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In this issue, enjoy reading about two partner companies: One of the largest logging operations in the Tri-State area—Ohio Valley Veneer—and a fifth-generation business—Beaver Materials—that is rapidly growing, out of Noblesville, IN. Both have expertly optimized equipment application in their respective space. You can also read up on how we help keep your iMC equipment firing on all cylinders with our new SmartConnect support program. **Please stay safe and healthy.**



Sincerely,

Josh

Josh Stivison
President

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For additional video coverage, visit columbusequipment.com/news/videos for more on Ohio Valley Veneer's experience.

Ohio Valley Veneer: LUMBER POWERHOUSE IN THE GROWTH GROOVE WITH KOMATSU

The Robbins family has been in the sawmill business since the 1950s, but fourth generation logger Ed Robbins has been in growth mode almost since he started.

"I started logging in 1982, hauling sawdust for my grandpa," said Robbins, owner of Ohio Valley Veneer. A year later he bought his grandpa's business, which sold sawdust to papermills. Since then he's bought, grown and sold a range of businesses with a connection to lumber.

Ohio Valley Veneer cuts 30 million to 32 million board feet of hardwood annually, making it one of the largest green manufacturers in the Tri-State area.

He started Ohio Valley Veneer in 1990, buying and reselling logs. In 1992, he acquired his first mill, at a location his grandfather had used, and since then he has grown the company to eight locations—six in southern Ohio, one in Kentucky and one in Tennessee.

"Lumber the company produces is sold as far away as South Carolina, New York and Canada. Annual sales are in the \$80 million to \$90 million range."

Ed Robbins; Owner, Ohio Valley Veneer

The company specializes in timbering and cutting hardwoods. It owns more than 3,000 acres of Appalachian hardwoods and has additional acreage of contract timber. Ohio Valley Veneer cuts 30 million to 32 million board feet of hardwood annually, making it one of the largest green manufacturers in the Tri-State area.

Ohio Valley Veneer specializes in species such as red and white oak, walnut, maple, poplar and hickory, so a lot of its lumber is used for hardwood flooring, cabinet and furniture manufacturing, and molding operations. Big-name customers include Bruce Hardwood floors, Robbins said. The company's stave factory makes staves for whiskey barrels, with customers including the Brown-Forman Corporation, owner of the Jack Daniel's Distillery.



Ohio Valley Veneer Operators Jonathan Armstrong, Dan Roth and Dave Stanley collectively boast over 60 years of experience in the industry. Couple that with dependable Komatsu equipment ... and the result is pure production.

Ohio Valley Veneer also owns a chipping operation, which primarily supplies Domtar Corp., a paper manufacturer.

"We deal with 50 different companies or more," Robbins said of his customers. Lumber the company produces is sold as far away as South Carolina, New York and Canada. Annual sales are in the \$80 million to \$90 million range.

"We have three company logging crews and contract loggers, 22 semis, 24 contract trucks working for us. We load two barges a week at the chip mill. We're pretty busy," Robbins said. In all, the company has more than 240 employees.



One piece of equipment Robbins counts on heavily is Komatsu wheel loaders. “We own about 10 of them,” including two WA250s, four WA200 PZ models, and two WA270s, he said. “We use them to unload logs, load lumber onto mills to be processed, load logs on trucks for transport from mill to mill. We use them to feed the debarker at the chip mill.”

His experience with Komatsu wheel loaders has been positive, and he believes the passive regeneration system on the Komatsu machines is far superior to what other manufacturers offer. “Komatsu loaders run while others are waiting for repairs,” he said.

“Komatsu loaders run while others are waiting for repairs.”

Ed Robbins; Owner, Ohio Valley Veneer

“Komatsu loaders have been pretty much bulletproof for Ed,” noted Ron Bixler, product support specialist at the Piketon branch of Columbus Equipment Company.

Robbins has purchased some competing brands of wheel loaders, mainly because that dealership is close to his office, but he has not been happy with that product. “I have one down right now that has 4,000 hours on it. I’m dealing with downtime and a \$5,000 bill to get it fixed.”

