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Mark Edenfield Inc.

KOMATSU DEPENDABILITY FOUNDATION TO CONSISTENT GROWTH

When Mark Edenfield (back row, center) bought Ervin Hill Sand and Gravel in 2001, his father Bill (right) joked it was Mark's first "real sand box." However, Mark leads sons Grant and Heath (back row, to Mark's left and right), and the rest of the crew, by example with an irrepressible work ethic.



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As I reflect on the Komatsu Market Share Award, and read this issue's list of valued customers employing our equipment across a wide range of applications, I am humbled. There's no question, our dedicated team works hard to serve your businesses as best we can. Because of that, we truly appreciate the relationships that have developed over the years. Please be safe.



Sincerely,

Josh

Josh Stivison
 President

CONTENT

- 4 CUSTOMER SPOTLIGHT
Mark Edenfield Inc.
- 9 PRODUCT SPOTLIGHT
Komatsu's New D39-24 and D39PXi Dozers
- 11 PRODUCT SPOTLIGHT
Komatsu PC170LC-11 Hydraulic Excavator
- 12 COMPANY NEWS
Customer Appreciation Announcement
- 14 MACHINE CONTROL DIVISION
Cavanaugh Building Corporation
- 16 ENVIRONMENTAL DIVISION
Tawa Mulch and Landscape Supply
- 18 PRODUCT SUPPORT
Used Equipment ReMarketing Program
- 19 PAVING DIVISION
Law General Contracting-Xtreme Asphalt
- 22 BRANCH NEWS
Sports Fanatic Roy Enyart Retires



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One of the hallmarks at Mark Edenfield Inc. is getting the most out of every piece of equipment. Heath Edenfield is pictured loading Operator Alan Igoe's Komatsu HM350 haul truck with a 1994 Komatsu PC300LC-5 excavator at Ervin Hill Sand and Gravel in Hillsboro, OH.

Mark Edenfield Inc.

KOMATSU DEPENDABILITY FOUNDATION TO CONSISTENT GROWTH

Mark Edenfield, a Hillsboro, Ohio, contractor, long had a reputation as a Caterpillar man. That changed three years ago, when he found himself short on equipment for a commercial site prep job and ended up renting a Komatsu D61 dozer and WA380 wheel loader from Columbus Equipment Company's Piketon branch. Before long, he purchased both machines, and was well on his way to becoming a Komatsu man.

"With the D61, I knew within an hour that I was going to buy it," Edenfield said. "The performance was way above a Cat. That sold me on it." Edenfield hadn't been happy with how the newer Cats handled, and the Komatsu offered exactly the performance he wanted. "The Cats have a hesitation on the hydrostatic, and that really bugged me," he said. With the Komatsu, there was no such hesitation. Instead, the power transfer was smooth, and Edenfield could tell "the machine was doing what it was supposed to do."

"Mark Edenfield Inc. provides site development services, basement excavations, concrete work, and fuel distribution in roughly a 70- to 80-mile radius of Hillsboro."

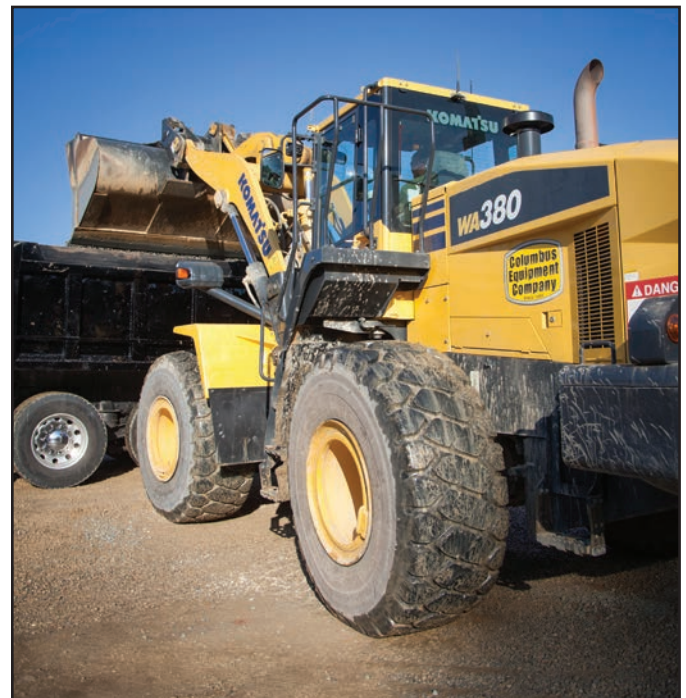
Mark Edenfield; President, Mark Edenfield Inc.

