave Kawasaki a thumbsup. He then contacted Montreal Tracteur, a dealer with whom they had already been doing business for other product lines, and who had just decided represent the Kawasaki line.



Many companies within the Colas family use Kawasaki loaders.

"I went to a Kawasaki demo event the Sonoran Roundup — with Montreal Tracteur," says Lantin. "I ran the equipment and met the people of Kawasaki. It is very nice equipment." And so they purchased their first Kawasaki loader in April 2006.

"The decision to buy Kawasaki has worked out very well — and we shook up Cat and Komatsu in the process. We now have three Kawasaki loaders: an 80ZV, a 115ZV and a 115ZV-2. They have very good productivity and the fuel economy is great."

## ON THE JOBSITE

FOCUS caught up with Sintra's 115ZV at their Drummondville Quarry. The loader and its crew migrate from place to place, depending on the need of each pit. The operators explained that at Drummondville they were quarrying rock and crushing it to different sizes ranging up to 14 mm (.5 inches) in diameter. The material is to be used for the asphalt plant located onsite — a common practice for Sintra, as it eliminates long-distance truck hauling.

"We work 5 days a week, 16 hours a day, 8-hour shifts each," says Mathieu Michaud, Engineer and Project Manager. "Depending on the weather, we might close two months out of the year. That's when major maintenance is done. Of course, we monitor all the fluid levels and make sure nothing out of the ordinary is wrong. But Montreal Tracteur takes care of the maintenance. We are happier that way."

When asked how they liked the 115ZV, both operators liked the breakout force and the joystick operation in the cab. "Personally, I prefer the Kawasaki for the fact there is no steering wheel involved," says Jonathan Allard. "Certainly the advantage is in the cab," states Eric Gagnon. "Especially since we don't have to spend the day steering around. You can sit comfortably with minimal effort to operate. That's fantastic!"

"We are very satisfied with both the dealer's and Kawasaki's support," concludes Lantin. "And we are very happy with the loaders, and look forward to getting more in the future."

Sintra Inc. is serviced by Montreal Tracteur Inc.

They have very good productivity and the fuel economy is great.
*– Jacques Lantin, Equipment Manager, Sintra Inc.*

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arlisle Smith is much more than the current owner of Warden and Smith Concrete and Pageland Sand in Cheraw, South Carolina. He is a living construction-history book. At 98 years' young, he still remembers all the old equipment he's run, as well as the hardships and challenges he and his crews faced building bridges and roads in the 1930s. During World War II, he remembers

> creating structural replicas of German military targets using plans smuggled by the French Underground so the U.S. could figure out how to effectively destroy them. And, after the war, he remembers building many large-scale housing units for the largest contractor in the Southeast, Algernon Blair. And when he remembers, it is typically with an engineer's recall of the pertinent details.

"In 1930, I went to work for Simons-Mayrant. I worked for them for nine years. They were

a concrete, road paving, and bridge building operation based in Charleston, South Carolina. I started as a weigh operator — but didn't even make it through lunch time! A fella gave me some ticket books and told me I was foreman from that point on.

"During that time, I built nine small bridges on the Blue Ridge Parkway in the North Carolina section. And I built one large bridge — one of the largest on the Parkway. It has 5 spans of 105 feet each on a curve. The columns and rails were concrete and we subbed the steel work to Bethlehem Steel Company. The outside section was about 8-foot sections, the inside sections about 7-foot due to being on a curve. Then we built the piers. The center pier was 90 feet high! We poured it with a two-bag mixer. Today, we have trucks that will carry 30 times that now in just one load."

For those of you unfamiliar with the Blue Ridge Parkway, it is a 469-mile scenic drive through Virginia and North Carolina, linking the Shenandoah National Park with the Great Smoky Mountains National Park. Unlike most roads which are engineered to provide the shortest and fastest route possible, the Blue Ridge Parkway was sculpted by landscape architects and built for leisurely recreational driving. Construction began during the Great Depression, providing employment opportunities for hard-hit Appalachia.

Based on the strength of his construction background, in 1956, Mr. Smith teamed up with Mr. Warden, who had worked for a local brick company, to start Warden and Smith Concrete. In 1981, the company purchased nearby Pageland Sand Company, giving them access to a special material called Pageland Red Mortar Sand. The purchase also ran them smack dab into E.C. Murray, sales rep for Interstate Equipment.

"E.C. kept calling on Richard Sellers, our superintendent, telling him all about

With the information provided by Mr. Smith's recollections, the National Park Service believes it has identified the large bridge on the Blue Ridge Parkway as the Laurel Fork Viaduct.

\*Historical photos provided by: National Park Service, Blue Ridge Parkway.

We've run them 24 hours a day. They'll take the punishment — and we punish them.
Richard Sellers, Superintendent, Pageland Sand

Pageland Sand currently owns four generations of Kawasaki wheel loaders

Kawasaki," recalls Mr. Smith. "We had just bought a Komatsu. When it came time to buy again, I had already decided the Kawasaki was comparable and how much I would pay for one. So I had the two sales reps sit down across from me at my desk and put their best price in a sealed envelope. The one with the lowest price would win. E.C., tell 'em what I did next."

