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Whether your interest is rapidly-growing companies in your industry, state-of-the-art technology expanding its impact into new segments, or equipment that reduces 80- to 100-foot plantation pine to cut-to-length timber in eight seconds ... there's something for everyone in this issue of *Connection*. Once again, the season is winding down ... how time flies. On behalf of everyone at Columbus Equipment Company, please enjoy a safe and healthy Holiday Season!



Sincerely,

Josh Stivison

President

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CUSTOMER SPOTLIGHT



Bedrock Earthworks: TEAMWORK, TEAMWORK, TEAMWORK ... WITH A SIDE OF IMC

While working as an operator, Bobby Sykes realized that GCs in the Columbus area were having a hard time finding good support contractors for the excavating tasks that seemed to be overlooked or were too small for most excavating contractors. That inspired him to start his own company, with every intention of being a one-man operation.

"I saw a niche I could fill, and wanted to put my experience to good use," said Sykes, who already had experience in commercial concrete, sitework, utilities and excavation. He purchased two pieces of equipment from Columbus Equipment Company (more on that later) and started his company, Bedrock Earthworks, in early 2015.

"As far as the iMC equipment goes, when a customer sees you have invested in good equipment and good technology, they see you are there to get the job done, and do it right."

Bobby Sykes; President, Bedrock Earthworks

He quickly learned that he had correctly identified a need in the local market. In fact, "I discovered there was a lot more work out there than there were contractors to do it." and he expanded his business to meet demand.

"As the quality of our work became known, we continued to grow and I added more pieces of equipment to suit the demand I was seeing. I started looking for top-notch operators. As a small company doing specialty excavation, I needed the best operators I could find," Sykes said. "I focused on creating an environment people would want to be in, one with a team-minded atmosphere, where they were part of something, not just an employee."

While he continued to take time-and-materials jobs, he also realized that bidding on some contract projects would ensure his employees always had work. "We want to remember our roots as a support company, but we don't want to rely on waiting for a phone call, so we maintain contract work to keep things running smoothly."

Bedrock was recently awarded its largest project

yet, doing sitework for a new AEP service center in Columbus. The company will demo the 40-acre site and handle grading, water, storm and sanitary sewers, utilities and road widening.

His time-and-materials crews have been working at the Facebook data center in Columbus. "We've been fortunate to work with some really good contractors here in town who have seen the value of having us help them perform projects," Sykes said.



Come rain or shine, "rock solid" Komatsu equipment—such as this HM300 articulated truck—and iMC technology is key to efficient and accurate site development.

While Bedrock has grown to 50 employees in just four years, when Sykes went out on his own, "my plans depended on me being able to get an excavator," he recalled. He had worked for a Cat-heavy contractor, so he first contacted a Cat dealer. "They wouldn't give me the time of day," he said.

An acquaintance suggested contacting Rich Durst at Columbus Equipment Company. "Rich's encouragement and the deal Columbus Equipment gave me, including a towing trailer, sealed the deal for me," Sykes said. Since then, he has purchased a wide range of Komatsu

SMARTCONSTRUCTION



Bedrock Earthworks' Komatsu equipment—a PC360LC-11 excavator, two HM300 articulated trucks, a PC228USLC excavator, and D61PX and D51PXi crawler dozers—on a Corna Kokosing American Electric Power project on Old Morrison Road in Columbus. The 4-month, \$1.6-million project will ultimately move 100,000 cu. yds. of dirt.

equipment from Columbus Equipment Company.

Bedrock now has Komatsu excavators ranging from a PC88 to a PC360, and is now in the process of acquiring a PC490—as well as a D65WX crawler dozer. "I like the speed of the Komatsus, the swing speed and the hydraulics. And the cab space is very good. I'm 6-foot-2 and there's a huge difference being in the cab of a PC228 versus a Cat of the same class."

"Our Komatsu equipment has been rock solid. We've had tremendous success with very few issues."

Bobby Sykes; President, Bedrock Earthworks

The fleet also includes a D39 and a D61, both with a Topcon 2D Laser System 5, and a new D51i, purchased for finish grading on the AEP project. He plans to upgrade the older dozers to a 3D system. "It will enable us to achieve the quality and productivity we want to reach, and it's becoming necessary to complete. It has almost become an industry standard," Sykes said.

"As far as the iMC equipment goes, when a customer sees you have invested in good equipment and good technology, they see you are there to get the job done, and do it right. When I demoed the D51i, I could see the value it could bring to less experienced operators and in fuel savings. iMC can help a novice operator become a better operator and a good operator can become an excellent operator."