He has concluded that it doesn’t make sense to buy any other brand than Komatsu. “I’m going to be

exclusive with Komatsu loaders in the future. As it is, I end up having Columbus Equipment Company come to do the maintenance on the competitor’s machines anyway. I tell a lot of people -- your salesman sells us the first piece of equipment and your service will sell us the rest. I’ve dealt with a lot of different companies in this industry, and Ron and Chester [Gowen, Piketon branch manager] are top notch.”



Dependable service is a key to keeping Ohio Valley Veneer plants running successfully. “We run a tight ship, using two loaders where others might run three or four,” Robbins said. “I can’t afford a breakdown. When we do have a breakdown, Chester is always there with a loaner to help us get by. They are awesome people to work with. I always go back to Chester because of the quality of the relationship we



have and the quality of their mechanics.”

Robbins frequently turns to Columbus Equipment Company for specialty maintenance and repairs, such as transmissions and hydrostatic pumps, Bixler said. He liked the service provided on his new machines through the Komatsu Care program and has extended some of those service contracts.

“I’m going to be exclusive with Komatsu loaders in the future. As it is, I end up having Columbus Equipment Company come to do the maintenance on the competitor’s machines anyway.”

Ed Robbins; Owner, Ohio Valley Veneer

“Columbus Equipment Company is very diversified in what they offer,” and that’s been very helpful, Robbins added. “I bought a Morbark chipper and Morbark parts through them. I get them to do a lot of hydraulic hose work for my sawmills and chipping crews. The Columbus Equipment technicians come in after hours when we’re down. They put a lot of effort in to satisfy you and help you out as a company. Columbus Equipment Company goes the extra mile for you.”

As natives of the region, Robbins, Bixler and Gowen have known each other most of their lives. In fact, Bixler said, Gowen has known the Robbins family

since he was a child and even worked for Ed Robbins’s grandfather.

The relationship between Ohio Valley Veneer and Columbus Equipment Company is strong, Bixler added. “We work together and that makes each of the companies better.”

“We appreciate Columbus Equipment Company and what Chester and Ron have done. They have helped us to achieve what we have.”

Ed Robbins; Owner, Ohio Valley Veneer

Robbins feels the same. “I started Ohio Valley Veneer in 1990 and our relationship with Chester and Ron has grown from there. They are great to work with. The service and sales are tremendous. They know their product and they know their customers.”

While Robbins has grown Ohio Valley Veneer substantially, he isn’t done yet. “We’re always looking” for other sawmills to buy, he said.

“We appreciate Columbus Equipment Company and what Chester and Ron have done to help me grow Ohio Valley Veneer. We appreciate the business relationship and the friendship, too. They have helped us to achieve what we have.” ▶

Automatic dozing from grass to grade

Benefits of iMC 2.0



Proactive dozing control

Applications: Stripping topsoil, high-production dozing

- Uses data from previous pass to plan the next pass
- Automatically cut/strip from existing terrain
- Helps new operators perform like experienced ones



Lift layer control

Applications: Lifting, compaction quality control

- Maintain precise lift thickness
- Automatically spreads lift from existing terrain and helps prevent overfill
- Up to double the production of prior model



Tilt steering control

- Automatically tilts blade to maintain straight travel while rough dozing
- Maintains consistent power to the ground and track



Improved finish grading

Applications: Finish grading

- Analyzes terrain and 3D model to proactively position blade in hard-to-grade areas
- Helps prevent overcutting at finish grade

Use automation throughout the entire process

Bidding

Stripping topsoil ①

Mass excavation ②

Finish grading ③



Contact us today for more information!

*Compared to previous iMC control methods **Compared to traditional methods

New Komatsu D71/71i-24 Hydrostatic Dozer: REVOLUTIONIZING THE ENTIRE DOZING CYCLE



The new D71-24 dozer from Komatsu is available with second-generation iMC 2.0 capabilities, making it the largest hydrostatic dozer with factory-integrated machine control.

“This powerful, midsize dozer fills the need for one machine that can do it all from stripping topsoil to cutting the finish grade,” said Robert Ditmars, a Columbus Equipment Company Technology Solutions Expert who has operated the machine. “With the D71i, the automatics can be used from start to finish.”

“This powerful, midsize dozer fills the need for one machine that can do it all from stripping topsoil to cutting the finish grade.”

