

FOCUS

NEW OPPORTUNITIES WITH XTREME MACHINES



- A NEW RECYCLING EFFORT: THE URBAN QUARRY
– ARGENT MATERIALS
- MAKING A BEAUTIFUL PRODUCT FROM BIOSOLIDS
AND GREEN WASTE – SOUTHEAST SOILS
- THE 95Z7 AND 115Z7 GO XTREME
- CREATING GREAT BUILDINGS – QUILICI CONSTRUCTION

Kawasaki
KCM

NOVELTY PROGRAM



VISIT WWW.PROFORMA.COM/KCMA



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
KCM

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, KCM 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.

Kawasaki
KCM

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www.kawasakiloaders.com

HITACHI CONSTRUCTION MACHINERY PURCHASES KCM CORPORATION

Hitachi Construction Machinery (HCM) has announced that they will purchase all shares of KCM Corporation from Kawasaki Heavy Industries (KHI). HCM has been a joint venture partner with KHI in KCM since 2010. The purchase of the remaining shares of KCM will be finalized in October, 2015. The purchase of KCM Corporation is to expand and strengthen the wheel loader business and to raise customer satisfaction by combining the technologies of two companies and increasing production efficiency.

This buyout will affect KCMA, the North American subsidiary of KCM, located in Georgia. KCMA markets the Kawasaki/KCM wheel loader through an extensive network of independent dealers in the United States and Canada. KCMA will continue to provide sales and support to the North American market.



Mick Mikami,
President

They will continue to manufacture and assemble products at their Newnan, Georgia factory that has been in operation since 1988. Corporate offices in Kennesaw, Georgia house the parts distribution center, training center, rebuild component facility and administrative offices. The entire product line will continue to be sold under the Kawasaki/KCM brand.

HCM is a major, global supplier of high quality construction machinery with factories in Japan, Europe, Russia, India, China, Indonesia and Canada.





MEET OAKLAND'S URBAN QUARRY

“We’re in the heart of Oakland, near the bay, which also makes us quite close to downtown San Francisco,” explains Bill Crotinger, of Argent Materials. “We opened to fill the void of a convenient place where both contractors and individuals can get rid of their concrete and asphalt materials without traveling miles into the country.”

Since the company stores and processes aggregate materials within the city, the state

of California has coined the new identification of “urban quarry” to the company.

“We live in a very good time for catering to the needs of the recycling customer. That’s not an epiphany; it’s just that there are multiple state, city and county laws on the books that mandate recycling. And all the government agencies have green-oriented websites that provide information about how to recycle and where to go,” states Crotinger. “So, we tried to pick a very convenient

location and we’ve registered with many of those sites.”

PLUMBERS OUR BEST CUSTOMER

“Plumbing contractors are our most consistent customers. It seems they spend one day chipping away at sidewalks, driveways and walls,” notes Crotinger, “and they then bring what they’ve torn out to us



and sometimes even in the same trip, load up and leave with recycled concrete as part of their trench backfill. Many are here on a near daily basis.” Of course, general contractors working in the city are the largest volume customers.

OUR 95Z7, A GOOD CHOICE

“We were looking for a loader that we felt confident would be reliable, have a small footprint for the work done and with decent

fuel economy,” says Crotinger. “We thought a lot about the competitive loaders and tried a lot of different machines. Size-wise, Price-wise we thought the Kawasaki 95 was the best pick. And we’ve been pleasantly surprised how good the fuel economy is.”

“I like the way the machine operates and the visibility is quite good. We were concerned about the Tier 4 pollution controls. So far, we’ve all been impressed with the regen process on this loader. It’s so seamless that

A single Kawasaki 95Z7 keeps Argent Materials flowing in and out of their Oakland urban quarry.

you just don’t think about it. And, I really like the auto Idle shut-down feature. That’s great, because it is so easy to simply leave the loader running all day—and that’s the biggest fuel waster of all!”

Argent Materials is serviced by Bejac Corporation, Anderson, California.