Along with the smooth operation, he liked the comfortable operator's cab, the dozer's stability, and the fuel efficiency the Komatsu offered. It's hard to make a machine-to-machine comparison, because his Cats and Komatsu are different sizes, but "I would say the fuel savings is easily 20 percent on a full-day run."

The wheel loader provides the same smooth performance. "There's no hesitation, the motor doesn't rev, and there is a smooth transition between the motor, transmission, and power to the ground. I have two Cat loaders, and the Komatsu is three times easier on the operator, because there's no high-energy surge to it. There's a lot less

fatigue on the operator," he commented.

Edenfield added more Komatsu units to his fleet last year when he purchased two HM350 haul trucks. He already owned Cat and Volvo articulated trucks, but again he has found the Komatsus provide superior performance. "I really like the way the Komatsus handle the load. And I like the design of the hitch, which is stronger than on the older trucks I own. The 350s have also been low maintenance."



Operator Jason Campbell loads one of Ervin Hill's 75-85 loads per day with a Komatsu WA380 wheel loader.

Yes, there's a pattern here. "I'm kind of switching over to Komatsu, because I've been happy with the service from Columbus Equipment Company and the equipment line," he said.

One person who is excited about seeing more Komatsu equipment is Edenfield's son, Heath, who works as a project manager and foreman for the company, along with his brother Grant. "I've run the Komatsu dozer and I love it. It is a heck of a lot smoother than the Cat, and more powerful. It has a comfortable cab. And



Grant Edenfield with the company's Komatsu D61PX crawler dozer. The machine's performance and fuel efficiency were pivotal in swaying Mark Edenfield's opinion on the brand. Ever since, the combination of Komatsu equipment and Columbus Equipment Company support have been a tough team to beat.

I've run the haul truck, which is also smoother. The cab is a lot more spacious, and you don't beat your brains out like in the Cat 730."

When Heath works as an operator, he typically runs one of the company's Cat excavators, although he's looking to demo a Komatsu excavator in the next year.

"With the D61, I knew within an hour that I was going to buy it. The performance was way above a Cat."

Mark Edenfield; President, Mark Edenfield Inc.

Mark Edenfield Inc. provides site development services, basement excavations, concrete work, and fuel distribution in roughly a 70- to 80-mile radius of Hillsboro, including Columbus and reaching into Indiana, Kentucky and West Virginia. Recent projects have included site work and pads for a new apartment complex in Cincinnati and residential basements in subdivisions around Cincinnati.

Edenfield also owns Ervin Hill Quarry in Hillsboro, and equipment moves between the enterprises as needed. The HM350 haul trucks are primarily used at

the sand and gravel quarry, but they sometimes work on construction sites.

The contractor has enjoyed a long relationship with Columbus Equipment Company's Product Support Rep Ron Bixler and Branch Manager/Sales Rep Chester Gowen, dating back to 1982 when Edenfield purchased a farm in the area and needed someone to clean his ditches. When he couldn't find anyone to do it for him, he purchased a dozer to do the work himself.

"I would say the fuel savings is easily 20 percent on a full-day run."

Mark Edenfield; President, Mark Edenfield Inc.

"Ron and Chester are extremely good people," he said of the two. "I like their attitude and the energy they put into their work. They find out what you need and will take care of you every time. I have also had very good experience with the parts desk in Cincinnati, and the mechanics there are good to deal with."

"Ron and Chester are great guys. They know their stuff. When we have a problem and can't figure it out, they are the first ones we'll call," Heath added.



