

COLUMBUS 2329 Performance Way Columbus, OH 43207 (614) 443-6541

TOLEDO 12500 Williams Road Perrysburg, OH 43551 (419) 872-7101

CINCINNATI 712 Shepherd Avenue Cincinnati, OH 45215 (513) 771-3922

RICHFIELD 3942 Brecksville Road Richfield, OH 44286 (330) 659-6681

CADIZ290 Old Steubenville Pike Cadiz, OH 43907 (740) 942-8871



DAYTON

7570 New Carlisle Pike Dayton, OH 45424 (937) 879-3154

MASSILLON

2200 Venture Circle SE Massillon, OH 44646 (330) 833-2420

ZANESVILLE

818 Lee Street Zanesville, OH 43701 (740) 455-4036



There's no question, these are interesting times we live in. As we look forward into 2022, our best advice—whether it's regarding a paver audit this winter or a future parts or machine purchase—is to be proactive in terms of your equipment management. In the meantime, enjoy reading about a wonderfully, loyal customer of 40 years—Doug Balsbaugh—and his Komatsu journey; our impressive, new Terex CBI line ... and the latest iMC platform developments to keep you ahead of the competition.



Stay safe.
Sincerely,

Josh Stivison

President

CONTENT

CUSTOMER SPOTLIGHT
Balsbaugh Excavating

PRODUCT SPOTLIGHT

New Komatsu D71-24/D71i-24 Hydrostatic Dozer

PRODUCT SPOTLIGHT
Komatsu PC5500-11 Hydraulic Excavator

SMART CONSTRUCTION DIVISION ODOT/CORS System Partnership

ENVIRONMENTAL DIVISION
Columbus Equipment Company/Terex CBI Partnership

PRODUCT SUPPORT
Komatsu iMC Operational Tip

PRODUCT SUPPORT
IronLife Complete Service Special!

BRANCH NEWS
The Team Serving You in 2022 ... and Beyond

USED EQUIPMENT SPECIALS
Great Deals from Across the Fleet!



PIKETON

3668 U.S. Route 23 South Piketon, OH 45661 (740) 289-3757



CUSTOMER SPOTLIGHT



For additional video coverage, visit columbusequipment.com/news/videos for more on Balsbaugh Excavating's experience with Komatsu equipment.

Balsbaugh Excavating: ENTERING A FIFTH DECADE, STRONGER THAN EVER

Doug Balsbaugh was barely out of his teens when he started Balsbaugh Excavating in 1980. At first, it was just him doing small jobs around Dayton, and he slowly grew the company to its current size of more than 70 employees.

Balsbaugh Excavating offers a range of excavating and concrete services. A little more than half of their business involves excavation—including soil stabilization, demolition, and related work—and the other 40% is concrete work. Balsbaugh prefers large site and concrete jobs where he can provide a package price for both excavation and concrete work.

"We have great confidence in Komatsu excavators."

Doug Balsbaugh; Owner, Balsbaugh Excavating

Currently, the company is involved in that kind of large project for Montgomery County, the expansion of the Miami Valley Career Technology Center. Balsbaugh is performing both the excavation and concrete work for the five-year, \$22-million project. The company handled the demolition of two existing buildings and is involved in extensive site work, utility, and concrete (see left) work.

"The Komatsus are much quicker than the competitors. We've tried many, and the Komatsus are very responsive."

Doug Balsbaugh; Owner, Balsbaugh Excavating

At the same time, Balsbaugh is also doing site work and/or concrete work for four subdivisions and two roadways. The company operates primarily in the Dayton area and occasionally works around Columbus or Cincinnati.

On all these jobs, the company counts on a fleet of Komatsu equipment. "We have great confidence in Komatsu excavators," said Balsbaugh. His fleet of more than a dozen excavators is all-Komatsu, including three PC360 models, three PC228 models, two PC210s, a PC290, and a PC138.

After four decades of using Komatsu equipment, the owner has strong opinions about the advantages of Komatsu excavators. "The Komatsus are much quicker



Back in 1982, Doug Balsbaugh (center) and Columbus Equipment Company's Mike Early (left) kicked off a 40-year relationship that still runs strong today. Doug's son, Dusty (right), runs the company's Concrete Division.

than the competitors. We've tried many, and the Komatsus are very responsive," Balsbaugh said. "The operators like how responsive they are, and they just like them in general. We have rented others when we're in a bind, and the operators always say they prefer the Komatsu."

