



WINTER 2019



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While the weather outside may be frightful, we hope 2019 is off to safe and healthy start. In this issue of *Connection*, visit with customers who find Komatsu equipment's value proposition compelling, as well as those who enjoy state-of-the-art performance from diverse and specialized products—FAE and Link-Belt. This issue's Komatsu iMC tip also shows how easy it is to get started with the technology. **So, throw another log on the fire, sit back ... and enjoy!**



Sincerely,

Josh

Josh Stivison
President

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G&J Paving has benefitted from its ability to retain long-term employees. Operator Carl Lowry (left) helped open up the original pit—with two-wheel loaders—at the company's Seney Road quarry in 1963. Pictured with Project Manager Mike Jordan (right), Carl's 56 years of operating experience help keep the asphalt-making process running smoothly. Bravo Carl!

G&J Paving Inc.: HIGH STANDARDS, HIGH EXPECTATIONS, HIGH ON KOMATSU

G&J Paving Inc. has a reputation for doing quality work and getting projects done in a timely manner. Those high standards of customer service also come into play when the company is in the market for construction equipment.

About a year ago, for instance, the company purchased equipment so that crews could perform their own curbing work rather than need to call in a subcontractor. It's hard to know exactly when to schedule a curbing contractor so there's no delay on the job, said Mike Jordan of G&J. "With the right equipment in house, we can get the job done faster because we can do the curbing as soon as the project calls for it. It's all about delivering quality work in a timely manner for the customer."

"It's all about delivering
quality work in a timely
manner for the customer."

Mike Jordan; Estimator and Project Manager, G&J Paving Inc.

Jordan is an estimator and project manager for Chillicothe-based G&J, which is owned by his brother and sister-in-law, Chad and Tara Jordan. The company does paving and excavation, owns an asphalt plant, and mines and sells gravel. Clients include commercial developers, municipalities and ODOT.

"A typical project involves 500 to 600 tons of asphalt. We do the grading before applying the asphalt and the striping when we're finished," Jordan said. Roadwork includes both new roads and repaving projects. The company has been repaving streets in the City of Chillicothe for the past three years, and before that G&J repaved 30 roads in Ross County.

The company started when Chad Jordan began doing small jobs such as driveways. "Chad started in 1996 with two pieces of equipment—a tiny paver and roller," Mike said. "The next year, he got a little bigger paver, and it has just taken off and grown from there."

In the last several years, G&J has made significant investments in Komatsu equipment from Columbus Equipment Company. The reason the company chose Komatsu can be traced to G&J's purchase of its asphalt plant. As part of the purchase, G&J acquired

two older Komatsu wheel loaders that were used at the plant. "We bought a new JCB loader, and discovered both of the high-hour Komatsus were better than the new loader," Jordan said. "That's when we realized Komatsu made better products and bought a new WA230-7 Komatsu loader."

Employees use the wheel loader to feed the gravel and asphalt plants and to load gravel trucks. "We've had the Komatsu loader for about three years, and it's performing great. We keep up with the little bit of maintenance we have to do and we haven't had any problems," Jordan said. "The other loader we used



Komatsu's D51PXi is currently building a reputation as a precise and prolific earth mover. That's not to say it isn't also versatile and brawny when needed by Operator Fred Woodruff.

wasn't as powerful, or as fast. We're really happy with the power and the speed of the WA320."

The wheel loader experience led to further purchases of Komatsu equipment. "We had so much success with the three loaders we've had, we wanted to try the Komatsu dozers," he said. G&J purchased a D61EX-12 and later a D39PX-21. The larger dozer is used to



The G&J Paving plant produces around 70,000 tons/year, with 90% of that production being channelled internally, onto company projects. Recent maintenance upgrades mean the plant can now run throughout the winter, as long as the materials remain unfrozen.

make cuts in the gravel pit, and the smaller one is used by the excavation crew.

The story behind the company’s purchase of PC210LC-10 and PC300LC-7 excavators is the same—with G&J’s Komatsu equipment performing so well, it made sense to check out Komatsu excavators. The PC300 is used in the gravel pit and to load trucks hauling gravel to the plant. The excavation crew uses the PC210.