Robert Ditmars, Technology Solutions Expert
Columbus Equipment Company

With iMC 2.0, tilt steering control automatically tilts the blade to keep the dozer traveling straight during rough dozing. That reduces operator steering input by up to 80%. With proactive dozing control in iMC 2.0, the machine gathers data about the terrain it tracks over. The system then uses that data to plan the dozer’s next pass, improving dozing productivity up to 60%.

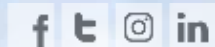
The D71-24, which is also available as a standard or low-pressure dozer, is equipped with the most powerful hydrostatic transmission in its class, allowing operators to maintain ground speed while operating under heavy loads. The 237-hp engine offers all the power you need for heavy earthwork, from golf courses to road construction.

The machine weighs in at around 50,000 pounds, but it’s also versatile, allowing operators to reach into tight spaces. “It’s really a beautiful one-in-all machine that can do both massive hogging and tight detail work, giving the operator tons of flexibility on the jobsite,” noted Jason Anetsberger, Komatsu senior product manager.

The dozer also incorporates Komatsu’s super slant nose design, which provides unparalleled visibility to the blade and excellent balance and maneuverability. The hydrostatic steering allows for smooth, powerful turns and variable speed selection.

The new D71 is built for long life with low operating costs. A swing-up, assisted-lift system makes it easy to reach the radiator, oil cooler and charge air cooler. And Komatsu’s PLUS undercarriage wears longer and reduces undercarriage maintenance costs by up to 40%.

Call your Columbus Equipment Company representative to learn how the D71i can increase productivity and cut costs at your jobsites today.



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Komatsu PC130-11 Hydraulic Excavator: KOMATSU'S COMPACT, VERSATILE WORKHORSE IS BACK!



The new Komatsu PC130-11 excavator is a must-see for new contractors and businesses seeking a machine that's a step up from a compact excavator. The PC130 is productive and durable yet easy to transport.

"The versatility of our PC130-11 makes it a great excavator for customers looking for an entry-level excavator with Komatsu durability and reliability," said Andrew Earing, product marketing manager, Komatsu. "It can be a real workhorse as your business expands

"The versatility of our PC130-11 makes it a great excavator for customers looking for an entry-level excavator with Komatsu durability and reliability."

Andrew Earing; Product Marketing Manager, Komatsu

and grows." The PC130 is well suited for utility work, small construction jobs, and light hammer work. It's also an excellent addition to rental fleets.

The PC130—a conventional tail-swing excavator with a 97.2-hp engine—is returning to the U.S. market after a decade's absence, and it's specifically designed to meet the needs of small contractors. The excavator weighs 28,660 pounds, so you can carry it

on a tag trailer without a permit. It uses 12% less fuel than the previous model and provides fast loading cycles and high productivity.

For long-term durability, the machine has steel castings in the boom foot, boom nose and arm tip to spread the working load. Checkpoints for engine oil, grease and fuel filters are at ground level for ease of service. Additionally, the machine comes with Komatsu CARE, which covers standard maintenance for the first three years or 2,000 hours.

Equipment World recently noted that the PC130 fits nicely in the Komatsu lineup between the compact PC88 and the PC138, both tight-tail-swing models. The PC130 has a bucket capacity of .34 to .78 cubic yards, a maximum reach of 27 feet, maximum digging depth of 18 feet, and bucket digging force of 18,190 pounds.

The cab is the same comfortable space found on larger Komatsu excavators, designed to keep operators productive. Operators will like the precise pilot controls, adjustable heated seat, and three-camera system that provides an overview to the right, left, and rear of the machine.

Whether you're looking for an entry-level excavator or want a reliable machine for smaller jobs, the Komatsu PC130 is a solid investment for your business. Contact your Columbus Equipment Company rep for more information on this machine today!

SMART CONSTRUCTION DIVISION

SmartConnect Program: REMOTE iMC ACCESS AND SUPPORT, AS REQUEST



Would you like to eliminate the time spent driving to a job site whenever you need to upload a new design file to your iMC equipment? Would being able to remotely access a machine's screen help you to troubleshoot problems or assist an operator?

With Columbus Equipment Company's new SmartConnect program, you can get remote access to those devices from any location. You'll be able to upload design data or to see and interact with the machine's screen from your office or truck.

