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Welcome! Another season is upon us as Columbus Equipment Company proudly celebrates its 70th anniversary. Learn more about a wonderful family business founded in 1945—A Crano Excavating Inc.—driven by one of the industry’s pioneering *Women in Construction*, Margaret Crano. One of the Environmental Division’s first customers—Mike Heiss of H&H Land Clearing—continues to thrive as the now Materials Processing Division is barely recognizable from its humble beginnings. Congratulations also to Starr Parts in

celebrating their 30th anniversary this year! **Stay safe.**

Sincerely,

Josh Stivison
 President



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

A Crano Excavating Inc.: FOUNDED IN 1945 AND MOVING WITH THE TIMES ... EVER SINCE

A Crano Excavating Inc. – which performs mass grading and site utilities – realized the benefits of GPS in construction years ago, according to Jim Riter, president. “To stay competitive in this business, a company must own GPS-guided equipment. It saves time and money.”

The company put its first Topcon unit on a CAT dozer in 2005 and now has a fleet of dozers with aftermarket systems. “We’ve seen tolerances of 1/16 of an inch even on older machines we’ve added systems on,” Riter said.

“The company was founded in 1945 by Jim’s grandparents, Margaret and Anthony Crano. They worked together for 25 years, and when Tony died in 1969, Margaret carried on the business.”

Jim Riter; President, A Crano Excavating Inc.

In 2020, A Crano moved beyond aftermarket systems and purchased its first Komatsu dozer with intelligent Machine Control (iMC). The company has seen even more benefits from the integrated machine control system compared to aftermarket Topcon. “Operators using the D61i use it in automatics mode up to 80% of the time,” Riter said, for example.

“To stay competitive in this business, a company must own GPS-guided equipment. It saves time and money.”

Jim Riter; President, A Crano Excavating Inc.

(Komatsu finds that operators use automatics modes on iMC machines much more than they use

traditional automatics in an aftermarket system. When operators use automatics more, contractors get more significant benefits from machine control at all phases of construction.)

The advantages of iMC become evident as soon as crews start clearing a job, he explained. “The first thing they do is stockpile topsoil. The operator can see



A Crano’s Mike Jones (left) has been with the company 40 years. He leads a crew on a sanitary sewer installation project in Kent, Ohio.

on the screen which areas have no cut or fill and can stockpile in those areas, knowing they won’t have to move it twice. It makes you a lot more efficient.”

The dozer’s accuracy is outstanding, too. “It’s so precise with the subgrade, you use exactly the amount of stone you estimated,” Riter said. “It keeps you on budget for jobs and saves labor time. You don’t need grade men on the bottom. You just need someone on a roller behind you compacting.”

The D61i is also very fuel-efficient, Riter said. “The machine control is designed to carry the optimal load and not bog the engine down, unlike our current GPS-guided machines.”



A Crano Excavating President Jim Riter—a third-generation owner—on a residential site development project in Copley, Ohio.

Before buying the D61i, A Crano demoed it and dozers from other manufacturers, company policy whenever buying equipment. After operators tried several machines, “the Komatsu equipment was getting the best feedback for visibility, comfort, power and the ease of use with the integrated GPS,” Riter said.

“Operators using the D61i use it in automatics mode up to 80% of the time.”

Jim Riter; President, A Crano Excavating Inc.

That positive feedback has continued as the Komatsu is used daily, he added. Operators like that they “can see so much better out of the machine, and that makes it easier to grade. The power and visibility in Komatsu machines seem to outshine other brands for the same size machines,” added Riter, who also recently purchased a Komatsu WA320 wheel loader. “The loader has been able to carry our large 24'x 8' trench boxes around our sites where larger competitor loaders couldn't handle them.”

For Riter, another key benefit of buying Komatsu equipment is the Komatsu CARE program, which covers scheduled maintenance for new equipment for three years or 2,000 hours. “It's an excellent program, and we won't have to worry about servicing these machines for a long time.” Columbus Equipment Company calls and schedules the service

at a time that works for A Crano—after hours when the machines are idle.

“All my operators are saying they like the Komatsu dozers better than the other brands we own. Since the pricing is about the same and the warranty is better, I'll be going with Komatsu for future purchases,” Riter said. He recently bought a D39i for jobs that require a dozer with a smaller blade and a PC88 for tight work sites, as well a second D61EXi for site development and a D65WX for heavier stripping and pushing.