Ervin Hill Sand and Gravel quarry was originally permitted in 1947. Mark Edenfield bought the business in 2001. The quarry now distributes over 180,000 tons of product per year, using more than 35 International trucks. Edenfield personally works on the vehicles, many times after hours. One Class 8 International has racked up over 3.7 million miles ... and is still going strong.

Edenfield employs his own mechanics, but he counts on Columbus Equipment Company to do the more complicated work for any brands he owns, such as servicing transmissions and engines. "Columbus Equipment's mechanics are highly knowledgeable and do a good job," he noted.

"Ron and Chester are extremely good people. I like their attitude and the energy they put into their work. They find out what you need and will take care of you every time."

Mark Edenfield; President, Mark Edenfield Inc.

With such varied business interests today, it's hard to believe Edenfield's original plan was to simply become a farmer. After he purchased the dozer to clean up his own property, he started moving dirt for neighbors, and then got into excavating. He purchased the quarry in 2001 and added fuel distribution in 2006, diversifying his company bit by bit.

"Since I started, I have been blessed. I've always had plenty of work to do. I credit that to good equipment and doing the job you are hired to do. Once I got started into construction and equipment, it's been a nice long ride," Edenfield said. "I have enjoyed it, and I enjoy having equipment that does what it's supposed to. That's why I started moving to Komatsu equipment."

"Komatsu equipment has helped me grow the company, as well as its profitability."

Mark Edenfield; President, Mark Edenfield Inc.

Investing in reliable, hard-working equipment like Komatsu pays off, he added, sounding like a true Komatsu man. "If equipment works hard and does what it is supposed to, it will make you money. I've had brands that didn't hold up, that I've had to replace every two or three years. They didn't make the company any money. Komatsu equipment has helped me grow the company, as well as its profitability."

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Komatsu's New D39-24 and D39PXi Dozers: THE NEW GUARDIANS OF EARTHMOVING EFFICIENCY



Komatsu's new D39-24 dozers are powerful, efficient and available either as a conventional dozer or with Komatsu's integrated machine control system. A new standard feature on all versions is an automatic reverse grading mode that allows the operator to enable automatic blade control while reversing, a feature that many customers requested.

“The monthly production gains from starting sooner, finishing faster, using less fuel and saving on materials add up quickly.”

Jason Anetsberger, Senior Product Manager, Komatsu America

The D39s are powered by a 105-hp Tier 4 Final engine that increases fuel efficiency by up to 5 percent over previous models without affecting power. The new water-cooled Variable Flow Turbocharger increases durability and engine response. Other enhancements on the D39EX/PX-24 and D39PXi-24 include a new Triple Labyrinth final drive and cover design that provides more protection from mud and debris.

The D39i features Komatsu's intelligent Machine Control (IMC) system that provides automatic dozing from the first pass to the finish pass. The system maintains high dozing productivity by maximizing blade load and

minimizing track slip. In start-to-finish grading tests, iMC is 8 percent more productive in moving material compared to aftermarket machine control systems, with no need to install and remove blade-mounted sensors daily.

“With factory integration and a host of intelligent capabilities, the more owners of the D39PXi-24 run their machines, the more they save,” said Jason Anetsberger, Komatsu senior product manager. “The monthly production gains from starting sooner, finishing faster, using less fuel and saving on materials add up quickly.”

All the D39-24 models are smooth, powerful machines designed for a wide range of applications. “Residential and commercial development, highways, golf courses—the D39EX/PX-24 gets it done on any light-to-medium dozing and fine grading application ... and more,” said Jonathan Tolomeo, Komatsu product manager. The machine is also easy to transport, he added.

Whether purchased, rented, or leased, these machines are covered by Komatsu CARE scheduled maintenance for the first three years or 2,000 hours.

Contact your Columbus Equipment Company sales rep for additional details on the versatile D39EX/PX-24 and D39PXi-24 dozers.





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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 continues to employ state-of-the-art technology. With the recent release of the TB210R and TB216 compact excavators—as well as the rugged, versatile TS80R2 and TS80V2 skid steer loaders and the TL12V2, TL10V2 and TL12R2 track loaders—Takeuchi delivers the most advanced compact equipment available. Visit or call one of our branches today for more information.

