

2016 FIRST ISSUE

# FOCUS

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## REPURPOSING, TODAY'S RECYCLING



**KCM**

- TIRES GALORE! AND MOVED WITH THE GRACE OF AN 80Z7 — COLT SCRAP TIRE CENTERS
- CHIPS & CHICKS: A GOOD MATCH — ETW ENTERPRISES
- TRASH TO TREASURE — EMPIRE STATE





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- Bucket Linkage Enhanced
- Increased Breakout Force by over 26%!
- Increased Tipping Load by over 10%!



### The 11527 XTreme is ideal for two-pass load out operations, Coil Handling, Block Handling, Logging

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*The Kawasaki-KCM 80Z7 stages tires for processing.*

# TIRES GALORE!

## AND MOVED WITH THE GRACE OF AN 80Z7

If there are cars, there are scrap tires...and for the most part, until recently, they decorated vacant lots, creek beds, land fills and junkyards. But in 1995, Louisiana became one of the first states in the U.S. to pass legislation to kick-start a program of recycling all tires—from automobiles to construction equipment tires, and all tires in between.

“Our family started in the recycling business over 30 years ago, primarily with hazardous waste,” says Kip Vincent, owner of Colt Scrap Tire Centers, headquartered in Scott, Louisiana. “We had been shredding tires on a contract basis with portable shredders in six different states since 1984, but when Louisiana passed their landmark legislation in 1995, I decided it was time to establish a shredding business that served the entire state. Colt was formed in 1995 and we’ve been working to build and expand it ever since. We started with two people, my brother and me, and we now have 76 employees.”

### A GROWING DEMAND

“The state program basically provides the incentive for me to gather the tires at no charge to the tire dealer. This cost is covered in the recycling charge the consumer pays at the time of their tire purchase” notes Vincent.

“The fee goes into a state fund. After we pick up the tire, we process it for either resale as a used tire or shred it. Once it is shredded, we have a choice. We can sell it immediately as a civil engineered product for construction use, which pays 7.5 cents a pound, after delivery. That’s called a Tire Derived Aggregate (TDA). “Or, we can re-shred it to a much smaller size, which is used as an alternative fuel. That’s our second product and it’s called a Tire Derived Fuel (TDF),” says Vincent.

“With the TDA, we see that as pretty much a negative market commodity for which we see no income after all trucking and handling expenses. With the TDF, we do see a profit.



We sell an amazing quantity of the material. It is usually mixed with Natural Gas in varying ratios, depending on the Natural Gas price at the time. Tires actually burn cleaner than coal and nearly as clean as gas. The primary market for TDF is in cement plant kilns, electric energy plants and paper mills.”

About 65% of all tires shredded in the U.S. go to the production of TDF. There are two other value added products as well; Shredded tires, used for colored landscape mulch, or playgrounds and horse arenas. Or, finely ground ‘crumb’ material that is used as the filler cushion in artificial turfs at competitive sports fields, molded products and in rubber asphalt. This is simply the crumb going into liquid asphalt for road construction.

## AN INTERESTING PROCESS

“We start by collecting used tires from tire dealers and other sources through the state. We’re the largest processor of tires in Louisiana and we handle about 50% of all tires. We provide roll-off containers for our largest customer, which we pick up with our specialized roll-off trucks, and then we hand load other trucks that we keep on the road picking up from smaller customers,” says Vincent.

The tires are brought to the Scott facility and dumped on a concrete pad for sorting. Fairly good tires are pulled for