Komatsu dozers are well balanced and offer better visibility than any competing machines, Sykes added. Bedrock also owns a WA250 and two HM300s.

KOMATSU



A Komatsu D51PXi hogging on the Old Morrison jobsite. "We see tremendous value in utilizing an i-machine for installation of the laydown yard," commented Sykes. The site consists of a 60,000 sq. ft. service center and a 170,000 sq. ft., stone laydown yard for AEP crews. The project also entails 5,000 lf. of waterline, 3,700 lf. of storm and 1,200 lf. of sanitary work.

"Our Komatsu equipment has been rock solid. Some of our fleet is new, some is used, but we've had tremendous success with very few issues," he noted.

Bedrock also owns three sizes of Takeuchi track loaders, which are used for many applications. The largest, the TL12, is used for finish-grading for multi-family developers. "The TL12 can get into areas that might be too tight for a dozer but achieve a similar result. We also use the TL12 with an oversized bucket for some pipe operations that don't warrant a wheel loader," Sykes said.

"Columbus Equipment has been exceptional to us. All the guys at the Columbus branch are phenomenal to work with. They are an extension of our business."

Bobby Sykes; President, Bedrock Earthworks

Until now, Bedrock has relied on Columbus Equipment Company to service its equipment. Sykes recently added a full-time mechanic, but he'll continue to use Columbus Equipment for many services. "Columbus Equipment has been exceptional to us. All the guys at the Columbus branch are phenomenal to work with. They are an extension of our business," Sykes said.

"We've had an exceptional experience all the way

down. They give the same treatment to a guy with one machine and to a guy who has bought one-hundred. There's a family feel, where we are on a first-name basis. I call and it gets taken care of. Rich Durst has been like a second dad and encouraged me along the way."

"We believe the key to success both now and in the future is in our team members."

Bobby Sykes; President, Bedrock Earthworks

Sykes has a degree in construction management, but he admits he'd rather be in the operator's seat doing the work. He's amazed at how quickly Bedrock has grown, and he credits his team.

"While we believe that providing the best equipment and technology is a key component to success, we believe the key to success both now and in the future is in our team members. We pride ourselves in having some of the best team members in Columbus. Our model is to prioritize our team members and their well-being, which we believe will lead them to prioritize our customers and quality of work, leading to success."

Visit <u>columbusequipment.com/news/videos</u> for additional video coverage on Bedrock Earthworks' iMC experience.



PRODUCT SPOTLIGHT KOMATSU



Komatsu PC210LCi-11 Hydraulic Excavator NEW ENABLED JOYSTICK MAKES IMC LIFE EVEN EASIER



Komatsu's PC210LCi-11 intelligent Machine Control (iMC) excavator is now available with a machine-controlfunction-enabled joystick. Operators have requested that frequently-used machine control functions be located on the operator's control lever, making them more convenient to access and activate.

The new joystick is on the PC210LCi-11, the secondgeneration version of the intelligent 210 excavator, which Komatsu recently introduced. The excavator

Operators have requested that frequently-used machine control functions be located on the operator's control lever, making them more convenient to access and activate.

features Komatsu's proven integrated machine control technology that increases excavating efficiency by up to two-thirds over a standard excavator and traditional stake and grade-checker methods.

Owners using the first-generation iMC excavator have already found that iMC technology effectively eliminates the need for grading dozers and grade checkers. The technology also minimizes costs that result from overexcavation, such as the extra materials, time and fuel required to fill low spots. With the

increased efficiency of iMC equipment, contractors can finish jobs quickly and collect bonuses for on-time or early completion of projects.

"This excavator is productive and precise enough to be a fixture on jobsites from basement and foundation pads to utility work," said Sebastian Witkowski, product marketing manager. "In addition to the industry-leading efficiency all machine owners look for, the added convenience of the machine-control-joystick functionality should make operators happy."

Komatsu's integrated machine control system allows the excavator to dig to grade anywhere on a jobsite that a GPS-enabled dozer can. Additionally, the technology has full 3D capabilities and combines GPS with machine hydraulics and stroke-sensing cylinders to automate work equipment functions. The iMC excavator performs in a vastly more automated way than you can get with an aftermarket system.

Operators also benefit from advanced guidance systems, all operated from a touchscreen with a simple, intuitive interface.

The PC210LCi-11 is covered by the Komatsu CARE program, providing scheduled maintenance for the first three years or 2,000 hours.

