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TSU WA470-8 WHEEL LOADER  
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With the season is in full swing, the spring floods have been replaced with drier conditions. In this issue of *Connection*, extraordinary is the common thread as we share features on first-of-its-kind equipment at RAP Management, and a unique lifting challenge posed by the U.S. Army Corps of Engineers, as well as a visit with Chris and Rachel James at Crestline Paving & Excavating. **Please enjoy the issue ... we're here if you need us.**



Sincerely,

*Josh*

Josh Stivison  
President

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# Crestline Paving & Excavating Company: PROUD OF ITS PAST AND PEOPLE, FOCUSED ON THE FUTURE

Chris James, co-owner of Crestline Paving & Excavating Company in Toledo, credits the company's 45 years of success to two key components: "good, honest, hardworking employees who give us their all every day ... and dependable equipment." You don't have to look far to see either of those around a Crestline job site.

The company has about 70 employees in peak season, including five sets of brothers, and it operates with a family atmosphere where "we want to share our success with the employees," James said. But the poster child for dedicated employees has to be Jim Macrae, who helped start the company with Chris James' father, Jerry James. Macrae retired in 1998 but returned after six months because he realized—unlike other retirees who enjoy fishing or golf—that running equipment was what he enjoyed the most. Now 82, Macrae is on the job daily, as he has been for 69 years, with 45 of those at Crestline.

"It's been our experience that Komatsu and Columbus Equipment have played a huge role in keeping our projects moving, keeping our equipment going so our downtime is kept to a minimum."

Chris James, President  
Crestline Paving & Excavating Company

As for dependable equipment, Crestline owns a Komatsu dozer it purchased in 1984 (one of the first two Komatsu pieces the company purchased), and Macrae still runs it. The company owns Komatsu dozers, excavators and wheel loaders.

Crestline has a 35-year relationship with Komatsu and Columbus Equipment Company, and the reliability of the equipment is just part of the story. Local support is the other part. "You could have the best piece of equipment there is, but it boils down to when you have issues and downtime and how quickly your dealer responds," James said. "It's been our experience that

Komatsu and Columbus Equipment have played a huge role in keeping our projects moving, keeping our equipment going so our downtime is kept to a minimum."

Crestline offers a broad range of services, but its primary businesses include underground utilities, asphalt paving and milling, and projects where it combines those two specialties. "We concentrate on total road reconstruction or new construction, and we self-perform the excavation, all types of underground utilities, asphalt milling and paving," James said. Concrete work is subcontracted out.



Pictured at the Signature Contracting facility, the company's original 1984 Komatsu D65E dozer and Operator Jim Macrae—who has 69 years in the operator's seat—have been virtually inseparable over those four decades.

Many of the company's projects are for ODOT, Lucas County, or Toledo and contracts are usually in the \$750,000 to \$2.5 million range. Recently, however, Crestline had a \$7.5 million contract for site utilities and realigning the main roads around ProMedica Toledo Hospital as part of a \$350 million Generations of Care Project where Turner/Lathrop was the GC. Crestline is also closing out a nearly \$11 million project in central Toledo that involves running new storm sewers—up



to 25 feet deep in some areas—and rebuilding roads and other infrastructure.

James gives plenty of credit for the company’s success to its Komatsu equipment. “We did a very successful waterline project—a \$19 million contract with Toledo—where the company was installing 72-inch concrete pipe, which weighed 36,000 pounds each. “We purchased a PC800 for that project and it was a key component in our success. It handled the pipe and the weight of the trench boxes needed on that project.”

“The current sales rep, Luke Matheson, is really responsive, and he’s directly involved in trying to solve problems at hand or to find solutions or the right machine for our situation at any time.”

Chris James, President  
Crestline Paving & Excavating Company

James refers to the company’s Komatsu PC308 as “one of our prized possessions” because the excavator was taken out of production but Columbus Equipment Company was able to get one for him. The tight-tail-swing excavator is “perfect for us because of its size, which fits

in a small footprint, and capabilities.”

The relationship between Crestline, Komatsu and Columbus Equipment Company started in 1984 when the paving company branched into underground utilities.

“I’m not sure my father was real familiar with Komatsu at the time,” James said, but Gary Norman, his



Columbus Equipment sales rep, was persistent enough that Jerry James gave in and tried a Komatsu dozer. The company bought two, a D65P and a D65E. The D65E is still being used at the company’s dumpsites.

“In our 35-year relationship with Columbus Equipment we’ve dealt primarily with two really good salespeople,” he noted. The current sales rep, Luke Matheson, is really responsive to our needs. He’s very hands-on. When we ask questions, he gets us



answers, and he's directly involved in trying to solve problems at hand or to find solutions or the right machine for our situation at any time."

