

2017 FIRST ISSUE

FOCUS

EXHIBITOR AT



BIG LOADER, SMALL FOOTPRINT



KCM

- ENTREPRENEURIAL POWER – BRAVO UNDERGROUND
- INTRODUCING 8027 T4F WHEEL LOADER
- LOCATION, LOCATION, LOCATION – RECYCLE ONE/WMB WASTE SOLUTIONS



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KCM

A HERITAGE OF INNOVATION

KCM 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-KCM articulated wheel loaders incorporate innovative design features coupled with extensive knowledge and experience gained from real-world applications. Since 1978 KCM 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

KCM 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.



9527 XTREME

9527 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%!



11527 XTREME

The 11527 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%!

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

ENTREPRENEURIAL POWER

THE STORY OF BRAVO ONE UNDERGROUND

This is a story of tenacity, passion for quality and enough 'fire in the belly' to get the job done—regardless. In a time of political correctness, illegal immigrants, and unemployment welfare...there is one success story based in Las Vegas, Nevada that deserves to be told.

NATURALIZED CITIZENSHIP

In the 1960's, José Ledon's Cuban father brought his family to the United States with the skills of an electrician, the fighting spirit of one who had fought with Castro against the past dictator, only to be disappointed as Cuba became communist, and a passion for doing quality work.

The process of becoming a naturalized citizen, going to George Washington elementary school, where the first English he learned was the daily recitation of the Pledge of Allegiance, instilled in Ledon the fighting passion of a true believer in the United States of America. "Another thing I learned early," notes

Ledon, "Is the importance of building relationships of trust. I will never forget going with my father to an electrical supply store where my father explained that he had a very good contract to do quite a bit of work and needed some supplies and tools—but had no money to pay for the materials up front. The owner of the store sized up my father and trusted him by selling to him on credit. He became, in a sense, my father's partner by providing what he needed to do the job."

EARLY HARD KNOCKS

"I came to Las Vegas in my early 20's to become a professional boxer. For decades, Las Vegas had an internationally known trainer and multiple promoters," continues Ledon. "Unfortunately, I was hit by a drunk driver and my boxing career was finished. But, that set me up to be eager to work and I had landed in one of the fastest growing cities in the country."

Bravo Underground works hand-in-hand with some of the largest Las Vegas developers to provide site prep and all underground utilities.



"I'm sold on Kawasaki-KCM wheel loaders. They cycle quickly, they are powerful, have great features and I've experienced few problems," José Ledon.



Because of the hard rock and soil compositions, including 20,000 psi rock conglomerates and caliche, the Las Vegas area came to have one of the largest populations of huge chain trenchers in the world—because of the work and because of the difficulties in blasting.

"I got a job working for an underground contractor and within a week had become an operator," notes Ledon. What he doesn't mention is that he became such a good chain trencher operator that one of the leading trencher manufacturers hired him to help train other contractors around the world. "After a while, I was ready to focus on being part of the amazing growth in Las Vegas," continues Ledon. "So after working for one company, ending up as an estimator, in 1996, I decided to go out on my own."

UNBELIEVABLE GROWTH

Starting with a modest nest egg, Ledon admits he started with belief in himself and a pen for signing loan commitments. But what he quickly learned was that there were equipment dealers and material suppliers eager to see him succeed as well as builders and developers who needed all the young, aggressive subcontractors they could find.

By 2004, just 8 years after their start-up, Bravo Underground was hitting over \$50 million in work, had 320 employees and \$19 million in equipment, including some of the largest chain trenchers, legions of wheel loaders, loader backhoes, excavators and articulated trucks. "We grew into and continue to focus on all aspects of underground construction, with crews

working on electrical distribution, gas distribution, dry utilities and a large number working on water and sewer installation," notes Ledon.

And then, nearly all construction in Las Vegas came to an absolute halt in 2009. Housing stopped. Commercial development stopped. Homeowners defaulted. The city government nearly ran out of money. Las Vegas became the epicenter of all that was wrong with the over-heated construction economy in the U.S. at the time.

