

FOCUS

LOADERS ARE JUST PART OF THE MIX



- MAKING FEED IN THE MIDDLE
OF DAIRY USA — WESTERN MILLING
- KAWASAKI-KCM LOADERS KEEPING FEED WASTE
TO A MINIMUM — ROCKY CREEK DAIRY
- IT'S ALL ABOUT 24/7 CONSISTENCY — TEXAS BEEF

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1,779,000 CALIFORNIA DAIRY COWS WITHIN AN EASY DRIVE.

Western Milling, begun by Otto Henry Kruse over 80 years ago, has been whetting the palates of more dairy cows than almost any other source in Central California. Of course, there are more dairy cows in their backyard than any other place in North America or perhaps the world!

The company serves over 700 dairies with three feed mills shipping over 1700 different custom rations. “Our secret is that we’re constantly making rations 24 hours a day and auguring the custom formulas to bins that separate each customer’s ration. Then, on the same 24-hour basis, with multiple peaks and valleys of activity, a fleet of Kawasaki-KCM wheel loaders run nearly non-stop, loading bulk trucks for deliveries direct to the dairy. If we’re not loading bulk rations, we’re

loading minerals, supplements or other bulk ingredients for the dairy to make their own ration” says Keven Kruse, CEO.

The company runs a fleet of day cab tractors with both walking floor trailers, for faster discharge of the feed at the dairy and compartmentalized tanker trailers. Contract carriers are also used for both longer runs and peak demand periods.

““We run 24 hours a day,” notes Kruse. “This is a dusty application, so we put extra stress

on the loader’s air filtration and some of the material is light enough, the grain itself get’s sucked into the radiator. We’ve always worked to keep the radiator clean through manual maintenance, and the filters cleaned and replaced often. But, the reversing fan on the newest Z7 loaders is very nice.”

The fact that most of the loaders are in operation nearly 24 hours a day speaks well to the Kawasaki-KCM loader characteristics and the company’s maintenance efforts.



The main mill at Goshen receives an average of 1000 rail cars a month and keeps 16 operators busy with their 'round the clock operation.



Western Milling is the leader in pelleted poultry rations. A fleet of Kawasaki-KCM loaders keeps the feed coming to a variety of animals such as cows, zoo animals and dogs.



The feedmills operate 24 hours a day and rely on their loaders to operate long hours.

"We schedule regular maintenance and repairs, to the best we can on Sundays, explains Kruse. "Our Kawasaki dealer, CenCal Machinery, has been a very reliable supplier. They're always here if we need them. We count on them to do almost all of the maintenance on a contract basis. Our rep makes a courtesy call every week and their technicians are at the mills every weekend."

HIGH BUCKET CLEARANCE A MUST

The name of the game is loading trucks as quickly and efficiently as possible at the Western Milling feed mills.

That's accomplished three ways:

- 1. All loaders are almost totally Kawasaki-KCM 80 or 85 Series partly because of the brand's smooth raiselower while traveling hydraulic capabilities.***
- 2. All loaders are equipped with Tink high capacity, 8.5 cu. yd. buckets and their high dump height capability with their unique rollout design.***
- 3. The operators feel comfortable operating the pressurized Kawasaki-KCM loader and perform quite well hour after hour.***

KAWASAKI-KCM IS A GOOD VALUE

With 24-hour operations, the loaders easily rack up the hours. "We typically go to around 32,000 hours before trade out," adds Carlos Alvarez, Mill Manager. "And that's around 4 and a half years. The application is extreme because of

the long hours of daily action, the full bulk buckets and especially the dust. As we've bought different grain facilities and other operations, we've inherited a variety of other brand loaders, but we have standardized on the Kawasaki loader because of its dependability, smooth, agile hydraulics and durability."

As an example, their first Tier 4 model, the 85Z7 now has over 19,000 hours. "The manufacturer's guidelines suggest changing the DPF around 4-5,000 hours, says Alvarez. "But, we've never had to pull it for cleaning. We monitor it through the electronics and she burns clean! I think the key is that you need to keep 'em hot. You need to keep them moving all the time — and we sure do!"