“We have not had any issues with any of our Komatsu equipment,” Jordan noted. “We also have a really good relationship with Columbus Equipment Company, and that makes things easy. Ron Bixler is

“We bought a new JCB loader, and discovered both of the high-hour Komatsus were better than the new loader.”

Mike Jordan; Estimator and Project Manager, G&J Paving Inc.

our PSR, and if we need to buy a piece of equipment or rent something, even if it’s not readily available, he always seems to find it for us.”

Recently, for example, G&J called Bixler looking for tracks for an excavator. “I made some phone calls and was able to get them in a few hours,” Bixler said.

Parts and repair service from the Piketon branch are excellent, too, Jordan said. “The parts desk is great about getting parts for us, and they’ll even stop



in to see what we need. Turnaround is quick when we order something.”

G&J has a staff mechanic, but the company will bring in a technician from Columbus Equipment



WA320 Operator Carl Lowry (left) keeps a hungry G&J Paving plant fed with gravel, sand and RAP. The gravel dryer sucks up 3,000 gallons of used motor oil/day, burning at over 1,000°. Ultimately, around 1,200 tons of HMA (right) head into the 10"-thick tower—at around 380°—every day.

Company to handle work their mechanic can't take on. "Sometimes they even work on equipment we didn't buy at Columbus Equipment," Jordan said.

G&J also purchased a Kubota KX080 excavator from Columbus Equipment Company that's used for tasks such as digging out trenches. "It's small enough to get anywhere but big enough to handle a bigger bucket, so it's used a lot," Jordan said.

"We have not had any issues with any of our Komatsu equipment. We also have a really good relationship with Columbus Equipment Company."

Mike Jordan; Estimator and Project Manager, G&J Paving Inc.

Family ties run deep at G&J. Tara's sister, Tisha Bradford, runs the office, and Chad and Mike's dad Larry, a retired school teacher and basketball coach, does the striping.

"I feel we are the best paving company in southern Ohio," Mike said. "A big part of that is the fact that the owner, Chad, is on the job every day. He doesn't ask the guys to do anything he won't do. If something's not right, he goes back and fixes it before he leaves the

project. We like to get in, get it done, and move on to the next job."

Quality equipment plays a role, too. "We have very good equipment. We keep it clean. When we get on a

"I feel we are the best paving company in southern Ohio. A big part of that is the fact that the owner, Chad, is on the job every day."

Mike Jordan; Estimator and Project Manager, G&J Paving Inc.

job site we don't look like a paving company. There's no asphalt hanging off our equipment, and that shows we take care of things," he added.

