



COLUMBUS

CONNECTION

WINTER 2017

The Arms Trucking Company

BALANCES STRATEGIC DIVERSIFICATION
FOCUSED DEDICATION

Founded in 1953, The Arms Trucking Company has become increasingly diversified. At Arms' D.M. Boyd Company, Operator Marcus Snow and a Komatsu WA320 handle one of the many sand, soil and peat specialty mixes used by leading golf courses across the region.



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I trust you and your family enjoyed a safe and restful holiday season. In this *Columbus Connection*, we are happy to share new video content, and features from customers across all equipment segments. Also, now there is more snow flying than dirt, it's the perfect time to prepare equipment for the coming season. If you need us, we are here. A safe and prosperous New Year to all.



Sincerely,

Josh

Josh Stivison
President

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Arms Trucking Company Vice President Brian Bates' father Howard has grown the East Claridon, Ohio-based business since the 1970s. Brian has continued that legacy with the 2009 purchase of D.M. Boyd Company, which lists some of the country's leading golf courses—Oakmont CC, Medinah CC and Muirfield Village Golf Club—as customers.

The Arms Trucking Company BALANCES STRATEGIC DIVERSIFICATION, FOCUSED DEDICATION

Whether you drive Ohio roads in the snow, play golf, or simply root for Ohio sports teams, you have probably benefited from a product or service supplied by The Arms Trucking Company.

Arms Trucking is a company whose name does not tell the whole story. While it is one of the largest bulk hauling companies in the region—with more than 100 trucks available to move dry bulk products such as aggregate in the region spanning from New York and Pennsylvania to Michigan—Arms is also a major supplier of road salt, runs a marine terminal with warehouse and outdoor storage in Toledo, and supplies specialized sand and soil mixes for golf courses and sports fields.

In snow season, between 6 p.m. and 4 a.m., any calls automatically roll over to Brian's phone, which he answers all night long.

Arms Trucking was founded in 1953. Howard Bates began working there in 1970, greasing trucks and, later, as a driver. Bates, along with two partners, purchased the company in the 1970s. The partners have since retired, and Howard is now the sole owner of the company, said Brian Bates, Howard's son and company vice president.

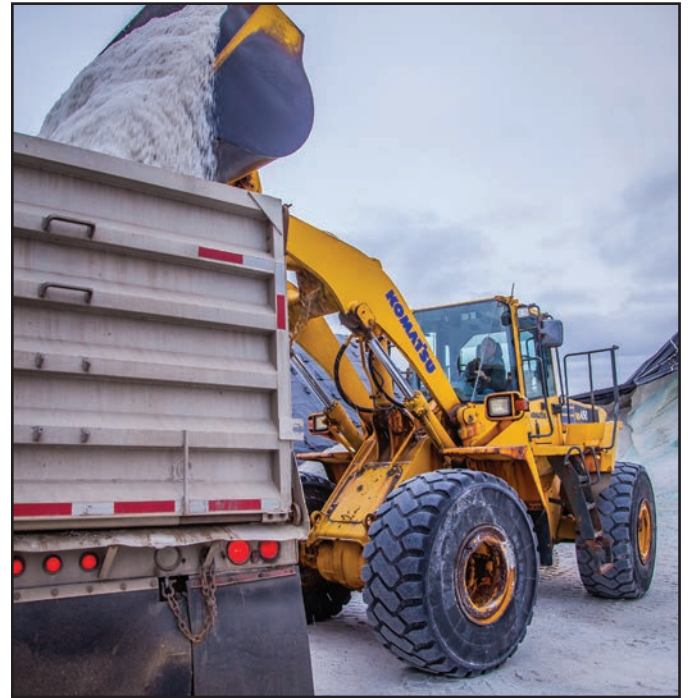
“Todd Hornak has done a real good job of servicing us when we need rental equipment or buy new equipment. He has always been there for us.”

Brian Bates; VP, The Arms Trucking Company

Brian and his sister, Abbie Logan (who handles administrative duties), started working for the company in the early 2000s.

Brian, who has a degree and background in golf course management, helped steer the company's 2009

acquisition of Pennsylvania-based D.M. Boyd Company, which supplies bunker sand, topdressing and other specialized blends. Customers have included The Ohio State University, where Arms Turf supplied a mix for the grass practice football field, the Dayton Dragons, as well as dozens of golf courses in the region.



Operator Delbert Schwab loads salt at Arms Dock in Toledo, Ohio with a Komatsu WA450 wheel loader.

