



FALL 2017



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Operator Leonard Swango/Komatsu 931XC Harvester

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Welcome to the Fall 2020 issue of **Columbus Connection**. Over Columbus Equipment Company's close to 70 years in business, our customers have come to expect a fair deal on world-class equipment ... no exception. In this issue, learn how that mission continues with the elegant power and precision of Komatsu forestry equipment and Komatsu's revolutionary iMC technology. Both put customers in the efficiency and competitiveness driving seat. **Wishing you a safe and productive fall season.**



Sincerely,

Josh

Josh Stivison
President

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WARNING

T.C. Holzen Inc. IMPRESSIVE GROWTH ON BLOOD, SWEAT AND iMC

T.C. Holzen Inc. has been following a steady growth curve for a decade, growing from about \$1 million in annual revenue at the start of the decade to over \$10 million now. The contractor's growth followed the decision to diversify from mainly pipework to a range of commercial, industrial, and public works projects, said Tim Holzen Jr., president.

“We had to step up to the plate to be competitive in our market.”

Tim Holzen Jr.; President, T.C. Holzen Inc.

“Primarily our business is commercial and industrial site development from the ground up,” Holzen said. “When I started I was doing pipework, but since 2010, I’ve gotten into more dirt work. If you want to do a complete package on a site development, you have to take the dirt with the pipe. We also do some road construction work and we have a crew that specializes in high-voltage infrastructure—electric substations. We also do a lot of gas stations and truck stops.”

Most of the Troy, Ohio-based company's work comes from repeat business. Holzen works mainly in southwestern and Central Ohio, including Dayton, Cincinnati and Columbus, with some projects in Kentucky.

“As soon as we got the first intelligent machine, our productivity increased about 20 percent.”

Tim Holzen Jr.; President, T.C. Holzen Inc.

Adding three Komatsu intelligent dozers in the last four years has helped facilitate the company's growth. “We had to step up to the plate to be competitive in our market,” he explained, because other contractors were using GPS technology. In 2015, he invested in

both a Komatsu D51i intelligent dozer and a Topcon rover and base for existing equipment.

“Being old school, I wasn't sold on it, but my employees encouraged me,” Holzen said. “Now, four years later, we have three Komatsu i-machines and we lean on four base and rover systems. As soon as we got the first intelligent machine, our productivity increased about 20 percent.”



The Holzen family with the T.C. Holzen, Inc. field and office management team.

Holzen added a D61i and D39i in 2019. Along with increased productivity, “we're also saving cost in survey work. It's cut our surveying work down by about 60 percent,” he added. “I was surprised when we got the first i-dozer by the increase in productivity and the savings in survey work. I was expecting 10% to 15% improvement, and I ended up getting 20%.”

He noted that “intelligent machines are ideal for spreading base stone for roads and parking lots. It saves us 25% in time. It has also instantly turned a two-man job into a one-man job because the operator sees all the grade from inside the machine.”

Another advantage with the Komatsu iMC dozers is “we can throw a less experienced operator in one



A T.C. Holzen Komatsu PC238USLC moves some of the 5,900 cy of dirt on a \$677,000, Casey's General Store retail petroleum project located in Carlisle, Ohio.

and get the job done. We can take a younger guy, and he's got his grade in front of him and the blade knows what to do," Holzen said.

"We use the intelligent dozers for complete site development for new buildings, for road construction and of course for truck stops. All of our dirt movement and finish grading is done with intelligent machines."

"Intelligent machines are ideal for spreading base stone for roads and parking lots. It saves us 25% in time. It has also instantly turned a two-man job into a one-man job."

Tim Holzen Jr.; President, T.C. Holzen Inc.

Holzen is particularly a fan of the Komatsu D61i. "It's a multipurpose machine. It can do the heavy cuts right on down to the finish grading. It's very versatile. The size is big enough to push large dirt work, and you can turn around and do finish work at the end. The visibility out of the cab is awesome—you can see the whole blade."

"The controls are fine-tuned and sensitive," added Holzen, who entered the construction trade as a teenager. "You just have to bump the lever and the blade will go up a quarter-inch. In the old days, it'd go up 2 inches at a time."