"I lost millions. I sold my home to help finance my company. We auctioned off most of our equipment to pay the loans. Our employment went from nearly 500 to 35. I could find work only for my very core. Thankfully, they had all started as operators and could go to the field and work. Which we did. We all just went to work," notes Ledon.

"And I learned again what a difference a great relationship makes between a contractor like me and the local equipment dealer. My Kawasaki dealer, APCO Equipment, helped keep me in business. They rented equipment. They accommodated my negotiated, but still slow pay. Two other dealers helped me as well, but it was a core of a few dealers who helped me survive without bankruptcy.

Since those dark days of the economic reaper about to knock Bravo Underground out of the ring forever, Ledon has become even closer to those who stood by him as he has re-grown his business as all of Las Vegas has come back to life over the past few years.

SOLD ON PARTNER DEALERS

"I can enthusiastically tell you that I'm sold on Kawasaki-KCM wheel loaders. They cycle quickly, they are powerful, have great features and I've experienced few problems. I can also tell you that I feel the same way about the Hitachi excavators that I've settled on for now over 20 years. And, I'm even more excited about the Kawasaki-KCM loaders because they are now owned by Hitachi Construction Machinery Group. I'm sold on the Hitachi hydraulics and systems. We currently have 12 Kawasaki-KCM loaders ranging from the 80ZV to the 115Z7 models."

"But even more," notes Ledon, "I am especially enthusiastic about my relationship with Bob Joyce, the Sales Manager for APCO. I've known him for nearly 30 years and he and APCO simply take care of me. I've learned to buy every machine with an extended warranty with assurance of a loaner machine if one cannot be repaired within a few hours. All of my purchases have the extended warranty to 6,000 hours, which are typically around 3 and half years of use. I take care of the daily maintenance plus fluid changes and our dealer/partner takes care of all repairs. I've decided with the tight margins that it takes to get the jobs, I can't afford to have a fleet of mechanics and their trucks nor can I afford unplanned, major repairs. The 6,000-hour plan is working for me. And, in fairness to the couple of other equipment dealers that I continue to work with--I like John Deere loader backhoes, Deere graders and dozers and Volvo articulated haulers; I have a similar

relationship and the same plan of extended warranties and 6,000 hour trades for each of these pieces of equipment.

"The bust of 2009 taught me many lessons," notes Ledon. "One is to be forever passionate about what you're doing; to never give up; and to cherish and build relationships offered by those who truly want to partner in your success."

Bravo Underground is serviced by APCO Equipment, Inc., North Las Vegas, Nevada.



José Ledon is 100% hands-on for making sure the jobs are done right, the operators know what is expected-while giving them full respect; and for being on top of the performance of his equipment.





INTRODUCING 80Z7 T4F WHEEL LOADER

The 80Z7 US Tier 4 Final loader—defines a new plateau for production class wheel loaders. It cycles faster. It is more powerful. It has near zero emissions. And, it is amazingly designed to be more fuel efficient than previous models. It is configured as a 4.2 cu. yd. loader with 200 gross hp. and an operating weight of 38,910 lbs.

Key to these performance breakthroughs is the industry-exclusive Kawasaki-KCM IntelliTech Operating System that works extremely well with the new 80Z7 T4F.

This intuitive system captures every aspect of the working conditions and operating demands to adjust powertrain and hydraulics for best application performance. An open center, load-sensing hydraulic system, which is not a standard for most loader manufacturers, delivers optimal hydraulic performance at the most efficient engine speeds. Sensors feeding the IntelliTech System provide immediate performance feedback, which the operator can markedly feel. Advanced logic in the controller provides excellent acceleration without unnecessary fuel consumption. Transmission shift points are not fixed but are variable in response to working and environment conditions resulting in the proper balance between speed and rimpull. Bottom line, intuitive and efficient.

Other features in the IntelliTech package include a variable-speed fan that minimizes parasitic power drain while providing maximum cooling as needed. IntelliDig software automatically balances bucket breakout force with the rimpull force for optimum digging performance.

