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SPRING 2017



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Charles Jergens
Construction Inc.

ABILITY TO ADAPT DEFINES 45-YEAR JOURNEY

Charles Jergens Construction, Inc.'s 15-year veteran operator—Brian “Spanky” Hill—couples a Komatsu PC400LC excavator and LaBounty CP100 mechanical concrete pulverizer to prep concrete demo waste for 304 production.

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This time of the year is always hectic as projects, and your equipment, move into full swing. In this *Columbus Connection*, we feature a diverse range of exciting, new equipment in the hands of long-time customers, as well as new developments that help your operation run more cost-effectively and efficiently. Please be safe ... and we're here if that efficiency is ever compromised.



Sincerely,

Josh

Josh Stivison
President

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Charles Jergens Construction, Inc. employs equipment across a diverse range of applications. Here, Foreman Ed Jenigen is pictured removing overburden with a Komatsu PC300LC hydraulic excavator.

Charles Jergens Construction Inc.: ABILITY TO ADAPT DEFINES 45-YEAR JOURNEY

Charles Jergens Construction Inc. has been helping build the Dayton area for 45 years, occasionally shifting its service mix to meet market demands.

Phil Jergens, president, represents the third generation of his family to run a construction company. His grandfather, Henry Jergens, started a construction company in the 1960s. Henry's son Charles started his own company in 1972, which Phil now heads.

Phil Jergens, president, represents the third generation of his family to run a construction company.

At the start, the company "did sitework, utilities, footers for local general contractors," Phil Jergens said. Then the company started removing and installing underground storage tanks for gas stations. "At one time, we did the vast majority" of that work in the area, until regulations changed and gas stations switched to fiberglass tanks instead of steel ones. "They last forever now, and the work dried up."

The company also went through a period where it focused on demolition work, thanks to the Clean Ohio program that provided funding to clean up and revitalize old factories and foundries. "You almost couldn't bid all

"I can take a guy who wants to work hard, put him in the D51i, and he will perform like my best operator."

Phil Jergens; President, Charles Jergens Construction Inc.

the demolition work there was," Jergens said, but when the program ended, demolition work became scarce and the company refocused on excavation.

Current projects include \$3 million in sitework for the

Bethel School District and sitework and a utilities project at Wright Patterson Air Force Base. Jergens likes to make sure his employees always have work, so he also takes on small jobs employees can do when it's too wet for sitework, such as interior demolition.



Charles Jergens (right) founded the company in 1972. His father, Henry, entered the construction industry in the 1960s, and his son, Phil (left), runs the company today.

The company has 25 to 30 employees, and in 2014 had record sales of more than \$12 million. Jergens attributes the growth in sales, in part, to equipment choices. The company has purchased some larger equipment, and it has also concentrated on labor-saving equipment. "If there's a machine made that does the work, I buy it rather than use a laborer. It's cheaper to buy a machine that does it, for example a mini excavator with a hoe ram versus a guy with a jackhammer."

It's also easier to use machinery than recruit new, younger employees, he noted. "Young people see this as a dirty job, so you have to do more work with less people." Most of his current employees have at least a



Charles Jergens' Eagle Crusher 1200 CC crushing and screening plant recycles internal and third-party, demolition material into 304. According to President Phil Jergens, approximately 80% of the company's customers use the clean, concrete 304 product due to the significant cost savings—often around 40%—over limestone 304.

decade with the company, and his best dozer operator has been with him for 28 years.

Jergens started using Komatsu intelligent machines in 2015, when he purchased his first D51i. Jergens, who has years of experience running an excavator but not much time in a dozer, found “the D51i was a joy to run. I put 400 hours on it myself that first season. The stress level is lower, you don't have to constantly worry about grade.” He was so impressed, he purchased two more.

While Jergens has purchased many brands over the years, including Cat and John Deere, he is “weeding out the herd” and focusing on Komatsu equipment now.

In addition to eliminating grade checkers, the intelligent dozer helps operators perform better. “I can take a guy who wants to work hard, put him in the D51i, and he will perform like my best operator.” He thinks the intelligent machinery might even serve as a recruitment tool.

“At some point, the younger generation will see it's not a dirty, grimy job. It's more like a video game ... you're looking at the job on a screen with a dozer icon.”

Charles Jergens Construction has been a Columbus Equipment Company customer for decades and the company owns at least one of almost every size excavator Komatsu makes, ranging from PC35 to PC490. The fleet also includes an HM300 haul truck, several Komatsu wheel loaders, and dozers ranging in size from D51i to D85.

“Service from Columbus Equipment is better than anyone else out there.”

Phil Jergens; President, Charles Jergens Construction Inc.

