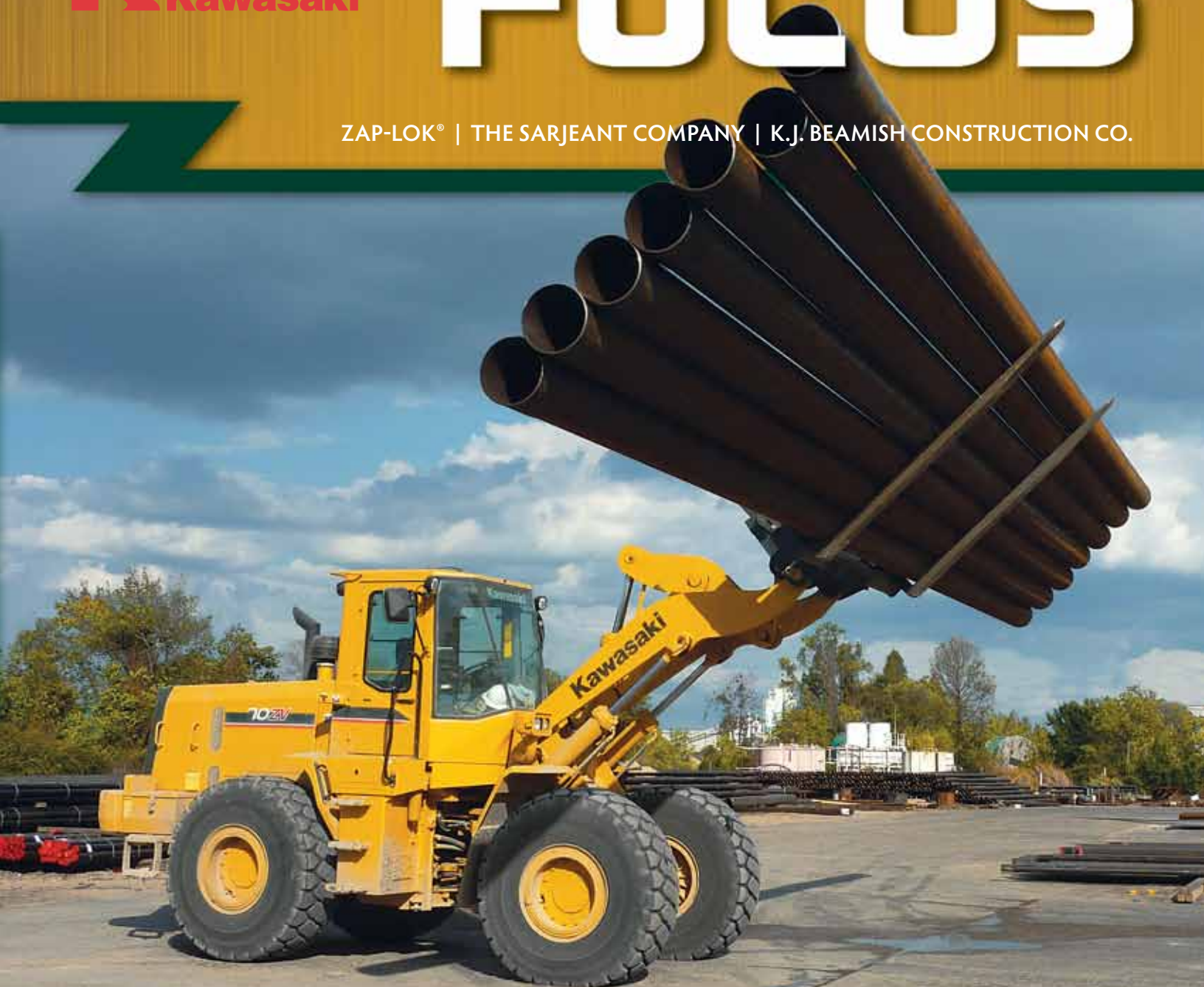


FOURTH ISSUE 2011



FOCUS

ZAP-LOK® | THE SARJEANT COMPANY | K.J. BEAMISH CONSTRUCTION CO.