"We've had very little trouble with Komatsu excavators over 40 years. We typically buy machines and wear them out. We have a PC300 in the field with over 20,000 hours on it, and we're still using it for demolition." He figures the company puts an average of 1,500 hours on each machine annually.



The company also has three Komatsu wheel loaders that the pipe crews use, one WA250 and two WA200 models. "The wheel loaders have a great response time. We love the hydrostatic drive. They have been very durable and hold up well," Balsbaugh said, adding that his operators also prefer Komatsu wheel loaders over other brands.

"We have a PC300 in the field with over 20,000 hours on it, and we're still using it for demolition."

Doug Balsbaugh; Owner, Balsbaugh Excavating

A few years ago, Balsbaugh purchased a Komatsu D61i dozer with intelligent Machine Control (iMC), which the company uses alongside dozers running add-on TopCon systems. "The setup time on the D61i is half the time" that it is on the dozers without integrated machine control, Balsbaugh noted. "That in itself is huge."

The iMC machine "is very user friendly. We've had no trouble with it whatsoever," he said.

Balsbaugh left high school in the 11th grade and started working for an excavation company in the late 1970s. When a recession hit a few years later, he was laid off. By then, he had decided he was ready to start his own business.

In 1982, he was looking to buy his first dozer. He visited the Dayton branch of Columbus Equipment

Company and purchased a D31 from Mike Early. That was the start of a 40-year relationship that is still going strong.



"Komatsu equipment has served us very well, so I've stuck with it. Columbus Equipment offers us absolutely great service and very strong dealer support," Balsbaugh said. "They are very customer oriented. There have been times when we've had a machine go down, and they've given us one out of the yard to get us by. They are very quick to respond to any mechanical issues."

Over the years, Mike Early has continued to help Balsbaugh with all his equipment needs. "It's a relationship where we just connected, and I would call Mike a friend," Balsbaugh said. "He's been very keen on our business, and he has guided us to getting the right equipment. He's a great person and gives us great support."

KOMATSU



Balsbaugh has two staff mechanics, and they try to do most maintenance and service work in-house, but he knows he can count on Columbus Equipment Company when they need assistance with diagnostics. He also likes the quick and dependable parts support he gets from the Dayton branch.

"Columbus Equipment offers us absolutely great service and very strong dealer support. They are very customer oriented."

Doug Balsbaugh; Owner, Balsbaugh Excavating

Columbus Equipment Company is a one-stop-shop for Balsbaugh Excavating. "They carry a very good line of attachments. We have a lot of attachments—drum cutter, multiple jackhammers, grapples, compactors—from them," Balsbaugh said. He also recently purchased an Astec GT440 tracked crusher from the Environmental Division.

He's a big fan too of the Takeuchi skid steers and mini excavators he purchased from Columbus Equipment Company for utility jobs. He currently owns three Takeuchi minis and two Tak skid steers. Just like with his Komatsu equipment, his operators prefer the Takeuchi skid steers over other brands they've used.

Balsbaugh Excavating is very much a family business, Balsbaugh noted. His son Dusty joined the company in 1998 and oversees the concrete division. Doug's wife and daughter work in the office. And Doug's 12-year-old grandson already "has a big interest in the business. I'm hoping he will be the third-generation operator."



After 40 years of steady growth, Balsbaugh intends to keep the trajectory going. "We've weathered three recessions and came back strong. It has been a nice ride, a very enjoyable 40 years," he said. "I've been blessed with the opportunity to work with some very good clients and very good equipment support, like Columbus Equipment Company."



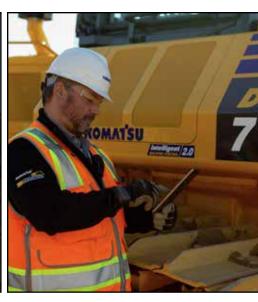
PRODUCT SPOTLIGHT KOMATSU



New Komatsu D71-24/D71i-24 Hydrostatic Dozer: BEST-IN-CLASS POWER, DURABILITY ... PLUS iMC 2.0







The new Komatsu D71-24 dozer is the most powerful hydrostatic transmission dozer in its class, capable of doing everything from production grading to finish work. The dozer that does it all is available in standard configuration, low ground pressure version, or with intelligent Machine Control 2.0.

The 237-horsepower dozer is an all-around machine built for outstanding durability and long life on projects as varied as golf course construction and highways.

