



FALL 2023



columbusequipment.com



RiverReach Construction
Komatsu PC238USLC Hydraulic Excavator
with Topcon MC-MAX Modular 3D System

ColumbusCONNECTION

welco



KUBOTA SVL75-
OHIO'S DEPEND

COLUMBUS

2329 Performance Way
Columbus, OH 43207
(614) 443-6541

TOLEDO

12500 Williams Road
Perrysburg, OH 43551
(419) 872-7101

CINCINNATI

712 Shepherd Avenue
Cincinnati, OH 45215
(513) 771-3922

RICHFIELD

3942 Brecksville Road
Richfield, OH 44286
(330) 659-6681

CADIZ

290 Old Steubenville Pike
Cadiz, OH 43907
(740) 942-8871



THOMPSON CONCRETE LTD.
-2 COMPACT TRACK LOADER
DABLE DEALER



Summer's winding down but the heat to perform remains on in the construction world! In this issue, catch up with RiverReach Construction again and their use of aftermarket Topcon GPS systems in a niche application. Komatsu explores alternative power sources, Russell Tree Experts makes full use of the Material Processing Division's product line, our nationally-recognized Rebuild Program gets the exposure it has thoroughly earned, and The Paul Bunyan Show is coming soon! **Please be safe and productive!**



Sincerely,

Josh

Josh Stivison
President

CONTENT

- 4** CUSTOMER SPOTLIGHT
RiverReach Construction
- 9** PRODUCT SPOTLIGHT
Komatsu PC130LC-11 Hydraulic Excavator
- 11** PRODUCT DEVELOPMENT
Komatsu Explores Hydrogen Fuel Cell Technology
- 12** MATERIAL PROCESSING DIVISION
Russell Tree Experts
- 18** PRODUCT SUPPORT
CEC Machine Rebuilds
- 22** USED EQUIPMENT SPECIALS
Great Deals from Across the Fleet!
- 23** INDUSTRY EVENTS
The 2023 Paul Bunyan Show!



columbusequipment.com

DAYTON

7570 New Carlisle Pike
Dayton, OH 45424
(937) 879-3154

MASSILLON

2200 Venture Circle SE
Massillon, OH 44646
(330) 833-2420

ZANESVILLE

818 Lee Street
Zanesville, OH 43701
(740) 455-4036

PIKETON

3668 U.S. Route 23 South
Piketon, OH 45661
(740) 289-3757



RiverReach Construction's Cuyahoga Valley National Park crew (left to right):
Chris Andrews, Alex Huffman, Cole Guello, Keith Kendel, Adam Baird, Kevin Pivato and David Backus

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

RiverReach Construction's Topcon GPS Systems BOOST UNDERWATER VISION, ACCURACY AND PRODUCTIVITY

More than 15 years ago, RiverReach Construction found a niche that has allowed the Barberton, Ohio-based company to grow and develop a solid reputation. RiverReach specializes in river and stream restoration, wetlands mitigation, and other environmental work.

RiverReach specializes in river and stream restoration, wetlands mitigation, and other environmental work.

The company often works for local park authorities, conservancies, and sewer districts. Past projects have included removing two dams on the Cuyahoga River near Cuyahoga Falls, removing Struthers Dam on the Mahoning River, and re-establishing 11 acres of wetlands in Cuyahoga Valley National Park.

“The No. 1 benefit is that the GPS instills confidence in the operator that what he is building or digging is being done right.”

Cole Guello; Estimator, RiverReach Construction

Among current projects, RiverReach is stabilizing eight or nine spots on the banks of the Cuyahoga River in Cuyahoga Valley for the National Park Service. The riverbanks have “eroded so badly it is starting to encroach on the scenic railroad as well as the towpath,” explained Cole Guello, an estimator for the company, which was started by Cole’s father, Greg Guello, and Greg’s lifelong friend, Shannon Carneal.

RiverReach will provide an engineered solution incorporating bioengineering and rock to stabilize the banks and – as with most of the company’s projects – its operators will depend on Komatsu excavators equipped with aftermarket Topcon systems to perform the work accurately and efficiently. “Our operators are

able to install the rock, including the rock under the surface of the water, with confidence that it is at the right elevation due to the GPS systems we have on our excavators,” Cole Guello said.