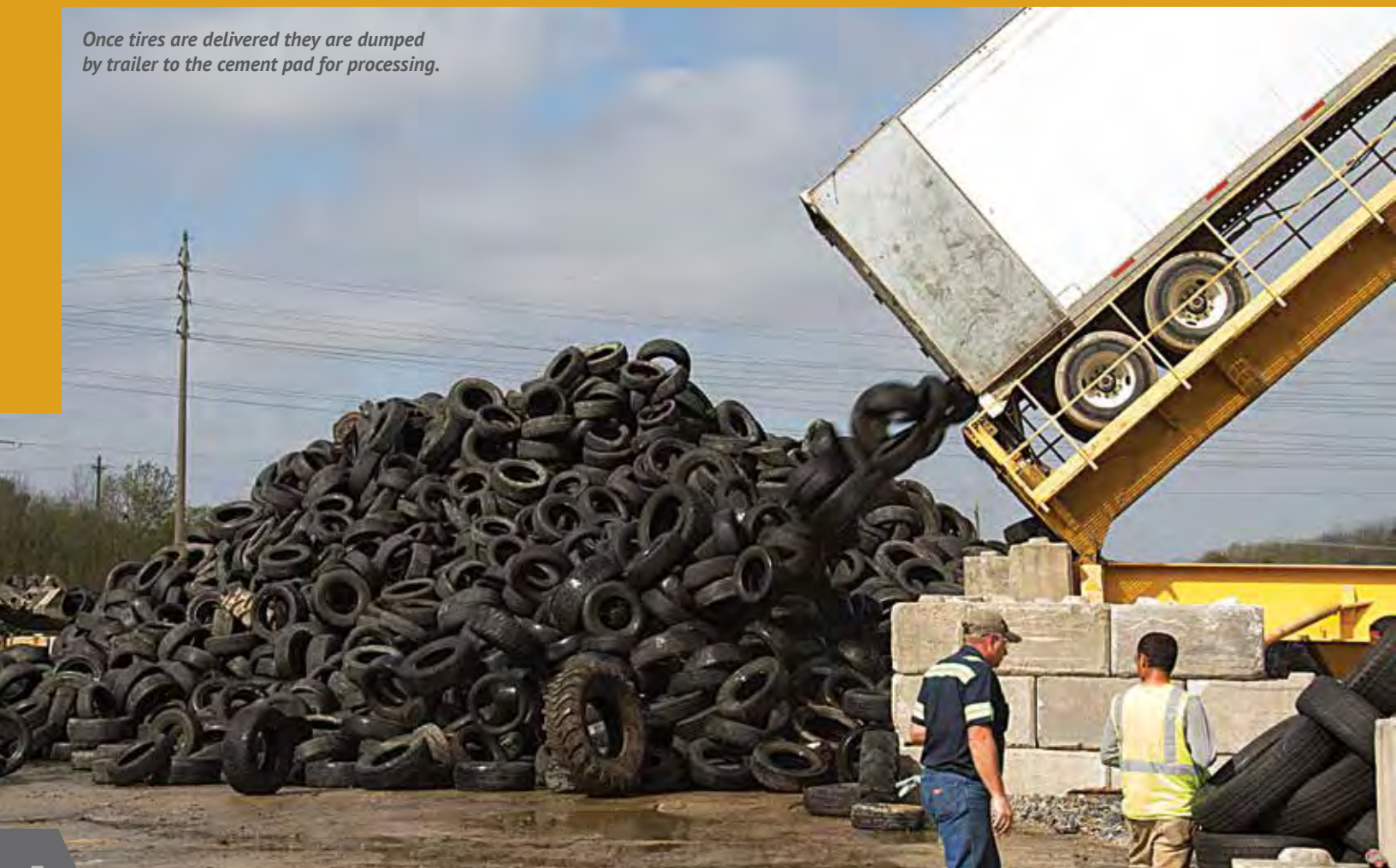


*Bobby Kennerson, Account Manager CLM Equipment, Kyle Vincent, Vice Pres. of Operations, Colt Scrap Tires Centers, Kip Vincent, Pres., Colt Scrap Tire Centers, Floyd Degueyter, Pres./CEO, CLM Equipment, and Dana Degueyter Reynolds, Director of Marketing and Communications, CLM Equipment*

possible resale as used with the rest going into a group of three Barclay Shredders. The first pass cuts the tire to 4.9 inch strips, the second pass to a 3.6 inch piece and the third pass cuts to a finished 2.0 inch piece. These shredders are fed with skid steers equipped with grapples. These pieces can be sold as TDA product.