Holzen has been using Komatsu equipment since 1995 and he also owns a variety of Komatsu excavators—his most recent purchase is a PC360—and a wheel loader. "Komatsu excavators run



and run. You can't kill them," he said. "Komatsu excavators are a super good investment, providing great value in their longevity."

Holzen also likes the support he gets from Columbus Equipment Company. "Support from



Completion of storm sewer, sanitary sewer and water work on the 4.6-acre site was performed in an impressive 90 days, assisted by a Komatsu D61PXi iMC dozer (top left).

Columbus Equipment Company has been 150 percent. To this day, they are right at the end of the phone to talk us through something. If they can't talk us through it, they come out to the site."

"All of our dirt movement and finish grading is done with intelligent machines."

Tim Holzen Jr.; President, T.C. Holzen Inc.

"Parts support from the Dayton Branch is awesome. Patty Davidson (parts manager) has parts for us the next day at the latest, compared to other dealerships that take days just to call back with prices. In fact, I go through Patty for aftermarket parts for other brands as well," Holzen said.

Holzen started his company in 1991, after working for his own customers evenings and weekends while working days for another contractor. Over the years, he has built his reputation by providing dependable, high-quality work and staying heavily involved in daily operations. "I really worked my tail off," he said. He also gives credit for the company's recent growth to his employees, including Vice President Justin Hershberger, as well as crew members in the trenches. "Out of all the local contractors, we have the best people."

T.C. Holzen Inc. remains a family-owned company.

Tim's wife, Sharon, ran the office for years. Their son Tyler is an operator/pipe layer, and Tim's father, Tim Holzen Sr., works part time as an operator.

When the Great Recession hit, "we darn near lost everything," Holzen recalled, but he held on and ramped up by diversifying into dirt work and even

"Support from Columbus Equipment Company has been 150 percent."

Tim Holzen Jr.; President, T.C. Holzen Inc.

roadwork (where his crews do everything but the asphalt, which he leaves to a subcontractor). He expects to grow another 50% over the next 5 to 7 years and hold the line there.

While Holzen frequently describes himself as "old school," his willingness to try new markets and new technology shows that old school and state-of-the-art combine for great results.

Visit columbusequipment.com/news/videos for additional video coverage on T.C. Holzen's iMC experience. ▶

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021

New Komatsu WA900-8 Wheel Loader: A MORE PRODUCTIVE, DURABLE INVESTMENT



The new Komatsu WA900-8 wheel loader has been redesigned for more durability and productivity. Designed for loading 70- to 150-ton haul trucks, the wheel loader allows operators to work faster and load more trucks per shift.

“The WA900-8 is the perfect machine for loading haul trucks in limestone pits because the all-new Komatsu bucket design with modified profile

Designed for loading 70- to 150-ton haul trucks, the wheel loader allows operators to work faster and load more trucks per shift.

maximizes bucket fill to increase productivity,” said Robert Hussey, product marketing manager, Komatsu America Corp.

The cab will keep operators comfortable for long hours on the job. The large, pillarless windows offer excellent visibility, and the higher-capacity air suspension seat provides a smooth ride.

Other features also help operators stay sharp for an entire shift, including a joystick steering system and electronic pilot control levers that respond quickly and precisely to operator input. The automatic dig system

and semi-automatic approach and dump system make less-experienced operators more productive.

The machine offers improved safety with a standard rearview camera. The optional KomVision system adds six cameras to enhance safe operations further, giving the operator a bird’s eye view around the machine. It also sounds an alert when obstacles are in the work area.

The wheel loader promotes efficient production with Komatsu systems that:

- provide optimal tractive effort in most ground conditions.
- improve cycle times.
- deliver the right hydraulic flow for the application.

Komatsu has also increased durability to protect your investment in this wheel loader, which has most rugged chassis in model history. A new, brake-cooling system reduces brake oil temperatures and extends brake service life. And the engine pre-lubrication system raises oil pressure before startup so that all engine components are fully lubed.

If you’d like to the WA900-8 to increase loading efficiency at your quarry or aggregate plant, ask your Columbus Equipment Company sales rep about the new WA900-8 today.