RiverReach Construction has relied upon Komatsu equipment for over two decades. The performance and technological advancements of the brand are proving a major benefit at the National Park Service's Cuyahoga Valley National Park Riverbank Stabilization project.

RiverReach, a longtime Columbus Equipment Company customer, runs four Komatsu excavators with aftermarket Topcon GPS systems installed by Columbus Equipment's SmartConstruction Division. The company's PC238 is equipped with a Topcon MC-MAX, which provides a high level of automation during all phases of grading for maximum productivity. The contractor's PC138, PC228 and PC290 long-reach are all equipped with Topcon X-53i systems, and the company also has three Topcon HiPer VR base stations and rovers. RiverReach also owns a Komatsu D61i dozer with fully integrated automatics.

“The No. 1 benefit [of the automation systems] is that the GPS instills confidence in the operator that what he is building or digging is being done right,” Guello said. “At any given moment, he knows exactly where he is on the jobsite and what elevation he is at. It's a big confidence boost for the operator to know what's going on.”

GPS systems are particularly useful in RiverReach's



Operator Kevin Pivato has over twenty years of operating experience. By setting the Komatsu PC238USLC's Topcon MC-MAX system to both aerial and plane views, Pivato has full and precise vision of bank stabilization progress at the project's Milepost 64.1 location just outside Independence, Ohio.

specialty niche, he added. “In some of our projects, we have to do work underwater – shaping streams or installing rocks – and you can’t always see under the water to know where you’re placing them. Having the GPS screen that shows the elevation is huge when you’re essentially working in the blind.”

“The GPS screen that shows the elevation is huge when you’re essentially working in the blind.”

Cole Guello; Estimator, RiverReach Construction

“We use automatics to achieve the subgrade in digging and excavation of a stream channel by setting an offset in the model. Then we can use automatics to come back through and place the stream substrates – light boulders or cobbles – to a finish-grade elevation,” Guello said. “Being able to use the automatics and set an offset for the subgrade really helps us control our quantities onsite, making sure we’re not overdigging and installing too much material to finish grade.”

Site managers also use the Topcon rovers to confirm elevations, collect data around the site,

check completed work, and relay the information to the project manager. “As good as the technology is, we work in heavily forested areas where you can get false readings, so we do grade checking at the end of the day with Topcon units and rovers or a laser grade rod.” Doing a quality-control check at the end of the day “is a lot less work than having to lay out the entire thing and having to check grade after every scoop of the excavator,” he added.



RiverReach has used the Topcon systems for about three years. Adding the aftermarket systems to excavators the company already owned was more economical than buying iMC excavators, Guello said.

Shannon Carneal, co-founder, listed multiple benefits the company receives from its Topcon equipment. “We get more efficient work out of our equipment when it’s GPS equipped. We’re paying for less hours and getting the project done faster.”



The Cuyahoga Valley National Park Riverbank Stabilization design-build project calls for over 75,000 tons of material to be placed at eight different sites along the river. The \$12 million project will take an estimated 2.5 years to complete and will address erosion risk to not only the park but to the neighboring scenic railway and towpaths too.

Additionally, because operators know they have the grade right when setting stones, the need for rework has been reduced. “All that adds up to increased profits,” he said.

“Support from the SmartConstruction Division has been amazing,” Guello said, noting that technology specialist Robert Ditmars recently drove from Columbus to Akron to troubleshoot an issue. “When I call with a problem, he can be here in 24 hours.”

“We get more efficient work out of our equipment when it’s GPS equipped. We’re paying for less hours and getting the project done faster.”

Shannon Carneal; Co-Founder, RiverReach Construction

Guello himself can troubleshoot many issues when operators encounter them, and RiverReach is considering adding a Topcon Sitelink 3D system, which would allow him or project managers to tap into an excavator’s screen. That access would allow them to troubleshoot from the office or upload an updated model into the machine without driving to the jobsite.

“We get great support from Columbus Equipment Company, including Tim Kresowaty, who has been our

sales rep for close to 20 years. I can’t emphasize how important the service is to us,” Carneal said.

Carneal, who has a business background, and Greg Guello, company president, who worked as a carpenter, started the construction company in 1990.

“I can’t emphasize how important the service is to us.”