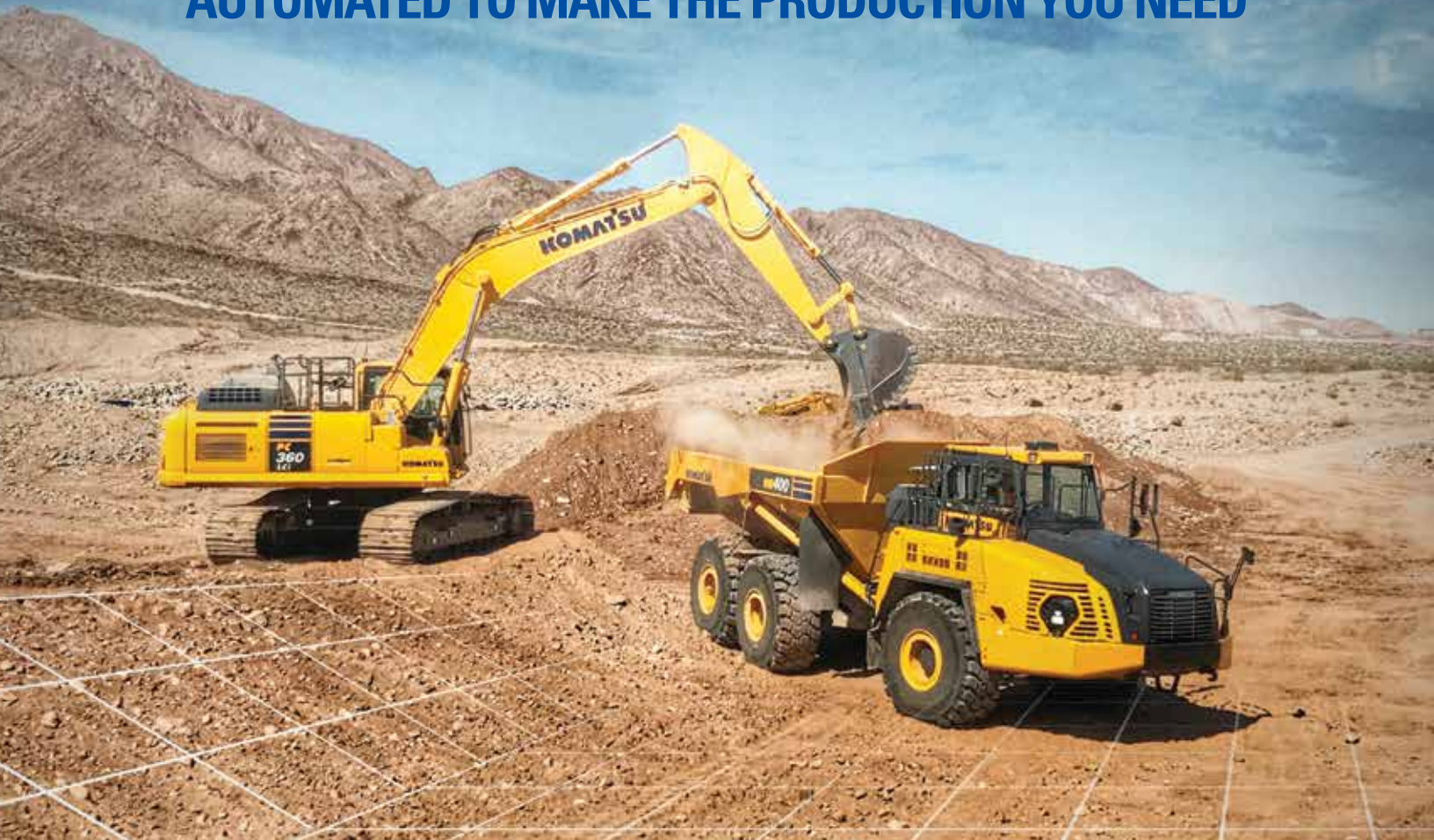
Not every company gets to perform a side-by-side comparison of equipment. G&J did it unintentionally when it used a competing wheel loader alongside older Komatsu loaders. The company's purchase history since then indicates the value and dependability G&J has found in Komatsu equipment for getting the job done.

Visit columbusequipment.com/news/videos for additional video coverage on G&J Paving Inc. Komatsu's experience. ▶

SMARTCONSTRUCTION

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Want to make your next machine acquisition really count? Komatsu's lineup of automated excavators, including the all-new PC360LCi-11 and PC490LCi-11 feature a revolutionary, factory integrated, machine control system. The exclusive intelligent Machine Control technology lets operators focus on moving materials efficiently, without worrying about digging too deep or damaging the target surface. Contact your Komatsu distributor to learn how you can hit pay dirt today with Komatsu innovation.

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New Komatsu PC390LCi-11 Hydraulic Excavator: FEATURE-RICH, iMC PERFORMANCE IN THE 36-TON CLASS



Komatsu has introduced an intelligent Machine Control (iMC) excavator in the 36-ton class, giving contractors another size option for an excavator with fully-integrated machine control. The PC390LCi-11 combines accuracy, nimbleness and speed with stability, making it an excellent machine for a variety of applications.

“Whether it’s production excavating, utility trenching, site prep or any application where greater over-the-side lift capacity is required, this could well be the machine

The PC390LCi-11 combines accuracy, nimbleness and speed with stability, making it an excellent machine for a variety of applications.

operators fight over on the jobsite,” said Renee Kafka, product specialist with Komatsu America.

The PC390i has the machine-control joystick that Komatsu first introduced on the PC210i last year. This joystick allows operators to quickly switch between semi-automatic and manual modes and to operate the design surface, offset function from the control lever.