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New Komatsu PC170LC-11 Hydraulic Excavator: TECHNOLOGY, POWER ... DRIVE PRODUCTIVITY IMPROVEMENTS



Komatsu's newest PC170LC excavator, the Dash-11, is even more powerful and productive than previous models, offering an advanced power mode that provides up to 6 percent greater productivity. The excavator, equipped with a 121-hp Tier 4 Final engine, offers a total of six work modes to match engine speed and pump flow to different applications.

“This machine has power beyond its size, yet is light enough to be transported on a 40,000-lb. tag trailer. It also has a wide range of versatility.”

Andrew Earing; Product Manager, Komatsu America.

“This machine has power beyond its size, yet is light enough to be transported on a 40,000-lb. tag trailer. From digging basement foundations to larger municipality work, it also has a wide range of versatility,” said

Andrew Earing, product manager for Komatsu America. “Just spend a day with the new PC170LC-11—you’ll be pleasantly surprised by its capability and comfort.”

Some of the enhancements in the new machine include an auto idle and auto idle shutdown system to reduce fuel consumption. Hydraulic pressure loss within the main valve has also been reduced.

Operators will like the cab upgrades that cut noise by 2 decibels, making this one of the quietest cabs in its class. The cab’s monitor has a new split-display mode so operators can see the rear camera view and keep an eye on key machine gauges at the same time.

Daily checks are easier, thanks to centralized checkpoints that provide quick access to the engine oil and filter, and various drain valves. The DEF tank is mounted on the platform and has a sight glass to prevent overfilling.

Whether purchased, leased, or rented, the new PC170 is covered by the Komatsu CARE scheduled maintenance program for three years or 2,000 hours.

To find out more about how the new PC170 can help increase productivity on your jobsite, contact your Columbus Equipment Company sales rep today.

Customer Appreciation Announcement COLUMBUS EQUIPMENT COMPANY NAMED



Columbus Equipment Company was the leading Komatsu construction equipment dealer in the United States in 2016, based on market share. The Komatsu Market Share Award covers sales in major markets—defined as markets in which more than 1,000 pieces of construction equipment are sold annually. Columbus Equipment Company achieved a 27-percent share of the market for new units sold in Ohio in 2016.

Company executives received the award from Komatsu officials during a dealer strategy meeting at ConExpo 2017, in Las Vegas.

“We are very proud of this achievement,” said Josh Stivison, president of Columbus Equipment Company. “It represents a dedicated effort by our sales and support staff. We also owe a huge debt of gratitude to you, our customer. Your patronage is what drove our higher market share.”

The award focuses on construction-size equipment and excludes compact equipment and mining equipment. While Columbus Equipment Company has always sold a large number of Komatsu excavators, a surge in loader and dozer sales has contributed to increased overall market share in recent years. Since the start of the decade, sales of loaders have increased year-over-year as customers have experienced higher degrees of reliability and versatility with Komatsu loaders in applications ranging from mining to waste-handling. “Customers across the board have a high degree of confidence in Komatsu loaders regardless of the application. They trust these loaders are going to do a good job,” said Jeff Richards, general manager.

Crawler dozer sales are also up, thanks in part to Komatsu’s revolutionary intelligent Machine Control (iMC) technology, which allows contractors to perform grading from first cut to finish grading faster, more accurately and more cost-efficiently than a conventional dozer.

“It represents a dedicated effort by our sales and support staff. We also owe a huge debt of gratitude to you, our customer. Your patronage is what drove our higher market share.”

Josh Stivison; President, Columbus Equipment Company

The Market Share Award is ultimately testament to customers’ trust in the ownership experience delivered by a dealership and its equipment brand, and evidence that the dealership’s customer-focused mission is alive and well. Overall, three primary factors contribute to mission success: high quality products, superior product support, and dedicated personnel.