If you are new to iMC equipment, Columbus Equipment Company's SMARTConstruction Division is here to provide assistance and training, and help with jobsite setup. Contact your Columbus Equipment Company representative to see how much more efficiency—and profitability—the PC210LCi-11 can bring to your jobs.

SMARTCONSTRUCTION DIVISION

Pullins Drainage: Pioneering Since the 1950's

Pullins Drainage in Quincy,
Ohio, is pioneering the
use of Komatsu intelligent
Machine Control (iMC) in
the grading of waterways
designed to control
erosion on farmland.

KOMATSU





A Pullins Drainage Komatsu D61EXi makes short and accurate work of farmland re-grading in South Vienna, OH. The project involved over 2,500 feet of 40- and 30-foot wide erosion-control waterways. With Komatsu iMC, Operator Kole Wilbur enjoys completing the task in fewer passes.

The company was an early adopter of iMC—it owns two D51i machines and a D61i—and is the only company in Ohio using Komatsu iMC dozers in this application.

Brothers Sam and John Pullins, the third generation to run the company, have found that "using intelligent machines to grade waterways takes one-half to one-quarter the time and it's perfect every time," according to Sam Pullins.

Each year, Pullins Drainage puts in 40,000 to 50,000 linear feet of waterways, which are generally 30 to 50 feet wide. They work within 100 miles of Quincy, and most of the waterway projects are for a county Soil and Water Conservation District or the U.S. Department of Agriculture. Sometimes the agency designs the

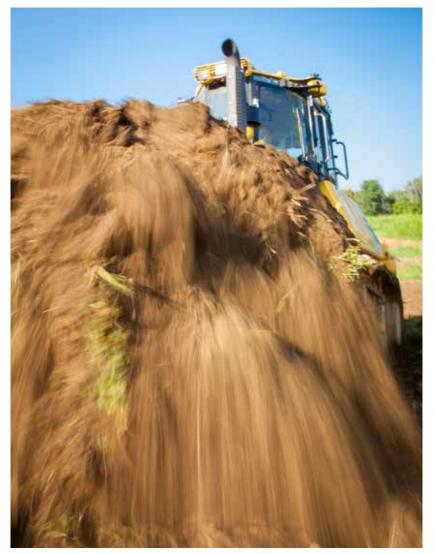
"Using intelligent machines to grade waterways takes one-half to one-quarter the time and it's perfect every time."

Sam Pullins, Owner Pullins Drainage

SMARTCONSTRUCTION

For additional video coverage, visit columbusequipment.com/news/videos

for more on Pullins Drainage's Komatsu iMC experience.





Third-generation owner Sam Pullins (center) with operators Kole Wilbur (left) and Ethan Cook who completed the \$33,000 South Vienna project—including tile, erosion control blanket, rock, dirt work, and piles of earthwork—in just four days.

waterway and gives Pullins a CSV file that can be converted to work in the dozer. Other times, Pullins Drainage designs the waterway. "We have a model of each size of waterway—30, 40 or 50 feet. We put their grades in the design and build it," Pullins said.

Other companies involved in waterway work use lasers, and they simply can't match Pullins Drainage for accuracy, he added. "The Soil and Water Conservation offices in every county we work in say our waterways are basically perfect every time. Anyone who is using laser is eyeballing it. A waterway has a parabolic shape, and they use the laser for the center and freehand the rest. Consequently, the county will check their grades and they'll have to fix high spots and

low spots. The GPS integrated into the intelligent dozers takes the guesswork out of it."

Sam Pullins credits his father, Paul Pullins, as the driving force behind acquiring the intelligent dozers. "He knew what GPS had done for us on tiling work, and could only imagine what it could do on waterways." Columbus Equipment Company SMARTConstruction Division Manager Mike Fenster created a program for waterways in an i-dozer, then "Columbus Equipment let us demo that dozer. We saw how it would work, and that's all it took," Pullins added.

"There is so much that you can do with these dozers. We can quickly figure yardage on the jobs, quickly survey with the dozer and



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KOMATSU



Pullins drainage work represents a compelling value. Due to the performance and accuracy of the company's i-machines, projects can be completed at a lower cost than 90% of the county's estimated value, leaving zero out-of-pocket for the farm.

be done with it. The i-system is a CAD system without having to have a CAD. We can do everything through the handheld if we want, you don't even need a computer.

But accuracy and saving time is the real bonus. "You don't have to spend time checking your work because you know the dozer is going to build to the model."