SIMPLE EMISSIONS TECHNOLOGY AND NO DPF

The Kawasaki-KCM 80Z7 T4F has one of the simplest emission systems in the industry. Most importantly, it achieves Tier 4 Final standards without a Diesel Particulate Filter. That important omission means that the exhaust runs cooler. There are no risks from ultra-high heat DPF regeneration. No DPF plugging and the resulting poor engine performance. And, none of the costs associated with DPF servicing. Use of a Diesel Oxidation Catalyst (DOC) and Selective Catalytic Reduction (SCR) technology that injects Diesel Exhaust Fluid (DEF) meets all Tier 4 Final emission requirements for construction machinery.

The current 80Z7 model, with intermediate Tier 4 emission technology, has already proven a welcome solution to multiple, high-dust and high-trash environments as well as confined areas where the higher heat generated during DPF



regeneration is problematic. This newest version, with Tier 4 Final certification simply continues that successful solution with the added nuances of DEF injection for final Tier 4 certification.

RELIABLE CUMMINS POWER

The Cummins QSB6.7 for Tier 4 Final is one of the most popular and versatile engines ever built by Cummins. It is used in nearly every type of construction equipment, as well as the agricultural, logging and marine industries. All of the performance upgrades from Tier 4 Interim have been incorporated into the Tier 4 Final engines. The power range is from 140 to 300 hp. For the Kawasaki-KCM 80Z7 Tier 4 Final loaders, power output is set at 200 hp. Cummins field tests showed a 5 percent increase in fuel economy with their Tier 4 Interim engines and they are confident that their Tier 4 Final engine will provide even more fuel economy improvements, while achieving near-zero emissions at the same time.

A CAB GEARED FOR FAST ACTION

The roomy cab is ROPS/FOPS certified yet is designed with no rear pillar, greatly improving rear visibility—which is greatly enhanced by a super-wide angle camera that broadcasts a clear, high-angle view to a monitor easily viewed by the operator. A large, tinted windshield with ergonomically positioned glass seams, allows a nearly unobstructed view of all forward areas.

Steering is done with either a conventional steering wheel with a tilting/telescoping column that adjusts to fit operator preference—or quick response, Joystick steering that many high-speed, high repetition operations favor.

The hydraulic controls are fingertip, pilot assisted levers. Contrary to some manufacturers, you may specify either single or dual lever controls to fit operator preference.

Sound levels are low to reduce operator fatigue and to allow the operator to monitor exterior noises for better safety—or to better hear the music from the standard sound system that

80Z7 T4F SUMMARY

- **Engine Net Horse Power:** 144 Kw, 193 HP
- **Engine Model:** Cummins QSB6.7
- **Operating Weight:** 17 650 Kg, 38,910 Lbs
- **Transmission:** Countershaft Type, Full Power Shift, 5 speeds forward, 3 speeds reverse
- **Tire Size:** 23.5-25- 16 PR Tubless, 23.5R25 Radial
- **Bucket Capacity, General Purpose:** 3.2 m³, 4.2 yd³
- **Bucket Capacity, Material Handling:** 3.6 m³, 4.7 yd³
- **Width, Outside Bucket:** 2910 mm, 9 ft. 6 1/2 in.
- **Height to Top of Cab:** 3375 mm, 11 ft. 7/8 in.
- **Maximum Hinge Pin Height:** 4090 mm, 13 ft. 5 in.

also allows plug-in auxiliary input of pre-recorded tunes... all depending on the application.

A standard air conditioner/heater/pressurizer package keeps your operator feeling comfortable. Dust drifting in is absolutely at a minimum—as long as the door is kept closed.

An inclined stairway leads to the cab with multiple handholds. Inside, a tough, but comfortable seat, with adjustable air suspension, waits to accommodate the brawniest of guys—all standard.

SMART MACHINE; SMART COMMUNICATION

Global e-Service is the proprietary telematics system for Kawasaki-KCM loaders. This system monitors all machine systems and collects operating data and alerts, which it transmits to equipment managers, dealers and factory support staff at KCM. The system allows for more efficient management of fleets, control of maintenance schedules and notification of alerts that can reduce downtime and operating costs. It also records fuel consumption. The GPS locating service alone, provides tremendous efficiencies for dealer servicing and costs.