A Crano has been a Columbus Equipment Company customer since the 1980s when the excavation company purchased its first PC220. The relationship has always been solid, with “nothing but outstanding service from both the sales and service departments,” Riter noted.

He is especially impressed with how sales rep Tim Kresowaty follows up after a sale by visiting job sites. “Tim knows we have multiple people running the machine, and he tries to make sure all the operators know about the machine,” Riter said. “He



Operator Ted Ferguson puts 35 years of experience and a Komatsu D61PXi to work, hogging dirt double time.

does that without even being asked to.”

Akron-based A Crano Excavating works primarily for commercial customers, performing mass grading and site utilities work for housing developments, assisted living facilities, condos and apartment complexes, and parking lots. Most work is within an hour’s drive of Akron, and recent projects included site work for Kraftech Homes, Warmus Builders, and K. Hovnanian Homes.

“Komatsu equipment was getting the best feedback for visibility, comfort, power and the ease of use with the integrated GPS.”

Jim Riter; President, A Crano Excavating Inc.

A Crano is a family-owned business, with Jim and his brothers—Ray, Tony and the late Steve Riter—representing the third generation. Jim’s son, Jim Riter Jr., also works for the company, so A Crano is poised to be at least a fourth-generation firm.

The company was founded in 1945 by Jim’s grandparents, Margaret and Anthony Crano. They worked together for 25 years, and when Tony died in 1969, Margaret carried on the business. Jim’s father, also named Ray Riter, stepped in to help and handled the commercial allotments, but Margaret dealt with the builders.

“She was something else. She would go to the job sites, pull up in her Cadillac, get out a legal pad and

write out an estimate,” Riter recalled. “She just had a good eye for that. She could eyeball it and figure out how many loads of dirt you’d need.”

“Since the pricing is about the same and the warranty is better, I’ll be going with Komatsu for future purchases.”

Jim Riter; President, A Crano Excavating Inc.

Keeping a business going for 77 years and three-plus generations is no easy feat. However, A Crano Excavating has managed it thanks to successive generations who have been willing to learn construction from the ground up. Some family members have been drawn to the business side, while others enjoy working in the field.

Additionally, the company’s leaders have recognized the need to keep up with the changing industry, as exemplified by A Crano’s early embrace of GPS technology and its recent purchase of Komatsu’s leading-edge iMC machinery. They realize that a combination of seasoned experience and new technology is a key investment in staying competitive. ▶



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The D39i is Komatsu's smallest intelligent dozer, but since it's equipped with Komatsu's iMC 2.0 intelligent Machine Control system, it can make a big difference at the jobsite and for your bottom line.

The 105-horsepower D39i-24 will increase your productivity in all phases of dozing, from rough cut to finish grade. The factory-installed, integrated automatics make even less experienced dozer operators highly efficient.

iMC 2.0 increases productivity on these earthmoving tasks by up to 60% over previous generations.

The dozer's intelligent features will impact how quickly—and how well—you finish a grading project. The features include:

Proactive dozing control measures the terrain as the dozer tracks over it, using the data it collects to plan the next pass. Even less experienced operators can use automatics to cut and strip from existing terrain. iMC 2.0 increases productivity on these earthmoving tasks by up to 60% over previous generations.

Tilt steering control reduces operator fatigue in rough dozing. The system automatically tilts the blade during rough dozing to maintain straight travel. The need for operator steering input falls by up to 80%,

Lift layer control spreads fill material automatically, putting down precise layers with the right amount of compaction. As a result, there's less need to rework, so you get done faster.



Quick surface creation lets the operator create a temporary design surface easily. Combined with other iMC 2.0 functions, it allows crews to begin automated stripping or spreading while waiting for the finish grade model.

Along with the savings you'll realize from using the automatics, the D39i also has several features to help you save on fuel. The hydrostatic transmission control system cuts fuel consumption by up to 5%, and selectable work modes allow the operator to choose the economy mode when full power isn't needed, reducing fuel use.

