

# FOCUS

2015 FOURTH ISSUE

## KAWASAKI-KCM ROCK SOLID PERFORMER



# KCM

- RAISING THE BAR WITH PIPE HANDLING PACKAGE
- INTRODUCING THE FIRST IN A SERIES OF KAWASAKI-KCM TIER 4 FINAL LOADERS - THE 90Z7
- LONG LIFE, GREAT REACH WITH THE NEWEST KAWASAKI-KCM 115Z7 — THOMPSON CONTRACTING
- A FEW GOOD PEOPLE — RED RIVER SAND, LLC





**Welcome!**  
to the KCM Corporation Merchandise Store

**Get All Your Kawasaki Merchandise Today.**

Visit [KCMASStorefront.com](http://KCMASStorefront.com)



# KCM

## A HERITAGE OF INNOVATION

KCMA 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-KCM articulated wheel loaders incorporate innovative design features coupled with extensive knowledge and experience gained from real-world applications. Since 1978 KCMA has been listening to, and learning from, customers and dealers in the North American market. As a result, Kawasaki-KCM 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

KCMA 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-KCM wheel loader can be equipped to tackle the most demanding applications or environments.

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



**952Z XTREME**

### 952Z XTreme

- 7.3 - 9.8 cu. yd. Bucket
- Short Boom Arm Configuration
- Front Chassis Enhanced and Reinforced
- Bucket Cylinder Increase
- Bucket Linkage Enhanced
- Increased Breakout Force by over 26%!
- Increased Tipping Load by over 10%!



**1152Z XTREME**

### The 1152Z XTreme is ideal for two-pass load out operations, Coil Handling, Block Handling, Logging

- 8.3 - 9.15 cu. yd. Bucket
- Short Boom Arm Configuration
- Front Chassis Enhanced and Reinforced
- Bucket Cylinder Increase
- Bucket Linkage Enhanced
- Increased Breakout Force by over 6%!
- Increased Tipping Load by over 15%!

[www.KCMCORP.com](http://www.KCMCORP.com)

**Kawasaki**  
KCM

Sam Shelton, Editor  
(770) 499-7000 • [SShelton@kcmcorp.com](mailto:SShelton@kcmcorp.com)

# RAISING THE BAR



KCMA developed the Pipe Handling Package for this severe application to include special guarding, safety systems, and a cab air filtration system. All systems for this demanding application were developed primarily to provide balance, increased lift capacity, visibility and operator safety and comfort in this dusty, demanding environment.

## WE KNOW YOUR INDUSTRY

KCMA has been successfully supplying world class wheel loaders to the pipe handling industry for generations. We know and understand the demands of this tough application.

## WE KNOW WHEEL LOADERS

With single-line focus, KCMA continues to concentrate on one thing — **WHEEL LOADERS**. Our strength lies in the fact that we provide world-class engineering, manufacturing, and support for the finest wheel loaders in the market today.

## MORE THAN JUST A TIER 4 ENGINE UPDATE

We could have just implemented a Tier 4 engine update — we didn't. The Z7 generation is engineered from the ground up, implementing brand new patented technology, industry-exclusive innovation and input from owners and operators in the most demanding environments and applications — the pipe handling industry!

### Z7 GENERATION STANDARD FEATURES

- Reversible Fan (1)
- AutoBrake
- Traction Control
- 12V Outlet (2)
- Rearview Camera (3)
- AM/FM/AUX (2)
- All Metal Fabrication Engine Compartment (4)
- Steel Fenders (5)
- Hydraulic over Hydraulic Controls

### PIPE HANDLING FEATURES & OPTIONS

#### Cab

- Joystick Steering (6)
- Ride Control

#### Hydraulics

- Choice of single or dual lever controls
- Third spool hydraulics

#### Protection/Guarding

- Cab Prefilter
- Cooling System
- Wide Fin Radiator
- Area Screen Guard
- Engine Pre-Cleaner
- Under-Cab Shield

#### Structural Accessories

- Pipe Forks (7)





# THE NEW 90Z7

**INTRODUCING THE FIRST  
KAWASAKI-KCM TIER 4 FINAL  
WHEEL LOADER, THE 90Z7**



**T**he Z7 Series of Kawasaki-KCM loaders, introduced at the last ConExpo 2014, is designed from the ground up with a totally new-to-loaders hydraulic system, an intuitive, computer-controlled operating system that adjusts the powertrain and hydraulics for best application requirements and the most simple, sure-fire emission system in the industry.