Another benefit of the integrated system is there are no wires or equipment on the blade. "When we're doing tree work we run into a lot of brush, and with this system we don't have to worry about that," he added.

"The Soil and Water Conservation offices in every county we work in say our waterways are basically perfect every time."

Sam Pullins; Owner, Pullins Drainage

Pullins Drainage became a customer of Komatsu and Columbus Equipment Company about a decade ago. "We purchased our first i-dozer and within thirty days purchased a second, trading in two non-GPS dozers that kept breaking down," Pullins said. In addition to the three i-dozers, the company owns two PC228s and a PC88.

"We love Komatsu equipment. The visibility in the dozers is great; with the radiator in the back you can see the blade better, and we can push more dirt than in other dozers. The 228 excavators are really strong. You can do anything you want with them."

Komatsu dependability is excellent, he noted. The company usually keeps machinery until it reaches

5,000 hours, "but we've run them to 8,000 or 9,000 hours and had no issues."

Pullins is also very happy with the service he gets from Columbus Equipment Company. "If something breaks down, they provide a loaner, no questions asked. We can't get that with anyone else."

"We love Komatsu equipment. We can push more dirt than in other dozers. The 228 excavators are really strong. You can do anything you want with them."

Sam Pullins; Owner, Pullins Drainage

Their sales rep, Mike Early in the Dayton branch, has even opened the store for them on the weekends when they needed something, he said.

Pullins Drainage, founded in 1958 by David Pullins, was also a pioneer in using GPS to install drainage tiles nearly two decades ago. "Construction GPS vs. ag GPS is a whole different world," according to Sam. Seeing how the technology benefited the company with installing drain tile led to further expansion into the grading of waterways.

Finding new and more efficient ways to complete a job-that's a trait you find in successful pioneers, like Pullins Drainage and Komatsu's iMC dozers.

Visit columbusequipment.com/news/videos for additional video coverage on Pullins Drainage's iMC experience.



ENVIRONMENTAL DIVISION

KOMATSU

Forestry

Visit <u>columbusequipment.com/news/videos</u> for additional video coverage.

Crawford's Logging: SPECIALIZED KOMATSU FOREST EQUIPMENT, UNIQUE CAPABILITIES



When you spend your workday in a machine on a steep slope, it's hard to beat a self-leveling cab. Take it from Adrian Crawford, owner of Crawford's Logging, who spends his days harvesting trees in a Komatsu Forest 931XC Harvester.

"The self-leveling cab makes things so much more comfortable for the operator. It's pretty phenomenal. We've worked on 35- to 40-degree slopes with no issues, and I've heard of people using it on even steeper slopes," he said. "The 931 is a super stable machine and very agile."

"The 931 fuel system is much more fuel efficient. It uses 20 to 25 percent less fuel than the old machine. Production speed is similar, and there's far less down time."

Adrian Crawford; Owner, Crawford's Logging

Crawford purchased the 931XC and a Komatsu Forest 875 Forwarder from Columbus Equipment Company in the spring. Previously he used Ponsse equipment, but he decided to switch brands for better service and dealer proximity.

Crawford's company cuts plantation timber for

Glatfelter in Chillicothe, harvesting from 900 to 1,200 tons of timber a week. He fells the trees, then delimbs and cuts them to length—usually in 20-foot sections—all within 8-10 seconds. He then uses the forwarder to stack the timber for easy pickup.



The cab has other impressive features beyond being self-leveling. It turns 360 degrees and keeps the operator facing the crane at all times. "It's a unique feature and it lets you pinpoint your accuracy as far as tree felling," Crawford said. The cab's interior is quiet, comfortable, and offers excellent visibility.

The 931's three-pump system provides the market's largest total hydraulic capacity, allowing you to perform several crane and head functions at the same time. Crawford's Ponsse also had a three-pump system, "but the engine ran at a higher rpm so it used more









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KOMATSU For





Pictured outside Vinton, Ohio, the Komatsu 931XC processes 200 tons of plantation pine per day. Crawford lists "the turning and self-levelling cab, fabulous stability, excellent traction and phenomenal fuel economy" as favorite features.

fuel. The 931 fuel system is much more fuel efficient," he noted. "It uses 20 to 25 percent less fuel than the old machine. Production speed is similar, and there's far less down time."

Crawford chose a Komatsu Forest C144 Harvester Head and "it seems to be bulletproof," he added. "It's super quick, it gets around crooked wood and it's good for heavy delimbing. The feed speed is very fast." Crawford finds the computer interface on this machine is easy to use, making it simple to change setting lengths.

