



RED RIVER SAND: A FEW GOOD PEOPLE WITH GREAT EQUIPMENT

“We’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.