LOCATION, LOCATION, LOCATION

Recycle One clears the way for the nation's center to produce more paperwork.



Within the hundreds of thousands of Washington D.C.'s governmental offices, as legislators and bureaucrats discuss the business of the United States, assistants create paper documents—many of which are ultimately thrown in trash cans, which, during the night, are dumped into dumpsters and ultimately brought to the nearby transfer station of Recycle One.

As old buildings are remodeled and new buildings and offices are created, all of the construction debris must go somewhere... and the closest place to get it dumped for sorting and recycling, is the transfer station of Recycle One, just a few miles from Capitol Center.

“WE’RE THE MOST CONVENIENT”

“We’re permitted to receive both C&D (Construction and Demolition Waste) and MSW (Municipal Solid Waste) materials here at our facility,” says David Valdez, Division Manager. “Our very convenient location allows our customers, private and government customers, to make fast cycles.”

“And that makes for one amazingly complex logistical effort,” chuckles Frank Carter, Team Transport General Manager. “We have a small footprint and a constant flow of trucks dumping their loads. We’re receiving around 900 tons of material a day, with about the same going out, sorted and processed to a number of landfills and recycling centers each day.”

The company was originally permitted for C&D waste and built to handle the targeted flow of around 350 tons of construction waste a day. But, C&D material is uncertain because it is based on the volume of construction going on in downtown DC. On the other hand, MSW material is nearly constant.

“Our regulatory folks have two separate rules for each,” notes Valdez. “MSW material has the potential of a lot more environmental impact than the other. MSW is both residential and commercial trash, including restaurants and grocery stores, so there’s a lot more opportunity for problems. It requires a higher level of simply being at the top of your game.”

The good part of receiving the municipal solid waste from surrounding neighborhoods is that it is better packed and the trucks are designed for quick disposal.

“Today, about 60% of what we take in is MSW,” says Valdez. “As far as ticket time, the average roll-off of C&D is about three and a half tons, while the average MSW truck, which is designed to pack as it collects, is about eight tons. So, with MSW waste, we need about half the amount of trucks to get the same weight, which is really important for us because we have such a small footprint to operate on.”

“We’re receiving around 250 trucks a day,” notes Carter. “And we’re pushing out an average of 45 semi loads. We accept waste from 5 AM to 5 PM and process, then load for the landfills from 2 AM to 7 PM.”



David Valdez, left with Frank Carter at the front of the company's processing building.

HOW IT GETS DONE

“We’re receiving all of our material inside a 20,000 sq. ft. building,” says Valdez, “so everything has to be well orchestrated, and we simply cannot afford to stop. We carefully direct multiple trucks to dump at the same time inside the building with one large loader quickly pushing the material either directly from the front to the back to our single loading area, or to multiple piles for segregating for recycling and shipment by separate trucks. Some of these efforts might require us to temporarily move some of the material outside and out of the way.”

“To ensure that we are never stopped by equipment breakdown, we have two loaders for pushing and two excavators for loading. We use both, one at a time, with our primary and newest equipment used from early morning to mid-day. Those machines are then walked out and our secondary equipment is walked in to finish the day. This allows us plenty of time to not only perform maintenance on both sets of equipment but to also perform any planned preventative care that we’ve thought necessary—in a planned and methodical manner.”

MINIMAL EQUIPMENT IN THE BUILDING

“For the loaders,” notes Valdez, “we have a smaller Kawasaki-KCM, a 45, with a grapple, which we use for sorting. And then, we have two Kawasaki-KCM 90Z7 loaders that we use to push material inside the building. One is a 90Z7 and the other is a brand new 90Z7 T4F.”

Of course, we load with an excavator. We currently have a Cat 329 with a 5-over-4 grapple, which is probably the biggest trash grapple you can get. A Terex excavator of the same capacity backs up the Cat.”

"Our 90-sized Kawasaki-KCM loaders are a little larger than you'll find at competitive facilities but we're all about processing as much as possible in the shortest amount of time," David Valdez.



Trucks are constantly dumping into the small facility so it is important to keep the flow of material pushed to the back where it is loaded into transfer semi trailers.



