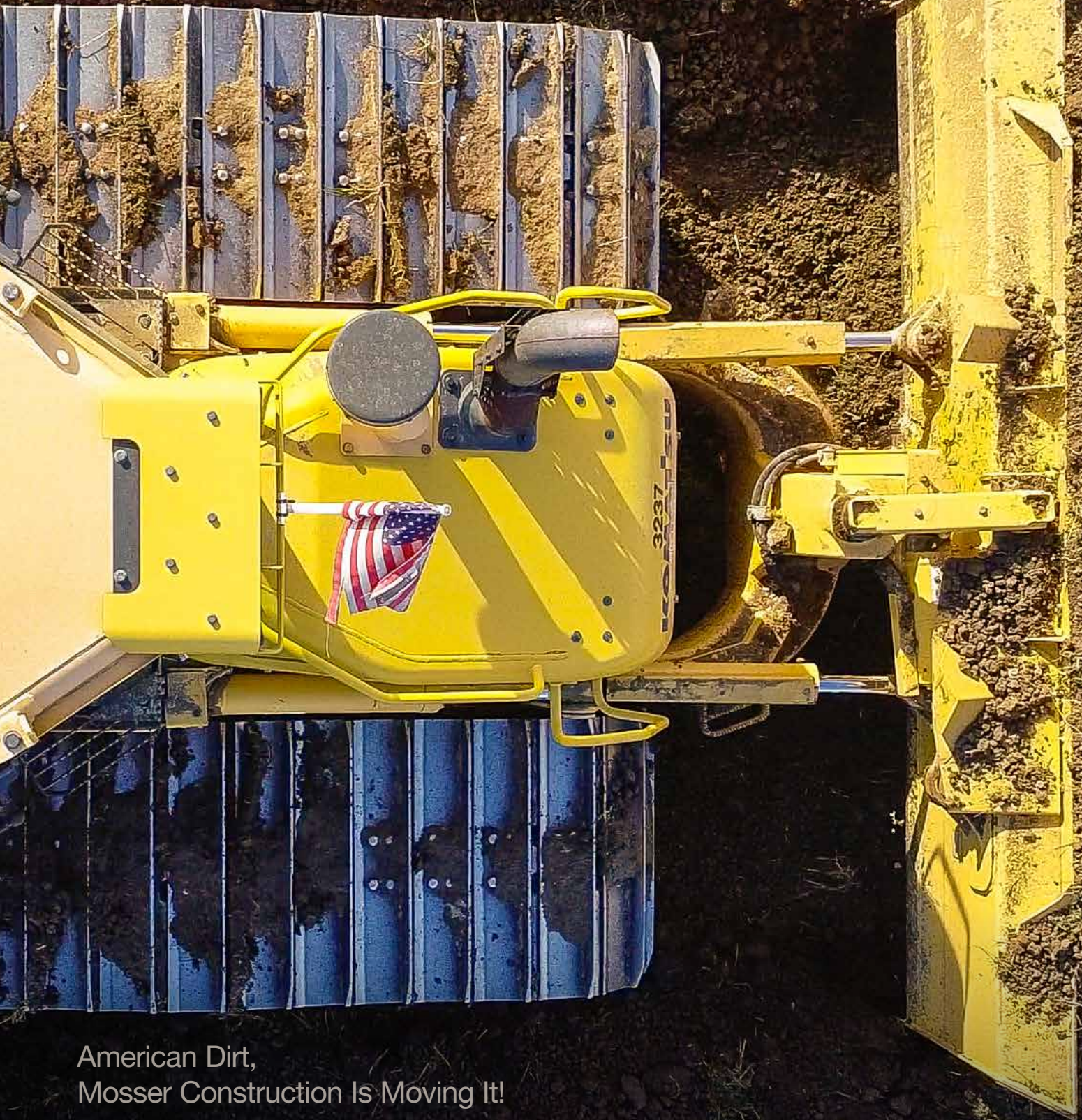




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Welcome to another busy season! Earlier this year, ConExpo 2023 highlighted the industry's most exciting and innovative products, including Magni and Mecalac. We look forward to introducing you to these versatile, cost-saving machines. Speaking of innovation, Mosser Construction continues to push the envelope with Komatsu's iMC 2.0 technology, as does B&N Land Management with CMI's powerful, peerless mulchers. We also salute Ohio's *Women in Construction* in this issue. **Please be productive and safe this season!**



Sincerely,

Josh

Josh Stivison
President

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

Mosser Construction: RESHAPING NORTHWEST OHIO WITH KOMATSU iMC

Infrastructure and site development contractor Mosser Construction started using Komatsu iMC equipment six years ago and quickly realized the benefits of intelligent machinery. Since then, the company has purchased five intelligent dozers and two intelligent excavators.