While diversification into salt, sand and soil has cushioned the company against a slowdown in any one sector, Arms has one philosophy, no matter the product or service. “We always put service to our customers first,” Brian Bates said. This is how serious the company is about service: in snow season, Arms dispatchers staff the phones from 4 a.m. to 6 p.m. Between 6 p.m. and 4 a.m., any calls automatically roll over to Brian's phone, which he answers all night long. “At a lot of companies, after 5 p.m. you reach voicemail, but that never happens at our company.”

Having reliable equipment is a key component in providing superior customer service, he added. “We need reliable equipment to load the trucks. If the loaders break



As winter takes grip, activity peaks at Arms Salt in the shadows of the Toledo Skyway Bridge. Arms Salt is one of the only companies in Northeast Ohio to own and operate a salt dock for storage and transport of road salt. This, along with a customer-first mentality, means peace of mind when the storm hits.

down, we can't get out the salt our customers need."

For nearly two decades, Arms Trucking has counted on Columbus Equipment Company for reliable, high-quality equipment. The company is a committed user of Komatsu wheel loaders, including a WA470 at its Toledo dock, WA450 at its salt plant, and two WA320s at the D.M. Boyd plant. Arms also owns a Komatsu D39 dozer, PC360 excavator and Takeuchi TL240 track loader, which all move around to different facilities as needed.

"Both Komatsu wheel loaders are very dependable. They always start. They never break."

Greg Snow; Operator, The Arms Trucking Company

"We have an excellent relationship with Columbus Equipment Company. [Columbus Equipment Company sales rep] Todd Hornak has done a real good job of servicing us when we need rental equipment or buy new equipment. He has always been there for us," Bates said. "In addition to the service, we have been very happy with the equipment."

At the D.M. Boyd plant in Volant, Pennsylvania, "both Komatsu wheel loaders are very dependable. They always start. They never break," said Greg Snow, who operates a 2012 WA320 with about 6,000 hours. He previously operated a John Deere model and definitely prefers the Komatsu. "The Komatsu is a lot smoother for shifting purposes, and it has a lot smoother ride than the Deere, which you really appreciate when

you sit in one for 12 to 15 hours a day."

The loaders are used to mix sand and soil, fill bins, load trucks, and load the Trommel screener. "They are in sand all day long, and there are no service problems despite how much we run them," Snow said.

"The Komatsu is a lot smoother for shifting purposes, and it has a lot smoother ride than the Deere, which you really appreciate when you sit in one for 12 to 15 hours a day."

Greg Snow; Operator, The Arms Trucking Company

Arms recently purchased a McCloskey 512 Trommel screener from Columbus Equipment Company to increase production at the Boyd plant, Bates said. The McCloskey replaced a shaker-type screen that Snow estimated was about 30 years old, and it has resulted in production at two to three times the speed of the old setup. "It used to take us 45 minutes to an hour to run a load of 24 tons," Snow said. "Now, with the McCloskey 512, it takes 20 to 25 minutes as long as the sand is dry." The plant can now process between 300 and 500 tons a day. "The screener works its tail off," he added.

Another benefit is that the McCloskey is on wheels, so it can be moved with no time spent on teardown or setup. The previous screener had to be torn down



Arms Sand & Gravel Foreman Dan Mahne has been with the company over 20 years, and resolutely describes the Komatsu WA470 wheel loader as the quarry “workhorse.” The reliable machine is used for loading a variety of aggregate product, as well as processing incoming debris (above) in Newbury, Ohio.

whenever the crew needed to move it. Additionally, maintenance is much easier on the new machine. “The maintenance guys like it because everything is out in the open at ground level. They don’t have to climb around it like they did on the old screener,” Snow said.



Arms Trucking handles most maintenance on equipment, Bates noted, but Columbus Equipment Company responds quickly when needed. “Columbus Equipment technicians quickly resolved an issue with the screener, for example,” Snow noted.

While customer service is Arms’ top priority, giving back to the community is high on the list, too. Arms

Trucking Company’s headquarters building in East Claridon was once Claridon Elementary School, part of which is more than a century old. The company renovated some of the building for its offices and dispatch center, and left the rest unchanged, down to the hall lockers. The building is available for community activities in Geauga County.

“It used to take us 45 minutes to an hour to run a load of 24 tons. Now, with the McCloskey 512, it takes 20 to 25 minutes.”

Greg Snow; Operator, The Arms Trucking Company

The company has long been active in the community, supporting 4-H and providing equipment for the county fair, with Howard Bates serving on the county fair board for many years. Further afield, the Boyd division sponsors a scholarship for turf grass students at Penn State, Bates said.

Successful companies adapt and evolve with the times. At Arms Trucking, the formula for success has included thoughtful diversification, dedicated customer service, and investment in the right equipment for the task at hand.