The new 90Z7 Tier 4 loader provides compliance with EPA-mandated emissions with a world of major improvements for better operation and drastically improved fuel efficiency.

## FUEL EFFICIENT

The new, Tier 4 Final 90Z7 is among the most fuel efficient loaders on the market, based on the latest technologies.

First, the Z7 Series uses Open-Center, Load-Sensing Hydraulic Controls, well proven in hydraulic excavators. A sophisticated

network of sensors feeding the KCM Intellitech system provides immediate feedback for priority shifting of hydraulic power to the demand. This reduces engine stress while getting more overall productivity.

Second, the Z7 has controlled acceleration to achieve excellent cycling without unnecessary fuel consumption. This is achieved through sophisticated logic in the controller for precise fuel delivery.

Third, transmission shift points are flexible to match work conditions, which allows for the proper speed/rimpull balance to meet job conditions.

Fourth, the Cummins QSL9 diesel engine. All of the performance upgrades made for the Tier 4 Interim have been incorporated into the Tier 4 Final engines with maximized torque reaching 1200 ft/lbs. and even better fuel economy while achieving near -zero emissions. This comes from their proprietary emissions aftertreatment systems.

## SIMPLE EMISSIONS

The 90Z7 has one of the simplest emission systems in the industry. By eliminating the DPF, there is no need for DPF regeneration. Using only SCR keeps the emission system simple but effective. All Tier 4 Final engines require DEF to reduce NOx.

## SMOOTH, RESPONSIVE EXECUTION

The same, advanced technology that helps the 90Z7 gain fuel economy while meeting near-zero emissions also helps your operator achieve the most that they can. The system can take operating information and modify powertrain and hydraulic systems for optimum power and efficiency. KCM calls it IntelliDig—as the rimpull force and breakout forces are balanced to provide optimal digging performance automatically.

Transmission shift points that minimize engine load for maximum fuel economy also work to automatically provide, smooth, and fast speed adjustments.

## AMAZING VISIBILITY

One of the most impressive attributes of the Z7 Cab is that the operator can REALLY see! They can easily see their bucket position; their working area and wheels. Standard rear camera monitors neatly positioned for quick glances provide increased confidence for faster backing and maneuvering, are supplemented by the improved rearview mirrors.



*A comfortable operator is a productive operator. In the Z7s the operator comfort is outstanding. Quiet, convenient, clean and designed for optimum operator comfort, safety, and productivity.*

## CAB COMFORT? OF COURSE!

Steering is done by either the conventional steering wheel or with easily feathered Joysticks—thanks to the same, pilot assisted hydraulic system that helps improve other operator functions.

The cab is tight for superior pressurization, which keeps dust out and makes breathing easier. Engine and hydraulic noise is minimized for increased comfort and for the operator to better monitor external noises.

The air suspension seat provides outstanding comfort and adjustability. Access ladders are inclined for easier climbing. AC controls and vents can adjust to suit any situation from Arizona heat to Alberta cold.



*Routine maintenance and servicing is efficient from start to finish. From the Global e-Service Telematics system monitoring your maintenance needs, to the easy access, ground level site gauges and fittings, the Z7 loaders are designed to simplify your maintenance management.*

## EXTENDED SERVICE INTERVALS

### THE Z7 SERIES FEATURES THREE SIGNIFICANT WAYS TO EXTEND SERVICE INTERVALS:

1. **KCM Super EX46 Hydraulic Fluid** is specially formulated without Zinc to be used longer between changes.
2. **CJ4 Engine Oil**, which is low ash, allows for engine oil intervals to extend from 250 hours to 500 hours.
3. **KCM provided HN™ bushings** found throughout the entire front end are impregnated with oil which provides added lubrication and extended lubrication intervals.

## GLOBAL E-SERVICE

Each new 90Z7 comes with equipment installed to monitor all machine systems and collects operating data and alerts, which it transmits to equipment managers, dealers and factory staff at KCMA. This system allows for more efficient management of fleets, routine maintenance and operating costs.