Shannon Carneal; Co-Founder, RiverReach Construction

They got into the environmental niche when Greg’s neighbor needed someone to construct streams and wetlands, and “it’s been the lion’s share of what we’ve done since,” Carneal noted. Environmental work has turned out to be a good niche, he added. “There’s a need, and we’ve been getting busier every year.”

The company works primarily in northeastern Ohio, where the company has “good relationships that keep us busy locally,” Cole Guello said.

Finding a niche has helped RiverReach Construction make a name for itself. Finding technology – like Komatsu and Topcon – that allows them to perform at the highest level has helped to cement that reputation and increase the bottom line. ▶



Komatsu iMC 2.0

THE NEXT GENERATION



REVOLUTIONIZING MACHINE CONTROL AS WE KNOW IT

“ We are able to build large projects with close to half the manpower, which makes us far more efficient and competitive. We are able to build projects in one-third or one-half the time those without the technology can build them in.

Mike Anderzack/Anderzack-Pitzen Construction, Inc.

Innovation From a Proven Industry-Leader



www.columbusequipment.com

Serving You From Nine Convenient Locations

Komatsu PC130LC-11 Hydraulic Excavator: UPGRADES IMPROVE PERFORMANCE AND COST-OF-OWNERSHIP



Komatsu's new, upgraded PC130 excavator has up to 20% greater lift capacity than the previous model. The Dash-11 achieves increased lift capacity thanks to a new, longer undercarriage design that increases track length by 8%, making the machine more stable and boosting overall productivity.

Komatsu's new, upgraded PC130 excavator has up to 20% greater lift capacity than the previous model.

The PC130-11 is a conventional tail swing excavator that combines power and agility in a small, easily transportable package. "The upgraded PC130LC-11 excavator can easily handle a wide variety of utility work or small construction jobs," said Andrew Earing, director, tracked products, for Komatsu. "It provides a versatile workhorse for you as your business expands and grows."

The excavator is also engineered for fuel efficiency so that you can worry less about unpredictable fuel prices. The Dash-11 consumes up to 12% less fuel than the previous model, the Dash-8. For additional fuel savings, the excavator has an auto idle

shutdown feature, so you can set the engine to stop automatically after a preset amount of idle time.

The new PC130 maintains the fast cycle times, seamless multifunction motions, precise bucket movements and excellent lifting capabilities that Komatsu excavators are known for. High hydraulic pressures help to optimize high arm and bucket digging forces. The excavator also has advanced working modes so the operator can match the engine speed, pump delivery and system pressure to the application.

The excavator's Tier 4 Final Komatsu engine delivers 97.2 horsepower, and the Komatsu diesel oxidation catalyst (KDOC) uses passive regeneration over 98% of the time to reduce particulate matter.

The PC130-11 is reliable, productive and built for long-term durability. For example, steel casting in the boom foot, boom nose and arm tip help spread working loads away from high-stress areas, resulting in longer life.

Daily service is easy, too, thanks to a large one-piece hood and ground-level access to grease points and filters.

If you're looking for a fuel-efficient, hard-working excavator, contact your Columbus Equipment Company sales rep for a PC130-11 demo today.



YUP



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



MAKE YOUR MOVE TO MECALAC



WWW.MECALAC.COM



FULL LINE NOW AVAILABLE!



Ohio's Dependable Dealer

MECALAC: If you like our dumpers, you'll love our crawler skid-excavators and wheeled excavators. Call for intelligent solutions to your access, safety and comfort challenges.

Contact Columbus Equipment Company today.

COLUMBUS
(614) 443-6541

TOLEDO
(419) 872-7101

CINCINNATI
(513) 771-3922

RICHFIELD
(330) 659-6681

CADIZ
(740) 942-8871

DAYTON
(937) 879-3154

MASSILLON
(330) 833-2420

ZANESVILLE
(740) 455-4036

PIKETON
(740) 289-3757

www.columbusequipment.com

AD CEG-06/22 - LIFTING FORCE - Photo credits: Singapore - No binding document

Optimal Alternative Power Options: KOMATSU EXPLORES HYDROGEN FUEL CELL TECHNOLOGY



Komatsu is conducting proof-of-concept tests for hydraulic excavators powered by a hydrogen fuel cell. The tests are a step toward Komatsu's goal of producing hydrogen-powered construction equipment in the near future.