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Komatsu D61-24 Crawler Dozer: INFINITELY CUSTOMIZABLE, POWERFULLY PRECISE



Komatsu recently released a D61 dozer with a work mode designed to improve cycle times for power-intensive work. That’s just one of many reasons the D61-24 is a standout choice for any grading or earthmoving application, noted Jonathan Tolomeo, Komatsu product marketing manager for crawler dozers.

The D61-24 provides three work modes. In addition to the Economy mode and Power mode, operators can select the H mode (or high engine idle speed mode), which helps to maintain ground speed when the blade has a heavy load and allows the dozer to detect subtle changes in load.

“In fact, the D61 has more horsepower than any competitive dozer in its size class.”

Jonathan Tolomeo; Marketing Manager, Komatsu America

The dozer also has a 20-speed customizable transmission mode to suit the operator’s personal preferences.

“The D61-24 is excellent for finish grading” on projects ranging from highway construction to site prep for subdivisions or golf courses, Tolomeo said. “Customers frequently comment how powerful and well-balanced the D61 is, especially on steep slopes. It also has the horsepower and blade capacity for heavy dozing, if required. In fact, the

D61 has more horsepower than any competitive dozer in its size class.”

The D61-24 is equipped with a 6.8-liter, 168-hp engine that meets Tier 4 Final requirements. The new engine improves fuel efficiency, and the new Auto Idle Shutdown feature also reduces fuel consumption by limiting idling to an easily programmed amount of time.

The dozer offers improved visibility to the blade and to the rear, thanks to Komatsu’s new super-slant nose design and a standard rearview camera. With better visibility front and rear, operators have better machine control, resulting in higher productivity and more efficient operation.

For ease of maintenance, the dozer includes a swing-up fan that provides easy access to the side-by-side radiator, oil cooler and charge air cooler. Daily maintenance checks are also convenient.

If you’re looking for a dozer that offers high-productivity features and low ownership costs, you should look at the D61. Call your Columbus Equipment Company sales rep today for more information.



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TAKEUCHI

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Founded in 1963, Takeuchi was the first company to introduce the compact excavator—and later the compact track loader—to the North American market. Fifty years on, Takeuchi is employing state-of-the-art technology to meet EPA Tier 4 Final requirements.

With the recent release of the Tier 4 Final TB230, TB240, TB260 and TB290 compact excavators—as well as the rugged, versatile TL8 track loader—Takeuchi delivers some of the most advanced compact equipment available today.



Ohio's Dependable Dealer

New Komatsu WA320-8 Wheel Loader: VERSATILITY PERSONIFIED



The Komatsu WA320 wheel loader is a proven workhorse, and the Dash-8 version introduced recently is only going to enhance that reputation. “The WA320 is a multi-purpose utility knife on four wheels,” said Craig McGinnis, product marketing manager for Komatsu America.

“It’s size and attachment-friendly quick coupler make the WA320-8 an all-around performer for almost any worksite,” McGinnis noted. The machine’s parallel-lift linkage, which has an auto tilt-in to simulate a Z-bar, makes the WA320 a good choice for any application—from hard digging to pallet handling.

“The WA320 is a multi-purpose utility knife on four wheels.”

Craig McGinnis; Product Marketing, Komatsu America

Contractors will like the easy-to-control hydrostatic transmission. The hydrostatic drivetrain has variable traction control, and when operators are working in snowy, icy or slippery conditions they can select S-mode to reduce wheel slip.

The wheel loader also offers creep mode in first gear, allowing the operator to dial in a desired travel speed—from 1 to 8 mph.

The Dash-8 is equipped with a Tier 4 Final 165-hp engine that uses up to 3 percent less fuel than the previous model in V-cycle loading and 2 percent less fuel in load-and-carry applications. Additionally, the Auto Idle Shutdown mode helps to cut fuel consumption by limiting idle time.

Komatsu has outfitted the cab with a new high-back, heated seat that softens machine vibrations and helps operators stay sharp during a long work day.

A well-maintained machine lasts longer and works harder. To help with daily maintenance, the WA320-8 has a swing-out, hydraulically-driven cooling fan with auto-reverse for ease of cleaning. Gull-wing engine doors provide quick and easy access for daily checks and services, and the DEF tank has a sight glass to help prevent overfilling.

Like all of Komatsu’s Tier 4 Final models, the WA320-8 comes with complementary maintenance for the first 3 years or 2,000 miles. The maintenance program, called Komatsu CARE, covers machines whether they are purchased, rented or leased and includes a 50-point inspection at each service to help ensure maximum equipment uptime.