Materials from demolitions are sorted for resale/reuse while municipal waste is simply moved to the back for transfer to area landfills.



Each truck is weighed coming and going as the facility charges by the weight of materials received.

SELECTING THE RIGHT LOADER

"Our approach is based on a multitude of things. We want a loader with the smallest footprint, with the highest pushing power, equipped with the largest bucket possible. We want the most visibility possible. And, we want both a great price and a dealer who cares about us," says Valdez.

The company has found the Kawasaki-KCM 90 sized model to work well. "The visibility is very good. Not only do we have trucks coming and going in close proximity, but we also have people walking around in the small work area," says Valdez. "We like the power and size of the 90. With about 100 tons an hour coming in, its 8.5 cu. yd. bucket and pushing power allows

it to push everything down the 50-60 foot lanes quickly so that we can keep up."

"We've had a very good experience with Kawasaki-KCM wheel loaders," continues Valdez. "Our current two 90 loaders replace an 85 and 90 which we'd had for years and felt that around 25,000 hours, it was time to replace."

Loader comparisons were made partly because the company wanted to be clearly fair in their new loader selection, and partly because they are so visible in the middle of Washington D.C., loader comparisons were made. "We were eager to make the best decision possible," says Valdez. They didn't want to make it a given that their next loaders would be Kawasaki-KCM. But, as they were going through their deliberations, one

of the old Kawasaki-KCM loaders had problems. And amazingly, their Kawasaki-KCM dealer, Elliott-Frantz, was able to come up with a rental that met their specifications, including solid tires.

Ultimately, the company bought the used rental on a Rental Purchase (RPO) basis with some adjustments for the type of High Visibility bucket that they liked. And to compliment that purchase, the company agreed to the purchase of a new 90 model.

“Our Elliott-Frantz salesman knew that we needed under guards, self lubrication, the High Visibility bucket, solid tires, and rear camera. Compared to the competition, with Kawasaki-KCM, I got more horsepower, greater pushing capacity for less money with a dealer that we’ve know for years. We’re very happy with what Elliott-Frantz has been able to provide with service and parts.”

Recycle One/WB Waste Solutions of Hyattsville, MD is serviced by Elliott-Frantz of Baltimore, MD.

90Z7 T4F SUMMARY

- **Engine Model:** Cummins QSL9 Diesel
- **Engine Net HP:** 272 HP/ 2000 RPM
- **Bucket Capacity:** 6.1 Cu. Yd w/Material Handling
- **Overall Length:** 9017 mm, 29’7”
- **Wheelbase:** 3429 mm, 11’3”
- **Hydraulic Lift Time:** 5.6 sec., loaded
- **Hydraulic Dump Time:** 1.2 sec
- **Hydraulic Lower Time:** 4.1 sec
- **Open Center Hydraulics:** Improved Response Simple, Tier 4 Final Emissions Control: SCR and DEF only. No DPF

“WE’VE HAD A VERY GOOD EXPERIENCE WITH KAWASAKI-KCM WHEEL LOADERS.”

— DAVID VALDEZ, DIVISION MANAGER





EXHIBITOR AT



March 7-11, 2017
Las Vegas, Nevada
Exhibit Central Hall #20527
Kawasaki-KCM Wheel Loaders

WHEN YOUR WORK IS MORE THAN WHAT YOU DO

Your work is more than just what you do. It fulfills an agreement with your customers, and their customers. It honors a commitment and proves your word is your bond.

For over 35 years KCM has engineered integrity into our wheel loaders. We are committed to supporting you in fulfilling your promises.

We're building something far greater than your next project:
Your Reputation

COME SEE WHAT'S NEW AT CONEXPO

Three new wheel loader introductions

- 30ZV-2: .52 yd³ / 30.6 HP
- 40ZV-2: .65 yd³ / 45.7 HP
- 95Z7 T4F: 7.3-8.1 yd³ / 388 HP

Three recently released wheel loaders

- 45ZV-2: 1.18 yd³ / 61 HP
- 80Z7 T4F: 3.2-4.2 yd³ / 193 HP
- 90Z7 T4F: 5.5-6.1 yd³ / 272 HP

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