PIPE PREP PROVES PROFITABLE

NOVELTY PROGRAM



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42ZV-2

- Wrap-around counterweight lowers the center of gravity increasing stability
- Universal Quick Coupler allows a wide range of attachments
- Interchangeable with skid steer attachments
- Limited Slip Differentials provide additional traction for applications requiring extreme traction control
- Bucket Leveler
- Reliable Kubota Engines, supported locally
- Third spool hydraulics, standard
- High Ground Speed, standard



45ZV-2

- Wrap-around counterweight lowers the center of gravity increasing stability
- Eco Mode provides a fuel efficient setting resulting in better fuel economy without affecting productivity
- Electronically controlled HST stabilizes engine speeds providing smooth acceleration and deceleration
- Bucket Leveler
- Reliable Kubota Engines, supported locally
- Third spool hydraulics, standard
- Cab access on both sides of machine
- High Ground Speed, standard



Kawasaki

A HERITAGE OF INNOVATION

Kawasaki is the most experienced manufacturer of articulated wheel loaders in the world. Since introducing our first models in 1962, we have maintained a leadership position in technology, service, and support. With a heritage grounded in innovation through Kawasaki Heavy Industries, KCMA Corporation's focus on wheel loaders translates into real benefits for you and your business.

Kawasaki articulated wheel loaders incorporate innovative design features coupled with extensive knowledge and experience gained from real-world applications. Since 1978 Kawasaki has been listening to, and learning from, customers and dealers in the North American market. As a result, Kawasaki wheel loaders continue to evolve with a constant focus on one thing — producing the most durable, most efficient, most dependable wheel loaders possible.

YOUR WHEEL LOADER SPECIALISTS

Kawasaki offers a full range of wheel loaders to handle virtually any task. Combined with a complete selection of attachments, or special options packages, your Kawasaki wheel loader can be equipped to tackle the most demanding applications or environments.

- **15 Models**
- **45 HP – 720 HP**
- **.78 cu. yd. – 13 cu. yd.**

Sam Shelton, Editor – Kawasaki
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Kawasaki

HISTORY | TECHNOLOGY | INNOVATION

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KAWASAKI KEEPS

ZAP-LOK[®]

ON THE FAST TRACK IN PIPELINE CONSTRUCTION

Pipeline construction is booming — not just in North America, but all over the world.

In the United States it's estimated there are over 428,000 miles of energy-related pipelines, and another 1.8-million miles of mains and small lines carrying natural gas to homes and businesses. In 2010, nearly 80,000 miles were either under construction or on the drawing board all over the world. The use of pipelines is expected to grow as more nations develop their resources or extend their export destinations.

Pipelines move substances like water, natural gas, crude oil, gasoline, diesel and jet fuel, sewage, and chemicals. They are expensive to build, but once in place, they transport material 24/7/365. Plus they are cheaper to maintain and staff than other means like trucks, ships, or rail.

ALTERNATIVE TO WELDING

One reason steel pipelines are expensive to build is the use of welding to join each pipe joint. Welding takes time, skilled labor (which can be a problem overseas), and large support crews. It also requires X-raying to check each joint's strength. In areas that have environmental restrictions against open flames, welding becomes problematic.



Lubricant is removed from the pipe after the "bell" end is formed.



Zap-Lok's field units have been used all over the world.



The company's 70ZV-2s use an extra counterweight and 96-inch forks.

Zap-Lok Pipeline Systems, however, eliminates the need for welding and uses far fewer people in the field. Using a high-strength mechanical-interference connection, each Zap-Lok connection takes just three minutes or less to complete in the field. So construction rates of over 800 feet an hour are not uncommon. The result? Project savings of up to 40 percent, and a pipeline that is completed in far less time.

Zap-Lok can be used in high-pressure flow lines and gathering systems, CO₂/steam injection systems, and even corrosive transmission and disposal projects. The system will also work for underwater projects, as the equipment can be mounted on barges.