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Komatsu D155PX-8 Crawler Dozer: CLASS-LEADING FLOTATION AND STABILITY



If you need a low-ground-pressure dozer for gas and pipeline work, you can't do better than the new Komatsu D155PX-8. It has the lowest ground pressure in its class at just 7.7 psi.

The D155PX-8 LGP provides improved performance, flotation and stability. The new eight-roller undercarriage evenly distributes the machine's weight while providing greater traction and balance. It

The new Komatsu D155PX-8
has the lowest ground pressure
in its class at just 7.7 psi.

has 72% more ground contact area than a standard dozer, thanks to a track gauge that's 12% wider and 9% longer than standard. The result is improved flotation in soft ground and better stability on slopes.

"The D155PX-8 is excellent for applications that require lower ground pressure and can be especially useful for energy and pipeline work," said Chuck Murawski, Product Manager, Komatsu America. "When equipped with 38-inch extreme service shoes, angle blade, and towing winch, the D155PX-8 has

a higher operating weight than competitors. That weight results in increased useable drawbar pull with a powerful towing winch."

Despite the heavier weight, the D155PX's ground pressure is 47% lower than a standard dozer.

For added versatility, the dozer is available with two blade options: an angle blade or a large-capacity semi-U blade. The machine can use either a 12.9-cubic-yard bushed semi-U dual-tilt blade or a pitch semi-U blade. Both options move a lot of material, and the wider cutting edge reduces the number of passes needed while grading.

Rear attachments available include a hydraulic winch, long drawbar, and a counterweight with rigid drawbar.

The 354-hp dozer is covered by Komatsu's factory-scheduled maintenance program, Komatsu Care, for the first three years or 2,000 hours, whether you buy, rent, or lease the machine.

Contact your Columbus Equipment Company rep today to see how the new D155PX-8 can solve ground pressure issues on your job sites.



SMART CONSTRUCTION DIVISION

Proactive Dozing Control: OPERATOR INSIGHT INTO KOMATSU'S REVOLUTIONARY



Contractors invest in automated equipment to get the job done faster and better. The new Proactive Dozing Control (PDC) feature on Komatsu intelligent Machine Control (iMC) dozers is helping contractors get more out of their investments by increasing the range of applications where automatics can be employed.

Proactive Dozing Control is a game-changing technology that takes data from the dozer's satellite positioning systems and records the topography

“The biggest advantage I see is that our time spent grading is so much shorter than if we didn't have it.”

Steve Houlette; Foreman, RT Vernal Paving

as the dozer tracks. With that information stored in the system, the machine “learns” the surface of the existing grade and uses the data to predict the nature of the surrounding surface, including areas you haven't tracked yet. That “knowledge” makes the dozer smarter, smoother, more powerful, and better able to predict the most efficient course of action.

Steve Houlette, a foreman with RT Vernal Paving, is a big fan of PDC. RT Vernal owns three iMC dozers—two D61i models and a D39i.

“There is no guesswork involved. We have a

model (in the machine) that we go by, and we stick to it. With PDC, the machine helps figure out how much we're pushing and the most efficient way to do something,” said Houlette, who has more than two decades experience as an operator. He also manages all modeling for RT Vernal's iMC machines.



“The biggest advantage I see is that our time spent grading is so much shorter than if we didn't have it,” he said. Between not having to wait for stakes to be set and the machine knowing how much to push, “the time savings are substantial.”

The automatics are so precise that operators can use a larger machine to speed a project, he added. “The D61i will do big dozer work, but it's small enough for fine grading. We use it to grade aggregate bases for parking lots because we like the spreading function and the precision. We're using a big machine

RY NEW IMC FEATURE



for what we'd usually use a smaller machine for, so we're completing the grading in half the time."

In cut-and-carry operations, the automatics eliminate guesswork because the system senses when the blade is fully loaded. "Why spend more time digging? Carry it where it has to go and get another blade full," Houlette said. "It's good for a new

"There have been times we've had to grade over shallow utilities, and we've had so much trust in the responsiveness of the dozer that we left it in automatics."