THE 95Z7 AND 115Z7 GO XTREME

KCM Corporation, manufacturers of Kawasaki Wheel Loaders introduces the 95Z7 XTreme and 115Z7 XTreme wheel loaders in response to customer demand. Primary applications for these two new models are Coil Handling, Block Handling, Logging, Load & Carry, and Bonus Bucket applications. However, selection of the 2-pass configuration is dependent upon the site production demand. It's not just about the bucket, the truck sizes, or the material density. All of these factor in to the decision.

Kawasaki has been a leader in wheel loader engineering and manufacturing in North America since 1962. In the past two years there has been a demand for the "short boom", "load and carry", or "2-Pass"

configuration loader. KCM designed these loaders in conjunction with the Tier 4i loaders introduced in 2013. After testing extensively in the North America market to rave reviews, the loaders are now in mass production. Response from the Field has been overwhelmingly positive.



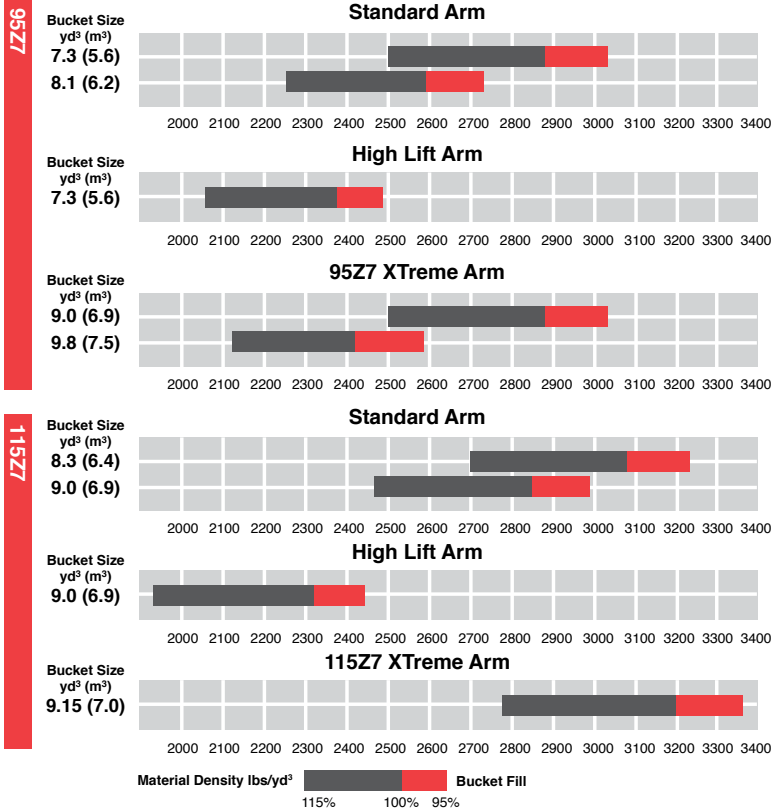
Both the 95Z7XT and the 115Z7XT were tested in various applications.

Both the 95Z7 XT and the 115Z7 XT were tested in various applications and environments, including high altitude, and dessert heat. The results exceeded expectations, especially in fuel economy and breakout force. But the biggest surprise was the bucket heaping ability. The 95Z7 XT 9.0 cu. yd. bucket weighed in at 15+ tons in sand, and 13+ tons in gravel. As is common on production sites, the loader was handling more than one material throughout the day. There was a noticeable increase in production and load out, and a noticeable savings in fuel, a real win-win!