PAVING DIVISION

Gerken Paving Inc. A HOT MIX OF PEDIGREE, COMMITME



Gerken's Brian Joy operates a Roadtec RP-190e on an ODOT 234 I-75 project just south of OH582 in Wood County. Gerken's portion of the project is valued at \$8.7 million. The Toledo/Findlay corridor widening is scheduled for completion in September 2017.

Gerken Paving Inc. places about 800,000 tons of asphalt annually for roads and other projects in Northwest Ohio and Southeast Michigan. But quality paving is far more important to the company than the volume of asphalt laid, said Dean Breese, vice president. "We instill in our paving foremen that we would rather lay mat correctly than fast. We put far more emphasis on doing it right than seeing how much we can do."

"We instill in our paving foremen that we would rather lay mat correctly than fast."

Dean Breese; VP, Gerken Paving Inc.

The company has a reputation for quality paving work, and every year it wins awards from Flexible Pavements of Ohio and other organizations. "We are proud of all the awards," Breese said, "but even more than that, the thing that gives us the most pride is when people we work for—because we were the low bid—tell us they are glad we got the contract."

In addition to encouraging quality work, Gerken backs its people by giving them the best equipment and technology available. When it comes to pavers,

Gerken believes that Roadtec equipment is the best it can buy. In just three years the company has essentially



switched its fleet to Roadtec pavers. (The last non-Roadtec paver will be replaced with a Roadtec soon, Breese said.)

Gerken purchased its first Roadtec paver in 2014. "We

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NT AND AWARD-WINNING QUALITY



were not happy with the brand we were using. We felt the manufacturer was not keeping up with the technology,” Breese said. “We thought Roadtec was keeping up with the technology, and it offered competitive pricing.”

The crew that got the first Roadtec was happy with it. “Our mechanics also loved it because of the simplicity,” he noted. That reaction led the company to buy a second machine, and the next crew loved it too. Now the company has five Roadtec RP-190 models, 10-foot pavers used for highway construction. Gerken also has three RP-175 models, 8-foot pavers used for highway shoulders and parking lots.

“The biggest benefit of Roadtec equipment is uptime. We just don’t have the downtime we have had with other machines. The ease of maintenance means that when something goes wrong, our mechanics can fix it quickly,” Breese said. “And it lays a good asphalt mat.”

Standardizing pavers also means Gerken mechanics become familiar with the machinery, and the company can standardize ancillary equipment like screed extensions and auger extensions.

Gerken Paving is part of The Gerken Companies, a family-owned business that started in construction in the 1940s and entered the asphalt business in the 1960s. Gerken also owns asphalt plants and limestone, sand and gravel quarries.

More than 80 percent of Gerken Paving’s projects are for government entities, from ODOT and the Turnpike Commission to counties and villages. From

April to November, the company employs about 150 people and runs three milling crews, six paving crews and five prep crews.

Gerken has been a Columbus Equipment Company customer since it got into the paving business. “We can count on Columbus Equipment Company,” Breese

“The biggest benefit of Roadtec equipment is uptime. We just don’t have the downtime we have had with other machines.”

Dean Breese; VP, Gerken Paving Inc.

said. While Gerken has its own mechanics, “We rely on them to handle things that we cannot. They are very responsive about getting the parts we need.” Sales representative Luke Matheson “has been great. He does his darnedest to get us all the information we need.”

When a company focuses on quality, it shows in the end product—roads, in the case of Gerken Paving. That said, the focus on quality is evident throughout the process, from training personnel to supplying them with the best equipment. And for Gerken Paving, Roadtec pavers are considered an integral part of the quality equation.

Woodford Excavating LLC iMC: SEEiNG iS BELiEViNG



While many teenagers use their graduation money for a computer or car, John Woodford went in a different direction, and it started him on the road to today.

“I raced motocross and had a track in the backyard. With my graduation money, I wanted to buy a machine to maintain it, so I bought a skid steer—a brand new one,” he recalled. To help pay for it, he started doing small jobs like grading driveways, clearing bushes, and moving piles of dirt. Work kept coming his way, so he bought a mini excavator, and as jobs got bigger, he invested in more equipment.

Woodford Excavating LLC was officially founded in 2003, with John’s father Jim as a partner because the teenager wasn’t old enough for anyone to take him seriously.

Woodford Excavating LLC was officially founded in 2003, with John’s father Jim as a partner because the teenager wasn’t old enough for anyone to take him seriously.