Steve Houlette; Foreman, RT Vernal Paving

operator who doesn't have a feel for when the blade is full. It helps experienced operators, too. It comes down to the time you spend guessing or feeling out the work. PDC puts hard science and technology behind everything you do."

RT Vernal operators trust PDC, so they've increased the amount of time they use the machine in automatics mode, he noted. "Once we're in automatics, we leave it there. We know the dozer is going to react how we want. There have been times we've had to grade over shallow utilities, and we've

had so much trust in the responsiveness of the dozer that we left it in automatics."

"As operators use automatics more and more, contractors see a higher return on their investment in iMC equipment," noted Mike Fenster, manager of Columbus Equipment Company's Smart Construction Division. Machines with PDC are often operated in automatics mode up to 50% of the time, compared to the high single digits for traditional automatics, which means projects are getting done faster and better.

"As operators use automatics more and more, contractors see a higher return on their investment in iMC equipment."

Mike Fenster, Smart Construction Division Manager
Columbus Equipment Company

The Proactive Dozing Control firmware update is available on Dash-24 models of the D51i and D61i. Contact Smart Construction Division Manager Mike Fenster at (614) 802-7099, or your local Columbus Equipment Company sales rep for more information on PDC or to answer any questions you have about iMC equipment generally.



CUSTOMER SPOTLIGHT

KOMATSU | Forestry Quality.

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

J. McCoy Lumber Company Ltd: SUSTAINABLE FORESTRY PRACTICE IN ACTION



According to VP Chad McCoy, the purchase of the Komatsu 931XC Harvester and 875 Forwarder, allowed the company to shed three pieces of equipment and still double production. Couple that with an increased safety profile and reduced stress on both personnel and equipment, the Komatsu deal was a win-win-win scenario.

Since its founding in 1978, J. McCoy Lumber Company Ltd has focused on sustainably managing the forests where it cuts timber. The company selectively harvests timber to ensure the long-term growth of the forest while serving customers in furniture, cabinet and millwork manufacturing. The company also produces custom pallets and crates.

“Converting to the Komatsu equipment allowed us to eliminate three pieces of equipment.”

Chad McCoy; Vice President, J. McCoy Lumber Company Ltd

In 2019, McCoy Lumber purchased a Komatsu 931XC Harvester and a Komatsu 875 Forwarder that will enable the company to be even more selective in the cutting process and help it sustainably manage timberland.

“The 931XC harvester enables them to utilize more of the tree for specific uses,” said Jesse Garber, Columbus Equipment Company Environmental Division sales rep. “This machine will take a whole bunch of pieces out of the tree from the big trunk to small pieces at the top, depending on what they need.”

Additionally, the 931 and the 875 are the best machines for low-impact harvesting because they don't disturb the soil, Garber said.

Previously, the company harvested in a conventional fashion with skidders, loaders and men on the ground cutting trees. The Komatsu equipment offers several advantages over conventional methods, including versatility and safety, because there's no need for workers on the ground. The machines also give the company the ability to be very selective in what trees are cut, said Chad McCoy, vice president. “We can be really selective as far as the maturity of the timber.”

With these machines, the company can also go into a forest and remove invasive species, which results in a healthier forest for the landowner and a better environment for wildlife.

“Converting to the Komatsu equipment allowed us to eliminate three pieces of equipment,” added McCoy, who was surprised at how much the 931 and 875 increased production. “And our production actually almost doubled,” he said.

The unique design of the 931XC, with the crane in the center of the machine, makes the harvester highly maneuverable. The cab rotates 360 degrees, so the operator has a much larger work area without moving the machine. And the three-pump hydraulic system is faster and allows the operator to perform multiple functions at once.

Leonard Swango, who operates the 931 for McCoy Lumber, has been impressed with how the machine operates on steep terrain. “It's pretty stable and it

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J. McCoy Lumber is a vertically-integrated lumber company, manufacturing roughly 24,000 ft./day from 10,000 acres of land. The company is unique in both its stump-sawmill-customer business model and its mission. The Komatsu 931XC/875 equipment combination allows for a higher degree of profitability and harvesting specificity, which, in turn, promotes generationally-sustainable forestry practices.

has good visibility,” he said. He also likes the keyless remote control that lets him turn on the heater and warm the cab before he starts work on cold mornings.