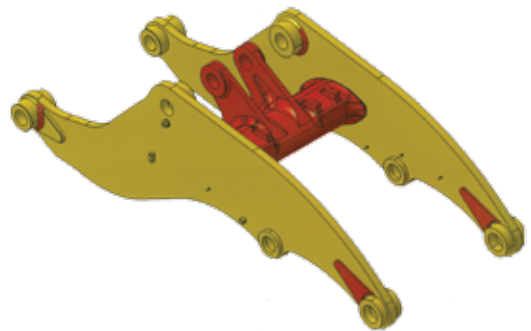
Although the two models have many of the features in common with the standard 95Z7 and 115Z7, several features have been reconfigured for the demanding



Bucket Selection Chart



	95Z7	95Z7 XT	115Z7	115Z7 XT
Material Density	2800	2800	2800	2800
Bucket Capacity Heaped (yd³)	7.3	9	8.3	9.15
Bucket Capacity Struck (yd³)	6.2	7.7	7.3	8
Maximum Dumping Clearance	10' 9 3/4"	9' 8 3/4"	10' 8 3/4"	10' 7/8"
Dumping Reach	4' 9 1/4"	4' 10 5/8"	6' 8 1/8"	6' 7 7/8"
Breakout Force (lbs)	53730	68120	88800	94420
Operating Weight (lbs)	75790	79080	104230	106110
Full Turn Tipping Load (lbs)	47990	52760	60870	70040
Engine Make	Isuzu	Isuzu	Isuzu	Isuzu
Engine Model	6WG1	6WG1	6WG1	6WG1
Horsepower (gross/net)	389/388	389/388	532/531	532/531
Emission Level	Tier 4i	Tier 4i	Tier 4i	Tier 4i
Tier 4 Technology	DPF	DPF	DPF	DPF
Transmission Type	Planetary	Planetary	Planetary	Planetary
Speeds Forward / Reverse	4F/3R	4F/3R	4F/3R	4F/3R
Hydraulic Pump Type	Piston/Piston	Piston	Piston/Piston	Piston
Differential Gear	Torque Proportioning	Torque Proportioning	Conventional	Conventional
Linkage	Dual Z Bar	Dual Z Bar	Dual Z Bar	Dual Z Bar
Brake Location	Mid-Mount	Mid-Mount	Outboard	Outboard
Tires Standard	29.5R25 (L-3)	29.5R25 (L-3)	35/65-33 R33 (L-5)	35/65-33 R33 (L-5)
Assembled	USA	USA	USA	USA
Equipped With	ROPS Cab, Counterweight, GP BOCE Bucket, Operator, Full Fuel and Lubricants, Standard Tires	ROPS Cab, Counterweight, GP BOCE Bucket, Operator, Full Fuel and Lubricants, Standard Tires	ROPS Cab, Spade Nose Rock Bucket - Teeth & Segments, Optional Counterweight, Full Fuel Tank & Lubricants, Operator, Standard Tires	ROPS Cab, Spade Nose Rock Bucket - Teeth & Segments, Optional Counterweight, Full Fuel Tank & Lubricants, Operator, Standard Tires



Enhanced and reinforced to handle the demand of a larger bucket and to provide additional breakout force.

The 95Z7 XT tipping load is 10% greater than the standard 95Z7, and the 115Z7 XT is 15% greater than the standard 115Z7.

The operator will appreciate all of the safety and comfort features built into these machines.

For more information visit 95Z7 and 95Z7 XT site: www.kawasakiloaders.com/95Z7 or the 115Z7 and 115Z7 XT site at: www.kawasakiloaders.com/115Z7.



95Z7 and 95Z7XT



115Z7 and 115Z7XT

ADVANCED NATURAL SOIL PRODUCER



After decades of working for other companies blending potting soils, landscape mixes, and turf grass blends, Matt Biegler took his experience and moved into the growing wave of pioneers who create a unique premium quality compost. Southeast Soils uses their proprietary Ferti-Comp as a base to custom blend mixes replacing much more expensive components. This allows Southeast Soils to offer a high quality product at a cost savings to its customer base.



Four loaders working at Southeast Soils, all of them the new Kawasaki Z7 Tier 4 models.

“I knew that there was an organic way to create a unique product derived from a proprietary compost process developed by our partners at Harvest Quest”, says Biegler, President of Southeast Soils located in Central Florida. “The secret has been to go back to the basics by lowering operational costs while producing the highest quality products, and providing a natural, cost

effective way of manufacturing optimal soil fertility.”

