



# MASCARO CHOOSES 90Z7 AFTER RIGOROUS TESTING

**H**onor. Respect. Smiles and get-togethers. Discipline and high expectations. Gifts at every holiday. Sounds like a typical family, right? In fact, the third generation of the family that owns and operates J.P. Mascaro & Sons treats all 800 employees as if they are family. And the results are evident — the company has repeatedly been listed in Waste Age's Top 100, which ranks firms based on annual revenue, even though the company only operates in four states — West Virginia, New York, New Jersey, and in their home state, Pennsylvania.

Under the tutelage of Pat Mascaro, the President and CEO of J.P. Mascaro, the company is thriving. In fact, the company recently signed the biggest contract in the company's history — the contract for operating two transfer stations for Morris County, NJ — one in Parsippany and one in Mt. Olive. The multi-million-dollar contract expanded their workforce by 70, and their machine fleet by 100 units.

## THE OPPORTUNITY

The contract for the transfer stations is up for bid every five years, and when the

contract came up for rebid in 2012, Waste Management held the contract. Waste Management had the contract since 1999; they inherited it when they bought the facility from the previous owners.

Winning the contract would be a great opportunity for the J.P. Mascaro Company, and Pat Mascaro set out to win it. He put together a team to look at the bid for the contract from every angle to make sure that if the company won the contract, it would be of great benefit to the company's bottom line. Included in this arduous process was spec'ing out and pricing all of the equipment

that would need to be purchased to perform the work at the transfer station, which would include 27 truck tractors, 68 trailers, and replacement of 5 wheel loaders.

## THE TEST

To ensure the equipment utilized at the facility would result in profits and permit compliance if J.P. Mascaro won the bid, the company set out to evaluate and test five different manufacturers' wheel loaders. This was done in two steps; first — detailed research by their Equipment Manager and Mascaro's in-house engineering team, and second — through live-application demos of five manufacturers' wheel loaders at one of Mascaro's yard-waste disposal sites. The process took about two months to complete — and this included calling every one of the end-user references each of the manufacturers provided.

First, the team analyzed the weight class of wheel loader needed at the transfer facility based on the material that needed to be moved. When that was determined, the team got to work.

They looked at the operation of the wheel loaders performing the constant stream of up/down and back-and-forth motion that using the loader in the transfer station necessitates. The team could not rely on just the manufacturer or end user's word on this one — this is a unique operation with unique demands. They needed to make



The 90Z7 loads refuse onto large trailers.

sure the loader's hydraulics could handle the demands of this severe application and environment.

They also investigated the durability of the tested loaders, as well as the availability of replacement parts — both items that, if not up to par, would seriously affect the transfer station's profitability.

The wheel loaders at the transfer station are actively engaged in a dirty-by-nature work environment, so durability features like reinforced belly pans, hose protection, and a reversible fan to blow out the dust were necessary. Not to mention the ability

to perform well in the wild temperature fluctuations based on the season — sweltering heat in summer and bitter cold in the winter.

Additionally, due to the permit requirements of a clean and washed floor by 6:00 p.m., it was very important to the Mascaro group that the machines they put in place would be ready to work and allow them to meet that requirement with no downtime. If an issue were to arise, the company needed parts immediately available to perform the repair, because lost time not only would equal lost revenue, but it could equal fines, as well.



J.P. Mascaro added 27 truck tractors, 68 trailers, and 5 Kawasaki 90Z7 wheel loaders to its fleet when it won the transfer station contracts.



At the transfer stations, smaller trucks come and drop the refuse to the tipping floor. The refuse is pushed to a larger pile where it is then loaded onto much larger trailers. The trailers are weighed as they leave the facility to ensure permit compliance, and the accuracy of the hydraulic bucket scales on the Kawasaki wheel loaders has proven to be “phenomenally accurate,” according to Mike Bosco at the Parsippany transfer facility.

And, speaking of profitability, fuel usage was seriously studied by the Mascaro group. Given that the loaders actively work in the transfer facility with very little idle time, fuel costs were a huge consideration in evaluating the profitability of the operation. Information was gathered from the active demo site operators, and Mascaro’s in-house engineering team performed detailed analysis to find the highest performing fuel-efficient machines.

## THE REWARD

It turns out the Kawasaki 90Z7 wheel loaders met all of the facilities’ needs, and then some. And when J.P. Mascaro won the transfer station contract with their bid, the company purchased the Kawasaki wheel loaders from Steve White, VP Sales & Marketing at Elliott & Frantz in King of Prussia, Pennsylvania.

Now, after being in use at Mascaro’s transfer facilities since January of 2013, their performance is even better than the testing originally indicated. The Kawasaki 90Z7’s Tier 4i Hino engine provides more fuel efficiency than anticipated, and they have experienced zero engine problems, according to the Parsippany facility manager, Mike Bosco. “The tailpipes of the loaders are sparkling clean after all this use,” Bosco said. “That proves they are burning clean.”

That Parsippany facility processes around 900 tons of waste per day on average, and loads an average of 36 large trailers per day. The Kawasaki 90Z7s are equipped with a 10-yard bucket with a rubber cutting edge, allowing the operators the best visibility possible. This also allows them to use the rubber edge to essentially squeegee the floor clean to comply with permit requirements at the end of each day. And because

the Kawasaki loaders are equipped with excavator-like fine-precision hydraulics, the crew can accurately weigh the loads the loader dumps into the truck — making a return trip from the exit scales by the trailers a rare occurrence.

According to Bosco, one operator has more than 15 years behind the wheel of a loader and is very pleased with the maneuverability, comfort, and durability of the Kawasaki 90Z7s. And Bosco is pleased, too. He has run and overseen the use of multiple kinds of heavy equipment, and is very impressed with the power and performance of the Kawasaki. “I have never seen hydraulic systems so precise,” he said.

***J.P. Mascaro is serviced by Elliott & Frantz, King of Prussia, Pennsylvania.***