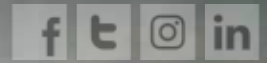




SUMMER 2018



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MILCON CONCRETE INC.
Mark Miller/Trevor Miller/Komatsu D51EXi

ColumbusCONNECTION

A large, 3D, metallic-textured 'welcoo' logo is positioned at the top of the page, set against a background of a blue sky with scattered white clouds. Below the logo, a Kubota SVL75-2 compact track loader is shown in profile, carrying a large, rectangular concrete slab. The loader is positioned on a gravel surface. In the background, there is a line of green trees and a clear blue sky with more clouds. A small figure of a person in a yellow safety vest is visible in the distance on the left side of the image.

welcoo

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With the season at full tilt—and as you'll read in this issue of *Connection*—two patterns are emerging in discussions with those of you in the field. Komatsu iMC technology is exceeding any and all productivity expectations, and equipment support is as critical as it has always been. **Columbus Equipment Company understands both are key to your business being competitive and profitable. Our team is dedicated to delivering on both fronts. Please be productive and safe.**



Sincerely,

Josh

Josh Stivison
President

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Milcon Operator Greg Godown powers through the schedule on a Komatsu D51EXi intelligent crawler dozer on a 35-acre, mixed-use, 110-lot development site outside Monroe, OH.

Milcon Concrete Inc.

INTELLIGENT EQUIPMENT, DEDICATED EMPLOYEES ... RESULT IN CONSISTENT GROWTH

Milcon Concrete Inc. has grown significantly in recent years, making the Dayton Business Journal's list of fastest growing companies four times. But as any contractor knows, growth doesn't just happen. It takes hard work, dedication and smart decisions.

One of the decisions Milcon stands behind is adopting intelligent Machine Control (iMC) equipment from Komatsu. "The intelligent machines have exceeded our expectations," said Abe Wirick, vice president of the Troy, Ohio-based company.

The value of intelligent machinery is evident as he describes one of the company's recent big projects, removing and replacing the economy parking lot at Dayton International Airport. The parking lot covers 22 acres, and the contract required keeping half of it open to the public at all times, so the \$7.5 million project was completed in two phases. Along with those logistical challenges, Milcon also had to deal with a subgrade that required stabilization.

"We started the six-month, Dayton International Airport project in April 2017. We completed it in four and a half months."

Abe Wirick; Vice President, Milcon Concrete Inc.

"We started the six-month, Dayton International Airport project in April 2017. We completed it in four and a half months," Wirick said. Efficiencies from the company's two D51i dozers played a big part in the speedy turnaround.

The most obvious time saver is that iMC eliminates the need for stakes, so the operators never had to stop and wait for a surveyor to come onsite to replace a lost stake. The intelligent dozers can also perform all phases of grading, from rough cut to fine grading, so Milcon only needed the two D51i machines. "We didn't have to sub out the fine grading or rent a grader. We're eliminating the need for any grader at all," Wirick noted.

How much faster is a project with iMC dozers? "One thing that was impressive to us was that we spread 5,000 tons of 304 aggregate a day with the two D51i machines working together. With conventional dozers

equipped with laser, the best we're going to do to put it on grade is 1,000 tons per day per dozer, so we more than doubled our production," Wirick said.

Milcon has also found it's saving a lot of material thanks to the accuracy of the intelligent dozer. At the Dayton airport, the company expected to lay 62,000 tons of 304 aggregate on the new subgrade, but the actual job took 240 fewer tons because there were no low spots in the grading. "The savings are impressive," Wirick said. "In the past, we would have had 5 to 10 percent wasted material because of improper grading. Not now."



Milcon Vice President Abe Wirick plans the work and works the plan—a plan that materializes more quickly and accurately today with Komatsu iMC technology.

The project also used the exact tonnage of asphalt that was estimated, also because of the precise dozer work. "We have found we waste way less material, typically stone," with the intelligent dozers, he added. "We know we don't have to bid wasted material into the project."

Milcon purchased its first D51i in late 2015 and added the second to its fleet shortly before starting the airport project.