As with Komatsu iMC dozers, this machine uses 3D design data loaded into the monitor to accurately display the machine’s position relative to the target grade and to limit over excavation. Other machine features also

limit over excavation, eliminating the need to go back and fill low spots.

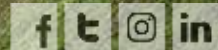
Features include:

- **Auto Stop Control**, which stops the work equipment when the bucket edge reaches the design surface.
- **Minimum Distance Control**, in which the machine controls the bucket by automatically selecting the point on the bucket that’s closest to the target surface.
- **Facing Angle Compass**, which shows the operator the facing angle relative to the target surface so the bucket edge can be accurately positioned square with the target surface.

The PC390i has a 257-hp Tier 4 Final engine and is equipped with KOMTRAX technology that lets the operator monitor machine data such as fuel and DEF levels, location, and maintenance alerts.

If you’ve been waiting for an intelligent excavator in the 36-ton class, now is the time to contact your Columbus Equipment Company sales rep for details on how the new PC390i can add efficiency to your job site.





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New Komatsu WA200-8 Wheel Loader: FEATURES COMFORT AND IMPROVED-PRODUCTIVITY UPGRADES



The new Komatsu WA200-8 offers better fuel economy and improved operator comfort compared with previous models while providing high production.

The lower fuel consumption results from the machine's 126-hp Tier 4 Final engine. Komatsu says the machine uses four percent less fuel in V-cycle and load-and-carry applications. The Auto Idle Shutdown function also adds to fuel economy.

The machine also received “a massive upgrade in operator comfort” including a new, more comfortable high-back, heated seat that softens machine vibrations.

The machine also received “a massive upgrade in operator comfort,” according to Frank Nyquist, product manager with Komatsu America. Upgrades include a new, more comfortable high-back, heated seat that softens machine vibrations so operators can work for longer stretches of time. Other comfort and productivity features include a standard rearview monitor, 7-inch color monitor, and an audio jack and 12-volt ports.

Komatsu has also added a quick, change-on-the-fly coupler that “lets you move from moving bales to loading pallets to cleaning out feedlots or pushing into a pile with ease,” Nyquist noted.

With the WA200's parallel-lift linkage and high breakout force, it's versatile enough to handle any application from pallet handling to hard digging. The console now has a knob that allows the operator to easily control creep mode in first gear and to dial in a travel speed—from 1 to 8 mph. This feature is especially useful for running attachments such as brooms.

Ease-of-service features include a swing-out, hydraulically-driven cooling fan with wider fin spacing and auto-reverse for ease of cleaning. Gull-wing engine doors provide quick access to daily check points.

Like all Tier 4 Komatsu machines, the WA200-8 comes with Komatsu CARE, which covers scheduled factory maintenance for the first three years or 2,000 hours and is available whether the machine is purchased, leased or rented.

Ask your Columbus Equipment Company representative for details about the new, versatile WA200-8 today.



SMARTCONSTRUCTION DIVISION

RT Vernal Paving & Excavating: Geared Up For Future Growth with iMC

When Rick “RT” Vernal III saw Komatsu’s fully-integrated, intelligent Machine Control (iMC) dozers at ConExpo in 2017, he was intrigued.

KOMATSU



Vernal’s development of the 20-acre, John Kufleitner Chrysler Jeep Dodge site will require the movement of roughly 100,000 cu. yds. of dirt, with an expected completion date of summer 2019. The project encompasses buildings, parking areas, and retention ponds.

When Rick “RT” Vernal III saw Komatsu’s fully-integrated, intelligent Machine Control (iMC) dozers at ConExpo in 2017, he was intrigued. He asked Columbus Equipment Company to let his North Lima-based company, RT Vernal Paving & Excavating, demo a machine for a week.

“I put the Komatsu i-machine toe-to-toe with another dozer, a different brand, and the operators preferred the Komatsu,” Vernal said.

Since that demo, his company has purchased two D61i dozers and two D39i dozers. “The i-machines are excellent dozers that bring efficiency and versatility to the jobsite,” observed Vernal, vice president of the company his parents founded.

Previously, the company ran dozers equipped with aftermarket, machine-grade-control systems, and having the fully-integrated machine control

“I put the Komatsu i-machine toe-to-toe with another dozer, a different brand, and the operators preferred the Komatsu.”

