

2016 THIRD ISSUE

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952Z XTreme

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DEPENDABILITY DONE RIGHT

At the turn of the last century, when roads were built by sweaty men, picks and shovels, James Peterson, a logger by trade, decided he'd see if he couldn't get the bid to build a stretch of road near his home town of Medford, Wisconsin.

In their part of the country, logging is a winter effort, leaving the crews with either farming or odd jobs during the summer. Peterson figured the growing business of turning trails into real roads might be a good way to fill the year—and keep his crews and horses creating income year 'round. The men cut trees, moved rock and the horses pulled early-day dirt scrapers. Sons Morgan and George worked side by side with their dad and the men.

FAST FORWARD TO 2016

Today, few other companies in the area have the road building and construction experience as the now, 5th generation James Peterson Sons company. "Our expertise is with the difficult, complex projects that have multiple stages and require a lot of planning," says Vice President Jeff Peterson. "Also, since we have multiple material pits, projects that have a gravel or crushed aggregate component are right up our alley." Jim Peterson, Vice President and his brother Jack Peterson, President, are the sons of Morgan, which makes them the third generation. Jack's sons Jeff and Scott are also Vice Presidents and the elder Jim's son Tim is Corporate Secretary. Tim's son Ryan is first of possibly additional 5th generation Petersons.

“Our core business has been road construction, site work and rock crushing,” notes Jack Peterson. “We work all phases as well, from being the prime contractor to being a sub for specific jobs, including custom crushing. I have an old, favorite saying of ‘If you fail to plan, you are planning to fail’. And I believe here at James Peterson, we do everything possible to plan for successfully completed jobs. We explore and plan ways to do our jobs as efficiently as possible and we seek out equipment and men that can help us get things done without any messing around.”

The company has a record of having taken on the largest of multilane highway projects, as the interstates came to pass in Wisconsin, and their JPS logo is a familiar sight on multiple highway rework programs. However, as part of their planning for the future, the company has diversified and is now involved in many facets of the construction industry.

“There are fewer DOT (Department of Transportation) dollars, and I don’t think that will drastically change,” notes Peterson. “So, we have acquired other companies since 1999--Mostly family businesses that we’ve know or done business with over the years and the children don’t want to be involved.”

“James Peterson is still mostly about roads with everything but paving. JP Utility is all about sanitary water. Our Buteyn Peterson Construction Company provides a wide assortment of services from bulk excavating, to industrial and residential construction.”

THE CRUSHER SPREAD

“Crushing aggregate for road work and paving will always be important to us,” says Peterson. “Our newest Kawasaki (KCM) loader, the 11527 is part of a portable crusher spread that moves around up to 15 times a year. It’s at work now in a pit owned by American Asphalt. We’re doing custom crushing of bituminous aggregate ground to 5/8 inch and screened round rock sand for their nearby paving project. One thing we like about the new 115 is the power and speed it has for charging the crusher. And equally, we like the compact size for easier transport. **There are other loaders with similar capacity but they typically have to be broken down for easy transport. Since we’re moving that spread around a lot, it’s compact size for its capacity is a big deal to us.**”



Smaller Kawasaki (KCM) loaders are used to load dump trucks and manage the piles of crushed material.



This crusher spread is used for both contract crushing and JPS projects, which means it is often moved up to 15 times a year, operating in a tight areas.





A COMPACT BRUTE MACHINE



The compact 115Z7 is perfect for the application because it can be trucked without tear down and has great maneuverability, a tight turning radius, and fast cycling in small spaces.

"We like the Kawasaki (KCM) loaders. We're up to 8 of them now. All the way from the 70 to 115 sizes. The 115 size is for charging the crusher. The 85 and up loaders are for loading trucks out of the gravel pile. The smaller ones are utility loaders and are used for a little bit of everything from pipe laying to a variety of uses."

Our people especially love the new 115. We're on our third generation of Kawasaki (KCM) loaders and I can say that they don't break down very often." Says Peterson.