The second shredding effort produces the TDF product and is a more involved process. “We use one of our Kawasaki-KCM 80

*Once tires are delivered they are dumped by trailer to the cement pad for processing.*







loaders to move the Barclay material to our Granutech Saturn System, which pulls out the steel bead wire and the chunks of rubber that have high concentrations of wire. The product then goes through inch and 1¾ screens. We then have a #1 TDF product that has very little wire left and a #2 TDF wire that has some wire exposed, which are called spiders. The cement plants like the #2 product while the other customers like the #1 product,” says Vincent.

## NO SPECIAL OPTIONS REQUIRED

“We love Cummins engines and have them in every truck and piece of equipment we can,” exclaims Vincent. “It is just an excellent product. Second though, **I’m quite impressed with the Kawasaki-KCM hydraulics and overall dependability. It is a first class machine.** Tires are tough and they can tear up a lot of things. The Kawasaki-KCM loaders are working well for us. In the shredding business, there are multiple cases where you buy a machine based on what it’s supposed to do and then you spend money to customize it so that it works for your application. With the Kawasaki-KCM loaders, there was none of that. We bought it and it worked.

“Our first Kawasaki 80 loader now has over 12,000 hours on it and we’re using it every day. We’re looking to expand with a second plant in north Louisiana and we’ll put it there with the expectation of using it for years to come, says Vincent. “Our new model 80Z7 is an excellent newer version. In fact, I simply said I want another loader just like the first.” Both loaders have on-board scales and 7.5 cu. yd. Tink Roll-Out buckets.

## OUR DEALER IS EXCELLENT

“Frankly, we had already developed a very good relationship with our dealer, CLM Equipment, before buying the Kawasaki-KCM loader by buying a variety of other pieces of equipment from them,” says Vincent. “Having the two Kawasaki-KCM loaders has only strengthened our friendship.”



*One of 16 trucks bringing tires into the facility for processing.*



*Kawasaki-KCM 60ZV 80 picking up Barclay material that will be loaded into the Granutech System or loaded into trucks to go directly into market.*



# TRASH TO TREASURE





It's said that one man's trash is another man's treasure. For the Cristina family, that adage has rung true.

In 1956, Rocco Cristina got involved in the garbage business in New York City. Over the years, through a series of mergers and expansions, that company grew to consist of three different corporations, currently being run by his two sons, Michael and Bob Cristina.

■ *Boro-Wide Recycling, which is a full-service recycling and waste disposal company that operates a large fleet of garbage, roll-off trucks and hundreds of containers.*

■ *New Style Recycling, a construction and demolition recycling facility that accepts products like bricks, mortar, concrete, wood, asphalt, drywall, roofing materials, to name a few.*

■ *Empire State Cardboard Paper Recycling, which handles cardboard, office paper, newsprint and plastic.*

## THE BACKBONE OF THE BUSINESS

Every solid waste recycling facility has a mainstay piece of construction equipment, the front-end loader. Back in 1988, Rocco purchased his first Kawasaki loader from the T.J. Burke Company in New York City (now defunct). That original Kawasaki ran 10 hours a day, sometimes as much as seven days a week, and had more than 70,000 hours on it when it came time to be replaced, without ever having a mechanical failure of any significance.

Michael and Bob have been overwhelmingly impressed with the lasting impression those original Kawasaki machines made, enough so that whenever it's time to look for new loaders Kawasaki is number one on their list. Over the past three years, they have purchased three new Kawasaki loaders from All Island Equipment including one new Kawasaki-KCM 70Z7 for New Style Recycling and two Kawasaki-KCM 60Z7 loaders for Empire State Cardboard Paper Recycling.

The Kawasaki-KCM 60Z7 machines are equipped with quick disconnect and 2-1/2 cu. yd. (1.9m<sup>3</sup>) buckets with attached grapples that were specifically designed and engineered by GEM Attachments. Due to the severity of the working conditions and the tight repetitive turns on solid concrete all day long, they are equipped with solid rubber tires. They are powered by a Tier IV Interim Certified 100 hp Deutz diesel engine and the cab is large, quiet and offers enhanced visibility in all directions.