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Komatsu Maintains Leadership Role AT FOREFRONT OF MINING INDUSTRY INNOVATION



Komatsu recently received two awards from Mining Magazine, which annually honors organizations and projects that demonstrate an outstanding commitment to advancing the state of mining. The magazine’s readers nominate the people, organizations and projects that are considered for the awards.

Komatsu was honored to win the Load and Haul Award and the ESG Reduction & Monitoring Technology Award.

The alliance’s first goal is to advance Komatsu’s concept for a “power-agnostic” haulage vehicle that can run on a variety of power sources.

The Load and Haul Award goes to “innovative miners, vendors and products that have pushed the boundaries of what is possible over the past year at surface and underground operations.” Komatsu’s teleoperation system in the PC7000-11 was awarded the honor.

The PC7000 is a semi-autonomous, 700-ton-class excavator designed to help customers advance their safety and productivity. Combined with Komatsu’s Autonomous Haulage System, the semi-automated

teleoperations capabilities reduce cycle times and combat operator fatigue. The system displays information and data that provides real-time feedback for production planning.

Additionally, system sensors accumulate data from each shift, providing insights to help miners improve productivity and safety while reducing operating costs.

The ESG Reduction & Monitoring Technology Award recognizes “new technologies that have succeeded in either lowering or monitoring carbon emissions.” Komatsu won the award along with several of its customers that jointly formed the Komatsu Greenhouse Gas (GHG) Alliance in 2021. Those customers include Rio Tinto, BHP, Codelco and Boliden.

Through the alliance, Komatsu and its GHG partners are collaborating on next-generation, zero-emission mining equipment and infrastructure. Alliance members have joined forces to plan, develop, test and deploy equipment solutions.

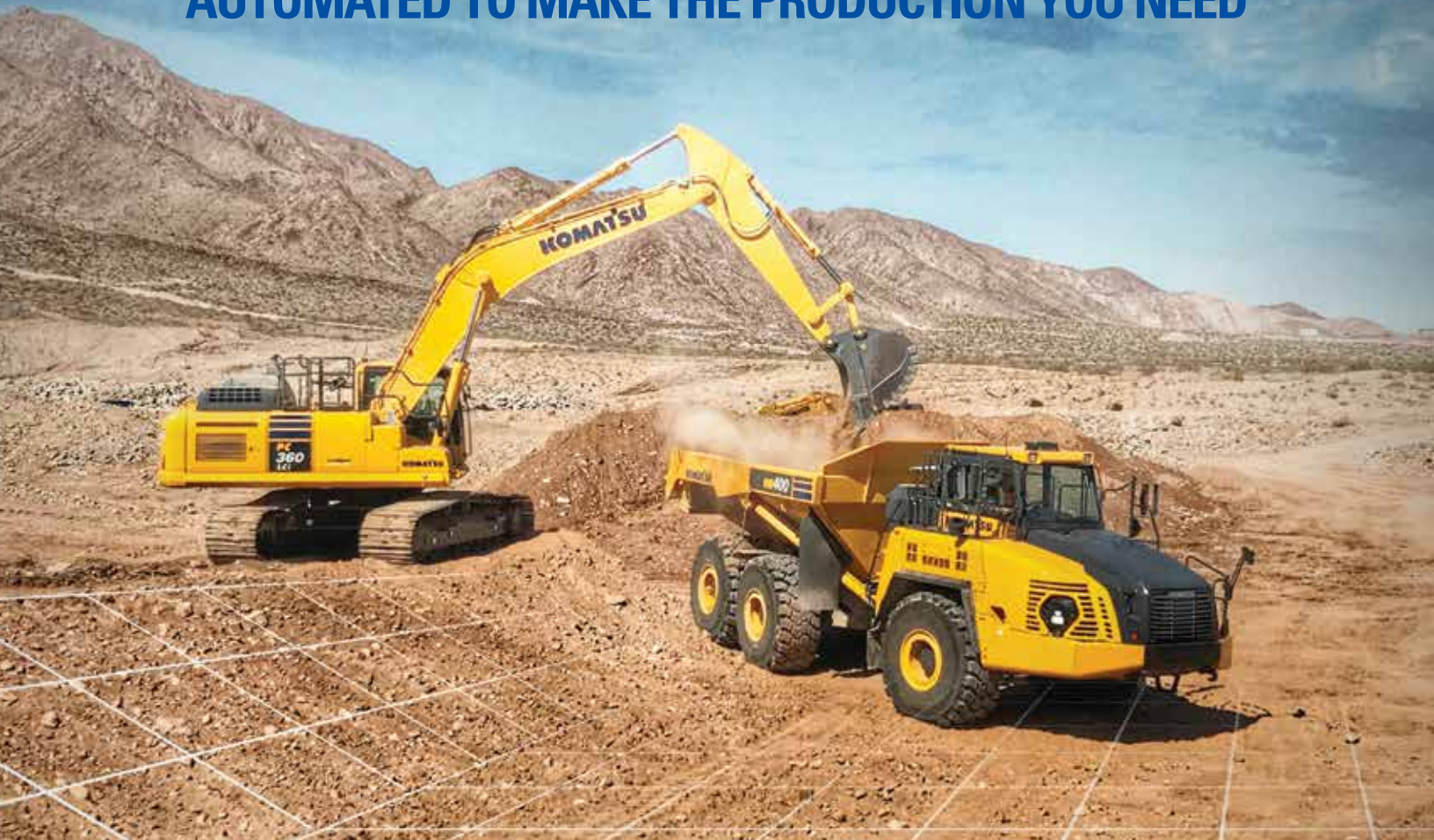
The alliance’s first goal is to advance Komatsu’s concept for a “power-agnostic” haulage vehicle that can run on a variety of power sources, such as diesel electric, electric, battery power, trolley (wired), and hydrogen fuel cells.