Through the years, the company has found the Kawasaki (KCM) loaders to be exceptionally dependable, with very little downtime and highly productive with high breakout force and fast cycle times.

"We have a big project going between Tomahawk and Minocqua on Highway 51 where we're the prime contractor and we're doing the removal of existing pavement, the grading, pipe work, the gravel and then we're crushing aggregate for the paving." Another Kawasaki (KCM) is charging that crusher with additional Kawasaki models for loading the gravel.


"We appreciate the quality of our Kawasaki (KCM) loaders and the product support that we receive from our dealer, Kelbe Brothers and their salesman, Eric Wisncky," says Peterson.

James Peterson Sons, Inc. is serviced by Kelbe Bros. Equipment Company Inc., Milwaukee, WI

The all-new 115Z7 wheel loader is a compact brute of a machine with 531 net horsepower and a standard 8.3 cu. yd. bucket. It meets all EPA Tier 4i emission standards utilizing a 16-liter Isuzu engine and the uncannily smart "IntelliTech" system that optimizes performance.

The 115Z7 wheel loader is a great choice for high-volume load-out requirements or heavy-duty shot rock loading. Its big engine, massive drivetrain and powerful hydraulics mean the 8.3 cubic yard rock bucket can load a whopping 12.5 tons in a pass. Kawasaki (KCM) loaders have always had the heaviest structures in the industry and the 115Z7 is no exception. The full box section rear chassis is super strong and the center pin area is the heaviest in this class. Dual Z Linkage provides great breakout force and excellent visibility to the bucket. It also spreads out the load on the torque tube to reduce stress.

The 115Z7 has great fuel economy for its size. Many features like the Power Modes, Efficient Acceleration, IntelliDig, Lock-up Clutch, Auto Idle Shutdown, and load-sensing open-center hydraulics make the loader outstanding in overall energy efficiency.



The 60Z7 is used to consolidate piles of dumped paper and then charge a compactor/baler.

CONCIERGE RECYCLER

Certified Waste Solutions has found an excellent niche in the Southern California market helping businesses comply with State Bills AB341 and AB1826.

“We offer recycling consulting and on-site equipment to businesses to help them comply with the California statutes regarding recycling regulations which are focused on zero landfill,” says Jeremy Breaux, Chief Financial Officer, of Certified Waste Solutions. And he quips, “Making the world greener and a better place to live while keeping California business legal.”

To that end, the company provides recycling services of nearly all products, from organic to electronic hard drives, metals to liquids—and especially paper.

“We are heavily concentrated in paper recycling. And, the facility that uses the Kawasaki (KCM) loaders is primarily focused on processing paper and cardboard, notes Breaux. “We give our customers a smaller carbon footprint.”

The paper products come to their Anaheim, California facility in many ways. Pre-shredded from their own, on-site document

shredder trucks, contractors paid to deliver bulk vans containing boxes of obsolete sales records, and their own dumpster-type containers that they rent to customers. All together, it’s a hodgepodge of paper piles needing a quick scoop and carry to one of the company’s baler conveyors for compacting and baling.

“We work two shifts to accommodate the intake of paper materials,” notes Breaux. “The outside loader is on standby the entire time and actually works about 10 or more hours a day, scooping the material and charging our primary compactor/baler. We have a second loader that primarily works inside our warehouse charging a secondary compactor/baler of paper after we have typically unloaded the documents, separated them from transfer files, and then shredded as part of our certified ‘secure chain of custody throughout’ destruction process. That loader only works during the day.”

FRONT WHEEL LOADERS KEY

"At our paper handling facility, we basically consolidate the paper material into one collection point and then feed the large balers, which package the material for shipping by truck or container to our buyer customers," says Breaux. "If the loader doesn't work for some reason, we have a major problem."

The process is that the loader charges the bailer which makes roughly 4'x 4'x 8' bales weighing around 2000 lbs., they are then moved by standard, 5000 lb. forklifts for temporary storage and then, ultimately into either semi-trailer vans or containers for transport.