### CHART SUMMARY:

- 90Z7 Tier 4 Final Certified
- Bucket Capacity: 5.5 Yd<sup>3</sup> (4.2 M<sup>3</sup>)
- Engine Net Horse Power: 275 HP (205Kw)
- Operating Weight: 53,310 Lbs (24,180 Kg)
- Overall Length: 29'7 3/4" (9025 mm)
- Overall Width: 9'7-3/8" (2930 mm)
- Height to Cab Top: 11'7" (3530 mm)



# LONG LIFE, GREAT REACH WITH THE NEWEST KCM 11527







**G**oing from their older Kawasaki 115 to their new 115Z7, Thompson Contracting has nearly cut their fuel consumption in half while easily loading 65/70-ton haul trucks.

“We’re a big fan of Kawasaki-KCM wheel loaders, ever since changing brands in 1997,” says Danny Seay, Operations Manager. “This newest 115Z7 is our fourth and it may be our best. But I’ve got to say, the dependability of all of them has been very good.”

The older 115 did a very good job of reaching into the bed of both our Terex and Hitachi trucks and with over 40,000 hours on it, we’ve still got it around for special projects. And even though it uses a minimum of 12 gallons an hour, it seemed to be the industry norm. But now, with the same, experienced operator in the new 115, we’re getting 6 gallons an hour working the stockpiles and at worst, when he’s working the face and loading as fast as he can, he’s around 9. And that is a big improvement!”

The company typically uses their 115 loader to remove overburden and then work the stockpiles of crushed and screened rock. A Hitachi EX1200 shovel is used to work the face, loading the trucks with shot rock. The 115 then loads the same fleet of trucks to haul the stockpiled material to a nearby asphalt plant by private road. Their two Kawasaki-KCM 90 loaders work the stockpiles of 10 different products and load contractor dump trucks.

## IT’S A HORSE!

When this story was developed, the Hitachi shovel was down for an engine replacement and the new 115Z7 was working the face and loading some pretty big rock.

**“I really think the new 115Z7 is much stronger than our older model. It’s a horse!”**



*“Our newest loader is our fourth and it may be the best. I’m quite impressed with the new design.” Danny Seay, Operations Manager*





*The new 115Z7 model easily loads 70-ton haul trucks and has fast cycle times.*



*The company uses their 90-sized loaders of different generations to tend their yard and load highway trucks.*

"The hydraulics work differently and there is more tractive force. The breakout is better. The raise speed is faster. Working the face with our shot granite gives you a real idea of what a machine can do," says Seay. "And another thing I like is the way the Kawasaki-KCM 115 is more compact. All the others with the same capacity are a lot longer. This is a much easier machine to work on benches. It's just, overall, a very good machine."

The new cab design with its improved visibility has worked well for the company.

"The operator we have on the 115 is very good, I'll give him that. But, because of the visibility of the new design, and especially his expertise, he's able to load even pickups with that machine by carefully working just the right amount into the bed of the truck. He can load anything from a pickup to the biggest truck we have!" enthuses Seay.

## DEPENDABILITY A STANDARD

Since the early 1940's, Thompson Contracting has dependably been paving streets and highways throughout the region. The quarry where the loaders work was opened in 1965 and the company's offices and shop sit in front on the highway, in the country, near a suburb of Charlotte, North Carolina.

Thompson Contracting is 100% about dependability. From providing a dependable product, to the people and equipment that produce that product.

**Thompson Contracting is serviced by May Equipment, Lexington, North Carolina.**





# RED RIVER SAND: A FEW GOOD PEOPLE WITH GREAT EQUIPMENT

**“W**e’re about 70 miles north of the Dallas, Texas Metroplex and about 130 miles southeast of Oklahoma City,” notes Richard Munson, President of Red River Sand, LLC. “And we’re right on the Red River, with 900 acres of low cost land, just below the Lake Texhoma Dam.

The Red River is the defining line between Texas and Oklahoma and Lake Texhoma was created in 1946 with a major, U.S. Corp. of Engineers effort to manage the river.

“We’ve learned that a few good people can move a tremendous amount of material—so we have a small crew and we keep a small fleet of equipment that we count on to dependably and productively work,” notes Munson.

## WE SELL BY THE YARD

“My great, great grandfather obtained this land in 1875 while surveying land for the Katy Railroad as they moved into the Southwest after the Civil War,” notes Munson.

