



SUMMER 2023



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Komatsu PC490LCi Hydraulic Excavator  
Fabrizi Trucking and Paving Company Inc.

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**Another busy season is underway!** Construction is booming in Ohio with major project investment flooding into the state. At times like these when workloads are high, it's important your operation is efficient in order to boost performance and ease the burden on personnel. In this issue, we highlight SmartConstruction, Mecalac Group and Terex Ecotec. The theme: All allow operators to optimize production and profitability. **Be productive and safe this season ... we're here if you need us.**



Sincerely,

*Josh*

Josh Stivison  
President

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For additional video coverage, visit [columbusequipment.com/news/videos](http://columbusequipment.com/news/videos) for more on Fabrizi Trucking and Paving Company Inc.'s experience with Komatsu equipment.

## Fabrizi Trucking and Paving Company Inc.: KOMATSU iMC TECHNOLOGY REDEFINES NORTHEAST OHIO DEVELOPMENT

Fabrizi Trucking and Paving Company Inc. started using Komatsu intelligent Machine Control (iMC) equipment about six years ago. From the get-go, they found the i-machines provided an efficiency boost that can't be beat.

Emilio Fabrizi III estimates his crews can do a job twice as fast with an iMC machine than with a conventional dozer or excavator.

Emilio Fabrizi III, a site foreman and grandson of one of the founders, estimates his crews can do a job twice as fast with an iMC machine than with a conventional dozer or excavator. He's especially impressed with the PC490i excavator, which his crew is using while preparing the site for a Pulte Homes subdivision. "The 490i cuts right to grade the first time, so we're not having to go back and do any rework," he said. There's no need for a dozer to move fill dirt because the excavator hits grade every time.

Fabrizi Trucking quickly found an additional advantage to intelligent machinery.

The company's first iMC machine was a D51i, which Fabrizi Trucking used for smaller site work, such as parking lots and building pads. The company later purchased two D61i machines, then a PC360i and PC490i, when Komatsu introduced intelligent excavators.

Fabrizi Trucking, which has been buying Komatsu equipment from Columbus Equipment Company for decades, began using iMC equipment to save

labor. They quickly found an additional advantage to intelligent machinery. "It gives operators better information about where they are on the job. They have the plans in the computer module in front of them, and they know where the grades are," Fabrizi noted. "It's easier to communicate as a foreman about what's on the blueprints if the operator has it right in front of him."



Foreman Emilio Fabrizi III is a grandson of a company founder. The Middle Heights, Ohio-based company has thrived since its founding in 1949 by servicing a range of customers, from ODOT to municipalities to developers in the private sector.

Because iMC helps operators visualize the entire project from the cab of the machine, they better understand what's going on and how the project is progressing. "By giving each operator the ability to understand the whole project, not just the foreman, it prevents problems from happening," said Alex DeNigris, project manager for Fabrizi Trucking.

For example, sometimes water doesn't drain where it should according to the plan. "If the project is staked, we won't find that until we're ready to pave, but when the operator understands the plans and how the dozer is grading, he can catch those issues early. It's a huge benefit because you can fix it as you go along, and we



Fabrizi's Komatsu D61PXi is just one example of Komatsu iMC equipment that has brought speed, agility and efficiency to the company's operations. The workhorse is seen here on a \$4-million project—a Lakes of Orange LLC residential development—in the Village of Orange, Ohio.

don't have to remobilize" when an issue is discovered later, he said.

The Komatsu i-machines have helped reduce labor needs, DeNigris noted. With conventional machinery, Fabrizi Trucking would use an excavator to make cuts, then follow behind with a dozer to reach grade. But on site-development projects like a Meijer store in Brunswick, he used the PC490i to cut straight to grade. "We didn't need a dozer on site. That saved us a dozer, an operator and a grade checker, a significant cost savings."