The D71 has a distinctive slant-nose design that provides operators outstanding visibility to the cutting edges. When operators can see the front of the machine and have fewer blind spots, they're more aware of the job site, said Jon Jennings, Komatsu product marketing manager. "That's important when running a large machine such as the D71. It increases operator confidence and, in turn, their ability to be more productive."

Other features also promote higher productivity, such as the hydrostatic steering that results in smooth, powerful turns. Operators can also choose the correct mode for the job, whether that's P-a full-power mode for heavy load work-or H, which increases engine high idle speed for power-intensive work.

The D71's six-way power angle tilt (PAT) blade-pitch

system gives you the best blade performance in every terrain.

The Komatsu PLUS undercarriage system cuts undercarriage maintenance costs by up to 40% over conventional undercarriages. Robust rollers and links offer nearly double the wear life. In addition, daily checks are easier, thanks to quick access to maintenance points like the radiator, oil cooler, and charge air cooler.

The new Komatsu D71-24 dozer is the most powerful hydrostatic transmission dozer in its class

The iMC 2.0 features on the D71i will extend how you use automatics. iMC 2.0 includes proactive dozing control, which improves productivity in cutting and stripping operations.

If you're looking for a long-lasting, hard-working dozer that will cut costs while increasing productivity, speak to your Columbus Equipment Company sales rep about a D71 demo today.









WITH ROOTS DATING BACK TO 1890 AND A PRESENCE IN THE U.S. MARKET SINCE 1969, KUBOTA IS HERE TO STAY.

Columbus Equipment Company proudly salutes Kubota customers pictured—Performance Training Solutions, Sayre Construction and Encore Concrete—as we partner with industry-leading manufacturers of compact equipment—Kubota, Takeuchi and Komatsu—to provide an array of options by which our customers can run their businesses. This one-stop-shop approach enhances customer value and covers the full line of compact equipmentexcavators, wheel loaders, backhoe loaders, skid steer loaders, track loaders and utility vehicles.

Serving You From Three Statewide Locations

COLUMBUS (614) 443-6541

TOLEDO

DAYTON

(419) 872-7101 (937) 879-3154

www.columbusequipment.com

PRODUCT SPOTLIGHT KOMATSU



Komatsu PC5500-11 Hydraulic Excavator: ONE SOPHISTICATED, 1,880-HORESPOWERED BEHEMOTH





Komatsu's new PC5500-11 provides the productivity and durability that mining operations need. The PC5500 is a popular and reliable excavator, with units sold so far logging nearly 8 million operating hours.

The excavator's robust steel structure contributes to its sturdiness. The powerful machine weighs 588 to 608 tons and uses a twin-engine configuration that provides a net 1,880 horsepower. The Tier 4 Final engines use an exhaust after-treatment system to reduce pollutants.

Komatsu offers customizable options so that the PC5500 can be purpose built for a mine's specific needs

Komatsu offers customizable options so that the PC5500 can be purpose built for a mine's specific needs. Choose from a variety of buckets-from 29 to 38 cubic yards—with an appropriate wear package. Buyers can select a trackpad option to cover specific underground requirements, such as hard rock, and customize their heating and cooling systems.

The new excavator has a 45-degree ladder system that eases the operator's ascent and descent. In addition, the updated emergency system has two exit points for increased safety.

The PC5500-11 is equipped with Komatsu's newlyrevamped monitoring system, Komtrax Plus 2. With Plus 2, managers can create automized data reports that identify ways to enhance productivity. Instant monitoring of machine data is available, so you can quickly troubleshoot any issues that arise.



The built-in payload meter can increase loading and fleet dispatch efficiency and productivity. The payload meter's data reveals how much load is in the bucket compared to your truck's capacity. With that data, you can calculate the best loading times and truck passes for the most efficient loading operations. The PC5500 matches with 150-ton to 240-ton haul trucks for high production-mining.

SMART CONSTRUCTION DIVISION

ODOT/CORS System Partnership: VALUE-ORIENTED OPTIONS FOR A



Columbus Equipment Company's Smart Construction Division has a lower-cost alternative to base stations for contractors using an aftermarket GPS system. The option is simple and reduces daily setup time, compared with a base station.

GPS systems, whether the integrated system in an iMC machine or an aftermarket device like a Topcon, need a way to correct and fine-tune the GPS data they collect, explained Mike Fenster, manager of the Smart Construction Division. Typically, contractors use a base station to correct the data.