Milcon's Komatsu D51EXi intelligent dozer cutting in a retention pond on the company's \$5.4-million Union Village Development Project. Given their experiences with iMC technology—including recently needing 30 trucks to feed the voracious dozers stone on a Dayton International Airport project—Milcon crews have rightly come to depend upon “phenomenal production” from the equipment.

Company President Mark Miller founded Milcon in 1995 and started out doing large commercial footers and slab projects. Wirick, who has a background in civil road construction, came on board in 2002, and

least four job sites at a time.

Milcon is a long-time customer of Columbus Equipment Company and Komatsu. Its fleet includes a variety of Komatsu excavators, dozers and wheel loaders.

“The savings are impressive. In the past, we would have had 5 to 10 percent wasted material because of improper grading. Not now.”

Abe Wirick; Vice President, Milcon Concrete Inc.

a few years later the company started branching out into commercial excavation projects, such as site packages for CVS drugstores. The following year it started doing small public works projects, like water main replacements, and eventually moved into road reconstruction.

Milcon is comprised of two companies. Milcon Concrete Inc. is the excavation specialist and Milcon Commercial Concrete is the concrete specialist.

Wirick describes Milcon Concrete’s specialty niche as “complete street reconstruction and street extensions. We specialize in complete reconstruction including all the underground utilities, excavation and grading that goes with that.” The excavation company has 24 field employees, three office employees and three project managers. It typically runs four field crews and at



“Komatsu makes excellent equipment. For speed and efficiency, their excavators are the best in the business,” Wirick said. The company owns three



The Komatsu brand is conspicuous by its abundance on Milcon jobsites. Not surprising since, according to Milcon Concrete Inc. President Mark Miller, “Komatsu equipment really has the least amount of downtime of any of our equipment.” A good thing when excavation; 10,000 lf of sanitary, 5,600 lf of water, and close to 5,000 lf of storm pipe; curbs and roads are awaiting completion on the site.

PC228s because the machines are extremely versatile and can be used on excavation, road reconstruction and underground utilities, including handling trench boxes, he said.

All of Milcon’s Komatsu excavators—the PC228s plus a PC35, PC55, PC78, PC138 and four PC88s—are zero-tail-swing models, “which is a huge benefit on road

“Komatsu makes excellent equipment. For speed and efficiency, their excavators are the best in the business.”

Abe Wirick; Vice President, Milcon Concrete Inc.

reconstruction. On an existing street the zero-tail-swing models can swing around in one lane, and with a conventional excavator that’s not an option,” Wirick commented.

The equipment is reliable, and so is the service. “One of the biggest reasons we buy Komatsu is the service we get from the Columbus Equipment Company branch here in Dayton. We’ve had very few problems with any of the Komatsus we’ve ever owned, but if a problem ever comes up, Columbus Equipment is very quick to handle it and loan us a machine if ours is in the shop.”

The contractor has a mechanic on staff who does most of the service outside warranty work or highly technical repairs. “Columbus Equipment Company

provides excellent parts availability. Normally we don’t have to wait for more than a day, and parts for common service issues are always available immediately,” Wirick


“We’re a young company with a great group of employees. We intend to keep growing and providing opportunities for our employees.”

Abe Wirick; Vice President, Milcon Concrete Inc.

noted. “Their service is exceptional compared to any other equipment brand we buy parts from. Hands down, they are the best people we deal with on any brand of equipment.”

Milcon plans to keep growing and to keep focusing on opportunities in the greater Dayton area. “We’re a young company with a great group of employees,” Wirick said. “We intend to keep growing and providing opportunities for our employees.”