DAIRY FEED JUST A PART OF THE MIX

Although Western Milling is deeply entrenched in the California and Arizona Dairy business, the company is also a leader in pelleted poultry rations as well as equine rations. These are sold both bulk and bagged and the company services a substantial number of local feed stores through the same states with a wide variety of bagged animal feeds and supplements sold under their own brand.

The company is also California's largest single merchant and handler of red and white wheats. With 10 different county elevator sites, the company has more post harvest storage capacity than any other company in the state. This capacity makes the company the leader in California wheat sales to the human consumption flour mill sector.

Western Milling Company is serviced by CenCal Machinery, Inc. of Fresno and Bakersfield, California.



The Kawasaki-KCM 85ZV-2 with Tink Rollout Bucket can carry 8.5 cu. yd. of material and dump into a 13'6" high trailer from the side.



MAXIMIZED DAIRY PRODUCTION

BY COST CONTAINMENT

Rocky Creek Dairy feeds at least 2,750 cows a day to produce a milking herd that averages 96 lbs. of milk a day, peaking to 130 lbs. after three milkings a day. That's a lot of grain and silage loaded by two Kawasaki-KCM 70 Series loaders.

"I was only 5 when our family moved to what was a worn out dairy in 1992," says Paul Shelton, son of Ben and Mimi Shelton, developers of the now, quite large Rocky Creek Dairy. "And we milked about 250 Holstein cows a day. As an ever-improving Veterinarian, my dad is intrigued with how ever-improving nutrition and herd management can produce an ever-better dairy operation."

"Now, we're at 1,250 cows a day and we're farming around 2,000 acres so that we're able to provide all of our forage and much of our small grain feed," Shelton continues. "Our main source of feed is corn silage. That makes up 50% of our ration. So, we have 700 acres of early corn and 500 acres of later corn. If we have good yields, several hundred acres of the corn will be left for shelling for ground corn, but most is put into silage pits."

The dairy has an older 70 Kawasaki-KCM loader and a one-year-old 70Z7 both with quick coupler and high lift boom. The older is equipped with a 4.5 cu. yd. bucket and a custom scraper they use for chopping off

The dairy burns through \$2 million a year in feed to maintain 1,250 high production cows milking 365 days a year.

sections of silage. The newer has onboard scales, ride control, quick coupler, high lift boom arms and a 6.0 cu. yd. bucket plus another custom scraper.

IT TAKES A LOT MORE

To have an average milking herd of 1,250, there is a cycle of milk production started with a cow having a calf once a year. After weaning, as the cow's lactation continues, she moves into the milking herd, where she stays until she becomes pregnant. At a

point in her pregnancy that it is appropriate for her to simply prepare for calving, she's put 'on vacation.'

Most milk cows are good for five or six years of this cycle and then culled from the milk herd.

The resulting weaned calves are mostly nurtured and kept as replacement heifers to go through the same cycles as their mothers. Excess calves are sold.

No cow in the universe gets as much attention and care as a dairy cow. All rations are carefully monitored and adjusted to maintain appropriate levels of nutrition, minerals and vitamins. Operation cleanliness is carefully tested.

"The North Carolina regulations state that each tanker trailer be tested for cleanliness of the raw milk it contains. The state limit is a 750,000 somatic cell count. Our co-op has a target of 250,000 and we have goal of maintaining our record of 100,000 or below," notes Shelton. "That may not mean a lot to some, but we're pretty proud of that."

But to maintain their average of 1,250 prime milking cows, 11 herd groups are managed. "I like to think that we manage growing, maturing animals, almost like kids, moving from youngsters through various cycles of life," says Shelton. "There is one wave after another that we must carefully nurture and manage."

And manage they must. The multiple waves must click off like clockwork. "Our repro man is one of the best!" exults Shelton. "All of our cows are artificially inseminated on exact schedules."