"Columbus Equipment worked through a thunderstorm and went out of their way to be sure we were going the very next day."

Adrian Crawford; Owner, Crawford's Logging

The 875 Forwarder has also surpassed his expectations. "The traction and ability on steep slopes is amazing, and it has a very good load capacity. It is an all-around good machine in terms of the loads it will hold."

Daily maintenance on the equipment is simple, with all the service points at ground level. "It's super easy to grease and clean debris," Crawford said.

These machines were Crawford's first purchase from Columbus Equipment Company, although he was aware of the company's reputation for exceptional customer service. He has already experienced that service, when he had a problem with the drive transmission in the forwarder. "Columbus Equipment got right on it. They worked through a thunderstorm and had us up and

going. They went out of their way to be sure we were going the very next day. That's treatment I didn't get before with other people."

Crawford says his cut-to-length operation is unique in Ohio, where he owns the only cut-to-length harvester and one of only two forwarders in use in the state.



Adrian Crawford pictured with Rob Ward (left) and the Komatsu 931XC's "bulletproof" C144 Harvester Head.

Once he approached Columbus Equipment Company about the kind of equipment he was looking for, "they moved pretty quickly," he said. "Props to Columbus Equipment and Komatsu Forest for staying ahead of the equipment curve."



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PRODUCT SPOTLIGHT



Komatsu iMC Operator Tips: GETTING STARTED: DOZING CONTROL MODES 101



As fellow operators have shared previously in Connection, Komatsu's iMC technology is not only extremely user friendly, but can increase operating efficiency and capacity significantly. As a 101-style introduction, the system's dozing control options below allow you to get the most out of every pass simply by clicking the Dozing Control menu on your in-cab monitor.

Choose a load mode based on the kind of materials you're handling. There are three options:

- Light for sand or soft, dry materials where the tracks can slip. Also use this for a small amount of material on the blade.
- Normal for most conditions, including when moving medium amounts of material.
- Heavy for clay and wet, dense materials where the tracks won't slip, or when the blade is fully loaded.

Another option is **Smooth Start**, which provides a smoother ride when backing up for multiple passes. It takes longer to get to grade when Smooth Start is on, so it's best for deep cuts that require several passes. Turn it off to reach grade quickly on shallow cuts.

You can also match the operating mode to the task.

- Cut & Carry the machine will fully load the blade, then automatically raise it a bit and maintain that height for the rest of the pass.
- Cutting the most aggressive setting. The blade attacks the surface and fully loads.

- **Spreading** use this setting to distribute material to finish grade.
- Simple grading in this setting, the blade is the only machine component being automatically controlled. It's for finish grading with steep transition breaks.



Now you're ready to get started. For video on this time- and cost-saving feature, go to: https://www.youtube.com/watch?v=J9q1GSB3JKg. Next issue, we will cover creating a flat plane surface. More Komatsu iMC Kwick Tips can be found under the SMARTConstruction playlist on Komatsu America's YouTube channel at: https://www.youtube.com/user/KomatsuAmerica. Or, to schedule an iMC demonstration, contact your Columbus Equipment Company rep today.

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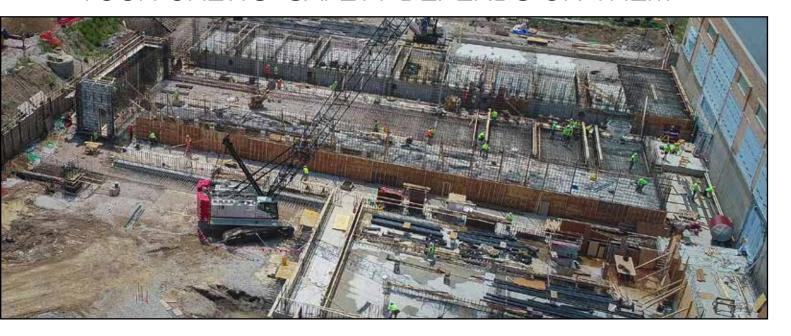


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PRODUCT SUPPORT



Comprehensive OSHA Inspections: YOUR CREWS' SAFETY DEPENDS ON THEM



OSHA requires cranes to undergo inspections at various intervals—both monthly and annually—to ensure safe operation of the equipment. Hoisting machinery must be inspected by someone with thorough knowledge of the requirements, regulations and standards of operating the equipment. Since any problems uncovered by the inspection must be remedied before the crane can be operated again, the slower winter months

Since any problems uncovered by the inspection must be remedied before the crane can be operated again, the slower winter months are the preferred option for most crane owners to have the annual, OSHA inspection—and any repairs—performed.

are the preferred option for most crane owners to have the annual, OSHA inspection—and any repairs—performed.