1. **High-Quality Products.** Komatsu is a globally recognized and respected brand, and a proven leader in innovation and technology, as exem-

nt: MED TOP U.S. KOMATSU DISTRIBUTOR



The patronage of Ohio contractors is the driving force behind Columbus Equipment Company's success in Ohio. R. B. Jergens Contractors, Inc. is one such customer. President Bill Jergens (left), pictured in 2015 with Secretary Andrew Jergens taking delivery of a Komatsu PC490LC—their 50th Komatsu excavator since 1972. Every machine sale needs to be earned. No customer relationship is taken for granted.

plified by its industry-changing iMC initiative. Komatsu employs technology to lower the cost of ownership by making equipment that offers unmatched reliability and durability, works smarter, is easier and safer to operate, or is simpler to maintain. Anyone who has used a Komatsu has seen these principles in action. This philosophy is also why Komatsu equipment enjoys high resale value.

The Market Share Award is ultimately testament to customers' trust in the ownership experience delivered by a dealership and its equipment brand.

2. **Superior Product Support.** Even with the best equipment, you will only get the most out of it with good support. Columbus Equipment Company has been *Ohio's Dependable Dealer* since 1952, and customers know they can count on best-in-class equipment and region-leading

support, no matter what. With 10 branches across Ohio, field technicians who cover the entire region, options for onsite preventative maintenance, and readily-available parts, all your service needs—and some you haven't experienced yet—are covered.

3. **Dedicated Personnel.** Much of the credit for the Market Share Award goes to one of the most experienced and dedicated sales staffs around. Enduring customer relationships have resulted, with unusual levels of customer trust. The company's support and administrative personnel play an equally important role. The entire Columbus Equipment Company team works hard to ensure, and is fully invested in, our customers' success. Bill Early's founding philosophy of "a fair deal every time" is still alive and well. This ingrained standard is present in every new hand shaken, and every deal made.

Awards are certainly validating. However, partnering with customers and experiencing mutual success across decades is what has driven Columbus Equipment Company in the past, and will continue to do so in future.

Cavanaugh Building Corporation: iMC REMOVES GUESSWORK, INEFFIC



Cavanaugh Building Corporation is a family-owned company tracing its roots to 1929. President Brian Cavanaugh (pictured above) is the fourth generation to run the company. The Northeastern Ohio company employs 50 to 100 people.

How much does it cost when you overdig a project? Brady Jarvis, a project manager with Cavanaugh Building Corporation, keeps a number in mind to figure the cost for overdigging a bioretention basin or swale. Bioretention ponds must be covered with a layer of bioretention media that costs \$45 per cubic yard. If a

“The 360i knows where to dig, and tells you exactly when you’re at grade.”

Brady Jarvis, Project Manager
Cavanaugh Building Corporation

pond is dug below grade and the contractor has to use extra media to get to the correct grade, that cost can add up fast. “The more you overdig, the more it costs,” he said.

Today, Jarvis is less concerned about overdigging since Akron-based Cavanaugh acquired a Komatsu PC360i intelligent Machine Control excavator. The excavator is being used on a job for Geauga County’s parks district that includes constructing five bioretention swales, and Jarvis has been highly impressed with the machine’s accuracy and efficiency. Once the project details are loaded in the excavator, “the 360i

knows where to dig, and tells you exactly when you’re at grade,” he said.

“The excavator is so efficient you don’t need a GPS dozer following it as much. The excavator can dig to grade and, if needed, the dozer can just come in at the end and dress it up.” Before getting the PC360i, he had a GPS dozer following a trackhoe all day long, but now that dozer is available for other projects at the site 60 to 70 percent of the time, he added.

The company has used a Trimble system on its Cat and Deere dozers for several years. “We expected a significant learning curve as operators learned to use the Komatsu system, and in integrating the Komatsu with his Trimble systems but it hasn’t been a big deal,” Jarvis said.

“The PC360i replaced a Cat excavator using a Trimble system, and it has been a significant improvement. We bought our first excavator GPS System over 12 years ago,” he said of the Cat “and it didn’t work out as well as we thought it would.” For example, “we have to recalibrate the Trimble every time we use it,” unlike the iMC system. Setting up the pods and receivers took a good quarter hour each morning—another chore the integrated Komatsu system eliminates.