E.C. Murray picks up the tale. "Well, we sat there and he opened the envelopes. Then he reached across, shook the Komatsu salesman's hand, and thanked him for coming. We had the lowest price. The other salesman left a little shocked." Since then, the company has never looked back, purchasing a total of five Kawasaki wheel loaders. With each delivery, a special ritual takes place.

Above: Richard Sellers, Superintendent; Carlisle Smith, Owner; and Leon Douglas, Vice President, Pageland Sand.

Right: Construction started on the Laurel Fork Viaduct January 16, 1937, and was completed May 14,1938. The original cost was \$163,813.00. \*Historical photos provided by: National Park Service, Blue Ridge Parkway.



Carlisle Smith, Richard Sellers, Richard's son Jonathan who is an equipment operator, and Leon Douglas, Vice President, make a point to be present. Mr. Smith then lets everybody get on the new unit and put it to the test. When they are done, he climbs up and runs it himself.

The most recent machine, the 90ZV-2, was no exception. At 98 years' young, Mr. Smith still enjoys putting the loader through its paces. When he gets down, and everyone is in agreement about the machine, Leon will write a check, hand it to Mr. Smith, who in turn hands it to E.C. Murray, right on the spot. The company currently has four generations of Kawasaki wheel loaders between the two facilities.

Typically, Pageland loads between 75 and 100 trucks a day, servicing several key customers. The sand pit is not the largest in the area, but only three of them supply the prized Pageland Red. Its secret is the red clay found naturally in the deposit. Although some of it is screened out, a good proportion is left. Regional architects often specify it and brick masons love the finishing texture and its binding effect.

"I've been around equipment all my life," says Sellers. "Kawasaki is number one in production equipment in my book. We put them through it. We've run them 24 hours a day. They'll take the punishment — and we punish them. Support from Interstate has been great. I can put my son on the phone, he'll tell the tech guy what the problem is, and Interstate will know exactly what to bring. Anything we need, they'll get it here. Downtime is critical to us. We are very well taken care of."

Pageland Sand and Warden and Smith, Inc. are serviced by Interstate Equipment Company, Columbia, South Carolina.



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## FUEL ECONOMY TIPS:

## CUMMINS ENGINES



Cummins engines are fully optimized to achieve the highest level of power productivity for Kawasaki wheel loaders. Even during the toughest duty cycles or most demanding applications, operators of Kawasaki wheel loaders can depend on their Cummins engine to provide the fast response time they need, while ensuring the lowest possible fuel consumption. While your Cummins engine is specifically calibrated for fuel-efficient operation, there are several simple operating and maintenance practices that you can undertake to further help reduce fuel consumption:

**REDUCE IDLE TIME:** Operators often have to wait for another truck to fill before moving the next load. This idle time is costly and can significantly affect the equipment's fuel economy. Therefore, avoid unnecessary idling and shut down the engine when it is not in operation. However, operators should allow the engine to idle for three minutes before shutting the engine off unless the turbo has a watercooled bearing housing.

**LOWER RPM:** Getting the most out of the engine means running it at lower and correct rpms. An easy way to slow down the rpms can be done through effective operator habits such as proper gear selection and use of the economy mode.

**AVOID RESTRICTIONS:** Loaders are constantly moving, and a loader that is overloaded will consume more fuel than one that is properly loaded. Running your engine at proper operating temperatures, as well as preventing engine intake restriction and exhaust restriction, stops the need for the engine to burn extra fuel to move loads. Excessive fuel supply or return-line restrictions will also reduce your fuel economy. Be cautious of fuel lines claiming to improve fuel economy, as many devices have been tested and found to have no positive effect.

**ENGINE OIL:** Exceeding the recommended engine oil levels can result in crankcase clipping and significant oil churning/spin losses. This can cause reduced engine efficiency, lower performance, and deterioration of lubrication and heat transfer. Higher-quality lubricants can minimize fuel economy losses. Synthetic oils, while more expensive, are less affected by temperature and are more fuel-efficient at lower ambient temperatures.

**FAN OPERATION:** A clogged or dirty radiator, faulty thermostatic switch, low coolant levels or other malfunctions can make your fan run longer, which can impact fuel economy. A large percentage of fan run time is attributed to the refrigerant compression operation in the air-conditioning system. This run time can be excessive if a system is overcharged or has defective or incorrect head pressure switches.

Most important, ensure you are following the recommended daily equipment inspections of maintenance components and keep to scheduled service requirements. Well-maintained and properly tuned equipment will help ensure the lowest fuel consumption for your equipment and reduce your operating costs. For further advice and tips about achieving the best possible fuel efficiency, you are welcome to consult your local Kawasaki or Cummins dealer.

## 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.
- Focused Resources, Experienced Specialists.
- Flexible Warranty Programs
- Rebuild Center

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