**"By giving each operator the ability to understand the whole project, it prevents problems from happening."**

*Alex DeNigris; Project Manager, Fabrizi Trucking*

When working on projects with large cuts, Fabrizi Trucking exclusively uses i-machines to hog out material. Intelligent Komatsu machines are valuable from the start of the job to the end, DeNigris said. "When we start the job, we use i-machines to quantify our topsoil stripping or to topo the site and quantify the amount of material we're moving. We'll use them to rough cut the site, then to finish grade and get ready for paving contractors."

Before acquiring intelligent Komatsu dozers

and excavators, Fabrizi Trucking equipped some machines with aftermarket Topcon systems, but DeNigris much prefers the i-machines. "I've been slowly getting away from Topcon and going to i-machines because the support is unmatched



in our area. The Columbus Equipment Company SmartConstruction support team is amazing. They help us any way they can. They can usually diagnose a problem right away and minimize downtime. And the downtime with i-machines versus third-party Topcon is night and day. Our i-machines have hardly any downtime, and if there is any, it's fixed in a very short time. It's amazing how different the service from Columbus Equipment is compared to the service we get from other people."

Fabrizi Trucking's operators also prefer i-machines to those equipped with Topcon because the





The Lakes of Orange development will offer more than 50 residential home sites, covering more than 20 acres. Fabrizi Trucking and Paving will move over 75,000 yards of dirt and install storm, sanitary and water utilities over the project's 9-month duration.

i-machines are more user-friendly. Older operators, who invariably ignored the GPS in the aftermarket machines, have learned to use the i-machines, and they've excelled, DeNigris said. "The newer, younger operators pick it up very quickly."

**"We didn't need a dozer on site. That saved us a dozer, an operator and a grade checker, a significant cost savings."**

Alex DeNigris; Project Manager, Fabrizi Trucking

Beyond the intelligent aspect, Komatsu dozers and excavators are simply "great machines," Fabrizi added. "The operators love the comfort, the space in the cab, and the double mast in the iMC 2.0 versions that lets us get even closer to grade."

Over the winter, Fabrizi's crew used a D61PXi—a low-ground pressure dozer—to move about 70,000 yards of clay on the Pulte Homes site. "We were dealing with harsh winter ground conditions. The amount of bad material the equipment can move through and put the material to grade is amazing," he said.

Fabrizi Trucking and Paving was founded in 1949 and is based in Middle Heights, Ohio, near Cleveland. The company has about 350 employees in season and works mostly in Northeast Ohio, specializing in heavy highway work, pipework, site development, roads,

and concrete. Customers run the gamut from ODOT and municipalities to developers in the private sector. Fabrizi said the company does projects of all sizes, and recent bids exemplify the range: the company was recently awarded a \$23 million sewer separation project in Newark and a \$720,000 project to rebuild the Sunny Lake dam in Aurora.

**"If you don't have this kind of equipment, you're going to struggle to get jobs."**

Alex DeNigris; Project Manager, Fabrizi Trucking

Fabrizi Trucking has been at the forefront in adopting GPS technology and Komatsu's intelligent Machine Control, and the move has paid off with higher efficiency and faster completion of projects. The company understands the value and benefits that i-machines bring to the job site.

Reflecting on the efficiency that Komatsu's intelligent machines provide, Fabrizi said that contractors who don't adopt the technology are being left behind. "If you don't have this kind of equipment, you're going to struggle to get jobs. You can't get a bid if you're not efficient, and you can't be efficient without GPS." [▶](#)





# Komatsu iMC 2.0

## THE NEXT GENERATION



### REVOLUTIONIZING MACHINE CONTROL AS WE KNOW IT

iMC has definitely made us more productive. Intelligent machines also make it easier for operators to do a first-class job in less time.

Mark Haynes/Mark Haynes Construction Inc.

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## Aftermarket Topcon X8RX Operating System CREATES INTELLIGENCE WHERE IT DOESN'T EXIST



They say you can't always get what you want, but don't believe them. At least not if what you want is something close to an iMC Komatsu excavator when Komatsu doesn't make an intelligent version of that model.