Today, Woodford Excavating employs 15 to 18 people and specializes in demolition, site work,

underground utilities, and oil and gas work. Recently, the company completed multiple pad locations for Chesapeake Energy, with each pad requiring them to move 10,000 to 100,000 yards of dirt, build a road and prepare the pad for the rig.



Woodford continues to invest in equipment to help do the work. In early 2016, he purchased a Komatsu D61PXi, an intelligent Machine Control (iMC) dozer. “The dozer saves us 25 to 30 percent in the time it takes to grade a site. From the time the dozer starts working, it isn’t overcutting or undercutting. We aren’t moving any material we don’t need to move. We can put in slopes faster and keep grade behind an excavator making a major cut,” Woodford said.

Another major benefit is that less experienced operators do a better job with the D61PXi, he added. “If my

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Woodford Excavating's Komatsu D61PXi in action at the intersection of OH534 and OH87 outside Mesopotamia, Ohio. (Center) Owner John Woodford (on right) with D61i Operator John Biehl and (right) Woodford's Rick Uhl proudly displaying a CEC IronLife tattoo.

main dozer operator is off for a day, I can put someone with some dozer experience in it and they will still be productive during the day. With iMC, my guys can do the same things an experienced operator can do."

In addition to training provided by Columbus Equipment Company TSE Manager Mike Fenster, Woodford's operators have "played with the dozer and learned a lot about what the machine can do. It's easy to pick up the basics," Woodford noted.

Recently, the company completed multiple pad locations for Chesapeake Energy, with each pad requiring them to move 10,000 to 100,000 yards of dirt.

"Adding up the speed and the added productivity with this machine, over the long term it saves money in both time and labor," Woodford said. "In construction, speed and accuracy make you money, and that's what this dozer is all about."

Woodford has been a Columbus Equipment Company customer since 2011 and owns a variety of Komatsu equipment, including a PC170 and PC350. He frequently

uses Columbus Equipment's rental service, renting HM300 articulated trucks, Komatsu dozers, as well as Kubota and Takeuchi compact equipment.

"We had multiple gas locations going when we first started renting from Columbus Equipment Company. We had mostly John Deere equipment at the time, and

"In construction, speed and accuracy make you money, and that's what this dozer is all about."

John Woodford; Owner, Woodford Excavating LLC

what made us start to switch over to Komatsu equipment was dealing with [Columbus Equipment Company sales rep] Todd Hornak. Whatever we needed, Todd made it happen. Columbus Equipment always had what we needed when we needed it," Woodford stated.

Woodford has become an iMC evangelist, promoting the technology to any contractor who asks him about it and inviting them to try his dozer. "As machine control grows, I plan to keep up with it," Woodford said. "I have seen what it can do to save us money, and when Komatsu develops an iMC excavator in the utility class size, I'll be all over it."

The City of Kokomo: PREPARATION CRITICAL IN DISASTER



Experience and necessity are undisputed mothers of invention. Unfortunately, the City of Kokomo has repeatedly endured both in terms of tornado disaster response and relief. The silver lining: A refined plan with boots and Morbark 3800XL Wood Hog horsepower on the ground in record time.

No city official ever expects their town to be hit by a tornado two times in three years. But in August 2016, officials in Kokomo, Indiana, found themselves dealing with just that situation. An EF3 tornado touched down and stayed on the ground for seven miles, damaging about 1,000 homes. Less than three years earlier, in November 2013, a tornado had followed a similar destructive path through Kokomo.

“That put the city at least four days ahead of where we were the last time.”

Randy Morris; Controller, City of Kokomo

Fortunately, there were no fatalities. Another bright spot was that “unlike the last time we were hit, we had some ideas on how to expedite recovery,” said Randy Morris, controller for the city of Kokomo. (At the time of the tornado, he was acting controller and also superintendent of parks.) “I remembered we had used Columbus Equipment Company as our go-to for the equipment necessary to expedite cleanup efforts.”

Within 12 hours of the tornado, Morris had called

Environmental Division salesman Jesse Garber, and within another 24 hours, Columbus Equipment Company had delivered a Morbark 3800XL Wood Hog, American Pride log splitter and Crambo 5000 shredder to the Kokomo



Indiana Department of Corrections Maintenance Foreman—and Mike Breece colleague—Melvin Gay assists in the effort.

cleanup site. Garber also coordinated with the Indiana Department of Corrections (IDoC), which provided resources—an excavator and manpower—to help with the cleanup. “That put the city at least four days ahead of where we were the last time,” Morris said.