Small wonder their system, which is a combination of pipe treatment at the factory and a field unit (usually consisting of a hydraulic press to join the pipe ends, a power unit, and an epoxy mixer), is in such demand.

AT THE FACTORY

Customers ship their pipe to Zap-Lok's Houston, Texas, facility, where their proprietary bell-and-pin method is applied. This provides greater quality control than prepping pipe in the field.

Handling all that pipe are two Kawasaki 70ZV-2 wheel loaders.

"We use our Kawasakis on every piece of pipe we move," says Will Foster, Assistant Manager. "That's millions and millions and

millions of feet of heavy pipe because each pipeline can easily be 100,000 feet long. And keep in mind that each pipe or joint is usually 40 or 42 feet long. We also work with 'triples' or 60 footers."

The 70s handle each piece of pipe multiple times: offloading and stockpiling it; moving it over to the manufacturing facility for treatment and returning it to storage; then loading out so it can be trucked to either a coating facility or shipped to its final destination.

"Since our wheel loaders handle every piece that comes in, every piece that goes

Zap-Lok Type-4 Connection



out, and feeds our production line, they are our lifeline," states Will. "We use Hi-Way Equipment, the local Kawasaki dealer, to do all of our maintenance to keep us going. If we have a loader go down, we're in trouble."

"Before Kawasaki, we were using Clarks," says Michael Hill, General Manager. "We had a lot of maintenance issues. In 2007, Tuboscope next door had just bought their first Kawasaki so we went over there to take

a look. I asked their yard manager if they liked it, and he said they liked it a lot. So we contacted Hi-Way Equipment and got our first."

"Before we bought our new one, we got quotes for Volvo, Cat®, and Kawasaki," adds Will. "Case and John Deere were too small. Price matters, but we had already put the first Kawasaki through a five-year test and had no problems."

The reason they purchased a second Kawasaki is that business is booming.

"We tripled our staff and are in the process of doubling our fleet," explains Michael. "And we just opened up another shop to handle manufacturing of our hydraulic field units. Our biggest challenge is to build up our field equipment to keep up with demand."

LOGISTICAL PLANNING

Zap-Lok does more than put special connective ends on pipe and provide the means to permanently join them in the field. They also deal with the mind-boggling task of making sure everything arrives safely and on-time anywhere in the world, and the contractors are properly trained, as the company does not do pipeline installation itself.

"When we accept a project, we are given the lay of the land and the type of pipe," explains Will. "We have to set up the logistics to get the equipment to the field and draw up very detailed lists of the tools required. We have to allow enough lead time to get the pipe in,

Each piece of pipe is handled multiple times by the wheel loaders. "They are our lifeline." — Will Foster, Assistant Manager



connections added, sent on to coating, then shipped out to its final destination. Lead times also insure enough time is allowed on international jobs to have the equipment arrive via ship and clear through customs without a problem — which requires even more paperwork. Then our crew will need to go over for several days of training and set-up time, then have a safety meeting."

CERTIFICATION AND IMPROVEMENTS

Pipeline companies need to qualify their suppliers, making sure they meet stringent

requirements in terms of safety, quality, etc. The bigger the company, the greater the demands. It took Zap-Lok three years to meet one major company's standards. Field tests are often a part of the process. A staff engineer is currently working with another major oil company to meet additional qualifications, with the process expected to take a year. Because there are major companies as Zap-Lok clients, other companies can feel confident their needs will be met.

Zap-Lok also constantly works to further automate and update its system — not only to incorporate the latest technologies but also provide customized solutions for clients.

"One big company we work with wants to know everything about their pipe — the steel that goes into it, our own quality control, and where every field-install connection is located," says Chad Cooper, Marketing Manager. "They want to be able to trace it all the way through the system. So we're working on adding computer tracking and a web interface to allow a project manager to remotely monitor progress and pinpoint each and every connection made. We build to meet our customers' changing technology demands."

Zap-Lok is serviced by Hi-Way Equipment, Houston, Texas.