Along with power and reliability, another big benefit of Komatsu equipment is the KOMTRAX system, James said. "Our in-house service department runs a real stringent maintenance program that helps us to have very little downtime. KOMTRAX helps us stay on top of the equipment." The system also makes it easy for Columbus Equipment Company to help Crestline technicians diagnose problems.

James gives plenty of credit for the company's success to its Komatsu equipment.

"KOMTRAX is a great tool for many reasons—keeping track of hours, knowing when a piece of equipment is idling too much on the job. It provides useful information on what's happening in the field and helps our technicians stay on top of preventative maintenance," James added.

Jerry James and Jim Macrae started Crestline as a side hustle in 1974 while working for a local paving contractor. Their employer helped them out by sending small jobs like driveways their way, and they'd do those projects in the evenings or weekends, sometimes putting in 18-hour days, Macrae recalled. "We pooled

our money to buy three pieces of equipment and worked like that for a couple of years."

Later, another contractor they knew helped them secure a city contract and rented them equipment. They were able to grow and bid on bigger contracts. "It was a tough row to hoe" working long hours for several years before quitting their day jobs, Macrae said.

"KOMTRAX provides useful information on what's happening in the field and helps our technicians stay on top of preventative maintenance."

Chris James, President  
Crestline Paving & Excavating Company

Chris James and his wife Rachel purchased the company in 2012. He serves as president and she is CEO.

"What my father and Jim did—going out on a limb and putting in those long hours—was a risky thing to do," James said. "I'm very proud of what the two of them did, laying the groundwork for the successful company Crestline is today."

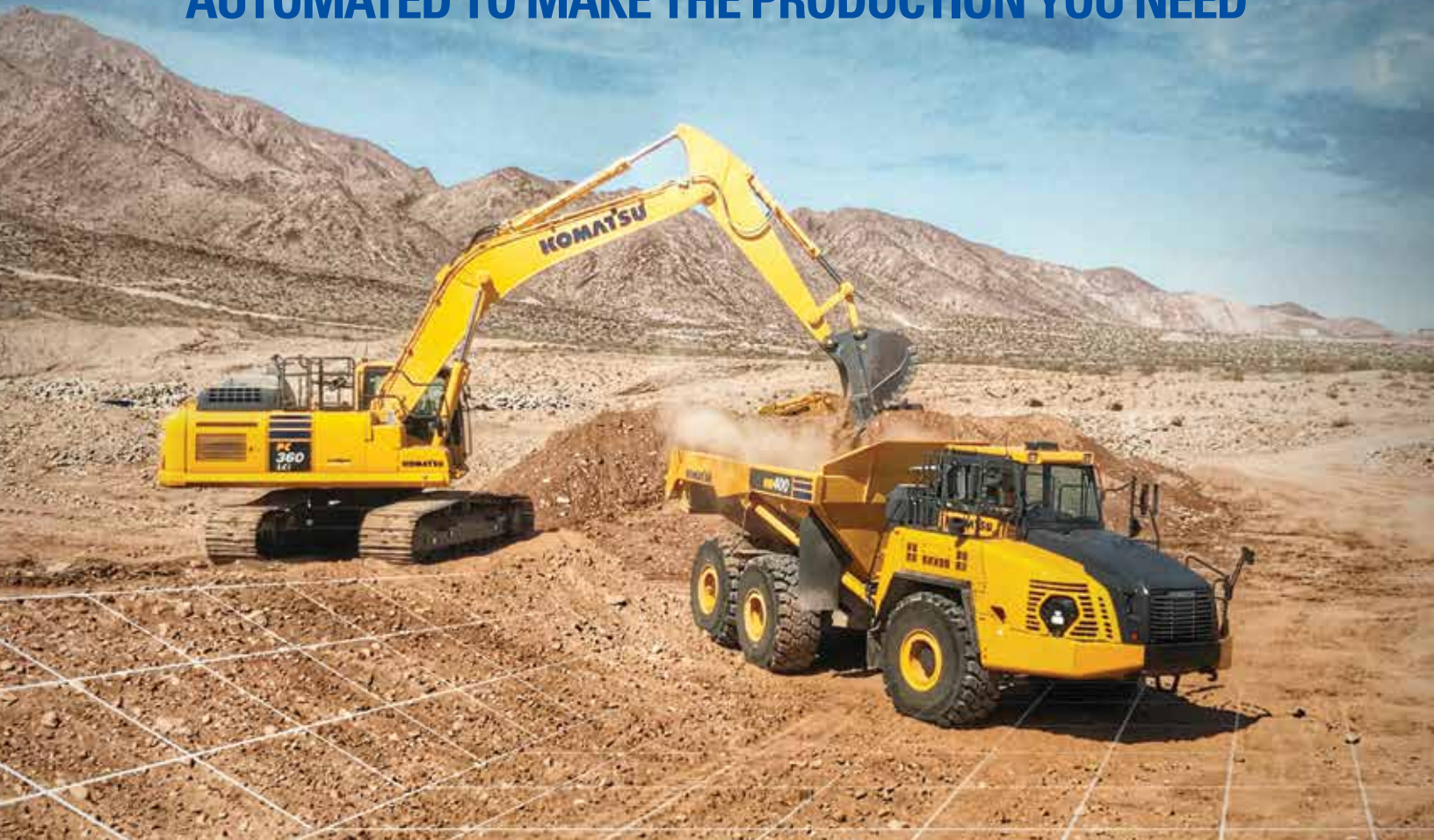
Like many family businesses, Crestline stands as a testament to how hard work, prudent decision making and good equipment can combine to create a lasting legacy.