By the numbers, the tornado destroyed 85 homes, did major damage to another 263, and minor damage to nearly 600 more. Most of the destruction was in mature

DISASTER RESPONSE PLANNING

neighborhoods. The city lost more than 70 native trees believed to be at least 100 years old. All that added up

said. “We will be rebuilding playgrounds, planting trees.” In the meantime, Kokomo has mountains of



The August 2016 EF3 tornado caused widespread, catastrophic damage, resulting in vast piles of vegetative debris (right), estimated at 75,000 cubic yards. Many of the logs were 4 feet or more across. Thankfully, however, not a single life was lost in the event.

to 75,000 cubic yards of debris.

Mike Breece, a maintenance foreman for the IDoC, oversaw grinding the debris, which was in six piles, each 75 to 100 feet wide, 230 feet long, and 15-18 feet tall. Many of the logs from those old trees were 4 feet or more across, so he used the log splitter before grinding

wood chips. Some of the chips have been sent to a processor to be double ground and dyed, and the city will use those for landscaping, but “we have enough to last for years.” He hopes a mulch manufacturer will be interested in the remaining chips.

Like many cities, Kokomo has a disaster recovery plan,

“It helps to know there are companies like Columbus Equipment that are experienced and can expedite the needs of communities like ours. I would recommend Columbus Equipment Company to any municipality for timeliness and responsiveness in times of disaster response.”

Randy Morris; Controller, City of Kokomo

them through the Morbark, which he fed with an excavator with a hydraulic thumb. Breece used the Crambo to reduce the volume on mixed waste. All the machinery performed well, Breece said, commenting that the Crambo was powerful enough to “pull down a house.”

“We spent more than three weeks grinding, and found Columbus Equipment Company very responsive. If I called Jesse with a problem, he would get right back to me with the fix. He was very helpful,” Breece said. “The mechanics also did a great job on a service call.”

While the initial cleanup is done, “there is additional cleanup required, and there will be for years,” Morris

but “no plan is so detailed that it tells you what vendors to call,” Morris said. “It helps to have contacts and to know there are companies like Columbus Equipment that are experienced and can expedite the needs of communities like ours. I would recommend Columbus Equipment Company to any municipality for timeliness and responsiveness in times of disaster response.”

When Mother Nature strikes, it’s too late to prepare. Call Environmental Division Manager Mark DiSalvo at (937) 424-7678 and put an effective disaster response plan in place today.



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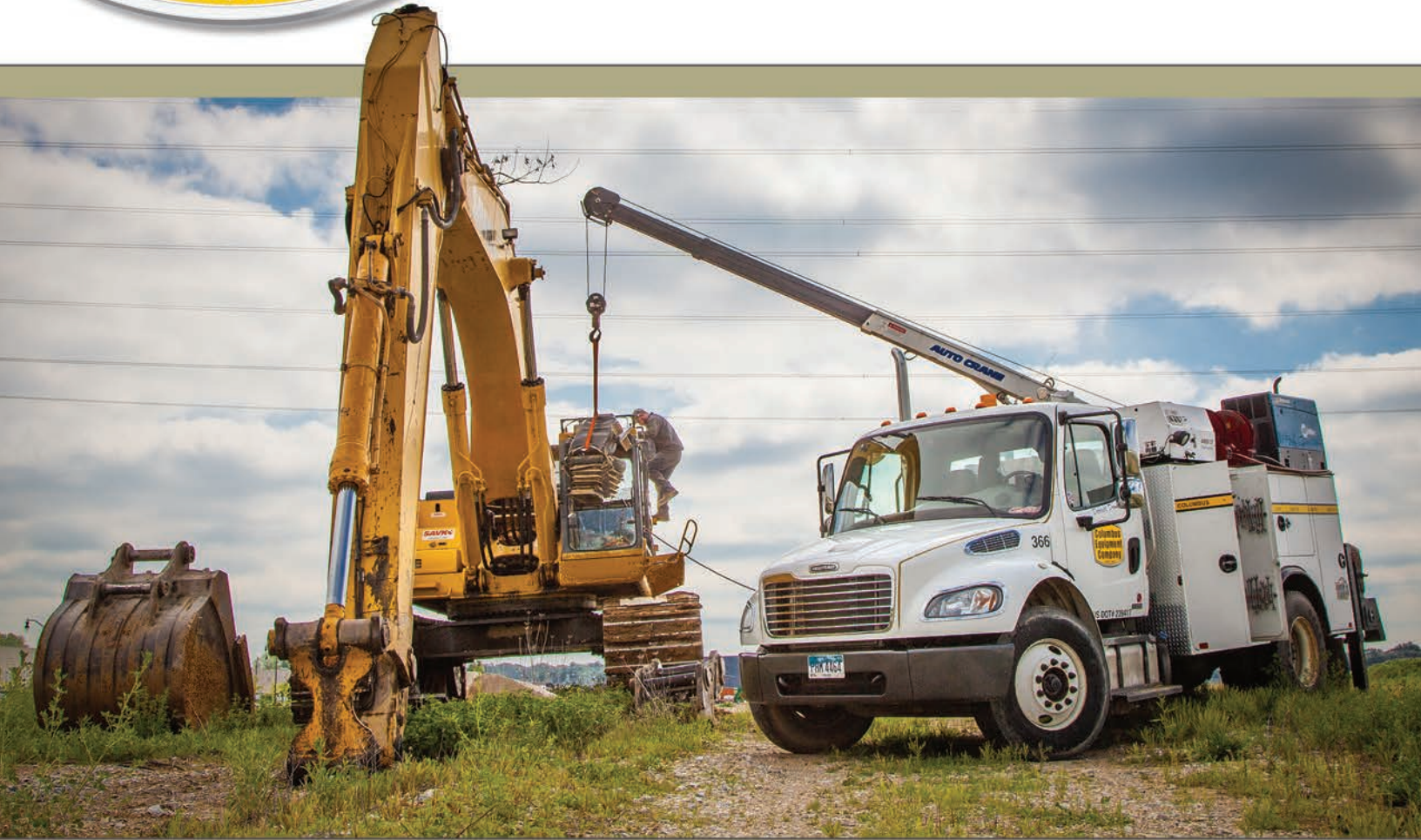
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 - Subject to credit review