As a result, Columbus Equipment Company gears up at this time of year for crane inspections that comply with all OSHA requirements. These inspections are

conducted by fully-certified technicians—many of whom are certified Master Technicians—who have received extensive training on crane operation and safety as well as on diagnostics, maintenance and repair of cranes.

Our techs will perform a 138-point inspection of your crane, closely examining all wire rope and lifting accessories, hoist, turntable, boom and jibs. A check of all major drive components and hydraulic components is also included. You will receive a written report on the findings, to be kept with the machine's records, as required by OSHA. If any repairs are needed, the inspector will provide you with a detailed estimate of costs, and a recommendation on time frames so you can budget and plan for any repairs.

While crane operators typically perform monthly inspections themselves, Columbus Equipment is also available to perform these checks, when needed. As a safety precaution, "owners typically prefer us to perform the monthly inspection if the crane has been sitting for a while," notes Crane Product Support Specialist Chuck Amnah.

To schedule an OSHA-compliant inspection, simply call your local PSR or local Columbus Equipment branch service manager. Audits can be performed at your yard or jobsite.

BRANCH NEWS



Manning Our Branches and Divisions ... TO BETTER SERVE YOU



Mike Haney has been named manager of the Massillon branch (above). As assistant branch manager, he oversaw the expansion of the Massillon facility.

Mike has been with Columbus Equipment Company since 2013 and previously worked as distribution manager for a large homebuilder.

The University of Akron grad enjoys sports and travel.

Fall Season Activity

We'd like to thank everyone who supported us during the busy fall show season.

The Official Paul Bunyan Show continues to be huge, and we're happy so many of you checked out equipment from our Environmental Division, including the debut of the Rotobec Evolution 960D Log Loader. Our demos and exhibits featured best-in-class equipment from Morbark, CMI, Komatsu Forest, Rotobec, Quadco, and U.S. Pride Products.

We also met with many customers at the OAIMA annual meeting this month. We truly appreciate the time you took out of your busy conference schedule to catch up with us.

Show season continues at the OCA Annual Conference in December and at the IHLA convention and expo in Indianapolis, in February.

Environmental Division Expansion

The Environmental Division has recently expanded its product support team to support environmental operations across the region.



Mike Bernhard serves as rental/demo coordinator, service administrator and internal product support person. It's been a déjà-vu experience for Mike, as he's in the same office space he had for 15 years when Performance Site Management occupied the building.

Mike has extensive customer service

experience. In addition to his professional experience, he and his siblings own a restaurant and bar at Buckeye Lake, where he frequently DJs. He also works with special needs children to help them integrate into the community.

Three years ago, Mike reconnected with his high school sweetheart and they got married a year ago.



Joel Werly is a product specialist working in the Environmental Division's East Region. Joe hails from Las Vegas, where he sold KPI-JCI and Astec Mobile Screen equipment. Previously he was a mechanic.

A native Nevadan, Joel is looking forward to fishing, hunting and other

outdoor activities in the woods ... rather than the desert.



USED EQUIPMENTMonthly Specials



For a Complete List of Used Equipment, Please Visit www.columbusequipment.com



2017 Komatsu PC228USLC-10 Stock# U36215, 2-Way Hyds, Coupler, Bucket

\$179,000



2014 Takeuchi TL230CR-II Stock# U35130, Cab, A/C, Coupler, Tooth Bkt, 513 Hours

\$43,000



2003 Komatsu HM300-1

Stock# U31986, Cab, A/C, 6,600 Hours

\$135,500



2015 Komatsu D65PX-18 Stock# RU33113, Cab, A/C, Winch, PAT Blade, 1,913 Hours

\$265,000



2015 Komatsu PC170LC-10

Stock# U34498, Cab, A/C, Coupler, Bkt, Aux. Hyds

\$145,000



2012 LinkBelt RTC8050II

Stock# U29479, Main and Aux Winch, 1.656 Hours

\$368,500



1998 Komatsu D65EX-12 Stock# RK8434T, Cab, SU Blade, Winch, Serviced

\$55,000



2005 Komatsu D61EX-15 Stock#U35858, Open ROPS, PAT Blade, Winch

\$59,000



2013 Komatsu D39PX-23 Stock# U35653, Cab, A/C,

Heat PAT Blade

\$102,500

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