“Proactive dozing mode is a huge benefit for this project. It keeps our quantities right on track.”

Dave Mason, Survey and Machine Control Manager
Mosser Construction

“We’ve been acquiring the equipment as we’ve needed it over the past few years,” said Dave Mason, survey and machine control manager. Mosser’s first iMC purchase was a PC360i, which the company wanted to install storm and sanitary piping on a large project. Since then, crews have used the PC360i and a smaller PC210i for installing utilities, sanitary lines, waterlines, digging out structures, digging footers, excavations, ponds, and “anything you use a regular excavator for.”

“We’ve found that we save nearly three people on a foundation crew with integrated GPS. It’s been very beneficial to us, and that’s the only way we bid such projects now.”

Dave Mason, Survey and Machine Control Manager
Mosser Construction

The Fremont, Ohio-based company’s fleet of intelligent dozers includes one D61i, two D51i, and two

D39i models. Mosser uses those machines for road grading, heavy excavation and stockpiling material.

One feature Mason particularly appreciates about the iMC dozers is proactive dozing control, which uses data collected by the machine’s sensors to drive the blade to the precise grade required. Proactive dozing is beneficial for stripping topsoil because the dozer stays on grade without overcutting.



Mosser Operator Larry McGee estimates production with the Komatsu D51PX is increased two 2-3 times, with no second guessing. “If you’re still using the older machines, you’re losing money every day,” said McGee.

For example, Mason pointed to the Arche Solar Farm project (see left) Mosser is working on in Fayette, Ohio, for Lightsource BP, a large solar energy company. Mosser is excavating about 200 acres, and the job entails stripping a lot of topsoil. “Proactive dozing mode is a huge benefit for this project. It keeps our quantities right on track and prevents us from over-excavating the topsoil. There may be 13 inches of topsoil, but we are only required to strip 4 inches, and it’s easy to stay at 4 inches with proactive dozing,” Mason said.

The company’s PC360i is also onsite in Fayette to



excavate fill material and do pond work. “Having the modeling for the side slopes in the machine allows us to accurately dig ponds without over-excavating or under-excavating,” he noted. “It saves us having to have a guy out there constantly laying out stuff conventionally with stakes and lathes. It saves us having a laborer with a grade rod. The operator can work independently.”

“A lot of operators who are CAT guys or John Deere guys are really impressed with how much power the bulldozers have.”

Dave Mason, Survey and Machine Control Manager
Mosser Construction

Mosser has been able to reduce the number of workers needed for grading and grade checking by at least two people on projects where iMC equipment is used, according to Heavy Highway and Civil Division Manager Chris Carry. Additionally, Carry estimates using iMC equipment results in a 10% to 15% increase in efficiency and production beyond the labor savings.

He added that intelligent excavators have provided significant savings when it comes to excavating foundations and pouring footers. “We started using the technology for that application in 2019, and

we’ve found that we save nearly three people on a foundation crew with integrated GPS. It’s been very beneficial to us, and that’s the only way we bid such projects now.”



Mosser—a 300-employee company with annual volume topping \$100 million—has a large fleet of equipment. The company determines when to use Komatsu intelligent machinery based on the size of the project and the size of the equipment needed, Mason said. “The guys we have out in the field love these machines and try to get them on their projects as often as they can.”

The company strategically purchased intelligent machines in a range of sizes to accommodate most tasks on a typical jobsite.

Mosser also wanted an intelligent tight-tail



excavator for highway work. Since Komatsu doesn't currently offer an intelligent version of its PC238, the company purchased a PC238 equipped with an aftermarket Topcon system from Columbus Equipment Company (see results in next issue). The option gives Mosser the tight-turn excavator they need and the grade control they want in a simple package created by Columbus Equipment's SmartConstruction Division.