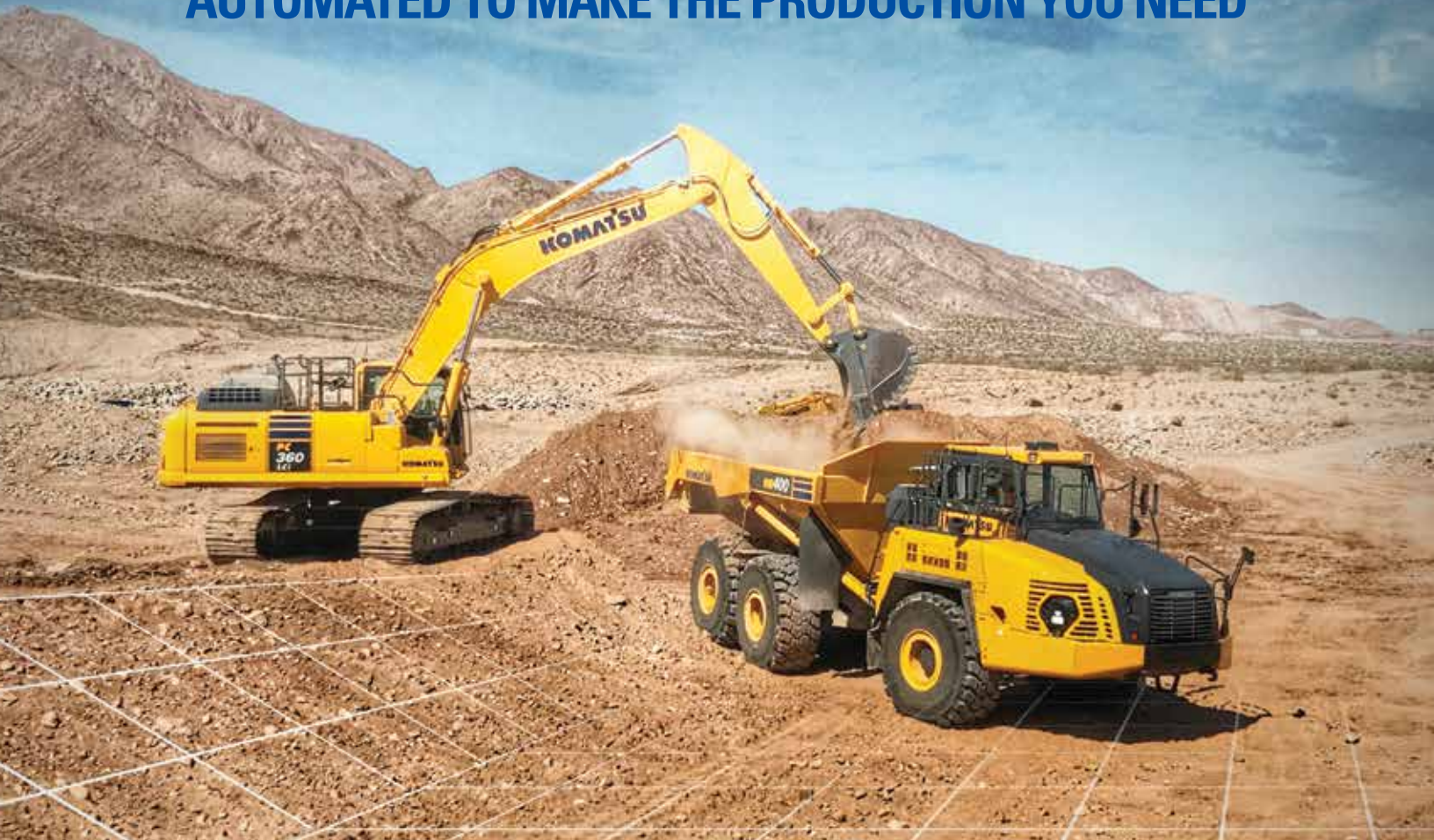
Growing a successful business is all about making smart decisions. As Milcon’s experience with Komatsu intelligent Machine Control dozers shows, choosing the right equipment allows you do more in less time while lowering your expenses—a proven formula for success.

Visit www.columbusequipment.com/news/videos for additional video coverage on Milcon Concrete Inc.’s iMC experience. 

SMARTCONSTRUCTION

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020

New Komatsu Dash-8 Off-Highway Trucks: HEAVY HAULING PERFORMANCE, PRODUCTIVITY AND COMFORT



Komatsu has introduced new Dash-8 models in four classes of off-highway trucks, adding features that increase productivity while significantly improving fuel efficiency. The remodeled rigid-frame trucks are the HD325-8, HD405-8, HD465-8 and HD605-8, with payload capacities ranging from 40.3 tons to 69.4 tons.