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- **Parts & Service Financing***
 - Up to \$100,000 (other options available)
 - 0% for 15 months (12 payments)
 - Subject to credit review

*All parts purchased and/or repairs must exceed \$7,500.

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LIFTING DIVISION

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SEI Schaedler's Link-Belt HTC-86100 Operator Art Cole and crew lift one component of a Daikin Supply Air System as part of the \$23-million renovation of BGSU's Moseley Hall in Bowling Green, Ohio. The project is scheduled for completion by June 2017.

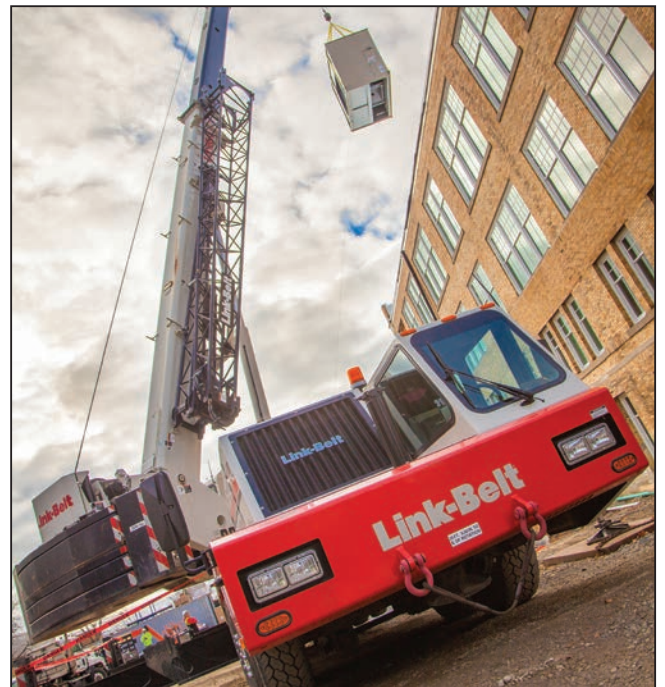
Schaedler Enterprises Inc. was founded in 1995, when owner Matt Schaedler began working on small construction projects and providing crane and rigging services around Tecumseh, Michigan. By 2002, however, Schaedler realized a lot of his business was in northwest Ohio, and he relocated the company to a site just off I-75 in Toledo, giving him easy access to customers in southeastern Michigan and eastern Indiana as well as Ohio.

SEI continues to serve those same markets today, working mainly within a 100-mile radius of Toledo, according to Tom Greenman, vice president. The list of services the company offers has expanded to include crane rentals, crane services, rigging, machinery moving, pile driving, caisson drilling, and industrial concrete. Its varied services result in an equally varied list of customers.

Because crane rentals are a major part of the business, SEI has a large fleet of cranes, including five Link-Belt models—30-ton and 40-ton rough terrain cranes, a 65-ton truck crane and a 100-ton truck crane. The newest of these is the HTC-86100, a 100-ton hydraulic truck crane the company purchased from Columbus Equipment Company when it replaced a smaller, 2008 HTC-8690 model.