The new concept machine pairs a medium-sized Komatsu excavator with a hydrogen fuel cell system and hydrogen tank from Toyota. The excavator also has Komatsu's comprehensive control technology and other critical Komatsu components. The goal is to create

A hydrogen-powered excavator emits zero exhaust emissions and significantly reduces noise and vibration.

a machine that delivers the same powerful digging performance and high operability as engine-driven Komatsu excavators while limiting exhaust emissions. A hydrogen-powered excavator emits zero exhaust emissions and significantly reduces noise and vibration, Komatsu noted.

Earlier this year, Komatsu displayed several electric-powered products at CONEXPO, including a mini excavator, a micro excavator, a 20-ton excavator and

a small wheel loader. The 20-ton excavator is powered by a lithium-ion battery and can operate for up to eight hours before recharging. None of those electric vehicles is currently for sale in the U.S. market.

Despite advances with smaller machines, such as those shown at CONEXPO, electrification is not the best option for medium and large-sized equipment, which needs a power source with a higher energy density than required for compact machines. Hydrogen has a higher energy density and can be refueled faster than a battery can be recharged, so Komatsu is focusing on it as a promising technology for larger equipment.

Komatsu's electrification of smaller machines and research into hydrogen power reflect the company's commitment to minimizing its products' environmental impact. The company aims to reduce CO2 emissions in its equipment by 50% in 2030, as compared to 2010 levels. It also has what it calls a "challenge target" of achieving carbon neutrality by 2050.

Komatsu has long been committed to minimizing the environmental impacts of its equipment and, several years ago, the company introduced a hybrid hydraulic excavator with lower emissions.

In addition to the proof-of-concept tests for hydrogen-powered excavators, the company continues researching additional new power sources.



The RTE crew (left to right) - Jerrod Watts, Hunter Pinyerd, Bode Wallace, Carson Bauer, Wes Shipp, Josh Reiss, Brandon Hawk and Taylor Hahnert

MATERIAL PROCESSING



The Mulching Specialists

For additional video coverage, visit columbusequipment.com/news/videos for more on Russell Tree Experts' experience with CMI equipment.

Russell Tree Experts: DIVERSIFYING AND THRIVING ON INDUSTRY- LEADING EQUIPMENT AND SUPPORT



Jerrod Watts has an entire career of land clearing experience. Watts is pictured above in a CMI C400 clearing for a 12-mile, 138 kV transmission line rebuild just outside Philo, Ohio.

For nearly 20 years, Westerville-based Russell Tree Experts (RTE) has focused on caring for trees in Central Ohio, working for homeowners, golf courses, and municipalities. Founders Joe and Shari Russell met at The Ohio State University, where both studied landscape horticulture. The company employs certified arborists and invests in state-of-the-art equipment to provide safe and efficient pruning and other tree care services.

“The Rotobec saws are the best in the market. There’s not another forestry head or rotating grapple saw we’d rather buy.”

Josh Reiss; Environmental Division Manager, Russell Tree Experts

But sometimes trees grow where they are unwanted, such as on utility rights-of-way, and must be removed. In those instances, Russell Tree Experts' Environmental Division provides land-clearing services, working for clients such as ODOT, utilities and the federal government.

The company started the division in mid-2021,

figuring that splitting off land clearing would allow “arboriculture employees to focus on what they do, and allow the land clearing and environmental employees to focus on what they do best,” said Josh Reiss, environmental division manager.



The division works mostly on right-of-way clearing, such as greenfield transmission and distribution powerline rights-of-way and clearing for billboards or heavy highway projects. They don't do mass block clearing. While most of the work is in Ohio, the division will travel throughout the Midwest.

The division uses multiple pieces of forestry equipment from Columbus Equipment Company's



columbusequipment.com



TAKEUCHI FROM WORLD FIRST ... TO WORLD LEADER

Founded in 1963, Takeuchi was the first company to introduce the compact excavator—and later the compact track loader—to the North American market. More than fifty years on, Takeuchi continues to deliver innovation and state-of-the-art technology to Columbus Equipment Company customers.

With the recent release of the TB235-2, TB250-2, TB370 and the TB257FR compact excavators—as well as the rugged, versatile TL6R, TL8R2, TL10V2, TL12R2 and TL12V2 track loaders—Takeuchi delivers the most advanced compact equipment available. Visit or call one of our nine, statewide branches today for more information.