"Our needs are very specific at the paper recycling facility," Michael Cristina said. "We have a very small area in which to work so the machine has to have a small footprint. It is a very active working environment with a lot of trucks dumping their loads on the ground, so visibility is critical and we were very impressed with the machine's maneuverability."

*Kawasaki-KCM wheel loaders have been the mainstay of their operation since 1988.*





*The Kawasaki-KCM 70Z7 loader works well in confined, dusty environments due to the Cummins engine no-regen approach to emissions control.*

The Kawasaki 70Z7, which is used primarily at New Style Recycling, is equipped with a 4.2 cu. yd. (3.2m<sup>3</sup>) bucket and has a Cummins 173 hp engine, a ZF 5-speed transmission and a Quick Power switch, which kicks in enough extra power to muscle through tough spots in the challenging environment that New Style Recycling faces each day.

Michael and Bob have a policy of assigning one operator for every machine and they make that operator responsible for that machine so operator input is very important to them.

“Our employees transitioned very well into these machines. There was very little learning curve and immediately we saw our employees taking a great deal of pride in these new loaders,” Bob said.

The companies owned by the Cristina brothers serve the New York City market and employ a combined total of 75 employees. Boro-Wide Recycling operates a fleet of more than 20 trucks and 700 roll-off containers. New Style Recycling processes nearly 40,000 tons of construction and demolition recycling materials each year and Empire State Cardboard processes 50,000 tons of separated and baled paper materials, the majority of which get shipped to China for processing.

Michael and Bob are hands-on owner/managers of the companies. One of their biggest focuses is maintaining relationships with their customers.

“During the economic tanking that New York City suffered starting in 2008 we were reminded just how important maintaining customer relationships can be,” Bob said.

“When times get tough and your competitors get desperate they will do whatever it takes to try to move in on your customer base. New York City is a very difficult place to be in our type of business. Traffic is unbelievable and space to work in is at a premium. Our customers may well need a container delivered at 2 or 3 o’clock in the morning and may have very specific demands about when that container has to come out and you



*Michael and Bob Christina, co-owners with Gary Wade, owner of All Island Equipment.*

can’t just drop off an unlimited number of containers, the space just isn’t available. We have to be in constant communication with the customer and be willing to jump through any hoops and have our drivers ready to move anytime day or night.”

## ALL ISLAND EQUIPMENT

Besides the performance the Cristina brothers have seen personally from Kawasaki machines, Gary Wade and the relationship they have with All Island Equipment is a big factor in their purchasing these new loaders.

“Gary owns All Island Equipment and he calls on us personally,” Michael said. “If we order new filters or supplies it’s not shocking to have Gary deliver them himself. We are in the recycling business and are not necessarily experts in the area of heavy equipment so we rely heavily on Gary and All Island Equipment to make the right recommendations for our needs, and they have never let us down. Gary completely understands the machines that he sells, where they shine, and most importantly what their limits are. He pointed out to us the advantages of purchasing loaders that meet Tier IV requirements yet do not require regeneration. In the environment that we work with a lot of combustible materials that was very important to us.”

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# CHIPS & CHICKS: A GOOD MATCH



In a three state area of Arkansas, Oklahoma and Missouri, there are more chickens and turkeys raised than in the rest of North America and possibly the world in any concentrated area. If you like your chicken fresh, deboned, neatly packaged and smartly arranged in the supermarket, it probably comes from this wonderfully productive area of the US. And, the chickens grow up in huge homes, typically 40 feet by 400 – 600 feet long. With specialized lighting, regimented feeding schedules, and careful attention to their living environment, they grow up quick and healthy. This includes changing their litter. With the huge population of chickens, somebody has to provide the bedding material. And that's where this story begins.

## ETW ENTERPRISES HAULS

“Edwin started in the business of poultry bedding while he was still in high school with two Bobtrucks,” says Melanie Wells, of ETW Enterprises, Good Wood, Wood Waste Recycling.

“When he started, Edwin was physically shoveling new bedding throughout the houses,” notes Wells. “The farmers in charge of the houses would remove the litter after each batch was grown and the Wells company would come in with fresh bedding before the next batch of baby chicks.”