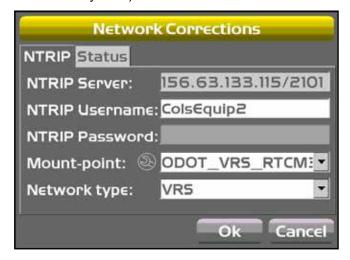
The CORS system operates 24/7, so data is always available. ODOT is a partner in the CORS system and makes the data available for free.

While GPS is an advanced technology, most GPS receivers are only accurate within a couple of meters, according to NOAA. That isn't good enough for construction applications. So NOAA runs the national Continuously Operating Reference Stations (CORS) Network, which collects data from stations around the country.

When corrected with CORS data, GPS coordinates are accurate within a few centimeters, making them useful for construction and engineering. The CORS

system operates 24/7, so data is always available. ODOT is a partner in the CORS system and makes the data available for free.

Contractors can use a cellular modem to access ODOT's website and receive corrected data instead of using a base station, Fenster said. (A login and password must also be requested from ODOT to access the system.)



Columbus Equipment Company can provide a cellular modem and annual data plan for much less than the cost of a base station. "Using a cellular modem lowers the cost of entry and allows a contractor to get into GPS without buying a base station," Fenster said. "You still need a GPS system

KOMATSU

FTERMARKET GPS OPERATIONS



on your machine. It still requires a 3D model build and localization. The only thing that changes is how you get your correction, replacing the base station."

Fenster recommends the cellular modem approach for excavators. Several customers that are small or medium-size excavation contractors have added cellular modems to Topcon systems, he said. "It's been a great success. The basement guys and footer guys love it. The system has been very productive for them."

"It's been a great success.

The basement guys and footer guys love it. The system has been very productive for them."

Mike Fenster, Smart Construction Division Manager Columbus Equipment Company

Major contractors in Ohio, such as Shelly & Sands, also use the CORS system. "They like the flexibility of being able to move around and not having to set up base stations," Fenster said. CORS isn't typically used in mass excavation, but contractors use it for basements, footers, grading with the excavator, and slope work.

Using the modem is easier than using a base

station. There's less setup and teardown time because you don't have to set up and program a base station every day. Smart Construction technicians will program the modem to connect to ODOT automatically when you turn it on.

"Columbus Equipment Company and Komatsu are embracing the ODOT/ CORS network in anticipation of Komatsu releasing its own aftermarket GPS system in 2022."

Mike Fenster, Smart Construction Division Manager Columbus Equipment Company

Columbus Equipment Company and Komatsu are embracing the ODOT/CORS network in anticipation of Komatsu releasing its own aftermarket GPS system in 2022, Fenster added. Komatsu will introduce a GPS system geared toward smaller and mid-sized contractors who don't currently have GPS. The system will be a cost-effective solution for contractors in a persistently tight labor market.

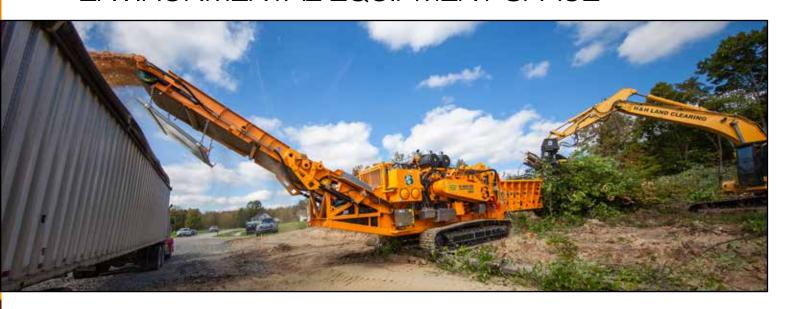
If you're interested in adding GPS or want more information about using a modem instead of a base station, contact your Smart Construction Division rep today for more information.



ENVIRONMENTAL DIVISION



Columbus Equipment Company/Terex CBI Partnership: HERALDS DAWNING OF NEW ERA IN MIDWESTERN ENVIRONMENTAL EQUIPMENT SPACE



Columbus Equipment Company now represents
Terex CBI's equipment line in Ohio, Indiana, Kentucky,
Michigan, Illinois and Missouri. The partnership allows
us to better serve our Environmental Division customers.