“The display on the Komatsu is surprisingly big, and it’s easy to keep up with where the machine is,” Jarvis said. “Production is really good. I thought it would

EFFICIENCY AND OVERHEAD



The company's Komatsu PC360LCi showed its prowess on the Geauga Park District, 74-acre Hyde Kaplan Park project. Operator Mike Lewis estimated a 25-30% time savings on the project, including the creation of five bioretention swales (pictured).

slow down when it runs the semiautomatics."

Cavanaugh is a family-owned company that traces its roots to 1929. Cavanaugh works in Northeast Ohio and employs 50 to 100 people, including union carpenters, operators and laborers, said Brian Cavanaugh, president,

"The PC360i replaced a Cat excavator using a Trimble system, and it has been a significant improvement."

Brady Jarvis, Project Manager
Cavanaugh Building Corporation

and fourth generation to run the company. The company's scope of work has included the University of Akron Soccer Complex; Akron Water Department projects; numerous Metro Parks jobs and large, site-development projects.

The contractor has been a Columbus Equipment Company customer for 15 years and has also purchased a Komatsu PC210LC, PC88MR and two HM300 haul trucks in the past few years. "We've had no major issues with them, and parts are available when we need them," Jarvis said.

Nate Koerper and Mike Fenster, machine control specialists with Columbus Equipment Company, have been very helpful in providing training and support for the iMC excavator, Jarvis added. "Nate and Mike have been available regardless the time of day or night."



Operator Mike Lewis, comfortable operating at a new level of precision.

Jarvis tracks production, and just a few months experience with the PC360i shows costs are lower. Part of that is reduced labor, but the benefits of getting it right the first time and not overdigging factor in as well. "Not overdigging has been a significant benefit," he said.

Tawa Mulch and Landscape Supply: MORBARK 3400XT REVOLUTI



Eric Kuhlman of Tawa Mulch and Landscape Supply is a happy man. Not just because the company will process around 125,000 yards of material this year, but because he has the support of great employees and a loving wife and family. Eric and his employees are also no longer away from their families grinding until 2 o'clock in the morning, thanks to engineering improvements built into Morbark's new 3400XT.

When mulch company owner Eric Kuhlman and Environmental Division sales representative Jesse Garber approached Morbark, LLC last winter about making some changes to the 3800 Wood Hog, they found out that great minds really do think alike. Morbark was ready to introduce an upgraded version—the 3400XT—that was the more powerful, yet more mobile, just as Kuhlman had envisioned. He purchased the machine without even demoing it.

“We’ve had as high as 550 yards an hour regrind with 2” screens with the 3400XT, which is unheard of for a 765 horse. The production numbers are mind-boggling.”

Eric Kuhlman; Owner, Tawa Mulch and Landscape Supply

Kuhlman owns Tawa Mulch and Landscape Supply in Findlay. Since 2011, he’d been using a Morbark 3800, and before that he had hired a company that used a Vermeer 6000 to do his grinding. His business

provides grinding services for municipalities, and the 3800 was “too big for mobilization,” he said. He wanted a grinder on tracks, and he wanted more horsepower and a bigger mill.



The 3400 matched all those specifications. It is on tracks. It has a 765-hp engine, versus a 700-hp engine in his 3800. It has a bigger mill and bigger feed rollers for increased production. It also has more room between the mill and the engine, making it easier to change screens. (The 3400 can also be a stationary or trailer model, with engine sizes from 540 to 800 hp.)

Despite delivering on all those power and performance fronts, the 3400 is only 8-foot-4-inches wide, making it legal for transport at any time, unlike the 3800 that can only be transported during daylight hours.

“It’s a big risk to buy a piece of equipment without seeing it run or having any history behind it at all,”

ONIZES THE PLAYING FIELD

Kuhlman said. "I'm glad I took the risk. The machine has exceeded expectations all around."

Production has been higher than he expected. Depending upon the product and screen size, production can double what the comparable size Vermeer 6000 can do. He had expected to regrind 250 to 300 yards an hour, but "we've had as high as 550 yards an hour

While the 3400 consumes about the same amount of fuel per hour as other grinders, the higher production results in lower fuel costs per yard.