Columbus Equipment Company's SmartConstruction Division can add an aftermarket Topcon system to the machine to provide machine control capabilities.

**"It has been a fantastic system for our needs. It offers great control."**

Dave Mason, Survey & Machine Control Manager  
Mosser Construction

"We've sold more than a dozen of these systems over the past year, predominantly on the PC238 and PC138," said Mike Fenster, SmartConstruction Division manager. Contractors frequently request an intelligent version of those two machines, and Komatsu doesn't currently make them equipped with iMC.

Installing the Topcon systems allows Columbus Equipment Company to "fill a void" for customers, Fenster added.

Mosser Construction was the first to buy a PC238 that Columbus Equipment Company had equipped with the Topcon system, said Dave Mason, survey and

machine control manager.

"We needed a smaller machine that didn't have a large counterweight. We looked for a long time for tight-turn machines that don't turn out into traffic when we're doing roadwork and bridge work," he said. Mosser owns several iMC machines and would have liked an intelligent 238. "When we learned that the SmartConstruction Division had created a demo unit by installing the Topcon in a 238, we rented it, then purchased it outright."

"It has been a fantastic system for our needs," Mason said. "It offers great control and prevents the operator from going below the design surface."

The aftermarket Topcon operating system is very similar to the operating system in intelligent dozers, he said, although it's a little different than the system in intelligent excavators.

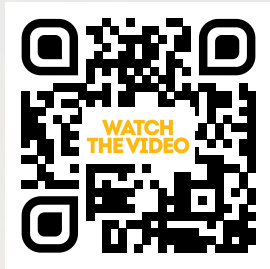
Columbus Equipment Company has also installed the Topcon system on a PC170 and a PC490. (Komatsu offers an intelligent 490, but the buyer purchased the machine and ran it for 10 months before deciding they needed GPS capabilities.)

Contact Mike Fenster in the SmartConstruction Division at (614) 802-7099 to learn how adding a Topcon system can make your equipment smarter and more efficient.





# YUP IT'S AN EXCAVATOR... AND A WHOLE LOT MORE!



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## Columbus Equipment Company Adds FULL LINE OF INNOVATIVE MECALAC EQUIPMENT



Columbus Equipment Company has been named Ohio's full-line dealer for Mecalac construction equipment, innovative compact equipment that looks and operates differently from any machine you've used.

Mecalac machines offer versatility, speed, maneuverability, stability, and ease of use that will appeal to Ohio contractors, said Jeff Badner, Columbus Equipment Company general sales manager. "Now more than ever, customers are

Family-owned Mecalac was founded in France in 1974. The brand entered the North American market six years ago.

investing in tools to compensate for the labor shortage. With Mecalac equipment, owners can do more with one machine, and in many cases use one machine in place of two different machines."

Mecalac MCR crawler skid excavator models and MWR wheeled excavators will be popular with customers, Badner predicts.

The crawler skid excavator moves as fast as a skid steer with the 360-degree rotation of an excavator. Applications include landscaping, land clearing, and general construction.

The wheeled excavator has an offset, three-part boom that can work outside the width of the machine in any direction, so it requires just one lane for highway

or road work. It also has an extremely tight turn radius and travels much faster than a traditional excavator. Applications include roadwork, heavy highway construction and municipalities.

Standard features on Mecalac machinery include auxiliary hydraulics for additional tools, hydraulic quick coupler, and a universal pickup so most attachments can be shared between different classes. The geometry of the booms and sticks allows a high dump height, so you can load a truck out of a smaller machine.

Family-owned Mecalac was founded in France in 1974 and is known for focusing on customer needs and building reliable equipment. The brand entered the North American market six years ago.

Mecalac partnered with Columbus Equipment Company because "we're impressed by their integrity, their approach to the market, and the size and scope of their operation covering Ohio," said Peter Bigwood, general manager for Mecalac North America. Bigwood was familiar with Columbus Equipment and the Stivisons through his former position as president of Atlas Copco Construction Tools Inc.