ETW Enterprises now does this same bedding change on a much bigger scale today with bedding delivered in a total of six states and with much more mechanized equipment for loading and spreading the material.

## A PREMATURE SALE

“We had built a good business by 1999,” notes Wells, “with 45 employees and we were servicing about 800 poultry houses. An opportunity came for the family to sell, and they became semi-retired for a few years. However, one huge problem surfaced: They were never fully funded from the sale.



In 2004, “We decided to start over again,” notes Wells. “I think poultry bedding and trucking run through my husband’s blood and he does it better than anyone I know.”

They had sold all of their equipment but and retained their physical property. So, they started at almost ground zero.

## MARKET CHANGES AND NEW STRATEGIES

Rising fuel costs and a tightening of money that poultry companies and growers could spend on bedding created a dilemma that the company had to navigate. Back hauls became increasingly important to cut their costs as did storage facilities for rice hulls and shavings in strategic areas. They now either own or lease 22 buildings for product storage and keep loaders at each of those sites. Those buildings, 100 tractor trucks, about 80 chip vans and 75 walking floor trailers help ensure that when their clients call, they have the product readily available. This is why the dependability of their

Kawasaki-KCM’s with the Tink buckets are so important in the day to day operations. This arrangement allows drivers to load their own trucks. “It’s a valuable piece of equipment in our operation” says Wells.

Because a large portion of their customer base is in Northwest Arkansas, Oklahoma and Missouri, Edwin Wells built a new operation in Rogers, Arkansas called Good Wood to produce quality kiln dried shavings for poultry house bedding.

The company purchases Pine Logs to produce those shavings. Additionally, a grinder is on location to grind municipal wood waste and pallets. Recycling is important to the company and opportunities became available to turn that wood waste into custom landscape mulches that they also color.

Melanie Wells also owns a WBENC certified company in Louisiana called Chip Haulers LLC. Her company also utilizes the Kawasaki-KCM loaders. This company bids and obtains contracts to load and haul wood chips to area paper mills.



*Melanie Wells, Chip Haulers along with Ross Roden, Salesman for Van Keppel Equipment.*

*All of the company’s wheel Kawasaki-KCM loaders are 70Z7 models with Tink, high roll, high volume buckets for easy loading of light material over the 13’ 6” sides of their high-bulk walking floor trailers.*





## WE APPRECIATE KAWASAKI-KCM AND VAN KEPPEL

"Our first loader in the 2004 operation was an auction buy. Funny...I still remember it was a CAT and cost \$13,000.00. Edwin had sent me to a Blackmon auction and I was nervous. I guess being a woman played in my favor in that man's world... got a great deal". Ultimately, they grew to own 30 loaders and equipped most with high tip buckets that allow them to load their 13'6 trailers from the ground.

"We were buying the new loaders from another equipment company and started having issues with the regen...it was bad. We lost one almost new loader to a fire and another caught on fire, but luckily a driver caught it and extinguished that one. And what was worse is that neither the manufacturer nor the dealer who had sold us a considerable number of new loaders over the years could provide a satisfactory solution. The problem just grew. This is where Kawasaki-KCM and their dealer, Van Keppel stepped up to the plate. I don't know how

much was the dealer and how much was the Kawasaki-KCM organization, but together, they provided a solution. The end result has been that we're happy and more productive with our new Kawasaki-KCM loaders."

"It's no secret that we tried to get some sort of remedy with our previous loader manufacturer and their dealer, and it didn't happen," note Wells. But the remedy that was provided by Kawasaki-KCM and our local dealer, Van Keppel, is what sold us on their product line. We have purchased a considerable amount of equipment through the years and I can say wholeheartedly that we have not ever seen a company that seems to care as much about their customers. They go above and beyond and we have been impressed.

And bottom line, I think only the Kawasaki-KCM model 70 is the clean-running machine with no high-heat regen and no DPF that works best with wood chips, mulches, rice hulls and shavings. So, we've been very happy to continue adding to what is currently, our total package of 6 Kawasaki-KCM 70Z7 machines."







## 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!

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