"The guys we deal with are always available to get the problem fixed and keep production going."

Dave Mason, Survey and Machine Control Manager
Mosser Construction


While the "intelligent" aspect of Komatsu equipment is impressive, the machinery has much to offer beyond machine control, Mason said. "A lot of operators who are CAT guys or John Deere guys are very surprised when they get into the Komatsu machines. They are really impressed with how much power the bulldozers have."

Mason noted that when he joined Mosser 11 years ago, the company had a mixed fleet of dozers and excavators, but as the company has acquired new equipment and discarded old pieces, the fleet has become almost exclusively Komatsu. "Our field superintendents love Komatsus," he added.

As Mosser's machine control specialist, Mason

appreciates the service he gets from Columbus Equipment Company, including sales rep Luke Matheson and the entire SmartConstruction staff. "The guys we deal with—Mike Fenster, Nate Koerper and Robert Ditmars—are always available to get the problem fixed and keep production going."

Columbus Equipment Company has been willing to go the extra mile – literally – to help Mosser out, he added. Recently, for example, two of Mosser's intelligent dozers weren't holding the same grade when traveling in different directions. "I called Nate at 7:30 a.m., and he said he'd make calls. He called back 10 minutes later to say he was coming to the jobsite. He drove for three and a half hours to the jobsite and was only here for about half an hour. He was able to diagnose the issue, ordered the proper parts to get the machines permanently fixed, and was able to keep us up and running in the meantime," Mason said. "A lot of guys would shy away from making a three-and-a-half-hour trip."

There's a learning curve to using integrated GPS equipment, but it's worth it, Carry said. "We've learned to become much more diligent on calibrations to the control point to be sure we're on elevation every time." The intelligent machinery has become an integral part of Mosser's operations, he added. "It would be very difficult and expensive to do what we do without having GPS and the integration with our equipment." 



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ConExpo 2023: Komatsu i-Dozers DELIVERING ON A PRODUCTIVITY PROMISE AND SOME!



In the 10 years since Komatsu introduced intelligent Machine Control (iMC), the technology has advanced significantly with the introduction of iMC 2.0. As contractors continue to have difficulty recruiting operators, the use case for iMC has continued to grow.

At ConExpo 2023, Komatsu highlighted how iMC dozers can help contractors optimize the workforce and get the most productivity out of their equipment. Komatsu's intelligent dozers come in a range of sizes, including the D39i, D51i and D71i.

Proactive Dozing Control increases productivity up to 60% compared to conventional grading methods.

iMC 2.0 maximizes the efficiency of automation throughout the dozing process so all operators, even those less experienced, can deliver more precise production. With several automated functions, iMC dozers increase production, reduce wasted time and energy, and limit the need to redo work.

Advantages of Komatsu iMC dozers include:

1. Proactive Dozing Control increases productivity up to 60% compared to conventional grading

methods. With proactive dozing, the dozer measures the terrain it tracks over, using machine logic to “learn” the lay of the land. After the first pass, the dozer uses that info to plan its next pass, including where to start cutting, how aggressively to cut, and when the blade will be fully loaded.

2. Lift Layer Control spreads fill material automatically, increases production by up to 100% while creating consistent layers for compaction quality.

3. Tilt Steering Control automatically tilts the blade during straight travel when rough dozing. The operator can reduce steering input by up to 80% and still level material.

You can use automatic dozing on Komatsu iMC dozers in all phases of production, from rough to finish grading. Such reliable automation closes the skills gap between experienced operators and newer ones, allowing new workers to increase their skills rapidly. But even expert operators find they enjoy their time in the cab more with iMC, because they can spend less time fighting the machine and more time focusing on the best way to approach the project.

If you haven't tried Komatsu's intelligent dozers yet, learn from your Columbus Equipment sales rep how iMC can make your operation more efficient and more productive.



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Komatsu Electrified and Connected Products: SUSTAINABLE SOLUTIONS FOR A RAPIDLY-CHANGING INDUSTRY



Komatsu used the spotlight of ConExpo to show off its electrified and connected products, which are all part of its efforts to create sustainable solutions for the construction industry. The Komatsu booth featured several electrified machines, including excavators and a concept wheel loader.