To really understand the capabilities and benefits of these innovative machines, you need to see a demo, Badner noted. "Videos don't do them justice. You really have to get in them."

To see what all the Mecalac excitement is about, visit your local Columbus Equipment Company branch and demo this innovative equipment today!



# INNOVATIVE

## EQUIPMENT FOR URBAN JOB SITES

MECALAC Group's mission is to provide customers and their communities with innovative equipment emphasizing safety, efficiency through unparalleled compactness, and operator comfort. The company's unique approach to manufacturing wheel excavators, crawler excavators and wheel loaders is, in part, a result of insightful customer feedback and problem solving. The result: Ground-breaking, intelligent solutions for today and tomorrow. At Mecalac, designing innovative construction machines for urban construction is more than just a goal, it is the real reason for being.



### CRAWLER SKID EXCAVATOR - 8MCR

<b>Total Operating Weight</b>	15,900 lbs / 16,755 lbs
<b>Engine Power</b>	75 hp
<b>Travel Speed</b>	6.2 mph
<b>Break-Out Force / Excavator</b>	11,240 lbf
<b>Max. Depth</b>	12'1"



### ARTICULATED LOADER - AX1000

<b>Total Operating Weight</b>	11,927 lbs
<b>Engine Power</b>	75 hp
<b>Overall Width</b>	6' / 6'4"
<b>Bucket Volumes</b>	1.3 - 2.1 yd <sup>3</sup>
<b>Standard Bucket Volume</b>	1.3 yd <sup>3</sup>



### SWING LOADER - AS850

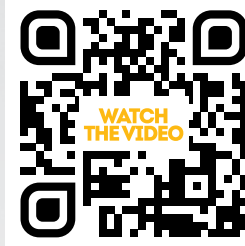
<b>Total Operating Weight</b>	13,184 lbs
<b>Engine Power</b>	75 hp
<b>Standard Bucket Volume</b>	1.1 yd <sup>3</sup>

The Mecalac range offers over 50 machines across almost 20 different product categories. Contact your local Columbus Equipment Company representative today and learn how this innovatively compact and powerful equipment can better serve your construction project needs.





It's innovative.  
It's mind blowing.  
It's Mecalac equipment.  
See for yourself.



## TELESCOPIC LOADER - AS900TELE

Total Operating Weight	15,983 lbs
Engine Power	75 hp
Bucket Volumes	0.92 - 1.6 yd <sup>3</sup>
Standard Bucket Volume	0.92 yd <sup>3</sup>
Lifting Height With Forks	15'5"



## WHEEL EXCAVATOR - 9MWR

Total Operating Weight	17,400 lbs / 19,850 lbs
Engine Power	75 hp
Travel Speed	12 mph / 22 mph
Tear-Out Force / Loader	7,410 lbf
Max. Depth	11'6"



## WHEEL EXCAVATOR - 15MWR

Total Operating Weight	31,345 lbs / 34,079 lbs
Engine Power	136 hp
Travel Speed	21 mph
Tear-Out Force / Loader	13,710 lbf
Max. Depth	14'11"



## DUMPER - TA3

Total Operating Weight	5,071 lbs to 5,456 lbs
Engine Power	25 hp / 50 hp - Stage V
Travel Speed	10 mph / 12 mph
Payload	6,613 lbs
Max Skip Capacity (Heaped)	2.55 yd <sup>3</sup>





Tony Zollinger (left) pictured with sons Anthony and Mathias. The family's resilience and willingness to adapt has been crucial to its success over the past 75 years. A decision to go with the Terex Ecotec 2100 is just the latest example.



# MATERIAL PROCESSING



For additional video coverage, visit [columbusequipment.com/news/videos](http://columbusequipment.com/news/videos) for more on Zollinger's experience with Terex Ecotec equipment.