"When we bought the business this year, the company had been using two Kawasaki 50 loaders almost since their start-up of the plant. I think they are around 15 or maybe 18 years old and they both have an average of 17,000 hours of use. Visually, they certainly look like they have been worked very hard," says Breaux.

A NEW REPLACEMENT

"It was obvious that although the two loaders were still running pretty well, it was time that we updated at least the outside loader that ran the most," continues Breaux.

"So, we put out a RFP (Request for Proposal) to numerous local equipment dealers and did a like-for-like comparison. We had decided that instead of buying, we would like to lease our next loaders.

"We looked at the base rental rate, the estimated parts costs, and the preventative maintenance rates. We tried to line up the proposals for both lowest cost and best value. And then, we tried to make the best economic decision we could. We evaluated the Kawasaki (KCM) loader favorably because we had their equipment on site and knew it had performed well. So, there was an edge there. But, coming in as a newcomer to the situation, I didn't have any emotional attachment to the Kawasaki brand.

"So, I was able to evaluate without bias. We looked at the multiple comparative spec facts such as power, turning radius, size of bucket. And we looked at the estimated maintenance costs, as provided by the manufacturer and dealer.

"At the end of our evaluation, we decided to go with the Kawasaki 60Z7. It seemed to provide the best value," concludes Breaux. "We're going to have to replace the other, old Kawasaki soon, and I hope our new 60Z7 shows that another one just like it is the way to go."

Now that the company is months into their decision, they have found that the 60Z7 is powerful, cycles faster than their older 50 series and is much more comfortable for their operators.

Certified Waste Solutions is serviced by Westrax Machinery, Inc., Los Angeles, CA



Jeremy Breaux, CFO, Certified Waste Solutions and Jeff Jones, Sales Manager, Westrax Machinery, Inc.



The waste paper and cardboard is sorted then baled for easy loading into containers.



Certified Waste Solutions provides a secure way to destroy documents.

SALT OF THE EARTH



As you drive through the thriving fields of Cotton, Soybeans, Rice and Corn to reach the Caruthersville, MO terminal for the Bruce Oakley Company, you are stunned with the majesty of America's farmlands.

"We are blessed in this part of the country with very fertile soil and plenty of water," agrees Mark Wade, the terminal's manager. "Handling fertilizer can be a corrosive and dusty business at times and the deteriorating effect on machinery is amazing—but, it is very, very satisfying to realize that the success of those crops is due in part to fertilizer products we buy from all over the world and then sell to our customers, who then spread it on the croplands."

A SIMPLE START

Bruce Oakley left the 10th grade for Arkansas farm work, a stint in the military and ultimately farming with an itch to ever do better. And for him, his first opportunity came in the form of a dump truck that he bought to transport and then spread dry fertilizer from the local dealer. By the time he was around 34, he'd established himself and the Bruce Oakley Company was founded.

Today, the company has become an integrated provider of road and river transportation of dry bulk commodities as well as grain storage and bulk fertilizer sales.

The company has 11 river terminals on the Arkansas, Mississippi and Red rivers, approximately 700+ bulk semi trailers pulled by 650 owner-operator trucks leased to the company, a large tug boat service, hundreds of barges and multiple stevedoring cranes and operators. It is headquartered in North Little Rock, Arkansas and Mr. Oakley's son, Dennis, has aggressively moved the company forward with multiple acquisitions over the past decade.

FROM BARGE TO FIELD

"Our company will buy partial or full vessels of fertilizers that may originate from the United States, Canada, Europe, the Middle East, Russia and even China, notes Wade. It is typically off loaded on to barges and brought to our terminal. The other company terminals operate the same way.

"We handle Granular Urea, Diammonium Phosphate, Potash, Super Triple Phosphate, Ammonium Nitrate, Ammonium Sulphate and Road Salt. Although, as a company, we buy from all over the world, most of our customers are fairly close by... although we can boast sales in four states since we're near the intersection of Southern Missouri, Western Tennessee, North Mississippi and North Arkansas."