FEEDING STARTS AT 4:30 AM

"We start by having made a pre-mix all day, every day, that is based on multiple grains and supplements loaded into our feed trucks by our Kawasaki's that have the ability to mix the ration. We then dump out the ration in our commodity barn so that we can start each day with a pre-made load and then always stay ahead of the trucks for the rest of the day," says Shelton.



Silage is 50% of the ration and all is moved with two 70 Series loaders.



Thad Gaither, Field Manager, Paul Shelton, Feeding Manager.



The 70Z7 loader is a perfect choice in high dust environments because the Cummins EGR System, with its exclusive compact catalyst, provides a simple flow-through method of removing particulate matter. It does not regen and does not require a DPF.

The 70Z7 is used almost exclusively to make the feed. "As we load the same feed trucks for actual feedings, we add a significant amount of silage which is mixed immediately and then discharged within the confinement buildings.

"We bought our first Kawasaki-KCM 70 a few years ago as a trial," notes Shelton. "It was our first effort to move from more standard Ag loaders to an articulated, bigger loader."

And right away, they saw it could improve their efficiency. First, they were able break away and load silage faster and better. Their old loader didn't have the power and weight to cleanly break off chunks without ripping and damaging the self-sealed silage. The heft of their first Kawasaki-KCM 70 allowed a heavy scraper attachment, which allowed the operator to chop off chunks from the top down. And, the quick connect then allowed a fast switch to their bucket for loading into a waiting dump truck.

Second, the heft and bucket capacity of the loader provided faster speeds as they retrieved ingredients for their feed making.

"We're preparing feed nearly all day," notes Shelton. Before we went to the Kawasaki-KCM loader, we had open cabs. Happily,



Accurate measurement and minimal spillage are of utmost importance by feathering the bucket with a very careful hand keeps the dairy from wasting feed.

with the pressurized cabs, our problems from allergies and colds have dramatically dropped. And, the Kawasaki-KCM loaders are clearly made for constant use. We're operating our newest loader 10-12 hours a day, seven days a week.

WE LIKE THE HYDRAULICS

"There will be \$2 million in feed that goes through the bucket of our 70Z7 every year," says Shelton. "If you put too much grain into a load, that's calories that the cows don't need. It's wasted. And, any feed

spilled on the way to the feed truck is costing you money."

The dairy business is all about containing costs and maximizing production because it's a low margin business.

"I will say that one thing that's very nice about the Kawasaki-KCM loader is the hydraulics. We have a weight scale in the cab and ration formulas taped to the side window. You know, so many pounds of this, so many pounds of that. And the loader allows you to neatly feather the bucket while the engine is at idle so that you can be pretty precise in getting just the right amount of ingredient poured in."

The dairy has found the available ride control option of great value.

"The Kawasaki-KCM ride suspension has definitely lowered our spillage. Our nutrition consultants have really bragged about our low shrink; that we don't spill much," notes Shelton.

The company is running their primary 70Z7 around 2,000 hours a year with great results.

Rocky Creek Dairy is serviced by May Equipment, Lexington, North Carolina.



The customized shaver attachment keeps the silage pit sealed.



200,000 beef cattle a year through two feed lots owned by Texas Beef.

TEXAS BEEF

AN AMAZING GLIMPSE INTO 'REAL' TEXAS RANCHING

This is a story that mirrors the development of America's western cowboy heritage. Imagine a Texas ranch built by Major George W. Littlefield — a primary architect of the trail drives to Dodge City, Kansas, that ultimately grows to a thousand square miles, is sold to a British syndicate for \$253,000 in 1881; reduced in size and sold back to a neighboring rancher in 1913 — then stays in the same family through the 1980's, but diminished to only, just 60,000

acres; bought by another, 4 generation West Texas family...and today is a totally integrated operation that still raises cattle on lush, Texas pastures, feeds 200,000 cattle a year in two feedlots and sells premium Texas steaks with the Littlefield Ranch brand. Well, whew! that's Texas Beef!!