After looking at Link-Belt and Grove machines in the 100-ton class, SEI chose the Link-Belt, in part because they liked the Cummins motor in the 86100. They also liked the chart the Link-Belt offered. The 86100 can

work with multiple counterweight configurations to provide capacity for just about any job requirement.



"Link-Belt's 86100 is a great crane because you can configure the counterweights on the carrier deck and still run down the road, and it's a nice ride," Greenman

AME WITH LINK-BELT



Installation of the 30,000-lb., air-handling system at the science facility required two days and approx. 20 lifts. The six-stage process involves lifting an 8,500-lb. supply air fan, a spacer, coil section, filter system, economizer and pipe portal to the building's roof for assembly.

said. "It's dependable. We like it."

SEI has used the 86100 in a variety of general crane applications, including construction, setting steel and setting cell towers.

"Link-Belt's 86100 is a great crane because you can configure the counterweights on the carrier deck and still run down the road."

Tom Greenman; VP, Schaedler Enterprises Inc.

The 86100 was designed for easy transport and it can be configured to meet some of the toughest transportation rules in the country. On the jobsite, the Link-Belt 86100 can travel with the counterweights. The operator's cab provides improved visibility, and the crane is equipped with cameras to give the operator a better view of the right side carrier, back-up, right side upper, and main and auxiliary winches.

The crane features a five-section pin and latch boom that extends from 38 to 140 feet, and optional two-piece offsettable flies are available. Maximum tip height is 237 feet.

SEI has had good experience with Link-Belt cranes. "Some of the Link-Belts we own are older, but they are

good machines and are holding up really well," Greenman said. When the contractor had issues with one crane due to problems with its Cat engine, "Link-Belt stepped up to the plate and gave us a fair shake," he added.

SEI has been doing business with Columbus Equipment Company for years, Greenman noted, primarily using the branch in Toledo. "Columbus Equipment is good at communicating with us, and they always treat our problem with urgency. If they can come out the same day we call, they will," he said.

"Some of the Link-Belts we own are older, but they are good machines and are holding up really well."

Tom Greenman; VP, Schaedler Enterprises Inc.

While the company has its own mechanics who handle basic work, Greenman relies on Columbus Equipment to solve more technical problems his staff can't handle.

SEI promises its customers safety, reliability, quality and customer satisfaction. By combining its expertise in crane operations with dependable equipment and support from partners like Link-Belt and Columbus Equipment Company, SEI is able to distinguish itself from the competition.

Environmental Division Growth SPURS EXPANSION TO MEET CUSTOMER NEEDS



Mark DiSalvo (pictured above) has joined Columbus Equipment Company as Environmental Division Manager, overseeing sales, rentals, parts and service. Mark has extensive experience in environmental equipment and comes to us from Terex Environmental Equipment, where he managed a 15-state region. Previously, he worked for Bandit Industries.

The Environmental Division has also named Aaron Dunham as Environmental Product Support Representative for southwestern Ohio, Kentucky, and Indiana. Aaron, who joined the company in 2010, has been at the Cincinnati branch as a field tech specializing in environmental equipment.

Corporate office

More than 20 Columbus Equipment Company employees volunteered to take a first responder training course offered at the corporate campus in October. They learned CPR and other life-saving skills in support of our emphasis on safety and preparedness.



Learning to save lives: Columbus Equipment Company employees learn life-saving skills. More than 20 employees—in addition to three corporate office employees—representing nine of the company's ten statewide branches, attended the first responder training event.

Columbus

Josh Perry has been named Assistant Branch Manager of the Columbus store. In his new role, he will assist the branch manager, with an emphasis on efficient operation of the parts and service departments. Josh has been with the company for six years as an inside sales coordinator.

Jayson Sexton has returned to Columbus Equipment Company as Product Support Representative for the Columbus region. Jayson has previously worked as field service coordinator, PM/KOMTRAX administrator, and in the parts department, and all those experiences will be valuable in his new role ensuring customers get the parts and service they need.

Toledo

Spencer Wall, who has been with the company since January 1986, will retire from the Toledo branch at the end of 2016. In his 30-year career with company, he has filled several roles, including technician and Service Manager. Most recently, he has been Rental Coordinator and Prep-Shop Foreman at the Toledo branch.

Tom Wood has been named Service, Sales and Rental Coordinator in the Toledo store. It's a bit of a homecoming—Tom's father, Jim Wood, was service manager at the Toledo branch in the 1990s. Tom has more than 20 years of experience in construction and industrial equipment, including working in sales for W.W. Williams, fleet manager for Aramark and General Motors, and service manager for Ziegler Tire.



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