Serving You From Nine Statewide Locations

COLUMBUS
(614) 443-6541

TOLEDO
(419) 872-7101

CINCINNATI
(513) 771-3922

RICHFIELD
(330) 659-6681

CADIZ
(740) 942-8871

DAYTON
(937) 879-3154

MASSILLON
(330) 833-2420

ZANESVILLE
(740) 455-4036

PIKETON
(740) 289-3757

www.columbusequipment.com



Russell Tree Experts' Will Davis operates an FAE RCU-75 remotely on a clearing project in Southeastern Ohio. The crew cite the tracked carrier's sturdy build and the fact it outperforms any competitive brand while promoting greater onsite safety.

Material Processing Division to clear land safely and efficiently. Reiss, who has been in the forestry industry for a decade, likes working with Columbus Equipment Company because “everyone in the Material Processing Division knows their products and are passionate about what they offer. They won’t try to upsell you or put you in something you don’t need. They are invested in our success.”

“The CMI C400 is a great tool for larger mulching projects; it’s an absolute workhorse.”

Josh Reiss; Environmental Division Manager, Russell Tree Experts

RTE has a variety of forestry equipment for different situations, Reiss said. For example, its Komatsu XT445 feller buncher with a Quadco 2900 felling head/feller-buncher attachment is “the only way to go near power line lines, because you get more precise cuts and it allows the operator to process the logs as he’s cutting them.”

The division also runs multiple large Komatsu excavators with a Rotobec grapple saw attachment. “Komatsu excavators are quick, strong and well-built,” Reiss said. “The Rotobec saws are the best in the market. There’s not another forestry head or rotating grapple saw we’d rather buy.”


The company also uses three CMI machines. “The CMI C400 is a great tool for larger mulching projects; it’s an absolute workhorse,” he said. “It’s built for the application, has great horsepower, leaves a great finished product, and we can count on it every day.” The two CMI C300s are also reliable, with “lots of horsepower in a little package.”

One of the division’s newest machines is an FAE

RCU-75 remote-control slope mower (above), which is “built to work on steep slopes you wouldn’t want to put a person in a machine on,” Reiss said. The operator uses the remote control from a safe distance, which “takes the human element out and allows you to go in and mow slopes that were otherwise unmanageable.” RTE also owns a slope mower from a different manufacturer that is frequently out of commission, he added, but “we can rely on the FAE. We know it’s not going to let us down. It’s so much safer and more productive. It can do in a day what it would take 12 guys working by hand to do with a much lower exposure to risk. We love it.”

Reiss lists many advantages to working with Columbus Equipment Company. The sales representatives are experts in forestry machinery, and they also try to “understand our business model so they can tailor things to what we have going on,” he explained. “Columbus Equipment offers customers the best brands and serves as a one-stop shop for forestry businesses.”

Even more importantly, “Columbus Equipment is unmatched in their product support. They put the best people in positions to support the equipment, give them the training and keep them up to date.” In fact, he said, “[Material Processing product support specialist] Scott Parsons is one reason we’ve been able to grow so fast. He is committed to helping us. When we call with a problem – which is rare – he knows what we are talking about; he knows the product inside out. If he can’t help us fix it over the phone, he’ll have someone come out. He makes us feel we’re their top priority.”

RTE’s Environmental Division is an example of the impressive growth a company can achieve when they partner with a dealership that offers quality products, expert advice, and dependable support for your machinery. For RTE, that partner is Columbus Equipment Company and the Material Processing Division. 

ATTACHMENT COLLECTIONS



The true potential of a Magni machine is fully realized by selecting the right accessory for your application from a wide range of options. Well over 100 accessories have been well-engineered and are durable and interchangeable, thereby creating a machine capable of performing a wide range of tasks simply by changing accessories. Therein lies the true value of an investment in Magni equipment.

PLATFORMS

Magni offers a wide range of platforms, from the simplest, in order to be able to reach the desired heights in total safety, up to the most specialized models.

WINCHES

To effortlessly lift and move objects—more or less bulky—make the most of your Magni's performance, our range of compact, sturdy winches is the ideal solution.

Q-FITS

Essential accessory for accessing the whole range of options. Thanks to a tag, the selected accessory is automatically recognized by the machine, which consequently loads the diagrams through on-board software.