CBI has a "longstanding reputation for building highquality wood-waste processing equipment," noted Mark DiSalvo, Environmental Division manager. "The CBI brand provides the opportunity for growth, both in territory and product range."

CBI—founded in 1988 and acquired by Terex in 2015—manufactures horizontal grinders, industrial wood chippers, flail debarkers, screens, stacking conveyors, stationary systems, and attachments for industries including wood-waste processing composting, forestry, and biomass recovery.

The company is known for its patented CBI Grizzly Mill, a rugged offset-helix rotor that produces high throughput while consuming less power. "CBI machines will outperform, outproduce, and outlast any other grinder," said Travis Lint, regional sales manager for Terex CBI. "We believe we offer the end-user the finest equipment available."

Columbus Equipment Company has a long-standing and widespread reputation for providing wood-waste processing equipment. Partnering with CBI expands our ability to better serve the market, DiSalvo said. "CBI has a very large product portfolio, providing the opportunity for Columbus Equipment Company to better serve the end user with world-class, applicationspecific solutions. This partnership solidifies our regional commitment to the wood-waste processing market through best-in-class products and support."

"CBI machines will outperform, outproduce, and outlast any other grinder."

Travis Lint; Regional Sales Manager, Terex CBI

CBI's most popular horizontal grinder is the 6800CT, an excellent choice for the 1,000- to 1,200-horsepower market for land clearing and mulching applications. In fact, Columbus Equipment sold a 6800CT almost as soon as it partnered with CBI.

Mike Heiss of H&H Land Clearing purchased a 6800CT right after The Paul Bunyan Show. "Mike has experience with multiple grinder brands, and quickly made the decision to purchase the CBI and partner with CEC support. We appreciate his faith and loyalty. H&H has always been a champion customer," DiSalvo said. "We're introducing a brand that has had limited exposure in this region. End users are impressed with the design, performance and serviceability."

Previously, CBI sold its equipment directly, and



The Komatsu Distributor Certified label assures that you get the high-quality, used equipment you need, when you need it, at a price you can afford. Komatsu ReMarketing delivers high-quality, cost-effective equipment that meets your standards.

Every machine is subject to a 5- to 8-hour field inspection to evaluate it against Komatsu's high performance standards, and is certified using the ranking system below. Our technicians perform complete diagnostic testing, make any necessary repairs and any requested customizations to meet your needs. Financing options and maintenenace/warranty programs are also available.



Age:

Max. 3 Years

Frame:

Max. 3,000 Hours

Undercarriage/ Tires:

Max. 50% wear

General Appearance:

Excellent/ "Like new"

Performance:

Meets all performance specs

B

Age:

Max. 6 Years

Frame:

Max. 6,000 Hours

Undercarriage/ Tires:

Max. 50% wear

General

Appearance: Very good/Clean

Performance:

Meets all performance specs

C

Age:

No Limit

Frame:

No hour limitation/significant structural problems

Undercarriage/Tires:

Max. 75% wear

General Appearance:

Acceptable/Only minor leaks/Normal wear

Performance:

Job-ready. May need minor adjustments/repairs



Age:

No Limit

Frame:

Repairable structural problems

Undercarriage/Tires:

May need replacement

General Appearance:

May need paint/sheet metal; leak, hinge, pin bore repair

Performance:

May need significant repairs to be job-ready



Overall Condition:

May start/Not fully operational

General Appearance:

May appear unusable

Selling Feature:

Typically sold as a "parts" machine



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





Midwesterners may not know the brand well. "There is a pent-up demand to see our product that has led to a tremendous amount of success," Lint said.

Representing the CBI line allows the Environmental Division to expand services, too. For example, CBI builds custom stationary electric systems, such as

"CBI has a very large product portfolio, providing the opportunity for Columbus Equipment Company to better serve the end user with world-class, application-specific solutions."

Mark DiSalvo, Environmental Division Manager Columbus Equipment Company

comprehensive systems that combine shredders, screeners, conveyors, picking stations, magnetic separators, water tanks and secondary and tertiary grinders. Columbus Equipment can now assist customers who need such systems.

"CBI is also developing a new tracked chipper, another machine that's popular with Environmental Division customers. Terex's Material Processing Group—which includes both CBI and Ecotec, which we also represent—is constantly improving and developing products," DiSalvo said.