Komatsu hopes to expand the alliance to include other mining companies with the goal of encouraging industry-wide collaboration to reduce CO2 emissions.

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Aftermarket Topcon Automatics System: iMC BENEFITS, TRAINING AND SUPPORT ON NON-iMC EQUIPMENT



As Komatsu continues to build out its iMC offering, Columbus Equipment Company's Smart Construction Division now offers customers, who are looking for iMC's productivity edge today, a field-tested solution for models yet to be upgraded to iMC technology.

Columbus Equipment Company's Smart Construction Division has a solution for contractors whose preferred Komatsu excavator isn't currently available as an intelligent machine.

The division installs an aftermarket Topcon system on Komatsu excavators to provide automatic machine control. "This aftermarket solution allows us to fill in the product gap in intelligent machine offerings from Komatsu," said Mike Fenster, Smart Construction Division manager.

The most requested machines for this service have been the PC238 and PC138.

With the Topcon system, the excavator can function in automatics mode. "It can assist the operator as he's arming in to keep the bucket on grade and protect the target surface," Fenster said.

The main difference between an iMC machine and one with the aftermarket automatics system is "the iMC machine knows the entire profile of the bucket. With Topcon, grade information is only from where the teeth are or the cutting edge is."

Columbus Equipment Company handles installation, training and support for the system in-house. The machines get the same support that owners of intelligent

machines receive—support and training for four years or 5,000 hours, along with two years of remote support.

The most requested machines for this service have been the PC238 and PC138. We can install the aftermarket system on any Komatsu excavator—new or currently owned—up to the 400 Series. Installation and calibration take about a week.

Smart Construction offers two Topcon options. Topcon X53X is a full-blown automatics package. Topcon X53I, a lower-priced entrance to automatics, provides an indicate-only function rather than automatics. It's a great option for basements and foundations, Fenster said.

The system doesn't require a base station, reducing the initial cost for customers. Instead of the base station, operators use a built-in modem to access ODOT's CORS network to receive the necessary correction for GPS.

Topcon introduced the automatics system just over a year ago, but the Smart Construction Division waited to confirm the system was proven in the field before promoting it on Komatsu excavators, Fenster said.

Columbus Equipment Company is also adding Topcon-equipped Komatsu excavators to the rental fleet.

For more information about adding an aftermarket automatics system, contact your local Columbus Equipment Company sales representative today.



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

H&H Land Clearing's experience with Komatsu equipment.

H&H Land Clearing: GROWING MORE PRODUCTIVE AND DEPENDABLE WITH KOMATSU



A H&H Land Clearing crew—(left to right) Nick Brezo, Calahan Heiss, Cole Gibbs, Mike Heiss and Carl Prinkey—with the company's new Komatsu XT430L-5 feller buncher.