TRIED AND TRUE

COMPANY PICKS KAWASAKI

The Sarjeant Company is a familiar name to generations of Canadians living in the Lake Simcoe area of Ontario, just north of Toronto. For well over 100 years, Sarjeant has supplied residents of Simcoe County with one form or another of heating, building, and farm supplies as well as dry goods, ice, aggregates, and asphalt.

Although Sarjeant no longer sells some of those product lines, it still specializes in concrete, asphalt, aggregates, and heating and cooling systems, as well as fuel and lubricant delivery to both homes and businesses. Headquartered in Barrie, it also operates three 24-hour commercial cardlock fuel depots, and is developing two residential subdivisions. Its sister company, Custom Concrete (Northern), is a major supplier to northern Ontario of aggregates, concrete block, and ready-mix concrete — including portable concrete lab services and crushing operations. One of the northern company's

most exciting jobs is at the new Detour Lake Project — a gold mine (see sidebar).

COMMITTED TO THE COMMUNITY

Besides longevity and breadth of services offered, there are other reasons for the Sarjeant name to be well-known: they are contributors to many worthy area causes, such as the Royal Victoria Hospital and the MacLaren Art Centre. Recently the company hosted an art contest through the local schools, asking children to come up with themes for their cement-truck drums. The lucky winners had their designs recreated on Sarjeant concrete trucks for all to enjoy.

Giving so generously to the community, however, does require a healthy and prosperous business. Scott Elliott, President and CEO of Sarjeant and Custom Concrete

(Northern), has made it a point to invest in employees, the fleet, and the latest technologies, resulting in unprecedented company growth.

DIGGING IN

Like so many crushing operations, Sarjeant relies heavily on its wheel loaders. So when it came time to purchase a new loader, Doug Kelly, Operations Manager, and Scott explored their options. "We've had a great relationship with McDowell Equipment for quite some time now," explains Scott. "As they are the local Kawasaki dealer, we certainly were aware of the brand. We were also familiar with Kawasaki as some other local companies were using them, and we'd heard good reports. The brand was also touted as having lower operating costs. And we like that they used Cummins engines — that was good for us."



"We've used Cat® and Komatsu," says Doug. **"We decided to try Kawasaki because we felt it would lower our operating costs."** As it turns out, they actually dig hard. There is no jockeying when they go into the bank. And it fills the bucket without a problem. Our operators like them."

Pit Number 3 is now home to two Kawasaki 95ZV-2s. One has a general bucket, the other a spade-nose bucket. Sarjeant also chose to equip them with the ride control and autolube.

IN THE PIT

On the job since Spring 2011, the wheel loaders have been under the watchful eye of Adam Toffan, Pit Number 3's Operations Superintendent. "Production is key," says Adam, "and they have unbelievable power. I can't believe the power they have. And they are versatile. They've got more power and torque than any other loader I've driven. And

the speed of the hydraulics is much better than the others."

Seventy-five percent of the Company's gravel sales are in-house. The rest is sold to whoever wants it, whether that's private homeowners, the government, contractors, big construction companies, or road builders. In the winter, sand is purchased by counties and municipalities for winter road maintenance.

The Kawasakis attack stockpiles and load a wide variety of trucks, tractor-trailers, pups, and tri-axes as well as hoppers and screens. Although -20 below can wreak havoc on trailers, Sarjeant is not expecting any cold-weather related problems with their Kawasakis.

"We've been satisfied with the Kawasakis so far," concludes Scott. "They are good loaders."

The Sarjeant Company is serviced by McDowell Equipment, Sudbury, Ontario.



The Sarjeant Company is the largest independent petroleum distributor in Simcoe County. This is one of three 24-hour cardlock depots the Company owns.



An art contest with a local elementary school resulted in the drums of four company concrete mixers being emblazoned with the winning designs.



DETOUR GOLD'S DETOUR LAKE PROJECT

One of northern Ontario's biggest, newest, and most exciting gold mines is the Detour Lake Project. With open-pit reserves estimated at around 14.9 million ounces, it is situated on the site of Placer Dome's former Detour Lake Mine, which closed in 1999 due to falling gold prices. Since the old mine's infrastructure (buildings, roads and highways, transmission lines, housing, etc.) was dismantled upon closing and returned to its native state, the new mine must build from scratch.