Most improvements are featured across all four models, including new Tier 4 Final engines. The HD325-8 and HD405-8 are equipped with a 514-net-hp

The remodeled rigid-frame trucks are the HD325-8, HD405-8, HD465-8 and HD605-8, with payload capacities ranging from 40.3 tons to 69.4 tons.

engine while the two larger trucks are powered by a 724-hp engine. These efficient engines result in fuel savings of 6 percent to 12 percent over the previous models, with savings varying by truck size.

The Komatsu Traction Control System is now standard on all four trucks. The system works without operator input to provide optimum braking in different ground conditions. Komatsu's traction control doesn't require differential lock-up, so it doesn't hurt steering performance.

The operator environments have been upgraded to

be quieter, and the cabs are outfitted with premium heated and ventilated air-suspension seats to keep operators comfortable and productive for longer periods. Operators will find the new full-color monitor easy to read, even in harsh light. The cab also has a dedicated rearview monitor for improved line of sight.

To reduce the time operators spend filling the tank, Komatsu added a fast-fill fuel system.

Truck access has been improved, with angled front access stairs replacing the ladder configuration previously used. The stairs, with handrails, are standard on both sides of the machine.

"These updated truck models retained their industry-leading steering performance and retarding capacity for maximum production," noted Rob McMahon, product marketing manager for Komatsu America. "The addition of Komatsu's latest fuel-saving technologies and the all-new cab lower the cost to maximize production and significantly enhance operator comfort at the same time."

The Dash-8 off-highway trucks are all covered by Komatsu CARE for the first three years or 2,000 hours. Komatsu CARE covers scheduled maintenance, including one complimentary diesel particulate filter exchange, and the program applies whether equipment is purchased, leased or rented.

Thinking about replacing or adding an off-highway truck? Contact your Columbus Equipment Company sales rep about the new Komatsu Dash-8s today!



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Morbark Gold Tier Dealer Award: RECOGNITION OF TOP-TIER CUSTOMER SUPPORT



Columbus Equipment Company has been recognized as **one** of Morbark’s most outstanding dealers for 2018, reaching Gold Tier dealer status for the first time.

The award is based on far more than just sales volume. Most importantly, it recognizes the effort and investment towards providing exceptional customer service.

“Our customers’ success is Morbark’s success, and our dealers, like Columbus Equipment Company, are integral to helping our customers succeed,” said Chris Edmonds, Morbark’s regional sales manager.

“Columbus Equipment Company are the best of the best—literally—having achieved the highest overall review score among our selected Gold Dealers.”

Chris Edmonds; Regional Sales Manager, Morbark

“Columbus Equipment provides more than just our high-performance equipment; they give our customers local knowledge and support to help them grow and maintain their businesses.”

The award comes a year after Columbus Equipment Company realigned the Environmental Division, adding personnel and creating a structure that gives both forestry and aggregate customers dedicated sales specialists, product specialists, and parts and product support specialists. The division also has two dedicated

field service techs and two dedicated shop techs.

“The new divisional structure allows us to focus on a customer’s specific needs and provide value and the care required when they need it most,” said Mark DiSalvo, manager of the Environmental Division.

The division has also increased sales and rental inventory of Morbark equipment. “That has paid off for our customers, because when they need equipment, it’s available,” DiSalvo said.

In determining which dealers qualify for Gold Tier status, Morbark reviews and scores dealers on customer service, equipment and parts sales, service and warranty processes, business plan, marketing efforts, and other factors. The manufacturer looks for dealers with a commitment to continuous improvement that reflects Morbark’s non-stop efforts toward creating the best grinders in the market.

“Our dealers go through a rigorous review process,” Edmonds said. “We’re honored to recognize Columbus Equipment Company for their commitment to consistent and continuous improvement. They are the best of the best—literally—having achieved the highest overall review score among our selected Gold Dealers.”