Having the machine on tracks has increased mobility and agility both off-site and at his own yard. He also likes the new larger, sloped infeed that improves visibility for operators, and the Morbark Integrated Control System,



As material flies off the conveyor (second right), Kuhlman observes "our production is a lot higher, and our bottom line has improved. When we go on our municipality brush grinding, we're getting in and getting out. We're able to keep jobs moving, and keep cash flow rotating."

regrind with 2" screens with the 3400XT, which is unheard of for a 765 horse. The production numbers are mind-boggling." In fact, production is so high that on most jobs he brings two pieces of equipment to feed

"I took a lot of comfort in knowing I was dealing with Jesse Garber, who understands the mulch business, We'd definitely recommend Columbus Equipment Company to anybody."

Eric Kuhlman; Owner, Tawa Mulch and Landscape Supply

the grinder, a Komatsu PC200 excavator and a loader. With previous grinders, he only used one feeder.

The faster production also helps fuel efficiency.

which tracks data such as grind time versus idle time.

Kuhlman estimates Tawa Mulch will grind about 125,000 yards of material this year, resulting in 80,000 yards of regrind—his main business. Tawa provides municipalities with grinding services and sells mulch in quantities from 1/2 yard to a 72-yard semi load. Customers range from large landscaping supply yards to individual homeowners. With the new Morbark and the McCloskey stackers he bought previously, "we can take on new, bigger customers," Kuhlman noted.

Kuhlman purchased the machine without even trying it because he has had good experience with Morbark and Columbus Equipment Company. "I've run Vermeer, Bandit, and the Morbark 3800. Morbark has always surpassed the production of other manufacturers," he said. "I also took a lot of comfort in knowing I was dealing with Jesse Garber, who understands the mulch business, We'd definitely recommend Columbus Equipment Company to anybody."



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Every machine is subject to a 5- to 8-hour field inspection to evaluate it against Komatsu's high performance standards, and is certified using the ranking system below. Our technicians perform complete diagnostic testing, make any necessary repairs and any requested customizations to meet your needs. Financing options and maintenance/warranty programs are also available.

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

Call your local representative today for the Komatsu ReMarketing certified machine that best fits your needs ... and budget.

Law General Contracting-Xtreme Asphalt TEAM APPROACH RESULTS IN PAVING



Law General Contracting-Xtreme Asphalt's Roadtec RP-175e paver has enabled the company to expand the paving services it offers. Pictured above on a 500-ton, two-day project at Denison University in Tree City USA Granville, OH, the RP-175e is known for being mechanically simple, technologically advanced, and easy to operate.

Since acquiring Xtreme Asphalt about three years ago, Law General Contracting-Xtreme Asphalt has taken on a variety of projects around the state that include paving. To ensure capacity for larger projects, the company purchased a Roadtec RP-175e paver from Columbus Equipment Company last year.

“The relationship between Law Contracting and Columbus Equipment Company goes back at least 15 years.”

Chad McKenzie, COO
Law General Contracting-Xtreme Asphalt

St. Louisville, Ohio-based Law has been a general contractor for 25 years, specializing in earthwork, site development, and underground utility relocation or installation. With the paving arm, Law now also

does parking lots, driveways, bike and walking paths, and bridge overpasses. “The two sides of the business complement each other, and lots of contracting projects also include paving,” said Chad McKenzie, COO.

The 8-foot Roadtec is the largest paver the company owns, and having it allows the company to take on larger roadway projects and big commercial parking lots. “The Roadtec allowed us to relieve pressure on an older paver, plus it gives us a better finished product,” McKenzie said.

The company likes how the RP-175e operates. While the paver has a lot of features and the control panel can, at first, be intimidating ... the technology is simple and easy to use, said Scott Vierstra, foreman. The ground crew can control everything to do with the mat—such as the grade slope, crown, or inversion—with a digital device, which also lets them monitor and regulate the temperature of the screed.

“It’s a very smooth machine, and operators love it,” he added. The chair swings out so the operator has a good view of what is running alongside and what’s happening with the trucks ahead. “It tracks very well and doesn’t veer off. You can hug around corners and

Asphalt: Moving to a Higher Standard

hammerheads, as needed.”