Sarjeant and Custom Concrete (Northern) are no strangers to supporting Ontario's mining and pipeline industries. When the call for bids went out, Custom stepped right up and beat out the competition to win the crushing and concrete-supply contract. Two years ago, it was among the first companies to venture onto the mine property, and is operating its two portable crushers 18 hours a day to supply rock for road bases and other construction foundations. The initial concrete bid was for 34,000 cubic meters of concrete. Design changes have already doubled that.

Winter operating temperatures fall to -50 below — a harsh environment for both men and machinery. Equipment breakage at that extreme temperature is not uncommon, with crushing equipment particularly susceptible.

The mine expects to begin production the first quarter of 2013. It is anticipated the mine will produce an average of 650,000 ounces of gold annually, over a mine life of 21 years.

K.J. BEAMISH

A SIGN OF



PROGRESS

When it comes to anything having to do with roads in southern or central Ontario — whether road construction, paving, asphalt, aggregates, surface treatments, hauling, or seeding and mulching — the name K.J. Beamish Construction Co., Limited, of King City, Ontario, is sure to pop up.

“We’ve been around for over 65 years,” says Bob Staples, Equipment Manager. “The primary jobs right now are repaving. We’ve eight asphalt plants operating in Ontario. We

produce our own aggregate — we’ve got our own quarries and pits. We just put silos in four of our asphalt plants.”

As equipment manager, Bob weighs a number of factors before making a buying decision. In the case of the company’s purchase of a 90ZV-2 several years ago, the influences were both external and internal.

“If it wasn’t for Kenny McLean from McDowell Equipment pushing the Kawasaki line, I don’t know that we would have gone with it.

But Kenny took a 90ZV-2 up to our Hanmer Asphalt Plant in Sudbury. After trying it out, Marceo, our onsite superintendent for 26 years, told me ‘I want to keep this.’

“So as far as buying goes, it is based on input from the operators as to productivity, the field from whether it is reliable, plus there has to be good parts availability. I’d also heard from other companies that Kawasaki performs well. In fact, we were trying out a 95 for screening and feeding the bin, and the guys said, ‘Do a purchase order now!’”

HAMNER ASPHALT PLANT EXPERIENCE

Marcel DuBoise, Onsite Superintendent, has been at Hamner for 31 years. The site itself has been owned by several companies in the past, with Beamish as the latest. He recalls the day the 90ZV-2 first showed up.

"We were amazed when we got it. When the float came around with the Kawasaki, we took it off. And I remember Leo, our primary wheel loader operator, took it right into the pit. He was there for quite a while. He came



K.J. Beamish Construction Co. operates its own pits and quarries.

back and said he couldn't believe how strong the hydraulics were. It filled the bucket like nothing was there."

Leo himself had been operating another brand for about 10 years when the Kawasaki made its appearance. He's been running the 90 now for about three years. "For loading, it's a better machine. It's got more power in the bucket. The cab is nice — and so is the ride control. It's the best loader you can buy!"

District Manager John Thomas has also been suitably impressed. "Our environment at this plant is mostly working in stockpiles. We load sand, stone, and stone products."



"I found Kawasaki better suited our needs."

— John Thomas, District Manager



After it arrived, the first operator to use the loader was impressed by how strong the hydraulics were.

"We need a good dependable machine that is 'up' 100 percent of the time," continues John. "I found the Kawasaki better suited our needs. It has been very dependable."

Obviously the plant can't afford downtime. Extremes in weather, terrain, temperature, hours of operation, and materials loaded have to roll off their wheel loaders like water from the back of a duck.

"We get loaders for the long term, as we expect a piece of equipment to last for several years," says John. "We are a daylight-to-dark operation, and the loader runs the entire time. In the winter we use it for snow removal as well."

Marceo adds, "Our loaders feed the bins/hoppers and load trucks. We have three crews that work from here — two paving crews and a grade crew. So we get trucks lined up all the time just waiting to be filled."