## Zollinger Sand & Gravel: 75 YEAR-INSTITUTION QUICK TO ADAPT WITH TEREX ECOTEC



Zollinger Sand & Gravel in Rittman, Ohio, has been in business for over 75 years. The multigenerational family business began with Charles Zollinger in the '40s to serve the construction industry by offering sand and gravel dug from their Wayne County property.

"During the '50s, my grandfather began washing sand and gravel," said part-owner Mike Zollinger. Washing aggregate removes the silt, clay and other debris, producing a high-quality product with more application potential. For example, sand, when added to clean crushed rock, creates superior, longer-lasting concrete, Zollinger explained.

Digging, washing, and delivering aggregate products requires heavy equipment. Much of the Zollinger's processing equipment was purchased in the '50s and '60s. "I remember my grandfather purchasing equipment from Columbus Equipment; we had an Eagle Iron Works dewatering sand screw and Cedar Rapids vibrating screen. Our service technicians handled repairs, but Columbus Equipment has always been there with parts in stock, keeping us up and running," Zollinger noted.

In the '90s, the sand and gravel supply on the property began to wane. The writing was on the wall; the Zollingers needed an alternative business plan as the sand and gravel became exhausted. The business had supported generations of Zollingers over the years, and they were not going to throw in the towel easily.

Taking stock of their assets, the Zollinger's had land and manpower with the knowledge and experience to run heavy equipment.

Having an extensive supply of holes throughout the property from the original mining operation, a logical course of action for the next endeavor was filling those holes.



Mathias Zollinger is able to efficiently control production with the 2100's remote control system.

The Zollinger's began a construction and demolition debris landfill that addresses both objectives – reclaiming the land and employing family members. The process of filling holes may sound easy, but extensive regulations are in place to ensure the reclaimed land is environmentally compliant. The process involves the precise lining of each pit





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with materials such as clay and tires to filter and prevent leaching, the pumping out of rainwater and transportation to the city sanitary system, and even engineering work on blueprints with exact GPS locations of each pit.

The Zollingers also branched out from the C&D landfill to serve the community by crushing and recycling concrete into stone and fill material for construction companies, as well as producing quality topsoil.

“The former trommel gave us two scoops of great soil to one of low quality. The Terex 2100 produces six scoops for every scoop of marginal soil.”

Mike Zollinger; Part-Owner, Zollinger Sand & Gravel

Committed to recycling every possible product to preserve our natural resources, the Zollingers recycle organic matter into nutrient-dense fine topsoil. They begin with organic matter from construction and landscaping companies which can include tree stumps and roots, brush, grass, leaves, rocks, and good ol’ dirt.

Initially, the material is composted to encourage natural decomposition. After several months the pile of organic material is screened, sifting out the nutrient-dense topsoil from rocks, roots, and other materials. Once sorted, the topsoil and rock are made available to landscapers, construction companies and homeowners. The remaining organic material can either be composted again or spread on the reclaimed land to promote the growth of natural vegetation within the landfill.

To sort the organic material, the Zollingers previously used a Read Screenall. This machine accomplished the job, but it was not the most efficient. Deciding to invest in a


new screening machine, the Zollingers explored the various options and once again turned to Columbus Equipment Company for a Terex Ecotec 2100 Trommel Screen.

“Jesse Garber from Columbus Equipment was very knowledgeable and assured us this machine would meet our needs and have the flexibility to be repurposed should we change focus,” Zollinger said. Having the trommel on hand, Columbus Equipment Company was able to expedite delivery and setup, enabling the Zollingers to demo the machine and determine its capabilities.

“At Columbus Equipment, we are a family-focused business, so it’s always a pleasure to serve multigenerational family companies. It’s impressive for a company to successfully adjust their business model, providing valuable services for their community for over 75 years,” said Jesse Garber, Columbus Equipment Company, Material Processing Division general sales manager. “Learning the needs of Zollingers, I was confident the Terex 2100 would be a great match.”