When it came time to buy a new feller buncher, Mike Heiss didn't bother shopping around. His company, H&H Land Clearing, has owned a Komatsu 430 for more than a decade and has been very satisfied with it and the service he gets from Columbus Equipment Company. So to him, it made sense to buy another one, this time opting for the new XT430L-5.

"We really liked the 430, so we decided to upgrade but stay with the reliability of a Komatsu," he said. "We're the first guys in on a project. Uptime and being able to produce are important to us. We have to get the trees out of the way so everyone else can do their work."

In the decade since his previous feller buncher was manufactured, Komatsu made several changes and upgrades to the machines. Heiss and his operators like the changes.

"The biggest difference is that the cab has been moved to the left," he noted. "The Dash-5 is very similar to the new Komatsu excavators," so it's easier for operators to switch between the two kinds of machines. H&H also owns multiple Komatsu excavators.

"The new XT430 is fast, powerful and aggressive," he added. The Dash-5 machines are designed so that operators can travel and operate the swing, arm and tool simultaneously. Travel speed also increased by 25%. "Everyone is looking to get something done a little faster, and you don't realize old machines are slow until you get a new one," Heiss said.

Operators like the ability to adjust the control settings to their individual preference. Other benefits of the new machine include a standard lighting package with 13 LED lights to illuminate nighttime operations. "The lighting definitely make things easy when days are short and the lights are on. We can get a good day's work in even when it's dark."

"We're the first guys in on a project. Uptime and being able to produce are important to us."

Mike Heiss; Owner, H&H Land Clearing

There's also good access to the engine compartment, making it easier for H&H mechanics to service the machine.

"While some companies reserve their feller buncher for large acreage, we believe in using the XT430 as much as possible. We will take the feller buncher to any job you've got. It's safer to cut with machines than to hand-cut, so we'll take it to a house lot. We use chainsaws on less than 5% of trees. We find using the machine is a safer and more efficient way of cutting trees," said Heiss.

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H&H Land Clearing's favorite color: Yellow. A yellow Komatsu PC290LC-11 loads lumber from a Painesville, Ohio residential development site. A CBI 6800CT grinder also just joined the team ... it's yellow too.

Middlefield, Ohio-based H&H handles a variety of jobs, mostly in the Cleveland area, clearing everything from ODOT projects and 100-acre commercial sites to single house lots. They take the timber and produce logs for the lumber market and mulch for big suppliers like Scotts Corp. and Kurtz Brothers.

"I like doing business with Columbus Equipment Company. Their service is good, and their attention to customers is the best."

Mike Heiss; Owner, H&H Land Clearing

"We're in the land-clearing business, and wood products and mulch are a by-product. Our main focus is land clearing," Heiss said. Still, the company produces over 100,000 yards of mulch annually, although Heiss doesn't sweat about volume. "What we do every day has so many variables, we can't focus on a specific number goal" for mulch production.

Heiss entered the land clearing business in the 1990s, when "there was always a house lot that needed to be cleared." Having come "from the dirt side," he didn't know much about logging and learned on the job. At first, he cut all the trees by hand, building the company through long hours and hard work.

As Heiss began to acquire more machinery to expand his company, he turned to Columbus Equipment Company. In fact, he was the company's first customer for the new Terex CBI line of grinders,

added in the fall of 2021. "We've run a 765-horsepower Petersen and a 1,050-horsepower Morbark," said Heiss. "The time it takes us to process a load (100 yards) with the CBI is almost 50% less—8 minutes versus 15 minutes—and the fuel cost is close to 40% lower—8 gallons versus 13 gallons, and chunk wood is no problem. The 6800CT is a great machine. It delivers a high-quality product, at an impressive rate of production ... and at a reduced cost overall. It's been a real gamechanger for us."

Heiss has always found the dealership to be dependable and helpful, which is why he bought the new Komatsu XT430 without ever examining the competition. "I like doing business with Columbus Equipment Company. Their service is good, and their attention to customers is the best. They will get you the service and help you need," Heiss said, adding that he owns brands from other dealerships and "the service is not there."

Material Processing Division sales rep Bob Stewart "is one of the best salesmen I've ever worked with. He knows his product like he's a mechanic, not a salesman. He's not afraid to get his hands dirty. He can get in there and help out," Heiss commented.