Rick Vernal III, Owner
RT Vernal Paving & Excavating

SMARTCONSTRUCTION

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



RT Vernal III (left) pictured with Operator Donny Wellman onsite on Market Street, in Youngstown, Ohio. Donny has 44 years operating experience, and 33 with RT Vernal Paving & Excavating. Of his experience with iMC, Donny explains “It keeps you on grade. You can see curb lines, buildings ... everything. I may be old school ... but I really like it.”

offers several advantages, he said. “Previously we had four briefcases full of stuff and a big mast on the blade we had to set up every morning. Now all you need is a thumb drive and a little laptop case.”

The fully-integrated machine control performs better, too. “It just seems the fact that it’s integrated into the system results in a better response time. The sensors on the lift cylinders are more in tune with the machine,” he said.

Whatever the case, the bottom-line benefit is increased efficiency on the job. Once the 3D project model is put into the machine “we essentially have a blueprint on the machine, so we’ve got efficiency without a surveyor or a guy shooting grade,” Vernal said. “The operators have the grade at their fingertips, they know

exactly where they are at all times, they know the orientation of the project.”

And with the i-machine, if there’s a problem he makes one call to find a solution. “Before [with an aftermarket system], you didn’t know if the bug was in the hydraulics on the dozer or in the grade-control system. Now, it’s one system serviced by one company. When we have issues, I just call Columbus Equipment and they can tap into the system remotely. Sometimes it’s a little thing a service tech doesn’t need to come out for, and it’s fixed in the course of a phone call.”

RT Vernal’s excavation division has used the Komatsu dozers on major earthmoving and utility projects, and for building pad prep.

One project involved preparing a site for a


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



The Kufleitner project involves grading approx. 24,000 tons of aggregate base over a 55,000 square yard parking lot, approx. 4,000 feet of storm sewer, 2,000 feet of sanitary sewer and 1,600 feet of waterline. The Komatsu D61PXi handles it all in picture-perfect stride.

new car dealership. “The site had a couple of hundred-thousand-yard cut-and-fill to get on grade. We were removing the back half of the property down 8 or 9 feet and bringing it to the front of the property. We used the D61s to hog out the dirt and the D39s in the front were receiving the dirt, fine grading it out and compacting it for a future parking lot,” Vernal explained.

The dozers also finish-graded aggregate for the parking lot. “We find waste on aggregate is much less, because there are no low areas on the grading or high

“The operators have the grade at their fingertips, they know exactly where they are at all times.”

Rick Vernal III; Owner, RT Vernal Paving & Excavating

spots on the aggregate. We can be much more precise on our dirt and stone grade.”

Even if you ignore the iMC system, the D61i is a particularly impressive dozer, he added. “The D61 is an all-around well-balanced machine. It has the power to really hog out dirt at bulk level, but at the same time to finish or fine grade. It’s not bulky, and is very nimble for both kinds of work. It’s hard to find that on a bigger dozer.”

The company was a Komatsu user in the past, and the i-machines have helped reintroduce him to the brand, Vernal said. “Columbus Equipment’s sales staff has been reintroducing us to the line, and Tim Kresowaty [sales rep at the Richfield branch] has been very helpful in letting us know what they have, the different sizes and what they can do.”

Vernal’s dozers are covered by Komatsu CARE, and Columbus Equipment Company technicians have been accommodating about scheduling service during off hours or when the machines aren’t being used, he said.

“The sales, service and support staff at Columbus Equipment all work together, and that makes every-

“We find waste on aggregate is much less, because there are no low areas on the grading or high spots on the aggregate.”

Rick Vernal III; Owner, RT Vernal Paving & Excavating

thing easy for me. With the integrated machines, whether I need support on the technology or the machine itself, it’s nice to have just one person and one company to call,” Vernal said.

Since Rick and Jody Vernal started as paving contractors in 1975, RT Vernal Paving & Excavation has made a series of smart purchases to enable expansion. In 1985, the company acquired an excavation contractor, and in 1994, it built an asphalt batch plant to supply its growing role in paving and site preparation in northeastern Ohio and western Pennsylvania. Embracing Komatsu’s iMC equipment and the efficiency it brings appears to be another smart move in fueling the company’s growth trajectory.