The Terex Ecotec 2100 Trommel has increased both the production rate and quality of Zollinger’s topsoil. “The former trommel gave us two scoops of great soil to one of low quality. The Terex 2100 produces six scoops for every scoop of marginal soil. We enjoy that screens are easy to change, and the 180° swivel remote-controlled conveyor allows us to load multiple trucks quickly,” Zollinger noted.

“The heavy-duty design makes the Terex 2100 one of the most versatile trommels on the market,” Garber says. “The Terex 2100 is built tough to stand the test of time like the Zollinger themselves.”

Returning to the same company his grandfather purchased equipment from 60 years earlier gives Mike Zollinger healthy peace of mind. “Columbus Equipment and Jesse have delivered on everything they said they would. Purchasing equipment from them is like keeping it all in the family.” 



# COMPANY NEWS

## Columbus Equipment Company Rental Division: CELEBRATING 25 YEARS OF SERVING



Columbus Equipment Company's Rental Division celebrates its 25th year in 2023 with a bigger fleet of equipment and more business than ever before.

Komatsu was a big supporter of starting the Rental Division, according to Ernie Potter, vice president of rental operations. Based on what they'd seen happening in Asia and Europe, "Komatsu knew that contractors were going to go to rental fleets; they wouldn't want to own every piece of equipment they might never need."

"The younger generation doesn't want money tied up in equipment they don't use, and that's a smart and efficient attitude."

Ernie Potter, VP of Rental Operations  
Columbus Equipment Company

Ohio contractors, on the other hand, weren't so sure about renting at first. "They were proud of their big fleets of equipment, but the younger generation doesn't want money tied up in equipment they don't use, and that's a smart and efficient attitude," he said. "If you don't use it that much, don't own it; rent it. You shouldn't invest your money in equipment if it's just going to be sitting around your equipment yard."

Today, customers recognize the value of renting

equipment they need only for a short time or specific project. Columbus Equipment Company has supplied rental equipment to contractors working on all kinds of projects, from major infrastructure work to setting up a music festival site decorated with giant dinosaur statues.



While other dealerships also offer rental equipment, Columbus Equipment Company makes the process easy for customers. For example, if you want to rent something, just call your regular Columbus Equipment sales rep and tell him what you need and where to deliver it.

If the machine needs preventative maintenance during the rental period, Columbus Equipment Company takes care of it, and there's no extra charge for the service. "Our technicians will even come after hours if necessary. Other dealers don't offer PM as standard for rental equipment, and they charge for it," Potter noted. Most rental items are equipped with telematics, allowing Columbus



# ING OHIO'S CONTRACTOR BASE



Equipment to see when maintenance is needed so the customer doesn't even have to think about it.

Most items in the fleet are model year 2022 or 2023, so rental customers get almost new equipment for their job. "Our customers enjoy the benefits of low-hour equipment," he said.

**"Our customers enjoy the benefits of low-hour equipment."**

Ernie Potter, VP of Rental Operations  
Columbus Equipment Company

And the rental equipment does often impress customers so much that they end up buying the piece or something similar. "We have customers who rent something and then decide to buy a Komatsu loader when previously they were a CAT user, for example," Potter said. "When people rent a piece, they can really evaluate it and decide if they like it."

A large percentage of rental equipment is available for rent, rent-purchase or outright sale, he added.

Potter has headed Columbus Equipment Rental since 2002, and Asset Manager Kirk Stellar has been with the division for more than a decade. "I like the rental business because it moves very fast," said Potter. "When a customer calls and wants something, they usually want it now! So, the challenge is on. We love that challenge."

The rental equipment fleet has grown in number

and variety in the last 15 years. If machinery is in high demand, more is added to the fleet. For instance, "back in 2007, we only had three wheel loaders, and now we have more than 40 in our fleet." Other available Komatsu equipment includes excavators ranging from PC55 to PC650, dozers, and articulated dump trucks.



As Columbus Equipment Company has added equipment lines, they've also joined the rental fleet. So, customers will find a variety of attachments, Takeuchi and Kubota track loaders and other equipment, Sakai soil compactors and asphalt rollers. Recent additions include Magni rotating telehandlers and Mecalac equipment.