"You'll be able to upload design data or see and interact with the machine's screen from your office or truck."

Robert Ditmars, Technology Solutions Expert
Columbus Equipment Company

While customers can always ask the Smart Construction Division to assist with uploading files or with troubleshooting, "many of our customers want to be able to do that for themselves. SmartConnect is the solution we've developed for them," said Robert Ditmars, a Technology Solutions Expert with Columbus Equipment Company's Smart Construction Division. Tyler Macali, equipment manager at the Great Lakes Construction Company, agrees. "Our survey

department back in Hinckley will build the program. The programs will be uploaded wirelessly to the machines that are hours or states away. Those sites will then go to work each day and build out the program."

"Many of our larger customers have a mixed GPS fleet. SmartConnect works on everything so they can use it on the entire fleet."

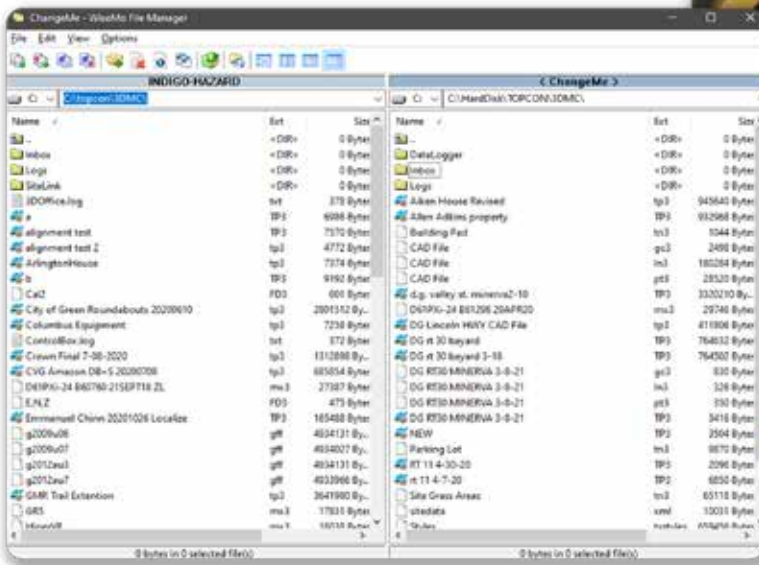
Robert Ditmars, Technology Solutions Expert
Columbus Equipment Company

Customers can now upload and download files and access the entire monitor on any device with SmartConnect installed. And SmartConnect isn't limited to Komatsu iMC equipment or Topcon devices. SmartConnect software can be installed on Trimble data collectors and machines using Trimble Earthworks.

The ability to work with both Topcon and Trimble systems makes this system highly useful to Columbus Equipment Company customers, Ditmars noted. "Many of our larger customers have a mixed GPS fleet. SmartConnect works on everything so they can use it on the entire fleet."

ED

Remote File Transfer



Remote Desktop Connection

“SmartConnect came about because customers were asking us how to gain this kind of access to their machines,” he added. Columbus Equipment Company developed and tested SmartConnect with a customer seeking to implement such a system.

“Having remote access through SmartConnect quickly becomes part of daily life. You’ve just moved a machine, so you open the program, drag and drop new files, and you’re all set for the next job.”

Robert Ditmars, Technology Solutions Expert
Columbus Equipment Company

After fine-tuning the system, we’re making the service available to any interested customer as an annual subscription service.

Customers of all sizes can benefit from SmartConnect, although they may use it in different ways, Ditmars said. “Smaller contractors who work on smaller jobs and frequently move to new jobs are going to appreciate the benefits because it allows them to upload design files easily when the machine moves to a new job site. They can simply drag and drop a file onto the machine whenever they need to.”

Contractors that work on large jobs, where a piece of equipment may stay for months, may upload fewer files, but they frequently use the remote screen access to troubleshoot the machine or to assist a new operator remotely, he added.

“Having remote access through SmartConnect quickly becomes part of daily life. You’ve just moved a machine, so you open the program, drag and drop new files, and you’re all set for the next job,” Ditmars said.

The Smart Construction staff handles the software installation on all devices and provides training on the SmartConnect system. The software is easy to learn, so training takes minutes, not hours.