While Jergens has purchased many brands over the years, including Cat and John Deere, he is “weeding out the herd” and focusing on Komatsu equipment now. “Mike Early is a great salesman, but the real reason I like Komatsu is service. If I have any problems, Columbus Equipment and Komatsu stand behind me 100 percent. Even if it's borderline [of when the warranty expires], we have never had to eat anything. Komatsu steps up to the plate, while other manufacturers make you jump



Whether it's material processing and handling (left two images above), demolition—PC228USLC Operator Randy Himes at a Miami Valley Hospital expansion site on Main and Stewart in Dayton—or site development—Ron Golub with a compact Komatsu PC35MR on a Dayton Children's Hospital development project—Komatsu equipment performance is dependable and unmatched.

through hoops.”

His operators like Komatsu machines because they offer comfort, visibility and ease of use. He likes them because they are durable and reliable. “We have a PC400 with about 25,000 hours on it. It has had one

“Komatsu equipment also has the highest resale value in the Ohio Valley. Resale on Cat equipment is nowhere near as good, and the resale on some other brands is terrible.”

Phil Jergens; President, Charles Jergens Construction Inc.

engine put in and the original hydraulic pump was sealed once. Beyond that, we just have not had to work on it. Komatsus just keep going.”

Jergens has two in-house mechanics, and the KOMTRAX system on Komatsu equipment allows them to perform work they can't do on other machines. “With computers and technology we are somewhat limited in what an in-house mechanic can do. Volvo won't

even sell you a computer to check their codes, but with KOMTRAX, I can call Mike Early, give him the code, and he'll look it up,” Jergens said. He also uses KOMTRAX data to monitor idle time, fuel usage and other fleet management information.

“Service from Columbus Equipment is better than anyone else out there. If you need a part, Patty [Davidson] in the parts department can get it, fast and accurate. A lot of times at other dealers, we'll order something and we don't get what we ordered. If Columbus Equipment says it will be on the shuttle at 9, it's on the shuttle at 9.”

“Komatsu equipment also has the highest resale value in the Ohio Valley,” Jergens said. “Resale on Cat equipment is nowhere near as good, and the resale on some other brands is terrible. The initial price might be good, but you get so much less out of them when you sell them.”

While Jergens has had as many as 60 employees, he prefers to run a lean operation so employees don't face layoffs if things slow down. Innovative, durable equipment from Komatsu, and a willingness to embrace change, allow him to maintain staffing at levels he is comfortable with while growing his business by taking on projects important to his community.

For more on Phil's experience with Komatsu intelligent Machine Control equipment, visit the link below and learn how the technology has impacted his business.

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New Komatsu PC138USLC-11 Hydraulic Excavator: **PERFECT MACHINE FOR HIGHWAY, BRIDGE CONTRACTORS**



The updated version of the Komatsu PC138 tight tail swing radius excavator is an excellent choice for contractors who do highway or utility work or any other jobs that require them to work in confined areas.

The Dash-11 version of the PC138 features a contoured cab design and sliding door so the cab can swing within the same radius as the counterweight. Additionally, the larger 7,639-lb counterweight mass is standard, giving the PC138 a lift capacity that meets or beats conventional models in the size class.

The larger 7,639-lb counterweight mass is standard, giving the PC138 a lift capacity that meets or beats conventional models in the size class.

“The PC138USLC-11 is the perfect machine for contractors on highway, bridge and other roadwork jobs,” said Kurt Moncini, senior product manager with Komatsu America. “It’s easy to transport, versatile, and the tight tail swing fits easily within one lane of traffic.”

This version of the excavator is Tier 4 Final certified and meets emission standards without requiring diesel particulate filters or regeneration. Instead, the 4.4-liter,

97.2-net horsepower engine uses a selective catalyst reduction system and Diesel Exhaust Fluid injection. The catalyst does not require any scheduled maintenance and, according to Komatsu, has the same life expectancy as the engine.

Fuel consumption is up to 4 percent lower in this machine compared to the Dash-10 model.

New features include a monitor that tracks maintenance and provides alerts about upcoming service and machine needs. The monitor also incorporates the standard rear-view camera display with gauges and provides fuel-saving information for the operator as well as KOMTRAX telematics data. A new, enhanced attachment control stores up to 10 attachments in the monitor panel with adjustable flow control.

A new, temperature-controlled, viscous fan clutch reduces parasitic load on the engine and lowers noise levels. Operators will also appreciate the new, standard high-back heated air-ride seat as well as the auxiliary jack they can use for their cell-phone or music device.

Contact your Columbus Equipment Company sales representative today and get more information on an updated PC138 tight tail swing excavator that offers low operating costs.





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Komatsu D61i-24 Crawler Dozer: LATEST RELEASE IN A GROWING INTELLIGENT MACHINE CONTROL DYNASTY



Komatsu is building on the growing success of its intelligent dozers by introducing the updated Tier 4 Final version of the D61i dozer. The new dozer, the Dash-24, reduces fuel consumption and operating costs while delivering the integrated intelligent Machine Control (iMC) that *Equipment World* called a “killer feature” in its review of the dozer.

