

REDEFINING “STANDARD”

THE Z7 GENERATION INCREASES BASE MACHINE VALUE



As you know, there are several wheel loader manufacturers in the construction market today. But Kawasaki's bold new Z7 generation of wheel loaders is challenging many of the preconceived notions held by both buyers and manufacturers. One key aspect is the definition of standard equipment. This is crucial as standard equipment is included in the base machine price.

Kawasaki offers many features as “standard” that others either offer as optional or don't offer at all. But, as an across-the-board sampling, the Z7s offer the following as standard, on models introduced to date:

- **Auto-Reversible Fan**
- **Auto-Idle Shutdown**
- **Pilot-Assisted Controls**
- **Battery Disconnect Switch**
- **Turn Signals with Flashers**
- **Backup/Rear-View Camera**
- **AM/FM/CD/AUX**
- **Hot/Cool Storage Box**
- **Linkage Bushings (500-Hour)**

TAKE A CLOSER LOOK

Auto-Reversible Fan. Multiple inputs allow for efficient control of fan speed to achieve optimum cooling performance, reducing fan noise and lowering fuel consumption. And by it being auto reversing, it keeps the

cooling system cleaner, without operator intervention. This gem comes standard on all of the Z7 machines — no exceptions. On three major manufacturers, it is optional.

Auto-Idle Shutdown. This feature senses excessive idling by shutting down the engine to reduce fuel consumption and improve DPF performance. This would seem to be a no-brainer in order to meet stringent new T4i guidelines, yet one major manufacturer offers it only as an option.

Pilot-Assisted Controls seem to be a hit or miss item too. Their value lies in providing fingertip control, which improves operator comfort and responsiveness. These can be



offered in dual- or single-lever configurations to meet operator preference. Three major brands don't offer this at all, not even as an option.

A **Battery Disconnect Switch** and **Turn Signals with Flashers** would seem to be simple common sense. Yet, these safety features are rarely standard, and frequently an expensive add-on.

Backup/Rear-View Camera. Given visibility to the rear is so crucial to safety, it is mind boggling this is not standard on all large wheel loaders. Yet some brands only offer it as optional.

And when it comes to keeping the operator comfortable on the job, Kawasaki provides **AM/FM/CD/AUX** (to plug in MP3 or other devices) and a **Hot/Cool Storage Box** — both as standard. Everyone else either offers them as optional, or not at all.

And let's not forget the **Linkage Bushings.** Kawasaki's HN™ bushings extend lubrication intervals on bucket linkage pins to 500 hours, reducing maintenance time and costs. These patented bushings are impregnated with high viscosity oil to provide added lubrication, allowing the lube interval to be extended. Every single one of Kawasaki Z7 loaders has these as standard. Out of all the other wheel loader manufacturers, only one seems to have heard of them — offering them as optional.

Of course, as mentioned earlier, there are a variety of other features Kawasaki offers that others don't. So you really need to speak with your local Kawasaki dealer to explore the nitty-gritty details that would take pages for us to clarify.

We can tell you, however, that when you review the big picture in terms of cost, prepare yourself: **the Kawasaki value-added savings are most impressive.** Savings over list price with the above optional items added

Auto-Idle Shutdown reduces fuel use and improves DPF performance. It's standard on the Z7 Series.

in can range from a modest \$2,000.00 to a sticker-shocking \$18,000.00, with \$8,000.00 being a typical figure.

So, it's apparent that by having significant key features as standard, the new Z7 Series from Kawasaki has come out swinging — by redefining standard, and what base machine value really means.

115Z7 – REDEFINES "STANDARD"					
	Kawasaki 115Z7	Cat 988K	Komatsu WA600-6	Volvo L250G	Volvo L350F
Lock-Up Converter	Std	Std	Std	Std	Std
Auto Idle Shutdown	Std	Std	N/A	Opt	Opt
Reversible Fan	Std	N/A	Std	Opt	Std
AutoBrake	Std	N/A	N/A	Std	Std
Limited Slip	Opt	N/A	Opt	Opt	Opt
Traction Control	Std	N/A	N/A	N/A	N/A
Ride Control	Opt	Opt	N/A	Opt	N/A
Single Lever	Opt	N/A	N/A	Opt	Opt
LCD Monitor	Std	N/A	Std	Std	Std
Joystick Steering	Std	Std	Opt	Opt	Opt
Rearview Camera	Std	Std	N/A	Std	Opt
AM/FM/CD/AUX	Std	Opt	Opt	Opt	Opt
Linkage Bushings*	Std	N/A	N/A	N/A	N/A
Fenders Full	Std	Opt	Opt	Opt	Opt

*Oil Impregnated for 500hr grease intervals

* Red denotes KCM advantage



The Auto-Reversible Fan is standard on the Z7s yet optional with three other major manufacturers.



The Battery Disconnect Switch, standard on all Z7 models, is conveniently located at ground level.



A Backup/Rearview Camera is crucial to safety. It's standard on all Z7 loaders introduced to date.