

PLAYING IN THE SAND IS NOT CHILD'S PLAY



The big bucket capacity of the 90ZV enables the company to fill all shapes and sizes of trucks in a hurry. The company also hauls gravel.

Sand is a way of life in the south-central region of North Carolina known as the Sandhills Area. Forget the stereotypical sugar-white beach sand, sand trap sand, or even playbox sand. We're talking orange sand, sand that has clay mixed in. It's often referred to as mortar sand.

"I remember playing in the sand that filled the back of my daddy's dump truck," recalls Beth Weeks with a laugh. "I didn't know what that sand was used for, but the orange color sure was hard to wash out of my clothes!"

Although Weeks Sand Company, Inc. is not a true, third-generation business, Beth and her brother Joey Weeks are carrying on a family tradition that involves hauling sand. Beth is the Corporate Secretary while Joey is President.



L-R: Martie McIver, truck driver; Russell Jones, wheel loader operator; Jeff Lees, Operation Manager; Beth Weeks, Corporate Secretary.

"My granddad built homes in the Sanford area," explains Joey. "He would haul sand from a piece of land he owned using it for construction. Then he'd haul to other folks

needing sand. They'd get out there with shovels and load up — the dump trucks were itty bitty back then. Then daddy took granddad's old trucks and started hauling to different folks. Dad had just about quit when I started around 1984.

"I was cutting meat at the Food Lion grocery store. I'd have people come up and ring the bell and order a load of sand instead of meat. I'd haul bark too, as I lived near an old sawmill. One thing led to another. I bought 10 acres of land in the early 1980s and started digging out of it. I bought this site in 1994 and there's another 200 acres we'll be going into pretty soon."

Obviously, business is good. So good that Joey and his Operations Manager Jeff Lees knew they needed a bigger wheel loader.

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– Jeff Lees, Operation Manager



Mortar sand is screened to meet ASTM standards. In the course of a year, The company has put 3000 hours on their 90ZV and report they’ve had no trouble with it.

Two operators use the 90ZV. Whenever routine maintenance is performed and operators must use a different machine, Operation Manager Jeff Lees reports they just “go to pieces” because running their older one is too much work.

“We were running Case,” says Jeff. “When we started our search, we got demo loaders from five different manufacturers and tried them here onsite. When I tried the Kawasaki 90ZV I said, ‘They’ve nailed this one.’ The engineering on it is just superb. The difference was very, very noticeable. What made the decision was the power of the machine. I don’t think I could have bought a better machine that size at any price. And price was not a deciding factor — it was less expensive than three of the other ones.”

Joey Weeks agrees. “I got on it and ran it. It out-did them all. Going into the bank or going into the stockpile it had so much more power than the others. It was like night and day. And the height the bucket can reach is great. We don’t have to use a ramp to load the trailers that come in. I wish I’d gotten one a long time ago.”

Weeks Sand serves both the commercial and residential markets. They generally sell between 800 and 1000 tons of material a day. One of their primary products is Beth’s childhood nemesis — the orange mortar sand, a favorite of builders for mortar work. After screening the sand to meet mortar sand specs, what remains is clay sand, another favorite used for foundation work. They also sell fill sand, topsoil, pottery clay, and brick clay.

Weeks Sand Company, Inc. is serviced by the Raleigh branch of Interstate Equipment Company.