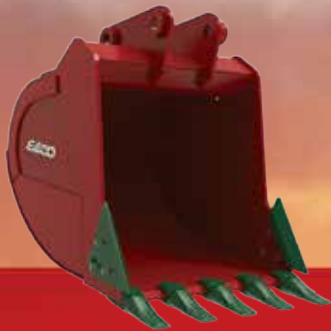
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Komatsu iMC Operator Tips: EXCAVATOR BUCKET-EXCHANGE AND VERTICAL-OFFSET PRESETS



A new software update for Komatsu iMC excavators includes user enhancements to help you customize the machine for the jobsite. These features will speed up some routine operations, specifically excavator bucket exchanges and vertical offsets.

different tasks that require different offsets, he can reset the offsets for the new situation. Previously operators had to dial in offsets in increments of 1/10 of a foot every time they needed an offset, so the new presets will be far more time efficient.



- Bucket Exchanges:** When the software is installed, you'll find a shortcut button on the main screen allowing the operator to let the machine know when the bucket is changed. This shortcut button provides a quick and easy way to retrieve stored information on calibrated buckets. Previously, the operator had to go through multiple screens to access the calibration information on different buckets.



- Vertical Offsets:** The software update also includes preset buttons for vertical offsets. Operators will be able to preset three offsets on the main touchscreen. Mike Fenster, Columbus Equipment Company's SMARTConstruction Division manager, compares the buttons to radio presets. When the operator moves to

"This cycle of software modifications is just one example of how Komatsu listens to customer feedback and responds by incorporating into system upgrades," noted Fenster.

The software update is free for all models of intelligent Machine Control excavators—PC210LCi, PC290LCi, PC360LCi, PC390LCi or PC490LCi. Contact the SMARTConstruction office at (614) 802-7099 about getting the free update, or to schedule an iMC demonstration. Additional Komatsu iMC Kwick Tips can be found under the SMARTConstruction playlist on Komatsu America's YouTube channel at: <https://www.youtube.com/user/KomatsuAmerica>.

ENVIRONMENTAL DIVISION

FAE MTM 225 Multi-Purpose Head: THE COST-EFFECTIVE, SWISS ARMY KNIFE OF ROAD P



Experience is the name of the game when Superintendent Ron Sherer and Operator Trent Taylor—30- and 25-year veterans respectively—take to the road. Pictured approaching the intersection of CR6 and CR25, south of Glenmont, OH, the Holmes County Highway Department is responsible for 250 miles of two-lane roads in the county.

The Holmes County Highway Department has found an unusual, cost-effective and efficient way to grind up roads for repair. Instead of investing in a large, expensive, difficult-to-move milling machine, the county purchased an FAE MTM 225 multi-task head from Columbus Equipment Company.

The FAE 225 multi-purpose machine works as a rock shredder, stone crusher, asphalt shredder and soil stabilizer ... all in one compact attachment.

“We wanted something that was versatile and affordable. The FAE was extremely heavy-duty and it would do everything we wanted. It offered good value.”

Ron Sherer, Garage Superintendent
Holmes County Highway Department

Holmes County, home to one of the largest Amish communities around, is largely rural, traversed by 250 miles of two-lane county roads. Like all roads in Ohio, these roads are subject to freeze-thaw damage, and they also suffer from traffic—both from heavy industrial trucks and from steel-wheeled buggies and horseshoes.

“We wanted something that was versatile and affordable. The FAE was extremely heavy-duty and it would do everything we wanted. It offered good value,” said Ron Sherer, garage superintendent for the engineer’s office.

“We were looking for something that was easily transported,” added Holmes County Engineer Christopher Young. “We needed something that would do full-depth grinding, and we travel a lot from one road to another. We might grind a couple hundred feet, then go up the road a way.”

The county uses the FAE attachment on a tractor. When the operator finishes grinding one section of the road for reclamation, he lifts the attachment and drives to the next damaged section.

The head can grind to 16 inches and pulverizes the material to less than three-quarters of an inch. It grinds as well as a milling machine, Young noted. With FAE’s unique design, the rotor penetrates the ground while the attachment’s body remains on the surface, resulting in lower fuel consumption and faster operating speeds.