Customers pay a flat fee for installation and an annual subscription per device for SmartConnect.

“The service we sell doesn’t include a data plan,” Ditmars noted. “All new Komatsu machines come with two years of a data plan, and after that, the customer is responsible for providing their own data service. However, Columbus Equipment Company can help develop a data solution for customers” and provide a modem and hookup.

To learn more about the advantages of remote access through SmartConnect—and for a customized price based on the devices you want to connect—contact Mike Fenster, manager of Columbus Equipment Company’s Smart Construction Division, at fenster@columbusequipment.com or (614) 802-7099.



CUSTOMER SPOTLIGHT



For additional video coverage, visit columbusequipment.com/news/videos for more on Beaver Material's experience.

Beaver Materials: THOUGHTFUL DIVERSIFICATION DRIVES FIFTH-GENERATION GROWTH



Operations—and the resultant growth—at Beaver Materials are both testament to what's possible when an agile business philosophy, focused on system efficiency and opportunity, is coupled with well-engineered equipment with dependable support. That combination helped refine existing business operations and created brand new, “bolt-on” revenue streams.

As the fourth-generation owner of a fifth-generation family owned and operated business, Chris Beaver puts a lot of thought into growing the business to benefit the next generation. He believes the best method is to create what he calls “bolt-on companies,” products or services that are closely aligned with the core business and provide new revenue streams for the company.

Beaver has worked closely with Columbus Equipment Company and KPI-JCI and Astec Mobile Screens to figure out how to produce more products.

Beaver, owner of Beaver Materials in Noblesville, Indiana, has already created several bolt-on companies, and he has more in mind. Equipment from KPI-JCI and Astec Mobile Screens plays a crucial role in several of those services.

Beaver Materials began in the late 1940s when members of the Beaver family started maintaining gravel roads and producing sand and gravel. As each successive generation took over, they expanded the company's footprint.

Today, Beaver Materials operates a clean fill site, processes aggregate, recycles concrete, and runs a ready-mix plant and trucking company. They also develop and lease land.

The company began using KPI-JCI and Astec Mobile Screens crushing equipment in 2005, starting with a FT4250 tracked impact crusher. “Because we had a ready-mix company and a clean fill site, we had a strong desire to start recycling concrete rather than simply put it in the landfill,” Chris Beaver said. He realized the same customers who brought in concrete to dump would buy concrete that had been crushed into #53 crushed concrete. He saw it as a win-win: The company could extend the landfill's useful life and become a crushed concrete supplier. In other words, it represented a “bolt-on” service.

“We went with the KPI-JCI and Astec Mobile Screens crushing equipment because it felt like the total package—the balance of the machine, the ease of running it with a remote, which was a big deal back in '05. It also gave us a cheaper-per-ton product” because the 4250 offered lower fuel and maintenance costs than competing crushers, he said.

Since then, the company has purchased several additional crushers and related equipment. In addition to replacing the original 4250 impact crusher, Beaver has

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Chris Beaver advocates a family values approach to business that extends well beyond Beaver Materials itself. The five-generation-strong family business prides itself on its network of “true trade partners,” which it works hand-in-hand with to ensure smooth, efficient, high-paced production (above). KPI-JCI and Astec Mobile Screens and Columbus Equipment Company are two such partners.

worked closely with Columbus Equipment Company and KPI-JCI to figure out how to produce more products.

“We’ve married a 2650 jaw crusher with a GT165 screen to expand our range of products” to include #2, #8 and #11 recycled concrete. (Yes, that’s another “bolt-on” revenue stream.) Using the jaw crusher helps reduce production costs, he added.

“We work hand-in-hand with Columbus Equipment Company. They have been awesome to work with, in large part because of their technical expertise.”

Chris Beaver; Owner, Beaver Materials

Beaver has been extremely impressed by the range, compatibility, and versatility of KPI-JCI and Astec Mobile Screens equipment. “They have a variety of different equipment that you can marry together, whereas if you buy different brands, they don’t marry. Columbus Equipment Company can help me combine multiple units to get different products, and this way one person can run multiple machines,” he said. “Because of KPI-JCI’s engineering, we’re able to do more with the product by adjusting rotor speed and screen size.”