McCoy Lumber looked at a variety of equipment before settling on the Komatsu 931 and 875. In addition to liking the equipment, the company liked dealing with the Columbus Equipment Environmental Division, McCoy said. “I think what sold it more than anything was Garrett Bailey and Jesse Garber. They were really easy to deal with and concerned about our needs.”

“For a company of our size, the Komatsu equipment was a large purchase. But we are looking to reap rewards for the generations to come.”

Jack McCoy, President, J. McCoy Lumber Company Ltd

Follow-up service has been excellent, he added. “We’ve had minimal problems with the equipment, but any time we give Columbus Equipment a call, they’re always here the next day or just a phone call away. They can actually explain things. When you have new equipment, it’s always nice to have somebody there to explain things and what the problem is.”

Jack McCoy, founder and president of J. McCoy Lumber, realized sustainability was important by looking at companies that have been successful for generations. He realized owning and controlling the supply line—or in his case, the trees—was essential. “We’re in a global market with lots of competition, and being vertically integrated, and controlling the supply and being sustainable had to be the ultimate goal,” he said.

Staying in balance—not over manufacturing for your supply line—is also a critical element in McCoy’s

philosophy. The company owns about 10,000 acres, which produces 24,000 feet a day, while its sawmills manufacture right around 24,000 feet a day. The company is different from most sawmills because it works as a partner with its customers to provide exactly the wood they need. “We work from the customer back. We see what their need is and go all the way back to the stump to get that product for them,” Jack McCoy said.



Kyle Swango, Leonard Swango and Chad McCoy

“The Komatsu machines will add a lot of value to the timber base. We have to be efficient in the harvest and look to the long term for the sustainability and growth.,” he added. “For a company of our size, the Komatsu equipment was a large purchase. But we are looking to reap rewards for the short-term and long-term from the equipment. We’re planning for the generations to come.”

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Komatsu iMC Operational Tip SEMI-AUTO OVERRIDE WHEN WORKING AROUND TARGET SURFACE



Procedure: If you should come across an obstacle or atypical condition while operating in Semi-Automatics in the excavator, and want to momentarily by-pass the system, simply apply slight pressure on either of the travel levers and the machine will stay in automatics, but allow you to overcut the target surface in this isolated instance. Be sure to use just enough pressure that the travel alarm sounds, but not enough that excavator actually moves. After letting off the travel lever, the excavator immediately returns to semi-automatics mode.

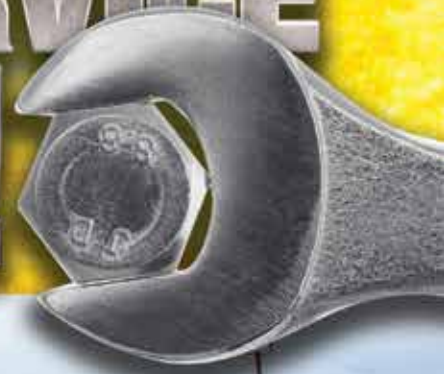
Use cases: Avoid turning off Semi-Auto to:

1. Dig out a boulder that is above and below target surface
2. Overcut any surface without turning off semi-automatics
3. Perform on-the-fly over-digging to go below bad subgrade

Summary: When an obstacle or other condition—improper subgrade compaction, for example—necessitates overcutting the design surface, instead of turning off semi-automatics and turning back on again, very light pressure can be applied to the travel pedal, allowing the bucket to dig beyond design.

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

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With an IronLife contract, Columbus Equipment Company technicians perform services like fluid and filter changes at regular intervals. They also perform a 50-point inspection to make sure your equipment is operating at optimal levels. If they spot any problems during the inspection, they'll let you know and provide a quote for repairs.

There are several advantages to an IronLife contract. "You lock in your maintenance costs for the life of the contract. If prices go up in that time, you don't have to absorb them," said Jason Lang, PM service administrator.

"Our techs perform the PM at your location or job-

site. They'll come after hours so you don't have to take a machine offline for service. And they bring genuine Komatsu parts, so you don't have to stock anything," he added.