"One of the reasons I stick to Columbus Equipment Company is that both Bob and Todd [Hornak, sales rep from the Richfield branch] go the extra mile. They help me get done what I need to do."

As Heiss noted, nothing gets done on a construction site until his crews clear the trees, so he needs reliable equipment. In his experience, Komatsu and Columbus Equipment Company have been solid partners who've helped him uphold a proven reputation for dependability. ▶

COMPANY NEWS

Looking for Price-Competitive Used and Aftermarket Parts? TRY STARR PARTS ... AND THIRTY



Founded in 1992, Starr Parts is celebrating 30 years of providing customers with used parts for Komatsu and other heavy equipment. The company also offers new aftermarket parts to give equipment owners options for high-quality parts at competitive prices.

While Starr Parts is located on a reclaimed strip mine in Southeastern Ohio, the company sells parts throughout the United States, Canada, and overseas.

Starr Parts has an itemized inventory of about 5,500 parts warehoused onsite.

“We specialize in the Komatsu product line for used parts,” said Mark Francis, general manager. “We sell some other parts and buy some other manufacturers’ machines, but our primary focus is Komatsu equipment.”

Francis monitors what machines (and parts) are in high demand and buys used machines accordingly. He buys machinery from Starr customers, insurance companies, auctions, and Columbus Equipment Company’s trade-in inventory. He prioritizes the needs of Ohio customers first and foremost while searching for parts, he said.

Starr Parts has an itemized inventory of about 5,500 parts warehoused onsite. To get the parts, Starr’s experienced teardown specialists dismantle each piece of equipment, check and grade the condition of each part, label them and enter them into

a computer database. Beyond the warehouse, the company has 20-plus acres filled with used machines where the company can harvest transmissions, engines, hydraulic pumps, or other large parts it doesn’t have warehouse space for.

If Starr doesn’t have the piece a customer needs in stock, employees consult a used parts locator network. The network connects to almost 2,500 other salvage yards, dealerships, parts sellers and manufacturers. “We can send out a search, and others can respond if they have the part. That way, we can find the part for our customers and save them having to spend half a day calling around, looking for a part,” Francis said. Usually, Starr will hear from someone with the part within 24 hours.

Starr also carries a variety of aftermarket brands, including ITR America, Hercules USA, Bulldog, and TREK. Popular aftermarket items include bucket teeth and cutting edges, track components, complete undercarriages, undercarriage components, pumps, seals, motors, and cab glass. When a customer calls seeking a specific part, “We try to provide the customer with used prices, and if aftermarket parts are available, we’ll provide aftermarket pricing too.”

“Our customers range from multi-million-dollar national companies to individuals. We provide the same level of customer service whether a customer is big or small,” Francis said. Most sales are conducted over the phone, he added. “We like to have first-hand contact with people.”

Starr Parts was founded by Mick McCort, Dave McCort, Bud Connor, and the late Tom Stivison. They

parts? YEARS OF DEPENDABLE DELIVERY



The Starr Parts crew (left to right): General Manager Mark Francis, Warehouse Associate Garry Huggins, Teardown Technician Josh Shaffer, Teardown Technician Nikos Rolon and Operations Manager Josh Perry.

decided to invest in Komatsu equipment because they understood Komatsu’s value proposition and knew it was hard to find used parts for Komatsu machines.

Columbus Equipment Company acquired Starr Parts in 2012 to increase parts availability for customers, Francis said. The two companies are separate operating entities, but they benefit from operating synergies and efficiencies.

“We are proud to have Starr Parts in the Columbus Equipment family,” said Columbus Equipment

“Our customers range from multi-million-dollar national companies to individuals. We provide the same level of customer service whether a customer is big or small”

Mark Francis; General Manager, Starr Parts

Company President Josh Stivison. “They are a great asset to Columbus Equipment and our mutual customers. We are excited to celebrate this 30-year milestone and want to say thank you to all who have helped make this company successful for three decades. We look forward to Starr Parts serving our customers’ used parts and equipment needs for

many years to come,” added Stivison.

Francis has been so busy that he’s just getting around to planning anniversary events. An open house is a possibility, and he plans some giveaways of Starr Parts hats and shirts. Mainly though, the company will continue to focus on its mission of providing customers with dependable, cost-effective parts options.