Beaver Materials produces about 285,000 tons of recycled concrete each year, which represent both added revenue and 285,000 tons of concrete that is not taking up space in the company clean fill site.

After working with several dealers, Beaver has found Columbus Equipment Company to be the best for technical help, maintenance and parts. “We work hand-in-hand with Columbus Equipment Company. They have been awesome to work with, in large part because of their technical expertise.”

He also knows that Columbus Equipment Company

and KPI-JCI and Astec Mobile Screens stand behind the equipment they sell. Beaver had problems with his GT165 shortly after delivery. “Within two days, I had a new one that they had taken off of their lot just to make sure I was producing, no matter what.” He kept the loaner until his machine was repaired.



“Jesse Garber [Environmental Division sales representative] and all the service guys are great,” Beaver said.

Beaver’s next idea for a “bolt-on business” involves pulverized soil, and he’s working with Garber to explore the additional equipment needed to process dirt.

Beaver Materials has about 62 employees, including a dozen of Chris Beaver’s relatives—his brothers, cousins, daughters, and son-in-law. Having so many employees with lifelong ties to the company results in a business where people have worked their way up and understand all the industry’s ins-and-outs. They’re also committed to the success of the company and its customers.

Beaver family members also have deep ties to their hometown, where Beaver Materials sponsors ball teams and sports fields that benefit many local youths.

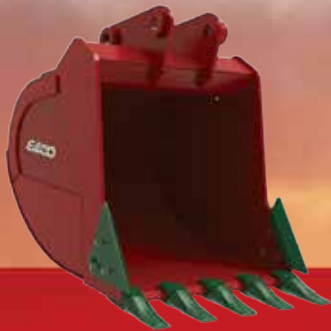
With so much riding on the company’s continued success, it’s easy to understand Chris Beaver’s efforts to create new revenue streams and his appreciation of a distributor and equipment brand that help him meet those bigger-picture goals.



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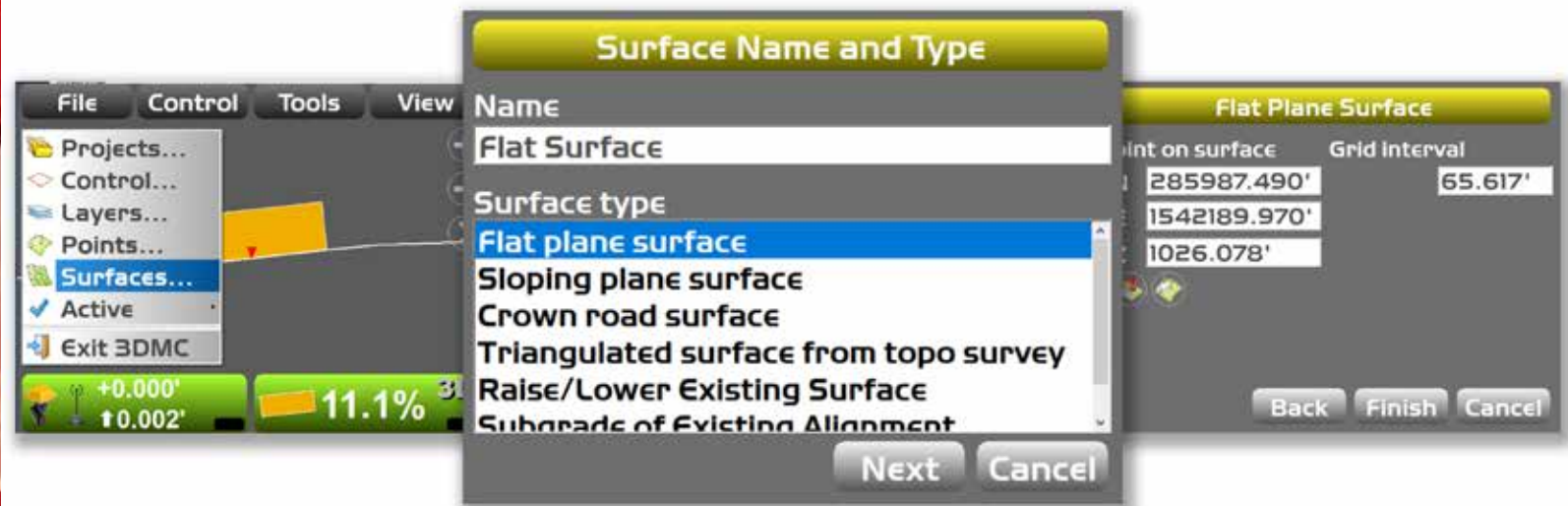
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Komatsu iMC Operational Tip: CREATING FLAT PLANE SURFACES