Columbus Equipment Company can service Cat, John Deere, or any other brand, any size equipment



and any size of fleet, from utility pieces to mining trucks.

Many owners discover the benefits of planned maintenance through the Komatsu Care program, Lang noted. "When Komatsu Care coverage finishes, many times customers decide to have Columbus Equipment take care of their PM needs. That way, they don't have to stock oil and filters and don't have to keep any technicians on staff."

If you want planned maintenance without the headaches of handling all the details, ask your PSR about setting up an IronLife contract today.

Award-Winning Service ... Across The Board COLUMBUS EQUIPMENT COMPANY PERSONNEL EXCEL AT KOMATSU ANNUAL AWARDS



Two Columbus Equipment Company employees are winners of Komatsu's 2019 Target Your Success competition.

Randy Calhoun, a product support rep from the Cincinnati branch, won in the Conversion Ratio competition.

Ron Bixler of the Piketon branch won for total forestry sales invoiced, based on dollar volume.

Both Ron and Randy were invited to CONEXPO 2020 to receive their award, but they were unable to attend due to the pandemic.

The Columbus Equipment Company employees were among 21 winners from Komatsu dealerships.

Winners were selected across four categories:

- Conversion ratio: parts invoiced compared with parts sold, by dollar value.
- Conversion ratio: number of invoices compared with number of quotes.
- Total forestry sales invoiced.
- Total construction equipment invoiced.

Richfield

Jim Curtis (pictured above), Richfield parts counter service rep, successfully completed all eight challenges in the 2019 Komatsu Parts Counter Challenge.

The challenge gives parts counter reps valuable insights in sales best practices, new systems functionality, and specific products. It also allows parts counter representatives to gain a little recognition for their unique skills, which we all depend on.

Challenges Jim participated in included wheeled and tracked machines, Komatsu CARE machine inspections, a day in the life of an operator, and building relationships with customers and product support staff.

Nearly 500 parts counter reps from Komatsu dealers around the country participated in at least one challenge, but Jim was one of only 68 reps to complete all eight legs of the challenge.



Painesville

The Painesville branch closed on Oct. 1, and the Richfield branch will cover the area going forward. You can count on the same great products, support and service from the Columbus Equipment Company team in Richfield as you did from the Painesville branch.

You can reach the Richfield branch at (330) 659-6681.



USED EQUIPMENT Monthly Specials



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



REDUCED

2014 Komatsu PC290LC-10
Stock #RU33267, 32" SG Track Pads / 2 Way Hyds., 3,262 Hours
\$155,000



REDUCED

2014 Komatsu PC228USLC-10
Stock #U34649, Cab, AC, Coupler, Bucket, 2,399 Hours
\$154,500



2019 Komatsu D37EX-24
Stock #U38125, Cab, A/C, Certified, 1,663 Hours
\$104,000



2016 Komatsu D61EX-24
Stock #U37319, Cab, A/C, Multi Shank Ripper, 2,195 Hours
\$199,000



0% for 36 Months.

2017 Komatsu PC138USLC-11
Stock #U38235, Cab, A/C, Coupler, 28" Pads, 2,357 Hours
\$105,000



0% for 36 Months.

2015 Komatsu WA470-7
Stock #U29214, Cab, A/C, Heat, Coupler, Bucket, Forks
\$98,000



0% for 36 Months.

2017 Komatsu WA200-8
Stock #U38332, Coupler, Bucket, Certified, 1,385 Hours
\$129,000



0% for 36 Months.

2019 Komatsu D51PXi-24
Stock #U38792, Intelligent Dozer
\$219,000



REDUCED

2010 Komatsu CD60R-1
Stock #U28806, Cab, A/C, Heat, Revolving Bed, 3,936 Hours
\$90,000

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

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



Ohio's Dependable Dealer

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CINCINNATI
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(740) 942-8871

DAYTON
(937) 879-3154

MASSILLON
(330) 833-2420

ZANESVILLE
(740) 455-4036

PIKETON
(740) 289-3757



Return Address: 2323 Performance Way, Columbus, OH 43207
www.columbusequipment.com