

KAWASAKI HELPS

TROFFA

MEET CUSTOMERS' NEEDS



Joseph M. Troffa Landscape relies on its Kawasaki 70ZV loader from All Island Equipment.

LANDSCAPE

Joseph M. Troffa Landscape & Mason Supply aims to be a one-stop shop for its clients.

In that vein, the family-owned business features an on-site recycling facility, which allows customers to discard unwanted construction debris and leave the site with new materials and supplies.

Located on the north shore of Long Island in Setauket, the company, centrally located to serve points east and west from Montauk to Manhattan, is on a 10-acre site, which allows it to keep a large inventory of materials and supplies in stock and to serve all of its customers' needs from one location.

IN WITH THE OLD, OUT WITH THE NEW

Troffa accepts and recycles thousands of tons of material every year, from tree and yard waste to concrete and asphalt. Even brick and cobblestone are recycled.

When the project is completed and the contractor needs a place to take recyclable materials for disposal such as concrete, wood pallets, and dirt, as long as they are separated, Joseph M. Troffa Landscape Supply will accept them for recycling.

Roll-off containers also are available to remove debris from the job site. Screening equipment allows the company to turn the waste products into soil and compost.

ROUND-THE-CLOCK ACCESS

Troffa's outdoor stone and mason product showroom is open 24 hours a day, seven days a week so that contractors, along with their clients can come and grasp the actual look and feel of many different materials installed in a variety of applications, and do that at their customers' convenience.

In addition to a massive variety of decorative stone, natural stone, pavers, and decorative retaining walls, it also offers an assortment of bulk materials, including various sizes of aggregate, screened topsoil, and various mulches, all of which can be delivered to the contractors' job site.

TIGHT SPACES

Moving all of these bulk materials, especially in a yard with very little maneuvering room, is a challenge for Troffa and requires a fleet of strong, reliable, and maneuverable rubber-tired loaders.

Recently, Troffa purchased a Kawasaki 70ZV loader from All Island Equipment in Babylon, N.Y. Troffa's fleet already included four loaders of various sizes that he, his son, and their employees operate on a daily basis, so Joseph Troffa had a very good feel for exactly what he was looking for in a loader.

One of the biggest considerations was a very tight turning radius. The company has 45 different bulk items stored in bins, and maneuverability is critical.

The loader that Troffa wanted from Kawasaki came standard with a 3-1/2 cu. yd. bucket; however he wanted the machine to be matched up with a 4-cu.-yd. bucket. This larger bucket would allow a ten-wheel dump truck to be filled with just four trips from the loader.

Troffa also wanted oversized tires on the loader. He equipped his loader with 23.5 x 25 Michelin tires, the tires that would normally be put on the next-sized larger machine, rather than the 20.5 x 25 that would have been standard.

The end result was increased reach and improved stability, according to Troffa. This improved traction and climbing ability helps the company when it is making a stockpile with the loader and needs to drive up a large pile of material with a full bucket load.



Joseph M. Troffa, Gary Wade (President, All Island Equipment), Jon Troffa.

The Kawasaki loaders come equipped with torque proportioning differential (TPD), which also improves the machine's traction when climbing, according to the manufacturer.

"I like the direct-hydraulic pilot controls in the Kawasaki versus the electric-over-hydraulic controls," Troffa said. "This type of control gives me a much more consistent response when I am adjusting the tilt on the bucket. Unlike electric-over-hydraulic controls, the Kawasaki bucket always gives you the same

proportional response from a movement of the joystick. You can rely on what it's going to do every time.