"We supply to the whole range of customers," Potter said. "Columbus Equipment Company is proud of its roots and has a well-earned reputation with smaller and medium-sized companies. We're very happy to rent compact equipment to help the smaller guys, and our equipment can also be found on some of the biggest projects in Ohio."



# MAGNI RTH COLLECTION

TELESCOPIC HANDLERS

Magni is recognized as the industry leader for the development of rotating telescopic handlers. With 16 RTH models, Magni machines are the ideal choice for those requiring optimal performance and reliability in extreme conditions. They are the undisputed champions. When it comes to both heavy-duty and confined-space applications.



**RTH 5.21   RTH 6.25   RTH 6.30   RTH 6.39   RTH 6.51   RTH 8.25**

<b>Maximum Lifting Height</b>	67' 3"	82'	97' 9"	127' 7"	167' 4"	81' 8"
<b>Ground Clearance (HTH) Machine Weight (RTH)</b>	35,050 lbs	39,685 lbs	48,060 lbs	52,910 lbs	80,240 lbs	52,910 lbs
<b>Maximum Lifting Capacity</b>	11,000 lbs	13,200 lbs	13,200 lbs	13,200 lbs	13,200 lbs	17,500 lbs
<b>Capacity at Max. Reach</b>	5,500 lbs	4,850 lbs	5,500 lbs	5,000 lbs	4,400 lbs	11,600 lbs
<b>Max. Reach</b>	57' 1"	69' 10"	85' 4"	88' 7"	113' 2"	69' 2"

## STANDARD AND SPECIAL ATTACHMENTS

In order to achieve the full potential of the entire line of Magni products, we offer a complete line of dynamic attachments. They are fully interchangeable allowing the machines to perform multiple tasks. This serves to significantly enhance the value of all Magni machines.





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## Cincinnati Branch Celebrates Present and Future WITH OPEN HOUSE, FACILITIES INVESTMENT



The Cincinnati branch is planning a \$1.3 million expansion to improve parts availability, increase capacity to service large equipment, and maintain our commitment to providing dependable customer service. The expansion will include a new parts warehouse with more space to stock parts, and a new, walk-in showroom for parts and equipment.

Additions to the service department include a new indoor washbay and a second overhead crane. The expansion will also include a training room and additional office space.

Columbus Equipment Company hopes to break ground on the project by the end of summer, said Casey Shepherd, branch manager. The branch moved into its current location about two decades ago and this project marks the first major expansion.

The Cincinnati branch recently hosted an open house (see attendees pictured above) to introduce customers to CEC Smart Positioning, which provides service and support for Topcon equipment and customers. CEC Smart Positioning, formerly JC Equipment, is based in Cincinnati.

About 100 customers attended the event, which also featured food trucks and prizes.

Promotions at the branch include Keith Gutekunst who is now the assistant parts manager after being a parts customer service rep. Mark Kennedy has taken a position as a lift product specialist after serving as a field service engineer. Additionally, new hires include Seth

Naylor, lube technician; Ben Lottman, crane mechanic; Blake Heinz, service administrator; Jerry Hallon, parts delivery driver; and T.J. Lakes, lead warehouse.

### Corporate

Matt McConnell has been hired as product support sales manager. He's in charge of the centralized PM service team, with a goal of making parts and service easier to access and adding more value for customers. Previously, Matt was director of product support for Koenig Equipment, a John Deere ag and turf dealer in Ohio and Indiana.

### Richfield



**Jim Curtis**, previously a parts counter support rep, accepted a promotion to field coordinator where he maintains and adjusts the schedules of our field technicians.



**Maurice Belle**, a 20-year employee, has been promoted to assistant parts manager in the Richfield branch.

**Tim Graham**, who worked in field service at Richfield, has been promoted to Komatsu product specialist, a companywide role. With nearly 22 years of service, Tim has vast technical knowledge of Komatsu equipment.





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