ConExpo marked the American introduction of the PC210LCE (see above), a 20-metric-ton electric excavator that Komatsu debuted in Europe last fall. The

The electric PC210 is designed for contractors that want a high-performance machine without the cost of diesel fuel.

electric PC210 is designed for contractors that want a high-performance machine without the cost of diesel fuel. The excavator is powered by a lithium-ion battery with a capacity of 451 kWh, enough for up to 8 hours of operation. The technology behind the battery was developed by Proterra, a U.S. leader in advanced electric technology for commercial vehicles. The quiet-operating, lower-emission excavator is ideal for use in urban areas, indoor environments, or during night-time operations. The PC210LCE will be available in North America soon.

Other electric Komatsu machines on display included:

- 1. The PC01E-1**, a battery-powered micro excavator that's equipped with a swappable mobile battery. When the battery runs low, operators can simply put in another, fully charged battery. The PC01E-1 is currently offered as a rental model in Japan and is used for work such as pipe-laying and landscaping.
- 2. The PC30E**, an electric mini excavator that eliminates vibrations and emissions.
- 3. The WA electric wheel loader** concept vehicle, which is based on the WA70 and has advanced battery and charging technologies.

Komatsu also introduced its new SmartConstruction Retrofit kit at ConExpo. The retrofit is an affordable guidance kit, which can be installed on most existing excavators to improve grading performance. With the retrofit, operators in the field and managers in the office can access 2D and 3D design and payload data. The connectivity helps the operator be more accurate and control load volumes, ultimately improving operations and productivity.

Komatsu Academy, a new digital and hybrid training service, was also introduced. The academy offers online and in-person training to help customers with equipment operations, maintenance and service.

Please contact your local Columbus Equipment Company rep for any questions on Komatsu's new sustainable solutions portfolio.

SMARTCONSTRUCTION DIVISION

CEC Smart Positioning: SIGNIFICANTLY EXPANDS TOPCON-



No matter how demanding the specification, every job needs to get to grade. CEC Smart Positioning will get you there with smooth, accurate results.

Columbus Equipment Company is now an authorized Komatsu OEM Topcon Positioning Systems dealer throughout the state of Ohio, offering sales, installation, service and support for Topcon machine control and general construction positioning solutions.

“Ohio’s Dependable Dealer is Ohio’s newest Topcon dealer,” said Mike Fenster, manager of SmartConstruction. “For 70 years, customer service and support have been the foundation of Columbus Equipment Company. On that same foundation, we’ve been building our Komatsu intelligent Machine Control and Topcon customer base since 2013.”

**“Ohio’s Dependable Dealer
is Ohio’s newest Topcon dealer.”**

Mike Fenster, Manager of SmartConstruction
Columbus Equipment Company

Columbus Equipment Company has also acquired JC Equipment, a Topcon dealership in Cincinnati, to provide service and support to Topcon customers. JC Equipment is now CEC Smart Positioning, and Jeff Combs, who owned JC Equipment for 25 years, is serving as general manager.

CEC Smart Positioning can install and service Topcon systems on all equipment brands and

machines, including dozers, excavators, pavers, curb machines, loaders and graders. “We can put some kind of system on anything with a bucket or a blade,” Combs said.

Topcon systems can be used literally from the moment the job starts to when it finishes and everywhere in between.

Topcon systems can be used for a variety of applications, including site work, road building, paving, concrete, underground utilities and hardscaping. “They can be used literally from the moment the job starts to when it finishes and everywhere in between. Machine control increases production, reduces labor costs and gets contractors a finished product that’s on time and done right the first time,” Combs said.

While machine control has traditionally been used with full-size machines, Combs believes that contractors using compact equipment will be the next big market. Topcon recently introduced MC-Mobile (see above), which is designed for compact equipment like skid steers and mini excavators.

JC Equipment became successful by “teaming with a worldwide leader in technology, hiring the right

EXPERTISE FOOTPRINT IN OHIO



CEC Smart Positioning General Manager Jeff Combs (left) with CEC SmartConstruction Division Manager Mike Fenster

people, and building trust in the customer base,” Combs said. CEC Smart Positioning retains all those factors that customers want.