The “Secret” Southeast Soils utilizes is several feed stocks including; clean greenwaste, animal manures, waste water residuals, and other organic materials, to produce a mature, stabilized Class AA EQ (Exceptional Quality) compost. Ferti-Comp is produced using a bacterial catalyst which

enhances the natural biological process of composting. The end result is a product that is proved to have vastly increased numbers of beneficial bacteria when compared to compost produced by traditional composting methods.

Ferti-Comp with its stabilized organic matter content and unusually high and diverse population of beneficial micro-organisms,

will greatly improve the properties of soil physically (structurally, chemically (nutritionally), and biologically). Its use will reduce soil compaction, promote rapid feeder root establishment, provide a vast array of macro and micro nutrients, reduce nutrient losses through improved cation exchange capacity, supply of beneficial soils microbes, greatly improve the soil's ability to absorb and store water, and improve overall plant health.

"The secret is what comes next," exclaims Beigler. Ferti-comp reduces the need for other expensive soil components by adding high quality organic material allows the grower to reduce synthetic fertilizers, watering requirements, and fumigants.

"Our product contains naturally occurring microorganisms to help suppress soil borne populations of some plant diseases. These beneficial microorganisms do not typically eliminate the disease organism, but reduce their population." With all the added benefits and comparison tests at multiple Florida nurseries have shown that synthetic fertilizer usage can be reduced as much and 1/3 in most applications. "Growers don't have many opportunities to increase their prices, so their only way to increase profit is by lower costs. We provide these savings," says Biegler.

"SES uses a variety of soil components including pine bark, perlite, sphagnum peat moss, wood fines, etc., to produce our custom blend. We also provide a pH adjusted Ferti-Comp when needed. SES guarantees the highest quality products and provides a natural, costs effective way of producing optimal soil fertility. Ferti-comp is manufactured at regulated and permitted facilities. The material is samples and



Tom Marks, GSE and Matt Biegler, President, Southeast Soils.

tested as required by the Seal of Testing Program (STA) of the US Composting Council," says Biegler.

LOADERS ARE KEY

"Our four Kawasaki wheel loaders provide the core work in our operations: notes Biegler. I do use three other mixing/ screening systems for custom blending but otherwise, the loaders do all the work.

The company creates compost piles of various feed stocks. After the material is processed, it is either loaded directly on a truck for distribution, or moved into large stock piles for procurement. The materials are delivered to nurseries, landscape contractors, golf courses, and agriculture.

"The Kawasaki loaders are the best loaders for our application" says Biegler. In my

previous position, I was responsible for the purchasing of loaders. Over many years, and more than 40 loader purchases, I have learned that Kawasaki is the most reliable and dependable wheel loader on the market. We typically get 40,000-50,000 hours service from our Kawasaki loaders. I'm hands on for making sure equipment runs with the best petroleum products and clean filters. With our stringent maintenance programs, our Kawasaki loaders don't let us down. When I decided to start my own business, there was no question what brand of wheel loader to buy, Kawasaki. I have been successful with, Kawasaki. Loaders are what they specialize in and they do a great job.

Southeast Soils is serviced by Great Southern Equipment, Orlando, Florida.



The loaders run 10 hours a day turning windrows, feeding screeners, producing soil blends and loading trucks.



Kawasaki loaders are well balanced.

RESULTS SELL

QUILICI CONSTRUCTION IS COUNTED ON FOR TOUGH PROJECTS

Perhaps this story should cut to the chase: Kevin Quilici, a hands-on dirt contractor with more years experience than he wants to share simply likes Kawasaki wheel loaders. And, he likes using his experience to make tough projects come to life without drama.

"As a small company, people ask us all the time, what kind of work do you do? And I tell them, if you pay me, I'll do it. We do concrete work, blacktop, and especially excavating dirt," quips Kevin Quilici, Owner of Quilici Construction, based in Reno, Nevada. "My crews are very good. I work with the best guys I can and I've taught them all that I

know. We're an old Italian family and we teach our guys how to work hard and work smart. Most of my guys have been with me for a while but I work with the youngest guy the same. I teach them all they'll take."