"Terex's Material Processing Group is a fast-moving, high-paced team that makes strategic acquisitions and launches new products, continually offering their distribution network and end users opportunities to grow," he said. The group's engineers and sales

leadership frequently survey customers and dealers to "listen to the voice of the customer. They are always evolving machine telematics and products based on real time market feedback. They are focused on developing products to fill market gaps."

"CBI and Terex Ecotec have been rapidly growing distribution to meet the rising demand of environmental recycling markets in the United States," said George Wilcox, director of sales and marketing for CBI and Terex Ecotec. "Columbus Equipment Company has long been a leading distributor for grinders and chippers in the Midwestern United States and can be seen as the premier distributor in the United States. We are thrilled to have them as part of the CBI team."

"Columbus Equipment Company is the premier environmental equipment dealer in the country. They have a reputation for the highest quality service of any company in the Midwest," Lint added. "I have a lot of faith in Mark DiSalvo and his team."

Lint and DiSalvo noted that the two companies have a similar culture and share the values of quality products and customer service. "We believe in the best products and the best factory support. The Environmental Division team is excited about having the CBI factory behind us to support our sales and after sale support efforts," DiSalvo said.

The Environmental Division prepared for the CBI partnership by adding trained personnel and inventory. "We are committed to this region focused on specialized processing and handling equipment. We will continue to grow our team and presence in the markets we serve. Ultimately, our goal is to establish a reputation as the material processing dealer to work with in this six-state region."



Automatic dozing from grass to grade

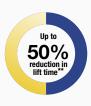
Benefits of iMC2.0



Proactive dozing control

Applications: Stripping to psoil, high-production dozing

- Uses data from previous pass to plan the next pass
- Automatically cut/strip from exisiting 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: Finishgrading

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

Use automation throughout the entire process

Bidding Stripping topsoil 1 Mass excavation 2 Finish grading 3

Contact us today for more information!

PRODUCT SUPPORT



Komatsu iMC Operational Tip: NEW, IMPROVED CUT AND CARRY MODE





Dozers with iMC 2.0 have an improved Cut and Carry Mode that allows operators to achieve high-efficiency dozing on every pass. iMC replicates how an experienced operator performs a pass—loading the blade to start cutting, then raising the blade and spreading the material to create a smooth cut.

Operators can use several iMC 2.0 cut-and-carry features to improve dozing efficiency.



1. As-Built Track Mapping. As you track over the work area, the machine collects data that helps it understand the ground surface. For the best results, track over your work area before dozing. For example, after reaching the end of the pass, move the machine over and reverse over the area back to where you'll start the next pass. (The dozer will still work in automatics mode if you skip this step.)



2. Blade Load Mode Settings. Set depth of pass by using the Cut and Carry Mode's blade load setting (see above) to get the needed depth. The light setting gives a long, shallow cut. The normal setting gives a slightly deeper pass. The heavy setting results in a deeper, shorter cut.



3. Blade Control Lever Override. Even when you're in automatics mode, the machine understands operator input. Lower or lift the blade to adjust the dozer up or down without leaving automatics.



4. Tilt Lever Override. You don't have to fight with the machine to keep the blade at a tilt. The machine will maintain the tilt angle you set for the current pass. Once you put the dozer in reverse, it automatically returns the blade to the design surface tilt for the next pass.

Note: Check your operations manual or contact your Smart Construction Division rep to determine what kind of Cut and Carry Mode your iMC dozer has.

Thanks for reading. 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.



When You Control Cash Flow ... You Control Profit.



Call Today For A Wide Range of Late-Model Rental Solutions!



NINE LOCATIONS TO SERVE YOU Contact Your Local Branch Today! www.columbusequipment.com



Ohio's Dependable Dealer



CALL TODAY TO LOCK IN ONE-TIME SAVINGS!

GET YOUR MACHINE READY FOR THE UPCOMING SEASON Avoid large, time-consuming services during the busy season

DISCOUNTED "COMPLETE SERVICE" WHEN YOU SIGN A PM AGREEMENT Up to 20% Off!

LOCK IN PRICING THROUGH 6/30/22 (LABOR, OIL AND FILTERS) Save \$\$\$

PLUS RECEIVE A 5% LABOR **DISCOUNT ON ALL SERVICE REPAIRS** With signed agreement

Special good through 3/31/22



COLUMBUS (614) 443-6541

TOLEDO (419) 872-7101 **CINCINNATI**

RICHFIELD

(740) 942-8871 (937) 879-3154 (330) 833-2420 (740) 455-4036

MASSILLON

www.columbusequipment.com



BRANCH NEWS



The Team Serving You in 2022 ... and Beyond WHY YOU CAN RELY ON OHIO'S DEPENDABLE DEALER



Corporate

Dan Connelly returned to Columbus Equipment Company as executive vice president, Jan. 3, 2022. Dan worked for Columbus Equipment Company as a territory sale rep from 1986 to 1999, then served as sales manager for a year.