Combs’ entire staff from JC Equipment now works for CEC Smart Positioning, bringing decades of experience in installing and servicing Topcon equipment. Service Manager Chris Wells has more than 25 years’ experience in machine control systems. Wes Prickett is the AutoCAD expert and does data prep for customers. Adrian Ture is an experienced repair technician, and the glue that holds it all together is the company’s office manager of 24 years, Tina Stassi.

“CEC Smart Positioning supports our customers better than anyone else in the industry.”

Jeff Combs, General Manager
CEC Smart Positioning

“We are a complete turnkey operation. We provide the equipment, install, train, support and repair all under the same roof,” Combs said. Notably, the size of the Cincinnati facility has doubled in the past few months, as Smart Positioning has added more room for inventory, a larger showroom, and an expanded training facility for in-house classes. “With the CEC shuttle, we

can service anyone around the state,” he added.

“Everything we do is aftermarket,” and different from Komatsu’s integrated iMC equipment, Combs noted. However, equipment owners who understand the value of machine control can turn to Smart Positioning to upgrade other equipment they own. “We do all the different brands – John Deere, CAT, Case, etc. – and we don’t shy away from anything. We’ll put a system on a new machine or an old one.”

As a team, CEC Smart Positioning and Columbus Equipment Company now serve all of Ohio. “By utilizing our combined 11 locations, we can expand our footprint to better provide construction technology products and solutions to our customers throughout Ohio,” Fenster said.

Combs believes two factors set CEC Smart Positioning apart from the competition: “Topcon is a technology leader, and our support staff is second to none. Columbus Equipment Company and CEC Smart Positioning support our customers better than anyone else in the industry.”

If you want to learn more about adding a Topcon system to your machinery, talk to your Columbus Equipment Company sales rep or contact Jeff Combs at jeffc@cecsp.com.



Brian Parker (center) onsite with crew in Kentucky with the company's CMI 475. The machine has successfully cleared areas never before attempted with mechanized equipment due to its superior power and traction.

CUSTOMER SPOTLIGHT



For additional video coverage, visit columbusequipment.com/news/videos for more on B&N Land Management's experience with CMI equipment.

B&N Land Management: CMI DEPENDABILITY DELIVERS EXPLOSIVE GROWTH



There's no hiding from B&N Land Management's CMI 475 with an FAE 300/U fixed teeth rotor head. "It holds the hills well and mulches complete trees going uphill," said owner Brian Parker.

Brian Parker was running a successful diesel performance business when he got a crazy idea. After seeing a mulcher attached to a skidsteer, he did some research and decided to give up the pressures of the diesel business to start a mulching company with a friend.

"I was burned out turning wrenches every day and dealing with a hundred people a week. I needed a change," he recalled. Now, just a few years later, B&N Land Management has contracts with a large power company, commercial site developer, and a pipeline company.

B&N started small, using a mulcher attached to a skid steer. Parker and his friend got the equipment, "figured out how much fuel it used and set our rates," and were ready to go. After a year, Parker wanted to move up to larger equipment and his friend preferred the smaller machines, so they parted ways.

Parker's first attempt at a bigger piece was a Cat D3K2 dozer with a mulcher, but it wasn't big enough, so he moved on to a Fecon FTX200 mulching tractor. He was unhappy with the Fecon's reliability and the service he was receiving. When the machine failed—again—he called Columbus Equipment Company's Material Processing Division in desperation.

"I called Jesse Garber, told him what was going on and said I needed a machine. I'd never even seen a CMI machine. Two days later, he brought a CMI

mulcher to the job site. He said to run the C300 for a few days and tell him what I thought about it. A few days later, I bought it."

"Jesse Garber said to run the C300 for a few days and tell him what I thought about it. A few days later, I bought it."

Brian Parker; Owner, B&N Land Management

He later traded in the CMI C300 for a C475, then added a C175 to his fleet. Parker is very impressed with the performance and ease of using CMI machines. "Running the 475 is like running a 50,000-pound skidsteer, it's super agile," he said. "Visibility is great, and the controls are right where you need them. It's super simple, not overly complicated."

That simplicity helps make the CMIs dependable and reliable, attributes Parker prizes in a machine. Before purchasing CMI machines "I had a machine that was down for six months out of 12, and when [the dealer] gave me a loaner, it broke. When that happens, customers think you're unreliable and making excuses.