Visit [columbusequipment.com/news/videos](http://columbusequipment.com/news/videos) for additional video coverage on Crestline's iMC experience. ▶

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## Komatsu PC238USLC-11 Hydraulic Excavator: POWER, PRODUCTION AND KOMVISION ... ALL IN ONE PACKAGE



Komatsu’s new PC238USLC-11 excavator offers the versatility of a tight-tail-swing machine with higher productivity than previous models.

The Dash-11’s rounded cab design and heavy counterweight mass allow for true tight-tail-swing performance and better lift capacity than most conventional excavators in the same size class. With a new Tier 4 Final engine and new viscous fan clutch that cuts engine parasitic loads, the machine is about 4% more productive than previous models.

The Dash-11’s rounded cab design and heavy counterweight mass allow for true tight-tail-swing performance and better lift capacity than most conventional excavators in the same size class.

The machine “maintains the tight tail swing radius of its predecessor, making it well suited for utility and highway applications working in confined spaces,” said Andrew Earing, product manager, tracked machines, for Komatsu America. “The machine’s contoured cab profile and sliding door allow the cab to swing within

the same radius as the counterweight. The additional counterweight remains standard, giving the PC238-11 equal or better lift than conventional models in the same class.”

The excavator is available with Komatsu’s new KomVision system, which uses input from three cameras to give operators a surround-view image of the machine and its surroundings, which aids operators with productivity and safety.

Komatsu has made improvements to the monitor panel and machine design to make maintenance easier. For convenience, most of the daily checks and service areas have easy, ground-level access, including engine oil and filters, DEF fill with sight glass, air filter and swing-out coolers.

Like all new Komatsus, this excavator is covered by the Komatsu CARE program whether the machine is purchased, leased or rented. Komatsu CARE covers scheduled factory maintenance for the first three years or 2,000 hours. The program also includes two DEF tank flushes and two SCR maintenance services in the first five years.

Contact your Columbus Equipment Company sales rep to learn more about the benefits of Komatsu’s new PC238USLC-11 today!



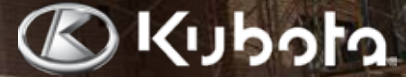


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## Komatsu WA480-8 Wheel Loader: PERFECT TOOL FOR COMMERCIAL APPLICATIONS



The new WA480-8 wheel loader from Komatsu is designed for higher productivity with lower fuel usage, a win-win for any owner.

Some of the productivity enhancement comes for the new bucket design, which Komatsu refers to as “generous curves” on the sidewalls and wrap. The design improves pile penetration so it’s easier to fill the bucket. The bucket is also better at retaining material

For another productivity boost, owners can choose an optional advanced joystick steering system, which eliminates the steering wheel.

during carrying operations. Overall, the machine is about 8% more productive than the previous model.

For another productivity boost, owners can choose an optional advanced joystick steering system, which eliminates the steering wheel. With the joystick system, operators have better forward visibility and higher comfort while allowing the machine to operate at full speed. The joystick also cuts operator fatigue.

The improved fuel efficiency on this wheel loader comes from the 299-hp Tier 4 Final engine, which uses

up to 20 percent less fuel than the Tier 3 version. More fuel savings come from Komatsu’s SmartLoader Logic system and lockup torque converter which also results in better acceleration, more hill-climbing ability and higher speeds.

