

FOCUS

SPECIAL EDITION 2007

2007 SOLID WASTE EQUIPMENT EXPO



JUSTIS WASTE RECYCLING • ZV-2 SPECIAL FEATURES • EAGLE ENVIRONMENTAL TRANSPORT

Kawasaki

KAWASAKI CONSTRUCTION MACHINERY CORP. OF AMERICA

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Welcome to the Special Edition FOCUS Magazine featuring Kawasaki wheel loaders in the waste and recycling industries!

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.

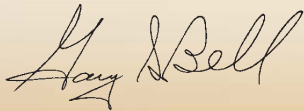
The Waste Handling/Refuse/Recycling special applications package is one of our most complex offerings. We have worked very closely with customers in this demanding application and developed options that make Kawasaki wheel loaders a very productive, safe, and economic machine to operate in this environment.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



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I 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.”

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.

WASTE RECYCLING COMPANY SWITCHES TO KAWASAKI



Guarding on the Center Pin area.





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.

KAWASAKI REFUSE/RECYCLING PACKAGE

Kawasaki engineered the Refuse/Recycling Package for models 65 through the 115. 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
- Wide Fin Radiator
- Steel Hinged Radiator Grill

Additional Refuse/Recycling Options Available

- Sealed Engine Compartment
- 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

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 Luntney, Regional Manager for JWR.

“Trucks dump the material coming in from the inert landfill next door,” says Luntney, “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.

“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.”



DASH-2 FEATURES

IMPROVE PRODUCTIVITY, EFFICIENCY, AND FUEL ECONOMY

Kawasaki has always had the performance advantage when it comes to wheel loader power. With the Dash 2s, we're introducing new ways to customize that awesome performance, as well as bringing back signature favorites. Some are standard. Others are optional. All are designed to increase the operator's control of the machine.

In-Cab Boom Kickout, with dual settings, new, standard. Boom kickout points are very useful. Now, operators can set two kickout points without breaking a sweat because it is done inside from the comfort of the cab. Just move the lift arm to the preferred high point and press a button. Then move it to the preferred lower position and press another button. That's it! Operators who repetitively load to the same height and float down to a preset lower level will appreciate the way this feature will speed up cycle times.

Downshift Button, standard. The easily accessible downshift button is located on the boom lever. Whenever the operator needs to downshift from second to first to get that extra push power to dig into material, he can do so by a simple button push — without having to take the hand off the wheel to use the twist-grip shift lever. This speeds cycle times and reduces operator fatigue.

Adjustable Declutch, new, standard. There are two declutch switches — one to activate to adjust the engagement point.



In-Cab Adjustable Boom Kickout (center switch) can be set by the operator to attain proper dump height and return-to-dig height. The switch on the left is for declutch adjustment, the switch on the right turns on the optional Ride Control.

Typically, the declutch engages before braking, but when operating on an uphill slope, that can lead to machine rollback. With adjustable declutch, operators can select engagement either before or after braking begins — whatever works best for the worksite.

Efficient Loading System (ELS), new, standard (optional on 70ZV-2). During digging, the operator can increase rimpull and digging power by turning on the ELS switch located on the instrument control panel. ELS reduces hydraulic horsepower demand when digging. That power is then transferred to the wheels. Not only does this increase rimpull during digging, it decreases fuel use.

Power Mode switch, new, standard. Using the two-position switch located on the instrument panel, the operator selects between “Power” or “Fuel Efficient” engine modes. “Power” provides added power for extreme applications. “Fuel Efficient” offers better fuel economy for standard applications.

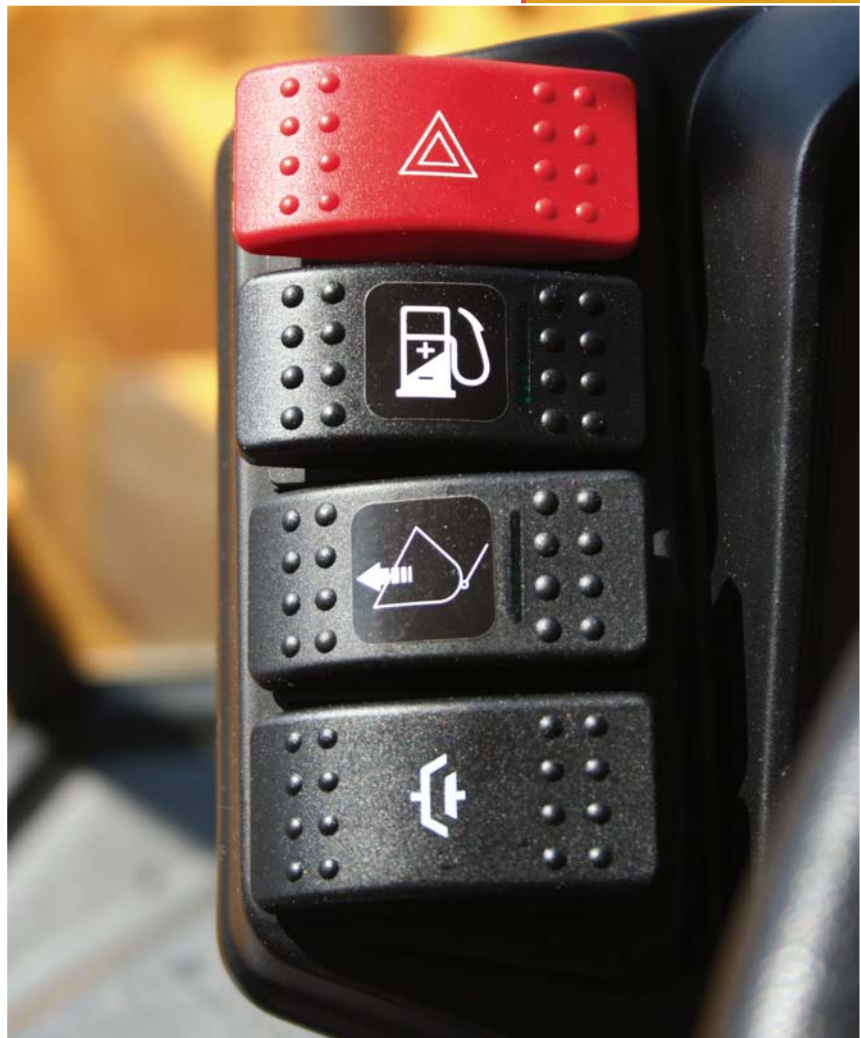
Single Lever Hydraulic Control, optional. Do your operators prefer one lever instead of the standard two? You can outfit your Kawasaki wheel loader whichever way makes your operators more efficient.