“Morbark is a dynamic partner that continues to be a leader in this marketplace. They listen to customers and dealers and make changes to their equipment to be sure it meets and exceeds customer needs,” DiSalvo said. “Morbark’s training and dealer development efforts are second to none, and the standards they hold us to pave the way to our and our customers’ success.”

COMPANY NEWS

New SMARTConstruction Division: DELIVERING STATE-OF-THE-ART, PRODUCTION EFFICIENCY



As adoption of Komatsu's pioneering iMC technology grows by the day, access to a comprehensive support network for the platform has never been more important. Columbus Equipment Company—Komatsu's leading U.S. distributor by market share—now guarantees customers operational peace of mind through its new SMARTConstruction Division.

As more and more contractors come to appreciate the efficiencies that Komatsu's intelligent Machine Control (iMC) and other technologies bring to the construction industry, Columbus Equipment Company is expanding its technology services.

“Small to medium-sized contractors have been doing without these services because they have been too expensive in the past. These new site-mapping services will give contractors working on jobs of all scopes and sizes the ability to better plan and manage a project.”

Mike Fenster, SMARTConstruction Division Manager
Columbus Equipment Company

To reflect those changes, the company has created a SMARTConstruction Division—an evolution from the company's former Machine Control Division. The new division will offer aerial mapping services, as well as additional personnel to assist customers with the ever-advancing technology.

Komatsu has long been a pioneer in construction industry technological advances. The new division finds its genesis in the manufacturer's multifaceted approach to advanced construction technologies. In addition to site mapping, the SMARTConstruction Division offers services ranging from sales and support of iMC equipment to jobsite setup, 3-D data services, and training and consultation.

The new mapping service uses drones to scan the jobsite and collect data, said SMARTConstruction Division Manager Mike Fenster. Columbus Equipment Company specialists will map the sites and work with our partner company, Skycatch Inc., to crunch the numbers and process the data into the critical time- and cost-saving information you, as a contractor, need most.

Many customers are likely to use the drone service for preconstruction planning, having the drones map jobsites after they've been cleared but before they start moving dirt, Fenster said. “We'll be creating topographical maps of the existing grade and compare them to the design grades.” This preconstruction map allows the contractor to more accurately calculate upfront how much dirt needs to be moved, rather than trying to resolve any discrepancies in the amount of dirt moved with the client after the fact.

Drone mapping can also be used to monitor job progress. Columbus Equipment Company can periodi-

FROM PLANNING TO OPERATIONS OF ALL SIZES



Intelligent equipment, 3-D data, technology specialists, drones and aerial site mapping ... moving dirt has come a long way in the past five years. The bottom line: To be efficient and competitive in the earthmoving business today, technological competency is a necessity. You can depend on Columbus Equipment Company to keep you on the cutting edge, and ahead of the competitive curve.

cally scan the site and create a color-coded, cut-fill map to show where the project is on grade and where the site needs to be cut or filled. This allows you to calculate the quantities moved and the quantities of dirt remaining.

“More than ever before, we’re making cutting-edge services and resources available to our customers to help ensure their success.”

Mike Fenster, SMARTConstruction Division Manager
Columbus Equipment Company

With drones, our mapping service can provide the same accurate results you get from an on-the-ground survey, but it can be completed in a fraction of the time.

While some larger contractors do their own aerial mapping, “small to medium-sized contractors have been doing without these services because they have been too expensive in the past,” Fenster said. “These new site-mapping services will give contractors working on jobs of all scopes and sizes the ability to better plan and manage a project.”

The SMARTConstruction Division has added two

people to help customers with all facets of construction technology:

- **Technology Solutions Expert Zac Lucas:** Zac’s focus is on working in the field, providing customers with training, support and demonstrations. Zac, an Ohio State University grad, has been with the company for nearly two years and previously was a sales coordinator in the Perrysburg branch.
- **SMARTConstruction Technology Specialist Robert Ditmars:** Robert will focus on remote support, aerial mapping services and phone support. His role will be more behind-the-scenes. Robert, also an OSU grad, has been with the company for six years and previously served as a network administrator in our IT office.