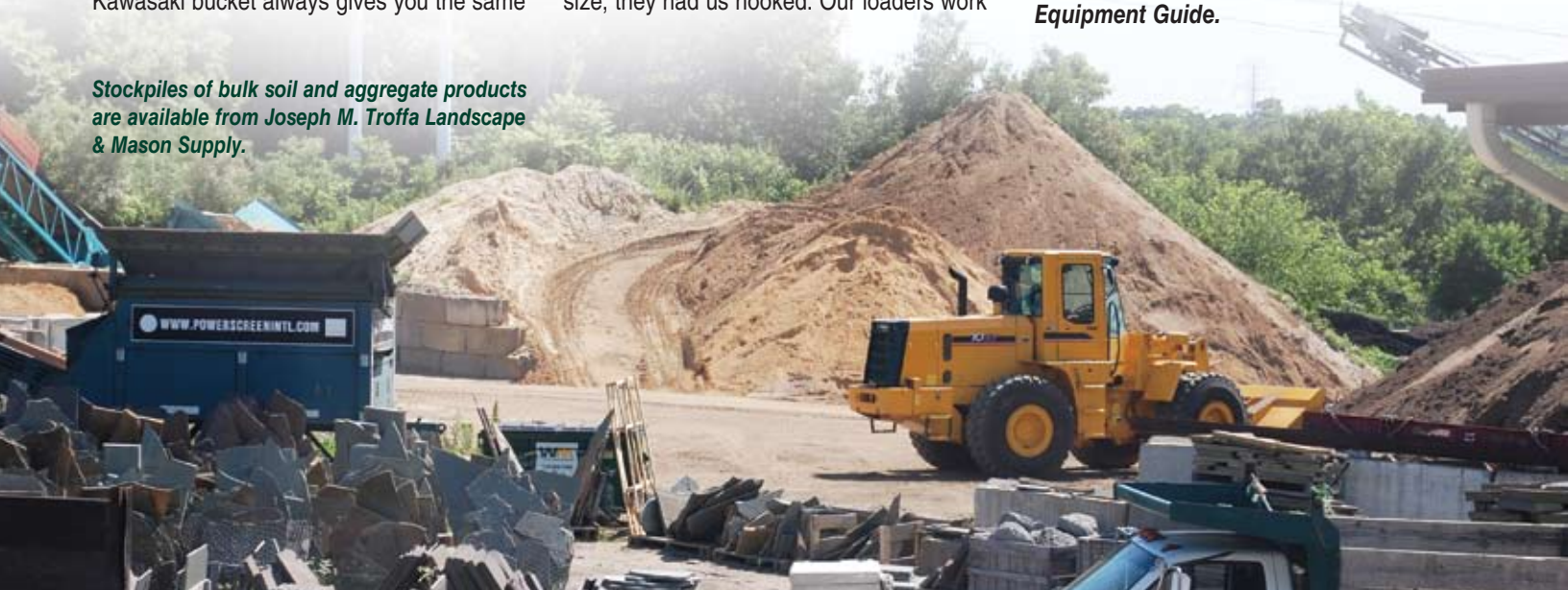
"We started the process of buying this loader at ConExpo in 2008. Convincing us to make the switch to Kawasaki took a lot of hand holding on the part of All Island Equipment. But when we found them to be more than willing to make all sorts of modifications to the machine, like the tires and the bucket size, they had us hooked. Our loaders work

in a lot of tight places. Kawasaki was even willing to change the hinges on the door so that they opened flush with the machine cab and did not extend out beyond the fenders, again helping the machine fit into tighter spots," Troffa added.

Joseph M. Troffa Landscape & Mason Supply is serviced by All Island Equipment, Babylon, New York.

Story courtesy of Construction Equipment Guide.

Stockpiles of bulk soil and aggregate products are available from Joseph M. Troffa Landscape & Mason Supply.



TWO NEW OPTIONS FOR YOUR KAWASAKI WHEEL LOADER

The first is a rear-camera system.

A small ruggedly housed color camera and built-in microphone mount above the radiator grill. The quarter-inch Sony CCD camera also has 18 infrared LEDs to capture images in low light/no light areas. A sturdy 4-pin cable connects to a 5.6-inch color monitor, located inside the cab beneath the mirror bolted on the right-hand side for easy viewing by the operator.

In addition to being able to show either a mirror image or normal version of the camera feed, as well as piping in the external audio, the monitor has a day/night sensor. The camera is also heated to prevent ice and fog build-up on the lens.

The second option is an HID light kit, mounted above the rear window of the cab.

What is the difference in lighting between the standard halogen worklamp and the optional HID (Xenon) worklamp?

- **HID has a lower overall current consumption versus halogen lights. This means there is less load on the charging system**
- **HID has an extremely long-life capability: 3,000-5,000 hours vs. halogen's 400-500 hours. HID means reduced maintenance cost and time.**
- **HID is much brighter: 2600 lumen vs. halogen's 500 lumens. This provides exceptional performance in dusty and low-light conditions.**
- **HID provides a more even lighting pattern at night, reducing the spotlight effect so common with halogen.**

For more information about these two new options, contact your Kawasaki dealer.