“And thanks to this amazing ancestor, the Munson family has multiple real estate properties around Texas today and we work as a family holding company. The Red River Sand, LLC effort has been an excellent way for us to create cash from otherwise worthless land,” says Munson. “And, we’ve plowed the money into a variety of commercial and charitable efforts.”

“We started mining in 1984 with a contractor, not really knowing much about what we were doing,” says Munson.



"A few years later, by 1987, it was clear that if we wanted it to be a first class operation, we should manage it ourselves. Luckily, we were able to hire a father and son who were interested in carefully extracting the top soil, the underlying clay and the 50-60 feet of river sand in a way that the EPA and Texas commissions felt positive about our efforts."

The company is using two Kobelco excavators and two Kawasaki-KCM wheel loaders to make the operation work. The wheel loaders work at peeling away the top soil and first clay layers and putting them in piles for screening or sorting. Then, the excavators work at and below the water table to extract wet sand or clay for the wheel loaders to either load directly into trucks or into screens for grading—depending on the need.

## BASEBALL CLAY A HIT

"We were completely surprised and pleased that analysis showed that our clay was perfect for baseball diamonds," noted Munson. "And we built on that with a little marketing. We've segregated the best clay and then offered it to contractors who come to inspect. As a result, we've sold our

'ball clay' to municipalities and other organizations from South of Dallas to North of Oklahoma City."

## WE LIKE KAWASAKI-KCM LOADERS

It's simple. They started with random used Yellow equipment for a few years.

"Scott Bane, of Bane Machinery in Dallas came to us and offered a demonstration of what was then, a new Kawasaki 90 loader, in 1994. Compared to what we had been using, it was great! So, we bought it."

*The company has never changed brands since.*

"We're now 100 plus shareholders, all family, says Munson. "And on the equipment, some ask, 'are you getting competitive quotes?' 'Are you checking out other equipment?' And I answer that, yes, I look around, but I am eager to be loyal to those companies who provide good products, backed by good dealers who take care of us.... Just





like I am eager to be loyal to the contractors and trucking companies who buy our product.”

“We just traded our 2007 Kawasaki 90 for the 2015 model. The older model had 11,000 hours on it and we just thought it was time to move on to a newer model. We also bought a Kobelco 485 excavator at the same time, and both have the Interim Tier 4 Hino engine,” notes Munson. “I thought it was the smart thing to do so that my main machines were current and should be trouble-free. I was also interested in the presentation that both machines were set to use less fuel.”

And Mr. Munson was right. Both excavator and Kawasaki-KCM loader, with T4i Hino engines have proven to use about 25% less fuel.

“We’re finding they are more fuel source sensitive, but they certainly do more work with less fuel. And, they tell me that the hydraulics are more powerful,” notes Munson.

## EASIER ACCESS

“I must say the newest 90 is much more accessible for maintenance. Our biggest concern here is heat in the

summer,” notes Munson. “The sand temperature can reach 115 which puts a real concern on lubrication. We use high Temp grease, but it is very nice to have a machine that makes it easy to lube—and the new 90Z7 makes it very easy to access all lube points.”

Red River Sand has now made use of three Kawasaki 90 loaders, including their newest, the 90Z7, which they found as a good improvement to their prior machines. Their first loader they’ve continued to keep for back-up and to pull a water wagon for dust control.

## EXCELLENT DURABILITY

“It is our goal to have equipment that rarely needs a service call,” quips Munson. “And the Kawasaki-KCM loaders have lived up to that goal. We are very pleased with their performance.”

**Red River Sand, LLC is served by Bane Machinery, Inc., Dallas, Texas.**







# ONE FOCUS, COMPLETE SOLUTIONS

## INDUSTRY EXCLUSIVE INNOVATION

The commitment of KCMA Corporation to the North American market is significant. With manufacturing facilities in the US and Japan, KCM has the experience and technology to design, engineer, manufacture, and service your Kawasaki-KCM wheel loader. The KCMA team is focused on wheel loaders! Flexibility, responsiveness and ease of doing business are foundations of that commitment.

- *Engineered Specialty Applications Packages*
- *Flexible Warranty Programs*
- *Fully equipped, in-house Rebuild Center*
- *Solid Partnerships with Knowledgeable, Experienced, Independent Dealers*

Comprehensive solutions, quality products that are up to the task, as well as up to your expectations, a track record of raising the bar without exception –its' the KCMA difference on which you can depend!