FORK CARRIAGES

From the simplest fork carriers to those with heavy-duty capacities and larger fork sizes to be able to perform challenging work in the most extreme conditions.

JIBS WITH WINCH

These accessories are widely used because of their impressive versatility and performance from a lifting capacity and wide choice of capacities perspective.

CLAMPS

Very specific accessories designed to address the stringent demands of the mining, extractive and recycling sectors.

BUCKETS

Buckets offer excellent efficiencies and performance in the construction, maintenance, recycling, agriculture and paper-supply-chain sectors.

HOOKS

Simple but extremely versatile and resistant, Magni approved hooks offer a wide solution for use in the construction world.

SPECIALIZED

These attachments are used to carry out specialized functions, such as removing large trees, cleaning the road with snow shovels, installing glass at high altitude and servicing aircraft.

In customizing the optimal Magni machine/attachment combination for your application, please contact a Columbus Equipment Company Lift Division representative today.

RENTAL FLEET INVENTORY RECENTLY RE-STOCKED!
CALL TODAY FOR THE SPECIFIC MACHINE YOU NEED!



**When You Control Cash Flow ...
You Control Profit.**

**Call Today For A Wide Range of
Late-Model Rental Solutions!**



NINE LOCATIONS TO SERVE YOU
Contact Your Local Branch Today!
www.columbusequipment.com

Ohio's Dependable Dealer





(Back): Greg Stiers, Kyle Nicholson. (Front, left to right): Brad Parker, Melvin Scurlock, Tyler Scarberry, Kaleb Miller, Stewart Neal, Stan Cheadle, Zach Pugh, Dustin Reynolds, Keaton Bracket, Mark Wiegand, Kyle Hood, Mike Murray, Scott Skidmore and Butch McCaleb

Columbus Equipment Company Machine Rebuilds: TOOLING, PERSONNEL, EXPERTISE DRIVE COMPELLING VALUE



A machine rebuild by Columbus Equipment Company can add years of useful life to construction equipment. As a result, more customers are seeking this service, whether they want to save money, stick with a familiar technology, or avoid supply chain issues.

In spring 2023, for example, Columbus Equipment performed complete rebuilds of two WA500 wheel loaders and an HD405 haul truck. “The customer wants to get a second life out of the machines, and by doing a rebuild, they can,” said Jeff Richards, vice president of product support.

“The customer wants to get a second life out of the machines, and by doing a rebuild, they can.”

Jeff Richards, VP of Product Support
Columbus Equipment Company

Columbus Equipment Company customizes the rebuild to exactly what the customer desires, whereas competitors do a standardized rebuild with little customer input. “Our customers are unique, with unique budgets and needs, so we don’t take a cookie-cutter approach,” said Matt McConnell, product

support sales manager.

The process begins with a thorough inspection to determine the machine’s condition. A price quote is built based on the inspection and the customer’s experience with the machine. “We prepare a formalized quote with every potential repair,” McConnell said. “We list every issue we find, its expected life and how much it would cost to repair,” including costs for using OEM, remanufactured and aftermarket parts, if available.

The owner then can customize the estimate by choosing which repairs they want performed or by deciding to use remanufactured components rather than new ones to control cost. “Our primary goal is to provide information so the customer can make an informed decision,” McConnell said. “We also advise them if it doesn’t make sense to rebuild.”

A typical rebuild takes four to eight weeks, depending on what work is being done. Columbus Equipment updates the owner weekly with in-shop visits or by phone. “As we tear down the machine, we end up finding things you can’t find in an inspection,” Richards explained. The weekly updates keep the lines of communication open so the owner can learn what issues have been discovered and decide whether to approve additional work.

Columbus Equipment Company performs most rebuilds in Columbus, Toledo, Cadiz and Massillon

COMPLETE SERVICE SPECIAL!



CALL TODAY TO LOCK IN ONE-TIME SAVINGS!

GET YOUR MACHINE READY
FOR THE UPCOMING SEASON

*Avoid large, time-consuming services
during the busy season*

DISCOUNTED "COMPLETE SERVICE"
WHEN YOU SIGN A PM AGREEMENT

Up to 20% Off!