The dozer produces up to 8 percent greater efficiency in moving materials in start-to-finish grade testing compared to typical aftermarket machine control systems

From heavy dozing to fine grading, the machine can operate automatically, thanks to the iMC system. The dozer produces up to 8 percent greater efficiency in moving materials in start-to-finish grade testing compared to typical aftermarket machine control systems.

“From first to last pass—rough cut to finish grade—the machine senses blade load, minimizes track slip and ensures operators get the most from every push,” said

Sebastian Witkowski, Komatsu product manager.

Since the system is fully integrated in the dozer, Komatsu has eliminated “the need to install or remove blade-mounted sensors each day. That not only saves on wear and tear and the potential for downtime, it saves operators valuable time that can be used to run the machine longer,” he added. Komatsu’s integrated system completely eliminates the cables needed in aftermarket systems.

The new dozer—equipped with a 6.8-liter, 168-hp Komatsu engine—gives operators a choice between a quick-shift, three-speed mode and a variable 20-speed customizable transmission mode. The new auto-idle shutdown and economy modes limit the amount of time the dozer idles, saving fuel and wear on the machine.

The D61i also features a standard rearview monitoring system that gives the operator a better view of potential worksite hazards. Many users find that iMC dozers are safer because the operator doesn’t have to monitor the blade constantly, allowing him to spend more time watching for possible hazards.

Like all Tier 4 Final Komatsu machines, the D61i-24 is covered by Komatsu CARE for the first three years or 2,000 hours, whether it is purchased, leased or rented. Komatsu Care covers scheduled factory maintenance, a 50-point inspection at each service, plus two complimentary Komatsu Diesel Particulate Filter exchanges and DEF flushes in the first five years.

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**Komatsu WA270-8 Wheel Loader:
LIFTING, DIGGING, MOVING,
SNOW REMOVAL ... IT'S COVERED!**



Komatsu has released the Tier 4 Final version of the WA270 wheel loader, a versatile, high-production machine that now provides lower fuel consumption and improved operator comfort.

“Whether you’re lifting, digging or changing attachments on the fly, the WA270-8 is compact enough to squeeze between buildings, yet powerful enough to tackle jobs often planned for bigger machines,” said Frank Nyquist, a product specialist with Komatsu America. “It’s one of the most versatile machines Komatsu offers,” and a great choice whether you are digging, moving pallets or removing snow.

“The WA270-8 is compact enough to squeeze between buildings, yet powerful enough to tackle jobs often planned for bigger machines.”

Frank Nyquist; Product Specialist, Komatsu America

That versatility is due to the WA270’s parallel-lift linkage, which has auto tilt-in to simulate a Z-bar and can be used in just about any application.

The 6.69-liter, 149-hp engine uses up to 3 percent less fuel than the Tier 4 Interim power plant it replaces.

The new selective catalyst reduction system cuts emissions and is designed to last as long as the engine does. The Tier 4 Final engine system performs regeneration passively, eliminating any need for operator action.

The Tier 4 Final engine system performs regeneration passively, eliminating any need for operator action.

The hydrostatic drive train has variable traction control and an S-mode to reduce wheel slip in snow, ice or other slippery conditions. The wheel loader also has a creep mode that allows the operator to dial in the desired travel speed, from 1 to 8 mph.

The cab has been outfitted with a more comfortable high-back heated seat that softens any machine vibrations.

Ease-of-service features include a sight glass for the DEF tank to prevent overfilling and gull-wing-door access to the service items on the engine.

The new wheel loader comes with Komatsu CARE, which covers scheduled factory maintenance for the first three years or 2,000 hours whether the machine is purchased, leased or rented. Komatsu CARE lowers ownership costs, increases resale value, and maximizes equipment uptime and availability.

Kelchner Inc./Wood Group: TRUST IN KOMATSU INTELLIGENT MA



Valued at over \$2-million, the Fedex Miamisburg site development project involved moving over 150,000 cubic yards of dirt and over 20,000 tons of aggregate—a perfect application for Kelchner Inc., Operator Sean Copley ... and the Komatsu D39PXi iMC crawler dozer.

Innovative technologies are just one reason Springboro, Ohio-based Kelchner Inc. became one of the 20 largest excavation companies in the United States. The company, founded in 1948, was one of the first contractors in the United States to start using GPS, and today more than 90 percent of its equipment uses machine control.

“Having a machine that is capable of delivering a high degree of accuracy without having to stop and check grades sped things up 100 percent compared to where we used to be.”

Troy Norvell; President, Kelchner Inc./Wood Group

Founded in 1948, Kelchner was a family-owned business until the end of 2015, when it was acquired by Houston-based Wood Group—a \$7-billion company that serves the energy sector in more than 50 countries.