Komatsu has added several ease-of-maintenance features. These include:

- New swing-out rear doors provide easy access to the radiator and an auto-reversing fan eases cleaning.
- Gull-wing engine doors make it easy to do daily checks and service items.
- The DEF fill cap has a sight gauge to prevent overfilling.
- Hinged panels on each side of the machine make it easier to reach regeneration components.

“The WA480-8 is the perfect tool for quarry, infrastructure and non-residential construction applications,” noted Craig McGinnis, product marketing manager for Komatsu America. “It’s the perfect three-pass loader for on-highway trucks and hoppers.”

Swing by your local, Columbus Equipment Company branch and discuss how the new Komatsu WA480-8 wheel loader can upgrade your operation today.





## RAP Management: DISRUPTING THE RAP INDUSTRY WITH UNIQUE EQUIPMENT SYSTEM



Typical asphalt is produced with a recycled asphalt product (RAP) ratio in the 20% range. RAP Management is disrupting the industry, running 60-70% RAP with a new, revolutionary process. The company's KPI-JCI and Astec Mobile Screens plant is highly efficient in fractionating 0.5" – 0.25" product (8s), allowing higher production rates of 57s and fines too.

About 36 million tons of recycled asphalt product, or RAP, is stockpiled annually in the United States. Ryan Smith believes using that product is a smart business move, and his Columbus startup, RAP Management, is on its way to proving it.

RAP Management uses a high percentage of recycled product in its mixes and incorporates proprietary chemical additives to extend durability.

For 2018, RAP Management produced more than 130,000 tons of asphalt with an average of 60 percent recycled material, three times more RAP than the average nationally.

While the industry has long recycled, RAP is used in small quantities in most batches produced in the U.S. Smith wanted to use dramatically more, but he couldn't find the equipment he needed. "No one in the United States was recycling to the degree I wanted to," he said. Eventually he found Ammann Group, a Swiss company whose asphalt plants can handle a large ratio of RAP. Recycling is common in Switzerland, which has an aging infrastructure and limited natural resources.

Smith brought the first Ammann asphalt plant to North America and produced his first batches near the end of 2017.

For 2018, RAP Management produced more than 130,000 tons of asphalt with an average of 60 percent recycled material, three times more RAP than the average nationally. The production total is double what the company had forecast, and revenues are also beyond projections.



"We are pushing the limits of technology. Without the support of Columbus Equipment to train us on the equipment and give us advice, we wouldn't have been as successful," commented Smith.

Smith credits several factors for RAP Management's early success. The most important factor is the quality of the asphalt products the company produces. The company uses a proprietary chemical formula to overcome one of the problems with using a higher percentage of recycled RAP binders. "Over time, asphalt deteriorates on the road. It gets stiffer or more brittle," Smith explained. "You need to incorporate


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A	B	C	D	E
<p><b>Age:</b> Max. 3 Years</p> <p><b>Frame:</b> Max. 3,000 Hours</p> <p><b>Undercarriage/Tires:</b> Max. 50% wear</p> <p><b>General Appearance:</b> Excellent/ "Like new"</p> <p><b>Performance:</b> Meets all performance specs</p>	<p><b>Age:</b> Max. 6 Years</p> <p><b>Frame:</b> Max. 6,000 Hours</p> <p><b>Undercarriage/Tires:</b> Max. 50% wear</p> <p><b>General Appearance:</b> Very good/Clean</p> <p><b>Performance:</b> Meets all performance specs</p>	<p><b>Age:</b> No Limit</p> <p><b>Frame:</b> No hour limitation/significant structural problems</p> <p><b>Undercarriage/Tires:</b> Max. 75% wear</p> <p><b>General Appearance:</b> Acceptable/Only minor leaks/Normal wear</p> <p><b>Performance:</b> Job-ready. May need minor adjustments/repairs</p>	<p><b>Age:</b> No Limit</p> <p><b>Frame:</b> Reparable structural problems</p> <p><b>Undercarriage/Tires:</b> May need replacement</p> <p><b>General Appearance:</b> May need paint/sheet metal; leak, hinge, pin bore repair</p> <p><b>Performance:</b> May need significant repairs to be job-ready</p>	<p><b>Overall Condition:</b> May start/Not fully operational</p> <p><b>General Appearance:</b> May appear unusable</p> <p><b>Selling Feature:</b> Typically sold as a "parts" machine</p> 

Call Jon St. Julian at (614) 332-3528 today for the Columbus Equipment Company certified machine that best fits your needs ... and budget.