LOCK IN PRICING THROUGH
6/30/24 (LABOR, OIL AND FILTERS)

Save \$\$\$

PLUS RECEIVE A 5% LABOR
DISCOUNT ON ALL SERVICE REPAIRS

With signed agreement

Special good through 12/31/23



Ohio's Dependable Dealer

COLUMBUS
(614) 443-6541

TOLEDO
(419) 872-7101

CINCINNATI
(513) 771-3922

RICHFIELD
(330) 659-6681

CADIZ
(740) 942-8871

DAYTON
(937) 879-3154

MASSILLON
(330) 833-2420

ZANESVILLE
(740) 455-4036

PIKETON
(740) 289-3757

www.columbusequipment.com





because space is often a consideration when rebuilding large equipment. The tooling in the shop, such as overhead cranes and jacks, has to be the right fit for the project.

Every branch has experienced technicians who can handle the work, Richards said. “Often, we’re not just using remanufactured products, we’re actually opening the parts and performing repairs rather than swapping out a part, and that takes a good degree of expertise.” Technicians gain that expertise by making similar repairs over and over; during rebuilds a younger mechanic is often paired with an expert to learn the skill.

“Columbus Equipment Company is on track to become a regional rebuilding center.”

Jeff Richards, VP of Product Support
Columbus Equipment Company

Because Columbus Equipment Company has the tools, expertise and personnel to perform rebuilds successfully, Komatsu recommends owners from outside the area bring their equipment here when their local dealership doesn’t have the ability to do rebuilds. “Columbus Equipment Company is on track to become a regional rebuilding center,” Richards said.

As a rule of thumb, most contractors consider a rebuild cost-effective when the price is about 60% of the cost of a new machine. When the work is complete, the machine will operate like a new one, although it might not look new. Customers can decide if they want to make cosmetic fixes, like repainting or fixing dinged-up panels. Many choose not to.

One of the main driving factors in getting a rebuild is to ensure the machine remains reliable and to limit downtime, McConnell said. “Planning maintenance and repairs is much more efficient and less costly than waiting for it to break.”

As a rule of thumb, most contractors consider a rebuild cost-effective when the price is about 60% of the cost of a new machine.

Whether a machine is a good candidate for a rebuild depends in large part on the owner’s asset management of the machine from the day it was purchased, noted Dan Connelly, executive vice president. If the machine has received PM on schedule and been serviced regularly, it’s likely in better condition to begin with. “Customers who are on the leading edge of fleet management and asset management are most likely to find rebuilding to be cost-effective.”

Traditionally, contractors have rebuilt very large equipment, particularly production-class wheel loaders and rigid-frame haul trucks, because it’s most cost-effective. However, some contractors are now rebuilding smaller pieces to extend their useful life, Richards said. For instance, one customer rebuilt two PC138 excavators. The 138s were Tier 3 models, and the customer wanted to stay with Tier 3 technology rather than moving up to Tier 4.



DEPENDABLE USED EQUIPMENT



Pre-owned equipment serves an important role in most operations, and represents a versatile, cost-efficient solution in dynamic jobsite environments just like yours. Contractors statewide routinely count on Columbus Equipment Company because of the expertise, equipment support and value we have delivered over the past 70 years in the industry.



Craig Curtis

Remarketing Business Manager

Email: craigc@columbusequipment.com

Cell: (614) 302-1168

Office: (614) 437-0384

**Equipment sitting around not being used?
Contact Craig at (614) 302-1168 today!**

Discuss your equipment needs, as well as how to take advantage of the current market conditions and get the most value for any underutilized equipment.

columbusequipment.com

The Original American Forestry Show



THE PAUL BUNYAN SHOW



 Husqvarna

OCTOBER 6-8, 2023
GUERNSEY CO. FAIRGROUNDS
CAMBRIDGE, OHIO

888-38-TREES • OHIOFOREST.ORG

INSPIRED BY TRADITION | POWERED BY INNOVATION
THE OHIO FORESTRY ASSOCIATION





Ohio's Dependable Dealer

© 2023 Mediaworks Marketing, Inc.

Ohio's Dependable Dealer

Statewide Coverage From The Following Locations:

COLUMBUS
(614) 443-6541

TOLEDO
(419) 872-7101

CINCINNATI
(513) 771-3922

RICHFIELD
(330) 659-6681

CADIZ
(740) 942-8871

DAYTON
(937) 879-3154

MASSILLON
(330) 833-2420

ZANESVILLE
(740) 455-4036

PIKETON
(740) 289-3757



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