By doubling the size of the SMARTConstruction staff, Columbus Equipment Company has shown its commitment to achieving product support excellence, by training and consulting with users of Komatsu iMC technology. All iMC equipment from Columbus Equipment Company comes with a package of in-person and telephone support.

With the department’s expansion, “More than ever before, we’re making cutting-edge services and resources available to our customers to help ensure their success,” Fenster added.

SMARTCONSTRUCTION DIVISION

Burton Scot Contractors: iMC TECHNOLOGY DRIVES CAPABILITIES AND GROWTH

Scot Paulitsch, president of Burton Scot Contractors, has only recently entered the world of intelligent Machine Control, but he has strong opinions on the subject.

KOMATSU



Komatsu's iMC technology has been a gamechanger for Burton Scot operations. Tight specifications, timelines and logistical constraints are no longer issues. And Operator Greg Anderson (to the right of Scot and David Paulitsch) is laying 1,500 tons/day—to final grade—with only four weeks of operating experience.

Currently, his Newbury-based company is running two intelligent dozers at the site of a new Amazon distribution center in Euclid. Burton Scot bought a Komatsu D39i and a D51i through a rental-purchase agreement with Columbus Equipment Company, and the Amazon project is the first job for those dozers. On the Amazon site, Burton Scot is installing over 1.45 million square feet of new asphalt pavement over a stone base, using more than 40,000 tons of hot mix and 40,000 tons of limestone subbase.

Paulitsch wanted the iMC equipment because the project has tight specifications, a tight timeline, and logistical constraints created by the number of contractors working at the same time. Whiting-Turner is the construction manager.

“On bigger projects, or when you’re building something from the bottom up, iMC is a must.”

Scot Paulitsch, President
Burton Scot Contractors

SMARTCONSTRUCTION

For additional video coverage, visit columbusequipment.com/news/videos for more on Burton Scot Contractor's Komatsu iMC experience.



With more than 40,000 tons of asphalt, 40,000 tons of limestone subbase and over 1.45 million square feet of new asphalt pavement to lay at Amazon's new Euclid Fulfillment Center, there's no time to waste for Operator Christopher "Bud" Kraunauer in the company's Komatsu D51PXi intelligent Machine Control dozer.

In the past, the company has employed GPS through a base station and rover configuration, mostly to spot-check grades, Paulitsch said. "With iMC, the difference is night and day, GPS and iMC aren't even comparable. It's a massive change for the good."

He knew he'd see better production, but "I just didn't realize how much better it would be." When the crews were installing stone on a cement-stabilized subgrade, he found production doubled compared to using conventional dozers. With both intelligent dozers working, "we were installing over 2,000 tons a day to finish grade. With conventional methods we'd expect to get about 1,000 tons a day. The accuracy and efficiency of the iMC equipment is what really

brings it home. We always do quality work, but with intelligent machines, we get there quicker."

The learning curve was negligible for operators, he added. "Our operators adjusted very quickly. They love iMC. It's made their life a lot easier."

Burton Scot operators had prior experience with machine control systems. In 2017, the company completed a \$10 million reconstruction of a runway at Cuyahoga County Airport, taking it from a super elevated runway to a crown runway. The company used a Topcon system that allowed them to control multiple machines and rovers at the same time, and they completed a fast-track job in just 45 days, although the contract gave them 52 days. That experience helped pave the way to iMC for Paulitsch.



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Amazon's Euclid Fulfillment Center will occupy over 1.7 million square feet of floor space and provide 1,000 new jobs to the local community. The center will provide surface parking for 200 trailers and nearly 1,800 cars. Scheduled to open in 2019, the total development cost is projected to surpass \$175 million.

The airport job wasn't typical, Paulitsch pointed out. For the most part, Burton Scot does road work and is known for city streets. The primary focus is laying asphalt, although the company will do dirt and pipe jobs associated with an asphalt project. The company has also completed specialty contracts that include soil nails, slope drape and bridge netting. The company has about 60 field employees and has a dozen projects or more working at any one time. Most jobs are in Cuyahoga or surrounding counties.

When the crews were installing stone on a cement-stabilized subgrade, [Paulitsch] found production doubled compared to using conventional dozers.