Quilici expects the same from his equipment. He requires it to handle "all that they'll take". "I've had great success with my Kawasaki loader. I bought it new in 1988 and it has been unbelievable. It's an 80ZIV. We've put over 16,000 hours on it. No big expenses. No surprises. And it has worked! The balance has been great. We've got a kid who's almost too confident and he made that machine sing!"

Over the years, the company has replaced a few drivelines and a lot of cutting edges but no major work. "Our Kawasaki 80 has been a very good machine for us. It's still running great!" says Quilici. "Moving to a newer machine was more a decision about how long I was going to keep working than disappointment about the continued productivity of my old loader. That machine was very good for us."

EXPERIENCE COUNTS

"When we started the Earthquake Lab project, our general (General Contractor) was concerned...we brought our Kawasaki loader

and 5 guys to the job. There are a lot of large contractors in Reno, and our general kept asking us, do you have enough equipment to move what we need? And I said, all we need is lots of trucks; our equipment can do just fine. So, we had two machines and 13 trucks running. The loader kept up just fine without any problem.

"We run contrary to some contractors," notes Quilici. "I like seeing what we can do with a minimum number of guys and equipment. The Earthquake lab was fun and also quite demanding. I have a general engineering license so we do go after a variety of commercial projects. We are a union shop,



Verdian Works puts all of Quilici's experience to task with total site prep.

which opens doors as well because we're small, low overhead AND union, which is a plus for us. We bid the same jobs as the big guys do. For the jobs that we bid, we are often the obvious choice... small profile, lower cost and lots of expertise. It works."

THE VERIDIAN WORKS

"Getting this job helped me move on to trading our faithful 80 to a new Kawasaki loader," notes Quilici. "I've had to take a few lessons on the new electronics, but our Kawasaki 80Z7 is quite nice."

The Verdian Works is a major site development site for Quilici Construction that includes huge underground buildings, parking and building construction. "We've been focused on the site prep, underground excavation and parking efforts," says Quilici. "The developer is wonderful. We've done all of the underground, electrical, water, gas and storm drainage. It has been a great experience. He likes and trusts my experience for making things simple."

Quilici traded his trusted Kawasaki 80Z in for a new 80Z7 loader as a token of faith that he'd personally keep with the program for a few more years.

Quilici Construction is serviced by Shafer Equipment Co., Sparks, Nevada.

"After 16,000 plus hours our 80ZIV has been a very good machine for us. It's still running great!" – Kevin Quilici



WOW

In Reno, Nevada, the University of Nevada has an earthquake research center that is one of the largest in the world. Mostly underground, the structure has earth dampening walls nearly 4 feet thick to guard from real earthquakes. Multiple 14' by 14' 50-ton capacity shake tables can replicate any recorded earthquake using software technology and hydraulically operated actuators. The university actually receives prototype structures and then shakes the bejesus out of them, per research direction.

Earthquake research done at this laboratory will provide new knowledge for techniques to design and engineer the nation's bridges, buildings and other structures to be more earthquake resistant.

Quilici Construction, working under the guidance of Clark & Sullivan, a major California-based general contracting firm, was responsible for the site development, which included excavating a 38 foot deep hole for the structure.



Z7 AN E.P.I.C. GENERATION

INDUSTRY EXCLUSIVE INNOVATION

Kawasaki pioneered the Z-Link design to provide unmatched utility, high breakout force and efficiency in its loaders. The Z7 generation implements brand-new patented technology, industry exclusive innovation, and input from owners and operators all over the world. We've engineered the Z7 series from the ground up!

> 15 Models > .78–13.5 cu.yd. > 45 HP–720 HP

■ **EFFICIENT**

■ **POWERFUL**

■ **INTELLIGENT**

■ **COMFORTABLE**

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