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B&N Land Management crews make quick, clean work of a right-of-way project outside Ghent in Kentucky. “I would highly recommend a CMI machine and the guys at Columbus Equipment Company,” said Parker.

Columbus Equipment Company really helped us dig out of a rut. We were way behind.”

Dependable equipment is just part of the equation, he added. “I don’t care what brand of equipment you have, there’s going to be a problem. It’s how the dealer handles it that makes the difference. I am a small fish compared to other Columbus Equipment customers, but Jesse has treated me like family. [Finance Manager] Jeff Reichert has fought for us for financing, and he always makes it happen.”

“I don’t care what brand of equipment you have, there’s going to be a problem. It’s how the dealer handles it that makes the difference.”

Brian Parker; Owner, B&N Land Management

Parker also appreciates that Garber worked in the forestry industry and understands the business owner’s perspective. “He knows the ups and downs about needing parts and waiting on payments.” Parker credits Garber with helping B&N get a foot in the door with bigger projects, helping the contractor to find the right equipment as project sizes increased.

CMI also has its roots in the forestry industry, Parker noted. “They’ve been in the field themselves, and they know what it takes and what you need.”

The CMI 475 has an FAE 300/U fixed teeth rotor head and the CMI 175 has an FAE head with knives. The 175’s rotor has a bite limiter that limits the knives’ reach, reducing power demand and promoting a consistent working speed. The limiter also optimizes fuel consumption.

“The knife cuts quicker than a carbide, and the smaller machine takes less horsepower to cut as fast as a big machine,” Parker said. Depending on the terrain and size of the vegetation, he sometimes uses the smaller machine to save fuel and still get excellent production.

B&N’s primary services are clearing land for rights-of-way, electrical utilities, and site development in Kentucky, Ohio and Indiana. Business has been doubling or more annually, Parker said. He recently purchased a Komatsu D61 dozer and PC210 excavator from Columbus Equipment Company. Next up, he plans to buy a CBI horizontal grinder. His goal is to have the right equipment to efficiently do any jobs his clients ask him to perform.

Brian Parker had already built a successful business before entering the land-clearing industry, so it’s no surprise he’s found success again. However, Parker would be the first to say that the Material Processing Division—including Jesse Garber’s industry expertise and exceptional service from Product Support Manager Aaron Dunham—have really accelerated the process. ▶

INDUSTRY NEWS

Women in Construction: STRENGTHENING THE INDUSTRY, O



Women in Construction: (Left) Katie Maassel of Vernon Nagel, Rachel James of Crestline Paving & Excavating and Vikki Hoover of Shelly & Sands

As the construction industry grapples with a serious labor shortage, one group that hasn't traditionally worked in construction is helping to fill the gap. The number of women working in construction topped 1 million in 2022. However, most women have office jobs rather than positions in the field.

The exact percentage of women in construction is hard to determine, but the Bureau of Labor Statistics puts it at about 11%, with nearly 9 out of 10 working in administrative roles. But the number of women working in the field is growing.

Companies with greater gender diversity are 25% more likely to have above-average profitability.

The National Association of Women in Construction (NAWIC) is working to interest more women in construction and support women workers. Ohio chapters are located in Columbus, Cincinnati, Akron, Cleveland, Toledo, and Lima/Fort Wayne. "It doesn't matter if you're in the office or in the dirt, you're included, you're part of construction," said Cindy Ellis, Columbus Equipment Company's marketing coordinator and a member of NAWIC's Columbus Chapter (NAWIC #86). "We all help each

other succeed."

There are several advantages to a workforce that includes women, Ellis noted. "Women are really open to teamwork, and they have a great eye for detail. We care; we want to get the job done and do it right. Plus, a company with a diversity of perspectives considers things it might not have if it approached those same things with a less diverse viewpoint."

Construction work offers many benefits for women, including pay equity. Of what men do, women earn 95.5%.

There are economic benefits, too. A study by the consulting firm McKinsey & Co. found that companies with greater gender diversity are 25% more likely to have above-average profitability compared to companies that don't have healthy gender representation.

The Columbus NAWIC Chapter held several events this spring to mark Women in Construction Week. One highlight was a site visit to Dublin Jerome High School, hosted by Elford Inc., the general contractor for the \$28 million project. The project manager, civil engineer, architect and some of the trades workers on the project are women.