In addition to saving money by purchasing the MTM 225 head instead of a large, one-purpose milling machine, the county is also increasing efficiency by using smaller road crews with the FAE. “Before purchasing the FAE head, a road repair crew typically

REHABILITATION



The department's 13,448-lb. FAE MTM 225 is a versatile, all-in-one soil stabilizer, rock shredder, stone crusher and asphalt shredder. The 225 grinds to 16" and pulverizes to less than $\frac{3}{4}$ ", grinding as well as a milling machine, according to department engineer, Christopher Young. The reclaimer offers a variable shredding chamber requiring tractors between 240 and 360 HP.

had at least five people. Basically, we would shut the road down and get a backhoe or trackhoe to dig it up. We needed an operator, a couple of truck drivers and laborers," Young said. "Now we use a three-man crew and can assign the other workers to other projects."

"Before purchasing the FAE head, a road repair crew typically had at least five people. Now we use a three-man crew and can assign the other workers to other projects."

Christopher Young, Engineer
Holmes County Highway Department

County crews use the machine to grind and pulverize damaged roads, then compact the reclaimed materials on the roadbed and prepare them for a contractor to do a final paving, thanks to a county sales tax that covers the paving contractor, Young added.

"I'm very happy with how the FAE head has held up," Sherer said. "All it needs is maintenance on the gearbox and on the wear parts, and we knew that

going into it. It's easy to maintain." In fact, the road crew has an air hammer on their pickup truck and can change out the wear parts themselves.

Columbus Equipment Company has the wear parts in stock or can order them for delivery in a few days, Sherer said. "It's never been a hold-up. I just email a list to the parts department. I'm very happy with service from Columbus Equipment Company."



When fellow county engineers ask Young how the FAE head has worked for Holmes County, "I explain we have been very satisfied, and suggest they try one out to see if it performs as well in their situation," he said.

Visit columbusequipment.com/news/videos for additional video coverage on Holmes County's FAE experience. 

LIFTING DIVISION

International Union of Operating Engineers, Local 324 LINK-BELT 298 SII HSL PERFECT OPERATOR PREPARATION



OE 324 second-year interns James Ratliff (left) and Cole Loffer (right) are put through their paces as part of the Joint Apprenticeship Training Fund (JATF) curriculum. Ratliff and Loffer tandem maneuver a 22,000-lb. mock girder. JATF offers a comprehensive certification program for individuals on a construction-related career path.

Columbus Equipment Company has delivered a Link-Belt 298 HSL lattice crawler crane to Local 324 of the International Union of Operating Engineers. The local, which covers the state of Michigan, will use the crane for training offered through its Joint Apprenticeship Training Fund (JATF).

The new Link-Belt joins more than a dozen cranes that are used in Local 324's hoisting and civil engineering program for apprentice crane operations, said John Haberkorn, a hoisting and rigging instructor for the union.

The IUOE Local 324 training facility covers 555 acres and logs between 75,000 and 80,000 training hours annually.

Several features on the 298 Series 2 crane contributed to the purchase decision. "Our first and foremost reason was the safety features," Haberkorn said. Those features include wide, full-length walkways on the boom, and most of the operations required for assembly and disassembly can be completed in a much safer manner from the ground level.

Another reason for purchasing the Link-Belt was the new heavy-duty top section for conventional and luffing jib configuration. "This is our first luffer crane

out here for training and it's very exciting," he noted. Students are instructed on how a luffing jib works in the classroom, but "the real value is the hands-on experience of sitting in the operator's seat learning the advantages and limitations of a crane with a luffing jib attachment."

Versatility of machinery is important in training, he added. The 298 HSL scores top marks on this front because it can be used with a variety of counterweight configurations and boom lengths. "We can create scenarios where the crane is rigged for various job requirements."

The JATF also wanted a quality machine. "Link-Belt has a long-standing name. I've been around several in the field, and I'm a big fan," said Haberkorn, who has 26 years' experience in crane operation. "I really like the product, and so does our staff."