Burton Scot Contractors dates to 1985, when David Paulitsch, started Scot Excavating. It became Burton Scot in 1996, when Scot joined forces with his father after graduating from Bowling Green State University with a degree in construction management. Both had a background in asphalt, so within a few years the company became an asphalt specialist.

In addition to David, CEO, several other family members are involved in the company. Scot's son Wade is a laborer; his nephew, Cole Peters, is an estimator; his sister, Jackie Peters, works in the office. Scot's uncle Eugene and cousin, Clifford Carey, have also been loyal employees for over 20 years.

The family has been a Columbus Equipment Company customer since the 1980s. "We've partnered

with Columbus Equipment Company for over 30 years. That fact tells its own story," Paulitsch said. "It's the service and the quality and the dependability."

For example, "we do a lot of night work, and Columbus Equipment Company's service department has always stepped up when we needed them to. They've come out on nights and weekends to help

"Our operators adjusted very quickly. They love iMC. It's made their life a lot easier."

Scot Paulitsch; President, Burton Scot Contractors

us with technical problems," Paulitsch said. Burton Scot has in-house mechanics, "but there are sometimes problems we are just not equipped to handle. Columbus Equipment comes out and they handle it efficiently and quickly."

One constant in the partnership is Columbus Equipment Company sales representative Mike Swan. "Mike has been our salesman since Day 1. He has been a great partner," Paulitsch said.

Burton Scot owns a range of Komatsu equipment, mostly dozers and excavators. In addition to the new intelligent dozers, the company owns a D37, D39, D41, some D65s and a D68. Its excavator fleet includes a new PC228 along with a variety of models ranging in size from a PC78 to a PC200.

By acquiring Komatsu intelligent machinery, the company is preparing for the future. "With the efficiencies that come with iMC equipment, we will have a more opportunity to procure more large-scale projects," Paulitsch said.

ENVIRONMENTAL DIVISION

Klumm Bros. Excavating & Demolition CRUSHING INTO THE FUTURE WITH KPI-JCI AND ASTEC



A KPI-JCI and Astec Mobile Screens FT4250 track-mounted impactor plant was Klumm Bros. Excavating & Demolition's first choice when processing Bowling Green State University's four-story Harshman Quadrangle Hall, built in 1964. The entire project took 60 days.

The FT4250 crusher from KPI-JCI and Astec Mobile Screens earned an A at Bowling Green State University this summer. Holland, Ohio-based Klumm Bros. Excavating & Demolition used the FT4250 from Columbus Equipment Company specifically to crush debris on the Harshman Quadrangle residence hall demolition project that ran through July.

“Where the FT4250 has an advantage is that you can easily move it in minutes, versus a half day of teardown and reassembly for a wheeled machine.”

Bob Klumm; President, Klumm Bros. Excavating & Demolition

The machine offered several advantages for this project, including mobility, noted Bob Klumm, president. The company owns portable crushers with rubber tires, but they wanted a track unit for the BGSU project. “Where the FT4250 has an advantage is that you can easily move it in minutes, versus a half day of teardown and reassembly for a wheeled machine,” he said. “This was a time-sensitive project. The goal was to complete it over summer break when there are fewer students on campus.”

“The FT4250 also has an excellent dust suppression system,” Klumm said. “Keeping the dust minimized was of utmost importance to everyone involved,” since Harshman Quadrangle is in the middle of campus.



Known for its unusual design—four wings coming off a circular building in the center—Harshman was erected more than 50 years ago. The 230,000 square-foot residence hall housed around 600 students.

After being processed through the FT4250, the entire building was crushed into pieces smaller than 2 inches and compacted on site. “The whole dorm was recycled with about 95 percent of the volume

MOBILE SCREENS



Bob (left) and Ron Klumm have grown the company—founded in 1989—from humble roots into a demolition/recycling/excavation/trucking business that routinely handles seven-figure projects. Remarkably—with over 40 personnel today—the brothers have never laid off an employee.

used right back in the same place,” Klumm said. The contract called for the site to be backfilled and compacted so it’s ready for a building in the future. For now, the university is using the site as greenspace.