And a small fleet of Kawasaki-KCM 70Z7 loaders have the privilege of mixing and distributing their feed, and keeping their sites in top shape..

A QUALITY PRODUCT

From the thousands of calves born on the ranch, carefully bred for a superior beef product, to the high protein native grasses, humane treatment of the animals and rigid quality controls of the operation, Texas Beef is committed to delivering the finest and most consistent beef products on the marketplace. Says their website, 'We know a stress free animal, properly raised, grazed and fed, will translate into a wonderful eating experience.'



Texas Beef uses two dedicated 70Z7 loaders to charge the mixers.

Of course, to keep their feedlots at capacity, the company also buys thousands of beef cattle from nearby, like-minded ranchers.

IT'S ALL ABOUT 24/7 CONSISTENCY

In the feedlot business, the keys to success are maintaining a regular schedule of feeding a gradually changing ration of increased grains, with good taste and consistency, to the cattle every day, seven days a week, having plenty of clean, fresh water and having decently clean pens. The goal is to take grass-fed one year olds weighing around 750 lbs. and efficiently getting

them to around 1,200 lbs., with the desired carcass quality and composition, during the last 100 days or so of their lives before slaughter.

"It's all about healthy beef cattle gaining great weights without too much fat, and at a profitable cost," summarizes Jeremy



The family owning Texas Beef has been producing beef for over 100 years in the Texas Panhandle.

Holmes, Amarillo Machinery's salesman assigned to the Texas Beef companies. "Ration elements are carefully selected for best gain at least cost and all ingredients are carefully weighed as they're blended in a stationary mixer, and then the blended ration is carefully weighed as the feed truck augers it out for each pen. Twice a day, multiple rations are made to fill multiple feed truck runs."

THE RIGHT MACHINE

"We looked for a stable machine where the loader operator mixing the rations can feel comfortable with the joystick operation and the loader is not bouncing him around as he's carefully pushing each ingredient into the mixer according to the scale that he's watching in the cab," notes Matt McLennan, Feed Yard Manager at the Palo Duro yard. His yard uses a Kawasaki-KCM 70Z7 loader with ride control, radial tires for increased stability, and a 6.5 Cu. Yd. Dymax push out bucket. This bucket is made specifically for hydraulically pushing out light weight products faster and more precisely than the roll of a standard bucket. The second yard uses a similar 70Z7.

"We want to hold people accountable for exact amounts, or as close to exact as possible," says McLennan.

"The loader that best fits us," continues McLennan, "is one that delivers longevity and ease of operation. I want it made stout to hold up and backed by a good dealer.

The 70Z7 provides pressurized comfort and an especially solid ride for accurate feed measurement.



The Dymax hydraulic push out bucket is designed specifically for feedlots, dairies and biomass applications.

We want to maintain the equipment, but that said, we're excited about the satellite link that our dealer has for checking our equipment. I like that. It's a plus."

Adds Holmes, "We had one incident that's a perfect example of how the remote monitoring helps. Their feed operator called us from his cab panicked that his dash

instruments had quit and that he didn't know what else to do but shut down. We were able to remotely check all of the machine functions and report that all was well, keep running and that we'd have a technician on the way immediately. Turns out a wiring harness connection had come loose."

"On the ease of operation, we have a number of long-term people, but I also have a lot of people who are short hires. We need to have a loader that a guy is comfortable operating after a day of training. They may not be mixing feed, but we want a beginner to be able to load hay or scrape pens for manure without damaging anything."

Of interest to McLennan in his buying decision was the no DPF and pretty automatic regen. "I was impressed that the regen looked automatic and it has been. And, it seemed like the Kawasaki provided a more-simple, safe and less maintenance oriented approach," he said.

Texas Beef is serviced by Amarillo Machinery, Inc., Amarillo, Texas.





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!

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