

# TWO'S COMPAN



# ENVY



**R**ecently, FOCUS magazine had the opportunity to catch up with a company we first profiled in 2007 — Fers & Métaux Recyclés Limitée, a steel scrap operation located in the province of Québec. At the time, they had just taken delivery of their first Kawasaki 95ZV-2 and had equipped it with a window guard, solid tires, and high-lift arms to assist in loading out haul trucks. They also got a quick coupler to change between forks and a bucket without exiting the cab — a feature much appreciated by the operators, especially during cold Canadian winters.

In 2010, when we called to follow up on how their 95 was doing, we got a surprise. During the summer of 2009 they had purchased a second Kawasaki — a 115ZV-2!

However, before we explore why they got their second Kawasaki, let's revisit why they bought their first.

## THE INITIAL CASE FOR KAWASAKI

As Gaétan Morin, Director of Operations, explained back in 2007, "The company used to have two 30-year-old Caterpillars. When we couldn't get parts for them anymore, we realized it was time to move on. We bought a large Komatsu to replace one of the Cats. In 2006, it was time to replace the second Cat."

Roland Thériault, who at the time was Fers & Métaux's plant manager, continued the story. "I checked with people I used to work with at Heckett Multiserv. There the application is even more demanding because they use their loaders in the hot slag. They told me they were buying Kawasaki. If it could handle hot slag, then I knew it could certainly handle theirs for us."

Montreal Tracteur, the local Kawasaki dealer, then took them over to a quarry where the owner was on his 11th Kawasaki. "He said he wouldn't buy anything else," recalled Thériault. "He let our operator run his, and he liked it and thought it was good. We knew



*The company's new 115ZV-2 replaced a Komatsu. It is used primarily to unload and move scrap car bodies.*

Komatsu because we already had one. And we knew Caterpillar. When we compared prices, everything fit for the Kawasaki. So we all agreed to buy it."

## CHANGING TIMES

A lot has happened to the scrap market since 2006, as well as to Fers & Métaux. From the gloriously crazy white-hot 2008 market to the awful plunge in 2009, scrap has been on one wild rollercoaster ride. According to Roch Rousseau, the current plant manager who replaced Thériault after he retired, scrap is slowly picking back up. "Everyone is adjusting to the way the pricing is now, so things are stabilizing and getting better. However, I think it will be about 2012 before scrap prices recover to 2008 levels."

Another change is the company's own name. It's now known as ArcelorMittal - La Prairie. Although ArcelorMittal had acquired the plant in 2006, it took several years for the new name to stick. But despite the name change, the mission remains unchanged: shred and sell steel scrap. They purchase about 140,000 tonnes (154,322 US tons) of raw material each year to produce about 110,000 tonnes (121,253 US tons) of usable scrap steel.

“They are very efficient machines.”

— *Roch Rousseau, Plant Manager*

## THE SECOND KAWASAKI PURCHASE

Now, flash forward to 2009. ArcelorMittal - La Prairie realized it was time to sell their large Komatsu loader. “Whatever we replaced it with needed to be priced right, be a machine we were familiar with, and could be serviced by a dealer we could trust,” explains Rousseau. “Because of the good experience we’ve had with the Kawasaki 95ZV-2, the great relationship we have with Montreal Tracteur, and their excellent price quote, we chose the 115ZV-2.”

Their 115 is outfitted with a quick coupler, forks and bucket, window guard, reversible

fan kit, auto lube, ride control, and solid tires. When the Komatsu operator moved over to the 115ZV-2, the K-Lever stick steering came as something of a surprise. But he quickly adapted and soon felt at home.

Both Kawasakis are used to offload scrap, which typically arrives via flat-bed, moving-floor, and dump-trailer trucks. The 115 especially unloads and moves piles of car bodies. Forks handle flattened cars while buckets are used to stockpile and load the finished product as well as take care of various bulk-handling needs. Feeding the shredder belt is left to hydraulic material handlers with grapples. The 115 also loads

out car fluff, shredded non-metallics used by sanitary landfills for daily cover material.

***So how are both Kawasakis holding up in that tough and gritty environment?***

“So far so good,” replies Rousseau. “We are quite happy with both, and to this point are very satisfied. Our dealer is providing good service and the Kawasakis are doing a good job — they are very efficient machines.”

***ArcelorMittal - La Prairie is serviced by Montreal Tracteur Inc., Baié D’Urfé, Québec.***