ONE HIRING AT A TIME



Columbus' NAWIC #86 Chapter on a site visit to Dublin Jerome High School. General Contractor Elford Inc. hosted the visit to the \$28 million project.

Other events during the week included a panel discussion and networking event, where Columbus Equipment Company was a sponsor.

Construction work offers many benefits for women, including pay equity. In the overall economy, women earn just 82.3% of what men do, but in the construction industry, women earn 95.5%. In addition, many positions don't require a college degree, and with some 2 million job openings in 2022 alone, jobs are readily available.

Construction Camp for Girls, scheduled for August 1-3 at the Tolles Career and Technical Center, is designed for students entering grades 7 through 9.

Women face challenges, too, NAWIC reports, including being passed over for promotions, a lack of female role models, and injuries resulting from equipment that isn't fitted to female body types.

Ohio women in construction also cite issues such as a lack of maternity leave policies, hours that aren't family-friendly, catcalls and harassment on the worksite, and not being taken seriously. During

the panel discussion in Columbus, companies spoke about how they are trying to change the workplace, such as working with HR on maternity/paternity leave policies to benefit both men and women.

"Women have to take the initiative to ask for policy changes, and other women will support them," Ellis said.

One important way to recruit more women into construction is to make them aware of the opportunities at a young age. Construction Camp for Girls, scheduled for August 1-3 at the Tolles Career and Technical Center, is designed for students entering grades 7 through 9. They'll learn how to use tools, explore construction careers and meet women in construction. Event sponsors include Central Ohio Contractors, NAWIC, Central Ohio Women in the Trades, and Tolles. For more information, email ksander@tollestechn.com. NAWIC #86 also hosted an event at an area equipment distributor on May 17 to allow members and guests the opportunity to take the operator's seat and run both compact and heavy equipment.

In upcoming issues of *Connection*, look for profiles of Ohio women working in construction. You can also let us know who the women role models are in your organization by contacting Cindy at cindy@columbusequipment.com today.



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New Hires, Promotions and Retirements... ALL IN A DAY'S WORK AT OHIO'S DEPENDABLE DEALER!



Retirements

John Knepper retired on April 27 after 42 years with Columbus Equipment Company, most recently as a field technician for the Massillon branch. John joined the company after leaving the Coast Guard and worked at the Cadiz branch before moving to Canton.

John's favorite part of the job is interacting with customers and co-workers. "I love this company and always have," he says. "They take care of me, and I try my best to take care of them."

After retiring, John hopes to spend more time with his grandchildren (three plus one on the way).

Roger Reese retired as an equipment sales rep in the Cincinnati branch on March 31 after working with Columbus Equipment Company for almost 15 years. Before joining Columbus Equipment, he worked at Trans Ash and Tiger Machinery. Roger and Mary, his wife of 47 years, plan to travel and spend time with their son, daughter, and six grandkids.

Cincinnati

Brian Napier has been promoted to assistant service manager. Brian, who has been with the company for nearly 20 years, previously served as a field service engineer.

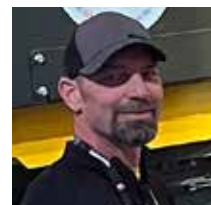
The Cincinnati branch has hired the first intern trainee from Great Oaks Technical School, Bradley Allgeier, who is working and learning alongside our seasoned technicians. Bradley is a senior in the Diesel Mechanics Program at Great Oaks and will graduate later this year.

Perrysburg

Rich Swain was promoted to field service engineer and Dean Moore has moved from the parts department to shop service coordinator in the service department. Jennifer Hubbay, the sales, service and rental coordinator, is taking on more administrative roles.

New hires include Matthew Litigot, field technician and Dan Camp, parts.

Richfield



Rob Blaurock has been promoted from field service coordinator to major accounts product support representative where he ensures that our customers' needs are being met in all aspects of aftersales support.



Jordan Davis, who has been a warehouse associate since August 2022, has been promoted to parts counter support representative in Richfield.

Massillon

Joseph Dragon has been hired as a shop technician in the Massillon branch. Wayne "Andy" Deet has also joined the branch as a PM technician.



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