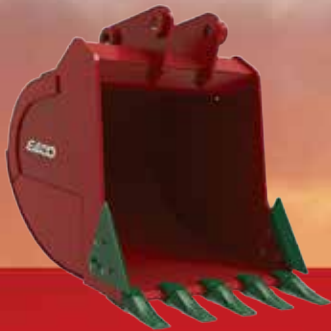
Next time you’re in need of a tough-to-find Komatsu, or other branded, part ... call (888) 784-3365, use the searchable online database at starrparts.com or follow Starr Parts on Facebook for the latest inventory updates and information. The Starr Parts team will likely have just what you need.



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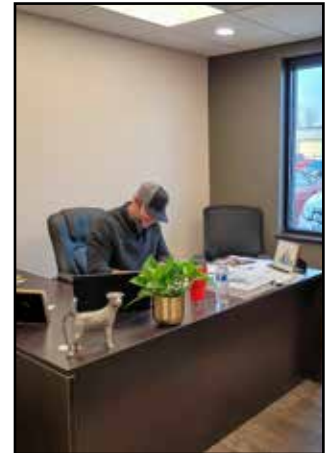


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The Toledo Branch IMPROVEMENTS COMPLETED



Remodeled conference, parts desk and office areas make for a more productive and customer-friendly environment at the Toledo branch.

The Toledo branch has completed an interior remodel to update the facility and improve space utilization. Upgrades include a larger, more open lobby with more display space, expanded office space, a new kitchen/breakroom area and conference room. The parts counter also got a refresh, and the shop area has been repainted.

D.J. Helminiak has moved from product support to sales for the branch. Aaron Honeywell has joined the branch to fill D.J.'s PSR position.

Kyle Helmke is a new lube technician. He worked as a field tech before relocating to Ohio.

Canton Branch



Paul Stevens has retired after 30 years in outside sales. While he "officially" retired at the end of 2021, he'll oversee delivery of a few pieces of equipment ordered before his retirement. After that, he hopes to do some traveling.

Paul worked for two Ohio dealerships while waiting for an opportunity to join Columbus Equipment Company after graduating college. He wanted to work for Columbus Equipment Company because the company "is well-respected in the industry. They treat their customers well, they treat their employees well, and they have excellent product lines."

The best part of the job has been working with his customers and co-workers, he added.

Gentry Sasz is the new PM service tech at the Canton branch.

Material Processing Division

The Ohio Aggregates & Industrial Minerals Association (OAIMA) has recognized Material Processing Division sales rep **Bob Stewart** for his service to the association. Bob served on the OAIMA board of directors from 2019-21.

Patrick Jacomet, OAIMA executive director, praised Bob's willingness to "share his vast knowledge of the industry in support of causes important to our members."

Zanesville



Columbus Equipment Company is the main wrap sponsor of JS Racing's #9 modlite car for Zanesville-based driver **Josh Smythe**. The car recently won the Best in Show award at Colony Square Mall's "Midway Speedway Stock Car Show."



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Coupler, 2,664 Hours
\$235,000



2016 Kubota SVL95-2
Stock #42119T, Cab, High Flow, Hyd
Coupler, Bkt, 803 Hours
\$61,000



2013 Komatsu D51PX-22
Stock #K10744T, Cab, A/C,
PAT Blade, 5,153 Hours
\$99,000



2018 Komatsu D51EX-24
Stock #K11303T1, Cab, PAT Blade, Hitch,
22" Track Pads, 2,344 Hours
\$155,000



2016 Komatsu D65EX-15
Stock #RU35628, Cab, PAT Blade,
Carco Winch, 3,319 Hours
\$210,000



2018 Komatsu D39PXi-24
Stock #U37404, Intelligent iMC Dozer,
1,553 Hours
\$160,000



2019 Marooka MST-2200VD
Stock #R37005, Cab, 30" Tracks,
7.35 Cu Yd Bed, 1,048 Hours
\$165,000



2019 Komatsu PC170LC-11
Stock #U41661, Cab, Hyd Coupler,
24" TG Track Pads, 1,119 Hours
\$160,000



2016 Komatsu PC210LC-11
Stock #U36643, Cab, Hyd Coupler,
Aux Hydraulics, 2,480 Hours
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