The training facility owns 15 cranes used for instruction, with everything from a fixed-cab carry deck to a tower crane. That total includes four Link-Belt crawler and rough terrain cranes. The training center also occasionally rents other Link-Belts for specific training. "We give apprentices a good amount of exposure to Link-Belts, because we know they are going to experience them in the field," he said.

Although Local 324 is located in Howell, Michigan, Columbus Equipment Company handled delivery of the unit because they wanted to use a union shop, and Columbus Equipment Company was the closest qualifying dealership. "Columbus Equipment Company

Local 324: TRAINING

For additional video coverage on Local 324's Link-Belt experience, visit columbusequipment.com/news/videos



Hoisting and Rigging Instructor John Haberkorn brings over 25 years of lifting experience to the JATF program. Today, he takes great pride in contributing to a program that nurtures the next generation of lifting professionals.

has been a real pleasure to deal with,” Haberkorn said. “[Crane product support specialists] Chuck Amnah and Steve Paul did the setup and they were



With state-of-the-art systems and capabilities, the cab of the Link-Belt 298 provides an excellent learning environment.

great. The boom system is just out of prototype, and we were all basically learning, but Chuck and Steve have a great amount of background knowledge that came into play.”

The IUOE Local 324 training facility covers 555 acres and logs between 75,000 and 80,000 training hours annually, a metric that includes number of students and hours of instruction received. About 350

“Link-Belt has a long-standing name. I really like the product, and so does our staff.”

John Haberkorn, Hoisting & Rigging Instructor
International Union of Operating Engineers 324

apprentices are enrolled, with around 100 of those in the hoisting program. The hoisting apprenticeship lasts for three years, with apprentices getting 600 total hours of training and 6,000 hours of experience in the field. The training facility and its programs are entirely funded by the 15,000 members of Local 324, with no state or federal funding involved.

In addition to training apprentices, the facility also offers training for journeymen. The hoisting team is already planning additional classes for the Link-Belt 298 which will include an assembly and disassembly class to embrace the newest technologies in the industry.

Visit columbusequipment.com/news/videos for more. 

Companywide Anniversaries



Six Columbus Equipment Company employees celebrated milestone work anniversaries this past year. A big thank you to all of them for their dedication to customer service.



Patty Davidson, parts manager in the Dayton Branch, celebrated 25 years with the company.

Five other employees all marked 15 years with the company. They are:

- **Justin Barnes**, parts CSR, Dayton Branch
- **Maurice Belle**, parts CSR, Richfield Branch
- **Cecil Garey**, parts CSR, Columbus Branch
- **Brian Napier**, parts CSR, Cincinnati Branch
- **Jeff Richards**, general manager, Corporate Office

New Rental Co-Ordinator in Columbus

Drew Snyder joined the Columbus Branch as the rental coordinator in mid-October.

Drew comes to us from Ohio Wesleyan University, where he was coordinator of recreational sports and wellness education, a position that included taking care of intermural sports and club sports.

In 2017, Drew earned an MBA from Tiffin University, where he also coached two Division II varsity sports,

golf and women's basketball. He earned his undergraduate degree from Xavier University, where he was student manager for the women's basketball team.

Destination Indianapolis

Indianapolis was a hotbed of action in the worlds of lumber and aggregates in February, and the staff of our Environmental Division was, as usual, in the thick of the action.

The Indiana Hardwood Lumber Association Convention & Exposition met from Feb. 4-6. Columbus Equipment Company had a display of equipment for the wood industry, and Environmental Division representatives were on hand to meet with customers and field equipment-related questions.

The following week, from Feb. 10-13, Indianapolis hosted the 2019 Annual Convention of the National Stone, Sand and Gravel Association. The Indiana Mineral Aggregates Association teamed up with the national organization to host the convention in lieu of the IMAA's usual winter meeting. Environmental Division staff members were present as attendees took advantage of the valuable educational and business sessions at the convention, held at the JW Marriott Hotel.



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6,600 Hours
\$135,500



2016 Komatsu PC228USLC-10
Stock# U35748, Cab, Heat, A/C, Cplr,
Hyds, Bucket, 3,713 Hours
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2015 Komatsu PC170LC-10
Stock# U34498, Cab, A/C, Coupler, Bkt,
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