The products are unloaded one barge at a time with a tethered excavator, which dumps into a hopper for conveying into selected bins. "Each barge holds about 58-65 semi loads of

fertilizer," notes Wade. "And during our busy season, we'll load as many as 100 semi loads a day. So, most weeks, we're actively unloading multiple barges. Barges are delivered by in-house and various towing companies."

The trucking is handled by a combination of Bruce Oakley trucks, customer trucks and multiple other trucking companies. "We sell to the multiple fertilizer dealers who then sell to and typically spread the fertilizer in the fields."

EXTREME CORROSION

Each of the terminals use wheel loaders to move the fertilizer within the bins and to fill truck load orders by getting the fertilizer from the specified bin and then driving outside to a hopper which augers the product into the semi trailer.

"We are the most northern terminal owned by the company," says Wade, "and we sell a significant amount of road ice melt salt in the winter. The salt is not augured from a hopper, but instead dumped over the trailer side by the loader. Some of the trailers are pretty tall, so we actually have the largest wheel loaders of the fleet—the 85Z7 model. We've found that it works well with 5.2 yd. material handling bucket for efficiently loading the salt while still being compact enough to easily work in the bins. We specified the High Lift option and the taller, 26.5R25 tires."

85Z7 SUMMARY

ISUZU 6HK1 Tier 4I engine w/ 243 net HP; 3-element, single stage torque converter and 4-forward speeds automatically controlled by the unique, KCM Intellitech System for peak performance.

- **Standard Dump Clearance:** 9'10 1/8"
- **High Lift Dump Clearance:** 11'3 1/8"
- **Overall Length:** 27'9"
- **Height to top of cab:** 11'4 1/4"
- **General Purpose Bucket Capacity:** 4.8 cu. yd.
- **Material Handling Bucket Capacity:** 5.2 cu. yd.
- **Tire Size Options:** 23.5R25 or 26.5R25





"This is our 2nd round of Kawasaki (KCM) loaders. We had a good experience before and especially like the new design," says Mark Wade.



Nearly all materials are barged to the facility and off loaded by a tethered excavator.



The 85Z7 loaders are the right size for working inside the fertilizer bins then loading.



"We load as many as 100 semi trailers a day during peak season. Everything needs to work without delay."

The two Kawasaki (KCM) 85Z7 loaders are equipped with the Fertilizer Package that includes extreme air filtration for the engine and cab filtration and pressurization for the operator. Load Rite on-board weigh scales are used constantly to ensure that the trucks are not over or under loaded.

"This is our 2nd round of using a pair of Kawasaki (KCM) wheel loaders," states Wade. "We had a good experience before, but we had a different dealer who was further away than our new dealer, Heavy Machines. The new dealership gave us a price that we liked, and we're glad to be back with the Kawasaki (KCM) loaders.

"We've learned that it is important to trade loaders every three years, regardless of hours, because of the corrosion caused by working fertilizer. It affects the electrical wiring harnesses,

the hydraulic connections, and brake lines. With one of the new loaders, we decided to try a protective coating over the connections called Nylac. So, we'll see how that helps.

"And, I do like the new design. For our industry, I especially like the increased use of fiberglass, plastic and poly. I also like the Isuzu engine. I like the power it puts out, the fuel efficiency and, I like the way they handle the Tier 4 regen situation. We seemed to have a lot of regen issues on the different brand machines they replaced.

"I'm very happy with our decision to go with the Kawasaki (KCM) loaders and Heavy Machines as our dealer."

Bruce Oakley, Inc. serviced by Heavy Machinery Inc., Memphis, TN



INDUSTRY EXCLUSIVE INNOVATION

The commitment of KCM 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 KCM 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 KCM difference on which you can depend!

1981–2016
CELEBRATING
35
YEARS
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