RAP Management recently upgraded to a KPI-JCI and Astec Mobile Screens CS3646 Impact Crusher and PTSC 3624V high-frequency screening plant—with both units being the first of their kind in the world. The 3624V offers three, 6 x 24 screening decks, so the company can process 57s, 8s and fines (0.25”minus) at a rate of 3-400 tons/hour.

chemistry to counteract that.” RAP Management’s formula expands the usable temperature range for asphalt performance.

Because it uses recycled material, the manufacturing process is more cost efficient, a savings Smith passes on to customers.

RAP Management also carefully chose the target market for its first season and concentrated on selling to commercial paving contractors. “Our customers like that we’re making a product designed specifically for their customers’ applications,” Smith said. Unlike RAP Management, most of the industry is geared toward big highway contractors and it’s difficult to get many asphalt plants to switch recipes, he added.

“Our customers like that we’re making a product designed specifically for their customers’ applications.”

Ryan Smith; Owner, RAP Management

Having the right equipment has also been instrumental in producing quality asphalt. In addition to the Ammann asphalt plant, one of the most important pieces of equipment has been a KPI-JCI and Astec Mobile Screens Prosizer 3600 crushing and screening plant.

“Good crushing and screening equipment is essential to control the recipes we sell,” Smith noted. “The challenge is to separate and liberate the asphalt.” Because the stones and aggregate in RAP are already the right size, the impactor simply has to help separate them.

The Prosizer’s high-frequency screen helps separate out the fine materials that are needed in the mix. While

the leased Prosizer worked well, the company recently purchased a KPI-JCI and Astec Mobile Screens crushing/screening plant with similar components (see above), but it will have a larger screening deck and three decks, rather than two, so the company can process three kinds of materials.

“The Columbus Equipment Company team has been essential to our success,” Smith said. “We are really innovating with how we operate our business, and we are pushing the limits of technology. Without the support of Columbus Equipment to train us on the equipment and give us advice, we wouldn’t have been as successful. We are exclusively working with Columbus Equipment for all our equipment needs, and Josh (Lovett) and Bob (Stewart) have been amazing to work with.”

Through 2018, RAP Management operated in limited space, because part of their site was leased out through the end of the year. With little storage space, equipment had to be up and running to process RAP when asphalt was being made. “I’m really impressed with the talent of Columbus Equipment’s guys in the field who have been helping us maintain our equipment. That’s really the reason the partnership works out,” Smith said.

The company expects to reach full capacity in 2019, producing 25 percent more asphalt than it did last year. Looking forward, Smith plans to open another facility and to continue to push the envelope on using RAP.

Smith’s hunch about RAP looks accurate. Recycled asphalt is a green solution for all involved. It helps the environment, cuts costs for paving projects, and brings profitability to innovative businesses like RAP Management.





## Once-In-A-Lifetime Pick Challenges TEAM OF HIGHLY-EXPERIENCED, LIFTING PROFESSIONALS



Columbus Equipment Company's crane experts recently helped facilitate an extremely rare pick in which a Link-Belt crane was lifted onto a barge owned by the U.S. Army Corps of Engineers, Buffalo District. Now that the crane has been successfully placed and fully tested, the Corps of Engineers will use it for maintenance of federal harbors across Lake Erie and Lake Ontario.

How unusual was this lift? Chuck Amnah, Columbus Equipment Company's product support specialist for cranes, has 40 years of experience working with cranes, and it was the first time he'd ever seen anything like it.

"I've been in the business for 40 years, and this is the first time I've ever seen it done this way."

Ray Frase, General Service Manager  
Columbus Equipment Company

The same for Ray Frase, general service manager for Columbus Equipment Company. "This is something you don't see every day. I've been in the business for 40 years, and this is the first time I've ever seen it done this way. Normally you don't lift cranes on to a barge, you drive them on."

Placing the Link-Belt 238 HSL crane on the barge, known as the derrick boat McCauley, is a temporary

solution to the Corps of Engineers' need for a crane until a new derrick boat is built and delivered, scheduled for spring 2021, according to Paul Bijhouwer, a civil engineer with the U.S. Army Corps of Engineers, Buffalo District.

A derrick boat is a barge with a crane permanently affixed to it. (If the crane isn't affixed, it's a crane barge.) However, the old crane on the McCauley failed its periodic inspection and the Corps determined it wasn't feasible to fix it. Because plans were already in place for a new derrick boat, it was determined the most cost-effective interim solution was to remove the old crane and replace it with a leased crane.

However, the McCauley—which has served dutifully since 1948—wasn't constructed to accommodate cranes being driven on and off of it. The deck wasn't strong enough to simply drive the Link-Belt aboard, Bijhouwer explained. In addition, a platform for the crane had to be built on the deck, which meant the crane would have to be lifted aboard.