"The 90 currently has 6,700 hours on it. In the winter it gets to 35 below zero. It doesn't seem to matter — the loader is still very good."

BACK TO KING CITY

Turns out the 90 isn't the only Kawasaki being used by K.J. Beamish. "Up in Sault Ste. Marie, we are running a Kawasaki 65TMV-2," says Bob.

"If you say something to a customer, you should have the organization and the people backing you. For us, most of the time we do our own maintenance, but if a machine is within two to three years' old and under warranty, I let the dealer handle it. And if my guys are tied up, I'll call in McDowell. Either way, I've never had to wait with McDowell."

K.J. Beamish Construction Co., Limited is serviced by McDowell Equipment, Sudbury, Ontario.

THREE GENERATIONS RALLY AROUND KAWASAKI

Bill Truax's dad Ken started the construction business years ago by swapping a cow for a truck. He'd buy and deliver gravel for whoever would pay him. No land, no pit; nothing but a truck and his wits.

"Now we have six trucks, our own pit, crushing plants, and more," relates Bill, owner of Ken Truax Construction Ltd., Elmville, Ontario. "Dad eventually acquired some property for a gravel pit. In this area we have granite, limestone, and really quite a variety of materials. We have both municipalities and private customers, and our company will do jobs up to 100 kilometers (62 miles) away."

The services they offer range from site-prep to crushing, bulldozing to water hauling, and excavating to screening top soil. One of their biggest jobs was site prep for the Atlas Block Company factory in Hillsdale, a state-of-the-art masonry and concrete manufacturing facility. Ken Truax Construction cleared over 50 acres of brush and re-graded sections, some of which had up to 4.5 meters of grade changes.

The Truax wheel-loader fleet over the years has been John Deere, Volvo, and Michigan. But they switched to Kawasaki several years ago after one was rented to help with a job. Ken's son Barrett, who also works for the company, picks up the tale.

"The Volvo L160 and Michigan 125B were the loaders I grew up on. I had never operated a Kawasaki before. We rented one as a second loader to load trucks while we were crushing. I liked it. I've operated John Deere and Cat in addition to the machines we had, and I was pleasantly surprised. It was a nice change actually. It was so smooth and really powerful. And I was a John Deere guy at the time because my granddad Ken was a big John Deere fan."

Bill adds, "My son was most impressed with that Kawasaki working at the pit. He brought it to my attention. It was doing the job the other machine was trying to do and wasn't

able to. So when it came time to replace our main loader, we bought the 85ZV-2."

As a vital piece of machinery for the company, the 85 doesn't just stay put at the company's pit. It's been trucked to a number of sites, including a structure fire where it removed burnt debris so the local fire marshal could start the investigation as well as to Springwater Township's own gravel pit where the company handles the crushing.

"I can't say enough good things about Kawasaki," says Barrett. "I'm a big Cummins guy because it is a good dependable engine. And the machine is good — smooth, fluid, with good power and great fuel economy. And McDowell Equipment's service is great. They take the time to work with you and answer questions. It's good to have someone to trust and that you can depend on."

We suspect that little Everett, the next generation to start learning the business, will grow up liking Kawasaki too.

Ken Truax Construction Ltd., is serviced by McDowell Equipment, Sudbury, Ontario.



The company spent two years doing extensive site work for Atlas Block's new factory.



Son Barrett (bottom left), Dad Bill (bottom right), and three-year-old grandson Everett proudly show off their Kawasaki 85ZV-2. Ken Truax Construction is family owned and operated. Bill's father Ken Truax (deceased) started the business over 50 years ago.



ONE FOCUS. COMPLETE SOLUTIONS.



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- 15 Models
- 45 HP – 720 HP
- .78 cu. yd. – 13 cu. yd.

KAWASAKI DEALER NETWORK

Kawasaki supports an extensive network of independent, local dealers serving the North American market. They have been carefully selected to provide you with local sales, service and parts support and are backed by dedicated Kawasaki support teams.

This motivated team is always nearby to work with you to ensure that you are getting the most benefit from your investment in Kawasaki wheel loaders.

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