With an iMC dozer, you can create a flat plane surface anywhere, even if you don't have a design for it. This process is useful in situations such as grading for a building pad. The procedure for creating a flat plane surface without a design is:

1. Press the IB button in the upper right of the screen.
2. Press "File" on the upper left of the next screen. Press "Surfaces" on the menu that comes up (see above, left image), taking you to the project surfaces menu.
3. Select "New" on the lower left of the screen (under the list of project surfaces that are already in the machine).
4. Type in the name for your surface. Select "Flat Plane Surface," then click "OK". Now select "Flat Plane Surface" from the menu of surface types, then select "Next" (see above, center image). [Note: This second step is no longer necessary in iMC 2.0 systems.]
5. To create a reference point for the new surface, click the "Measure Point Here" icon. The number labeled Z shows your current elevation. Click on the elevation and type in the elevation for your flat plane. It can be the same, higher, or lower than the current elevation. Click OK, then "Finish" on the elevation screen (see above, right image).
6. Make sure the surface you created is highlighted on the project surfaces screen, then press "OK."
7. Click "yes" on the popup asking if you want to set that elevation as the current working surface.

Thanks for reading. In our next issue, we will cover sloping planes. More Komatsu iMC Kwick Tips can be found under the Smart Construction playlist on Komatsu America's YouTube channel at: <https://www.youtube.com/user/KomatsuAmerica>. To schedule an iMC demonstration, contact your local Columbus Equipment Company rep today.



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Q: What parts does the program offer?

A: The PDQ Parts Program offers thousands of after-market parts—ranging from screen tension components to 2" flange bearings to fine material washer flights and paddles—all engineered as solutions to your aggregate equipment parts needs.

Q: How can I be assured PDQ parts offer the same quality as my OEM parts?

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Cadiz Branch: RICK CRAMBLETT RETIRES AFTER 42 YEARS



Rick Cramblett, a technician at the Cadiz branch since March 1979, will retire on June 1. In those 42 years, he has worked on “everything that has come through the door,” as well as plenty of equipment in the field.

He has also witnessed the transformation of heavy equipment into high-tech machinery. “Things have changed a lot. We went from linkages and cables to wires and computers. Now it’s all computerized,

“It’s been a lot of hard work,
but it’s been a lot of fun.”

Rick Cramblett; Technician, Columbus Equipment Company

with wiring and electrical running everything.” From a technician’s standpoint, the transformation has made some issues harder to troubleshoot, but new diagnostic tools make it easy to pinpoint other issues, he noted.

Rick got his job through his sister, who worked for Columbus Equipment Company at the time. The branch was moving into a new building in Cadiz and needed some help with the move, so he showed up. “I ran some equipment for them, helped them move in, and ended up taking a job,” he recalled.

Rick had worked on and operated equipment for a coal company previously, and he also had experience

working on farm equipment. The rest he learned on the job by doing and through training provided by Columbus Equipment Company and Komatsu.

“It’s been a lot of hard work, but it’s been a lot of fun,” he said. “I meet a lot of interesting people, a lot of good people to work with. That makes the job go a lot easier.” Rick’s son, Kevin Cramblett, is also a technician at the Cadiz branch.

After retirement, Rick plans to work on his beef cattle farm in Jefferson County and to do some traveling.

Congratulations, Rick, and thanks for your 42 years of dedicated service to our customers.

Massillon Branch



Larry Nardi has been promoted from the parts desk to outside parts and service representative at the Massillon branch. He has been with Columbus Equipment Company for six years.



Cheyenne Beachy, a new employee, is replacing Larry at the parts counter. She has parts and customer service experience with Western Branch Diesel and Ohio CAT.



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