The platform design also determined what kind of crane could be used. Only four specific makes and models, including the Link-Belt 238, qualified "because we needed a crane with the right capacity and one that had the right geometry," Bijhouwer said. The platform was designed for a specific geometry on how the crawler would land on it, including the width, length and spacing of the crawlers.

Modifications on the barge were performed by

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Conneaut Creek Ship Repair at the Kinder Morgan Pinney Dock in Ashtabula, which is where the lift took place. The lift was performed by General Crane.

“This was considered a critical lift. Columbus Equipment Company performed the lift planning, and supervised the lift and rigging,” Frase said.

Legacy Corp., which is leasing the Link-Belt 238 to the Corps of Engineers, hired Columbus Equipment Company as consultants. “We wanted to ensure that everything was done properly. We’ve never had a project of this nature, and wanted to make sure they were using the correct means and methods for lifting the crane,” said Blake Enloe, president of Legacy, an excavation and

“This was considered a critical lift. Columbus Equipment Company performed the lift planning, and supervised the lift and rigging.”

Ray Frase, General Service Manager  
Columbus Equipment Company

underground utility contractor in East Moline, Illinois. He and his brother Ben, a superintendent for Legacy, were onsite for the lift.

“Everything went well. Columbus Equipment was instrumental in providing the right methods for picking the crane, including how to pick it, where to pick it, and the best procedure to put the crane together once everything was on the barge,” Enloe said. “I am very happy with the assistance Columbus Equipment Company provided.”

Amnah was onsite for the entire process, and worked in conjunction with Link-Belt by phone when questions arose, including to get confirmation on the

best lifting points. The Link-Belt was lifted in several phases, starting with the main beam on its outriggers. The undercarriage came next, then the counterweights, and finally the boom.

“The District utilizes industry to provide capabilities that the District does not have readily available,” Bijhouwer said. “Columbus Equipment’s accomplishment of this lift was a key milestone in the larger project to restore the District’s floating crane capabilities.”

“The parties involved in this project had a significant investment and wanted the insurance of expert consultation to make sure this lift went well,” noted Gary Rice, District Manager for Link-Belt. “The collaboration between Columbus Equipment Company and Link-Belt in providing that expertise is an example of the value our partnership brings to customers and lifting professionals.”

After the crane was reassembled, Columbus Equipment Company also performed the crane inspection and supervised the Corps of Engineers’ 100 percent load test. The crane had to lift and hold giant water bags weighing over 40 tons (80,200 lbs.) with the brake set for five minutes, and to rotate the load 360 degrees at a 40-foot radius. The Link-Belt and barge completed the tests with no problem.

With a functioning crane barge back in its fleet, the Corps of Engineers, Buffalo District can resume its harbor maintenance work, which was deferred while the McCauley was undergoing modifications.

While the pick to place the crane on the barge was likely a once-in-a-lifetime event for everyone involved, there was absolutely no room for error. Thanks to meticulous planning from all parties involved and guidance from the trusted lifting professionals at Columbus Equipment Company, everything went according to plan ... an unprecedented plan, at that.