After that, he worked at The Shelly Company and CRH, where he was director of global fleet operations.

"Dan is an accomplished leader who provides a depth of experience in equipment dealership management as we face a future that presents many opportunities for advancement in the marketplace," said Josh Stivison, president of Columbus Equipment Company. "As executive vice president, Dan will provide leadership and vision for the continuous improvement of business operations and customer service and position the company to achieve its strategic objectives, including enhancing employee and customer experience."

Environmental Division

Danny Loughran has joined the Environmental Division as an aggregate equipment sales specialist. He'll be supporting the division's crushing and screening markets in Ohio, Indiana and Kentucky. Previously, he worked for ASTEC as a factory rep for crushing and screening products.

James Speiser is a new product support specialist. James previously worked at Rotochopper in a similar role, and he has more than a decade of experience in equipment technician and support roles. Welcome aboard, James!

Columbus Branch

New employees in the parts department include **Jeremy Mayer**, customer service rep at the front counter; **Amberson Stone**, PSSR for Central Ohio; and **Chase Mollenkamp** and **Dillon Alphin** in the warehouse. **Mike Sammons** has returned to the company as assistant parts manager.

In the service department, Mike Smith has returned as a field tech and Tony Russell is a yardman. Sam Cheadle is a new shop tech.

Zanesville Branch

Josh Smythe is the newest CSR in the parts department.

Cincinnati Branch







Keith Gutekunst has joined the branch as a customer service representative in the parts department.

Austin Thacker is the new lube tech and **William** (Bill) **Thacker** is the new shop technician.

Upcoming shows

Columbus Equipment Company will be exhibiting at the Indiana Hardwood Lumbermen's Association 2022 Convention and Exposition. The event will be Feb. 7-9 at the Indianapolis Marriott Downtown. We look forward to seeing you there!



USED EQUIPMENTMonthly Specials



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



2016 KM PC360LC-10 Stock #U34239, SG Pads, 2 Way Hydraulics, Coupler, 2,664 Hours

\$235,000



2014 Komatsu PC228USLC-10

Stock #U34649, Cab, AC, Coupler, Bucket, 2,399 Hours

\$150,000



2013 KM D51PX-22 Stock #K10744T, Cab, A/C, PAT Blade, 5,153 Hours

\$99,000



2016 Komatsu D61EX-24 Stock #U37319, Cab, A/C, Multi Shank Ripper, 2,195 Hours

\$195,000



Stock #U34497, Cab, A/C, Aux Hyds, 24" TG Pads, Coupler, 3,426 Hours

\$104,000



2018 KM D39PXi-24

Stock #U37404, Intelligent iMC Dozer, 1,553 Hours

\$160,000



2017 Komatsu WA200-8 Stock #U38332, Coupler, Bucket, Certified, 1,385 Hours

\$129,000



2017 KM PC138USLC-11 Stock #RDK10530T, Cab, A/C, 24" TG Pads,

k #RDK10530T, Cab, A/C, 24" TG Pac Hyd Coupler, 1,055 Hours

\$129,000



2010 Komatsu CD60R-1 Stock #U28806, Cab, A/C, Heat, Revolving Bed, 3,936 Hours

\$90,000

Looking To Buy or Sell Any Brand of Machine? Call Jon St. Julian at (614) 332-3258 or Skip Young at (614) 395-1354.

UP TO 6-MONTH POWERTRAIN WARRANTY STANDARD ON ALL REMARKETING CERTIFIED MACHINES!



© 2022 Mediaworks Marketing, Inc.

Ohio's Dependable Dealer

Statewide Coverage From The Following Locations:

COLUMBUS (614) 443-6541

TOLEDO (419) 872-7101

CINCINNATI (513) 771-3922

RICHFIELD (330) 659-6681

CADIZ (740) 942-8871

DAYTON (937) 879-3154

MASSILLON (330) 833-2420

ZANESVILLE (740) 455-4036

PIKETON (740) 289-3757







