“Columbus Equipment provides excellent service after the sale, and the sales guys remain engaged after the process.”

Bob Klumm; President, Klumm Bros. Excavating & Demolition

The crushed product had to meet the 2-inch-minus specification, with the machine screening out larger pieces and sending them through the impactor again.

In all, Klumm estimated his crew crushed about 30,000 tons of material in about a month, including brick, asphalt and concrete. The FT4250 performed well on all the materials, including heavily-reinforced concrete, probably the most challenging material for a crusher.

The FT4250 is operated by remote control, rather than at a control panel on the crusher, allowing the excavator operator to stop and start crusher functions without leaving the excavator. Keeping the operator in a comfortable, air-conditioned cab helps

productivity and eliminates the dangers of employees walking around piles of concrete, Klumm noted.

The user-friendly machine is equipped with a telematics system that allowed Columbus Equipment Company to check a couple of error codes remotely during the project, preventing downtime for very minor issues.

Bob Klumm and his brother Ron, vice president, started the company in 1989 as a landscaping and lawn maintenance firm, taking their high school lawn mowing business up a notch. As they acquired bigger equipment, they branched out to digging basements and demolishing single-family houses.

“We realized demolition was a perfect niche for us. We bought our first concrete crusher in 2003 and that really launched the demolition end of our business,” Klumm said. Today, demolition and crushing represent about half their business.

Also in 2003, they become Columbus Equipment Company customers. “Columbus Equipment provides excellent service after the sale, and the sales guys remain engaged after the process. They stop by and make sure things are up to our expectations,” Klumm said.


As the Harshman Quadrangle demolition proves, with equipment and support from Columbus Equipment Company, Klumm Bros. Excavation & Demolition is crushing it.

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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 maintenance/warranty programs are also available.

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

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

Emissions 103: HOW TO BEST HANDLE DIESEL EMISSION FLUID



In Tier 4 Final machines, Komatsu has added another aftertreatment, Selective Catalytic Reduction, or SCR, to eliminate NOx from emissions by breaking it into harmless components (namely water and nitrogen gas). To meet previous tier requirements, the injection and valve timings on engines had to be changed, but with Tier 4 Final, those timings have been returned to optimum levels, according to Mike Montgomery, trainer for Columbus Equipment Company.

“Tier 4 Final engines are better than ever before. With SCR, the aftertreatment is taking care of everything rather than trying to do it in the cylinders as in previous tiers.”

Mike Montgomery; Trainer, Columbus Equipment Company

“Tier 4 Final engines are better than ever before,” he said. “With SCR, the aftertreatment is taking care of everything rather than trying to do it in the cylinders as in previous tiers.”

The SCR process requires Diesel Exhaust Fluid, or DEF, and improper handling of DEF is the biggest issue Montgomery sees with Tier 4 Final engines.

DEF is made of crystalline urea—a form of ammonia—and de-ionized water, and it must be kept clean

and pure. Montgomery said some issues result from the use of bulk tanks of DEF. When DEF is drawn from the tank and put into another container to be carried to a machine, the container has to be perfectly clean or the DEF can become contaminated.

DEF is highly corrosive to anything but plastic or stainless steel.

DEF is also highly corrosive to anything but plastic or stainless steel, so it must be transported in a plastic or stainless steel container. If DEF is accidentally added to any machine system other than the SCR system—if it’s put in the fuel tank, for instance—it will cause major damage to that system.

DEF also needs to be stored correctly or the water can evaporate and cause the urea to turn back to crystals. It must be stored in a cool place out of direct sunlight. DEF will freeze at 12 degrees F so this needs to be considered with its storage.

“By following recommended practices, the risks associated with improper DEF handling can be eliminated. Then, the operational rewards of SCR are significant,” concluded Montgomery.



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\$105,000



2014 Takeuchi TL230CR-II
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Tooth Bkt, 513 Hours

\$43,000



2003 Komatsu HM300-1
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6,600 Hours

\$135,500



2015 Komatsu D65PX-18
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Blade, 1,913 Hours

\$265,000



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\$130,000



2013 Komatsu WA250PZ-6
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