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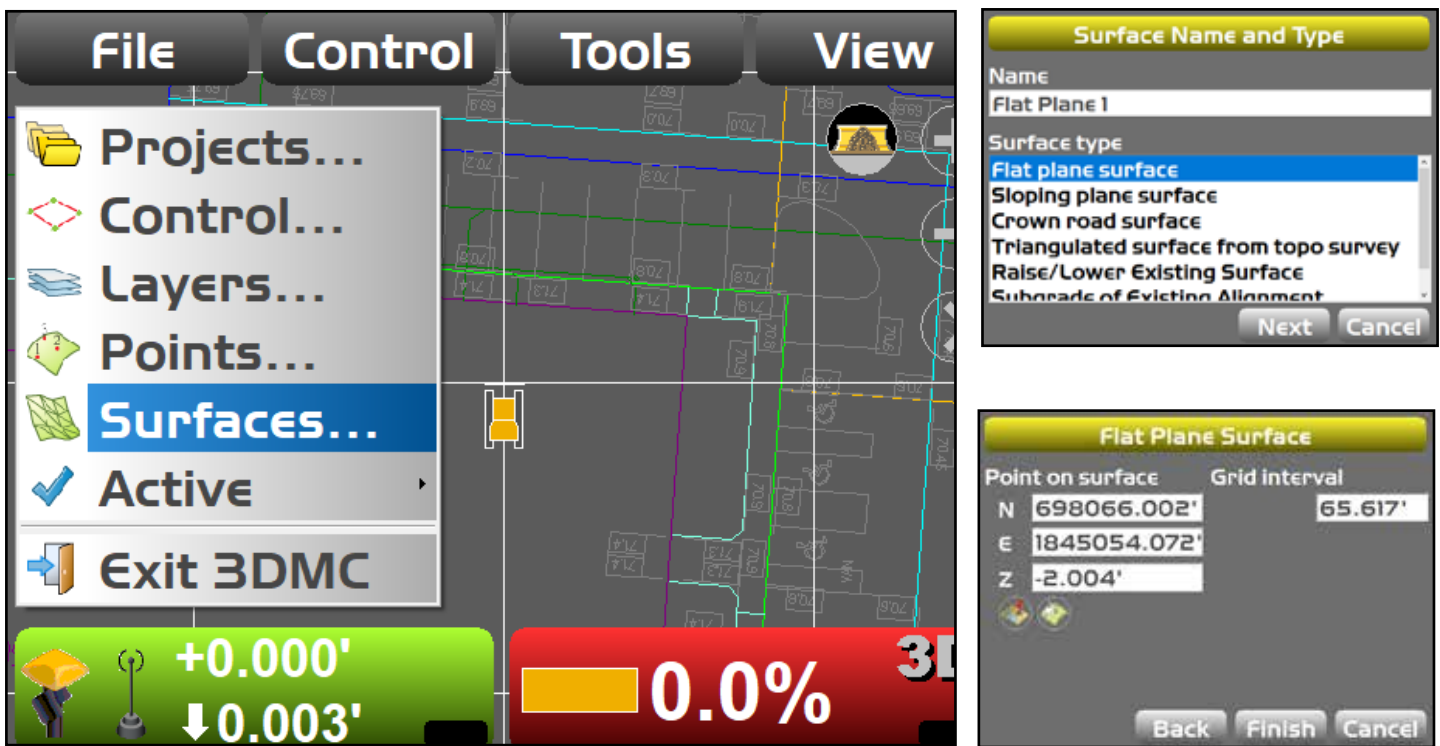
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# Komatsu iMC Operational Tip: INDEPENDENTLY CREATING A FLAT PLANE SURFACE



There may come a time as an operator—when you don’t have the time or convenience of an off-site person to create one—when you need to create a flat plane surface. This can be easily achieved with a Komatsu iMC machine in just a few clicks on the screen:

- **Press the “Menu” button in the bottom right corner.** Select “Project File Settings”, then “Surfaces” (pic above), then “New”. Enter the name of the surface and highlight “Flat Plane Surface”.
- **The easiest way to enter the intended elevation is the “Measure Point” method.** On the “Flat Plane Surface” screen (above), click the “Measure pt.” button. Press “Select”, and the screen will show north and east coordinates that are the center of the proposed surface (above). If the elevation listed under them is too high or low, touch the “Elevation” field and type in the adjustment, then click “Finish.”

- **You’ll be asked if you want this to be your active surface.** Click the checkmark to confirm it’s your current working surface.
- **Click “Return” to get back to the “Surface” menu.** Click “Return” again to get to your “Main Menu.” Check that the new surface is shown as your active surface.
- **Click “Return” again to get to the main working menu.** Make sure the machine is in one of the two working modes for semi-automatic operation.

Now you’re ready to grade to a new flat plane surface.

For video on this time- and cost-saving feature, go to:

<https://www.youtube.com/watch?v=3WJ0vicfrAc>.

For more Komatsu iMC Kwick Tips, visit 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.

## Toledo



**Jeff Miller**, a 36-year employee of Columbus Equipment Company, passed away on June 11. He was a mechanic in the Toledo/Perrysburg branch and had been battling cancer.

Jeff, whose nickname was “Big Mill,” was 58. He is survived by his wife, Lori, three sons, seven grandchildren and numerous other relatives. He was an avid collector knives, guns, and boat motors.

Everyone at Columbus Equipment Company extends our deepest sympathy to Jeff’s family.

## Dayton

**Andrew Tolan** has joined the Dayton branch as a full line heavy equipment sales representative. He’s covering the western part of the territory, including the counties of Mercer, Shelby, Montgomery, Van Wert, Auglaize, Allen and Darke.

Previously, Andrew worked for a commodity chemical company, and he has eight years of outside selling experience. He holds a degree in business and marketing from Wright State University.

Andrew is married to Mike Early’s daughter, Rachel, and they have two young sons.