MODM (Machine Operation Diagnostic Module), new, standard. Although the on-board MODM is primarily used for maintenance, there are handy adjustments an operator can make such as K-Lever steering sensitivity, Ride Control sensitivity, and transmission shift points. MODM also taps into the machine controller on an on-going basis to monitor all systems to sound faults and alarms. And it records relevant data and failure codes for future analysis. No special software or equipment is required to access MODM.

Ride Control, enhanced, optional. If your wheel loader must travel some distance carrying a full bucket of material and you don’t want to lose the contents before



arriving at your destination, Ride Control is for you. It turns on and off automatically, based on speed. Newly enhanced for better operational performance, Ride Control’s



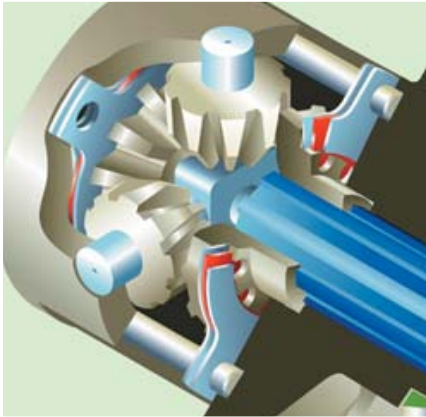
Control panel switches (top to bottom):
Four-way Flasher, Power Mode, Fuel Efficient Mode, ELS, and Declutch Activation.

improved valving eliminates initial bucket drop when it activates. It also results in a smoother ride. Sensitivity can be adjusted using MODM.

F-R Directional Switch, new, optional. This switch is located right next to the hydraulic control levers saving cycle time and increasing safety. Rather than removing the left hand from the steering wheel to push the transmission lever, a simple stretch of the right hand to tap the F-R Directional Switch will allow the operator to change between forward and reverse with minimal effort.

Limited Slip Differentials, new, optional. Limited Slip is a traction-enhancing device. Typical differentials reduce wheel spinning in about 50 percent of typical wheel loader applications. Torque-proportioning differentials bump that to about 60 percent.

Limited Slip significantly increases that to 80-plus percent by working inside the differential to slow the spinning wheel while transferring more power to the wheel that still has traction.



Limited Slip Differentials provide extra traction for applications requiring extreme traction control.

HID (High Intensity Discharge) Lights, new, optional. This is a special lighting package of four exterior lights that mount high on the cab — two in front and two in the rear. They are extremely bright and have an exceptionally long service life (typically thousands of hours) because they are filament-less. This package will make working at night or in dark interiors easier, safer, and more productive.

Lock-up Clutch, new, optional, 95ZV & 115ZV only. Geared toward load and carry or long hill-climbing operations, this option provides a direct-drive lockup in the top two gears. This increases fuel efficiency, smoothes shifting, improves overall hill climbing capability, results in faster acceleration, and speeds cycle times.

K-Link II, enhanced, optional. Unlike all of the above features that an operator can use to customize settings and adjust loader controls to work more efficiently for specific

job site needs, K-Link II is a management tool. By tapping into the wheel loader's computer controller, it can monitor hours, system alarm sensors, engine fault codes, a variety of machine and engine performance data, transmission fault codes, and operating status. Geo-fence break alerts are also possible. All data is transmitted via satellite to send reports to your cell, fax, or e-mail. Certain reports are customizable.

Exhaustive as the above list may appear, there are even more features and options available. So be sure to visit your local Kawasaki dealer or go on-line and visit www.kawasakiloaders.com.

**KAWASAKI —
EASY TO OPERATE,
EASY TO MAINTAIN,
EASY TO DO BUSINESS WITH.**



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 Cat dealer.



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.

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



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.

event in Florida from a mutual friend of them both, who had moved away from the area and worked at a Kawasaki 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 pur-

chased 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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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, cab filtration systems, safety options, and third spool hydraulics combined with special attachments provide optimum production

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
- Variable Boom Kickout

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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