Support has been very good, Vierstra said. The Roadtec telematics system allows Columbus Equipment Company paving support specialist Craig Hull to diagnose

off for it,” he said.

The relationship between Law Contracting and Columbus Equipment Company goes back at least 15 years, McKenzie said. “Tom Law has dealt with Josh,



(Left) Consistent, high-quality mat. (Second left) The RP-175e is highly maneuverable due to the unit’s rubber track system. (Second right) Law General Contracting-Xtreme Asphalt’s Foreman Scott Vierstra, Operator Paul Roux and Screwguy Tom Finlay. (Right) Scott Vierstra and Rollerman Chris Robison work on Sunset Hill, on the Denison University campus in Licking County.

some problems remotely, and when necessary, “Craig comes right out to assess the situation. Anytime we need something, he gets right on it.”

“Columbus Equipment has some tremendous people who are great to deal with. They respond very professionally, and in a timely manner.”

Chad McKenzie, COO
Law General Contracting-Xtreme Asphalt

There were a few issues with the paver in the beginning, which McKenzie referred to as “hiccups.” “We got them worked out side by side with Columbus Equipment Company. We are learning, and are better

and his father before him, for a long time.” Over the years, the company has purchased a variety of equipment from the Columbus branch, including Komatsu excavators and loaders.

“We have also rented a variety of items and tried them out,” he added. “They typically go out of their way to help us. For rental equipment, I can call them and they are Johnny on the spot. If I call at 10 a.m. and say I need equipment by 2 p.m., they do it. They do what they can to make sure you are accommodated. Columbus Equipment has some tremendous people who are great to deal with. They respond very professionally, and in a timely manner.”

Law Contracting wasn’t familiar with the Roadtec brand when it started looking for a new paver, but officials trusted Columbus Equipment Company enough to try one. “Josh Stivison stood behind the Roadtec, and we trust his advice and (Columbus Equipment Company sales representative) Rob Reynolds’ advice,” McKenzie said. “We are very happy with the Roadtec, and expect to get 20 years of longevity out of it.”

Columbus Branch Celebrates SPORTS FANATIC ROY ENYART'S 35-YEAR SERVICE



Corporate



Roy Enyart (pictured left) retired in June after 35 years with Columbus Equipment Company's Columbus branch. He worked in a variety of product support roles over the years, from yardman to customer support representative.

Roy is an avid softball player and played on the Columbus Equipment Company team. He also referees football, something

he will continue to do while retired.

Roy and his wife, who also recently retired, have three children and a bevy of grandkids. Roy plans to spend retirement grilling and watching the grandkids compete in sports, so his co-workers gave him a grill for his home, and a portable grill to take to games.

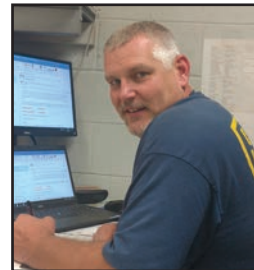
Richfield Branch



Sam Alderman has been promoted to Parts Manager at the Richfield branch. Sam has worked a variety of jobs in the heavy equipment parts segment, most recently as a counter service rep in Painesville. Earlier in his career, he was assistant parts manager in Richfield.

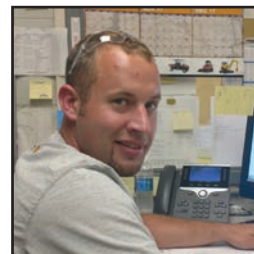
"Sam's experience, attention to detail, and organizational skills will enable him to be an excellent asset for our customers," said Jeff Badner, Richfield Branch Manager.

Cadiz Branch



Jamie McAfee has been promoted to Service Manager at the Cadiz branch. Previously, he was shop foreman and a PM technician at the branch. He came to Columbus Equipment Company from the Walmart Distribution Center, and he gained customer service experience by running a sporting goods store in Canton for several years.

Jamie, his wife and their two teenagers have a small hobby farm and his daughter raises show cattle.



Don Norris is the new Field Service Coordinator for the Cadiz branch. Previously, he worked for NAPA Auto Parts, where he focused on parts and hydraulics management.

A native of the Cadiz area, he is the father of two young children.

Upcoming Events

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