## Cincinnati

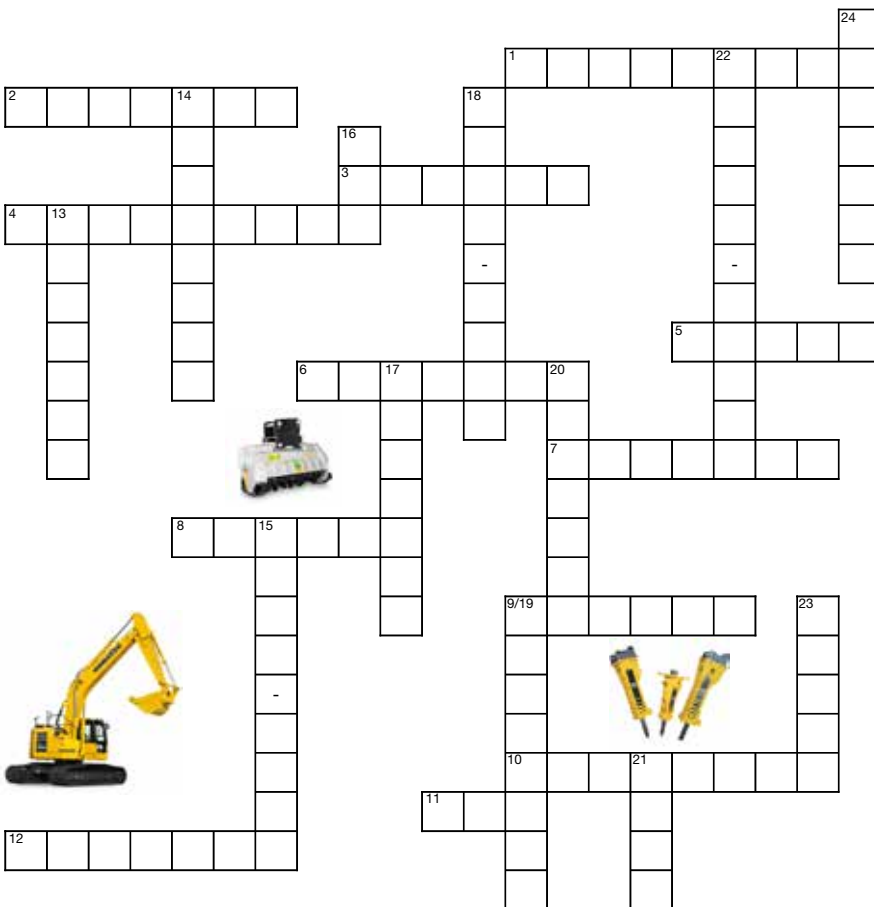


**Brian Brasser** has moved to the Cincinnati branch to handle compact sales. Previously, he was sales coordinator in the corporate office. Brian has been with Columbus Equipment Company for two years.

Brian, who studied marketing at St. Louis University, worked for a freight broker before joining Columbus Equipment Company.

He’s a newlywed who married his wife Erin last October.

# Manufacturer Mind Bender



### ACROSS

- 1.) The house of this unit sits atop a rotating platform.
- 2.) This bucket manufacturer has been around since 1947 and is an innovator in design also the creation of ground engaging tools.
- 3.) This manufacturer has many attachments that can break through when you are stuck between a rock and a hard place.
- 4.) This manufacturer can help you stack it, sort it or crush it.
- 5.) Don't let dirt get in the way. Use this to move it with ease.
- 6.) If a wood chuck couldn't chuck wood anymore, he would get this manufacturer to chip away at it.
- 7.) These rubber tracked carriers are made in the USA and are very customizable.
- 8.) This manufacturer is a good feller.
- 9.) This manufacturer built its first tractor in 1960.
- 10.) Many mispronounce its name but they are known world wide.
- 11.) You looking to clear it, this is something you can get attached to.
- 12.) Whether you want to double drop it, tag it or flip it ... this can handle it.

### DOWN

- 13.) Acquired by Astec, they really can pave the way.
- 14.) This manufacturer has revolutionized the demolition and scrap industries.
- 15.) We can scope it out in rough terrain, we can even crawl to it. We are here to pick you up.
- 16.) It's a 787, but it is not a plane.
- 17.) They may look big and slow but they can grind it up and leave it smooth.
- 18.) Picking up, racking, prying or coupling ... this manufacturer can do it.
- 19.) Whether you like drum, shredding or sorting ... this manufacturer turns heads.
- 20.) This company branched off from Takeuchi in 1917.
- 21.) In WWII, this manufacturer halted bucket production to make anchor chain for the naval ships.
- 22.) Roll it, break it or tool it ... this company can do it.
- 23.) Founded in 1918, this compaction company didn't show itself in the USA until 2001.
- 24.) I pick things up and put them down.

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