The Ohio company continues to work in its specialty areas of large site development and energy sector work,

noted Troy Norvell, a Kelchner executive who now has the title of President, U.S. Onshore East with Wood Group. Some of the company’s recent and current projects include site work for the 2-million-square-foot Sofidel plant in Circleville, Ohio, and earthwork at the 650-acre site for the Volvo car manufacturing plant in Charleston, South Carolina. “We focus on large projects that are fast paced where we can flex our muscles and demonstrate who we really are,” Norvell said.

The company began using Topcon systems for machine control about a decade ago and started using Komatsu intelligent Machine Control (iMC) machines two years ago. “The Komatsu i-machines really fit into what we are trying to do,” Norvell said. And Komatsu’s fully-integrated, machine control system eliminated the need to fight with cables and antennas that come with add-on systems.

iMC offers several benefits for the kinds of projects Wood Group performs. “We do a lot of work where we are creating contours and doing slope construction,” the kind of work that requires lots of staking, checking and rechecking when using conventional equipment, he noted. Using iMC machines allows the company to eliminate staking and still meet quarter-inch tolerances. “Having a machine that is capable of delivering a high degree of accuracy without having to stop and check grades eliminated people on the ground. It sped things up 100 percent compared to where we used to be.”

MACHINE CONTROL PAYS DIVIDENDS



Wood Group President of U.S. Onshore East, Troy Norvell, has seen the benefits of Komatsu's iMC equipment first hand. The \$7-billion company that serves the energy sector in more than 50 countries now buys more Komatsu equipment than any other brand.

Safety is another major benefit of iMC machinery. "Our projects include moving massive amounts of earth. iMC helps to keep guys off the ground, so for safety it is very beneficial," he added.

"Our projects include moving massive amounts of earth. iMC helps to keep guys off the ground, so for safety it is very beneficial."

Troy Norvell; President, Kelchner Inc./Wood Group

Ultimately, "iMC equipment allows us to deliver projects faster, safer and more competitively than we have in the past." With less surveying and staking needed, projects can be completed faster and with fewer workers onsite, cutting costs and days from the schedule. Couple that with tight tolerances, and you get happy customers.

Kelchner has been using Komatsu equipment since the late 1990s, and the company owns a wide range of Komatsu excavators, dozers and haul trucks. Its current fleet

of 125 machines, both owned and rented, includes 50 Komatsus, and "for the last three years, we have leased and purchased more Komatsu machinery than any other brand," Norvell said. He expects that trend to continue, citing the reliability and performance of Komatsu equipment.

"Columbus Equipment Company's service is second to none, and the customer support is the best in the business."

Troy Norvell; President, Kelchner Inc./Wood Group

"We really like the local dealership support we get from Columbus Equipment Company. We feel like it's a partnership and they take the best interests of our business into account. Their service is second to none, and the customer support is the best in the business."

Komatsu's intelligent machines align with Kelchner's main concerns—schedules, tolerances, quality, and safety, Norvell commented. "Intelligent machines take all the guess work out of what we're doing."

Crosby Excavating: COINCIDENCE, OPPORTUNITY AND



Steve Crosby saw an opportunity to expand the pavement demolition activities of Crosby Excavating, thanks to the replacement of I-469, which runs by a piece of property he owns in Fort Wayne, Indiana. Crosby got a contract for demolition of a segment of the concrete freeway and barrier walls. However, the track crusher Crosby Excavating was using on the project wasn't up to the task.

“The Eagle is doing a better job by far. It is also substantially faster than the previous setup, and we can process 250 to 300 tons an hour.”

Steve Crosby; Owner, Crosby Excavating

The solution came about almost by chance, as Columbus Equipment Company Environmental Division sales rep Jesse Garber was driving down I-469 and noticed the crew struggling with the crusher. He decided to stop and talk to them. “Freeway tear-outs are the toughest application we run into. The concrete

is extremely hard, it has rebar in it, and it's hard to crush,” Garber noted.

The crew put Crosby and Garber in touch, and Crosby decided to demo the Eagle 1200-25 CC portable crusher/screening plant combination that Garber sug-

“Even though the 1200 is bigger than the previous unit, we are saving fuel by running one engine instead of two.”

Steve Crosby; Owner, Crosby Excavating

gested. The Eagle 1200-25 CC features closed-circuit crushing and screening in one chassis, with oversized pieces being returned to the crusher. The two-deck screen also allows the production of two spec products at the same time.

Crosby tried the Eagle 1200 in the fall of 2015, rented it for several months, then converted to a purchase. “The Eagle is a bigger unit than what we were using, and it is doing a better job by far,” Crosby said. “It is also substantially faster than the previous setup, and we

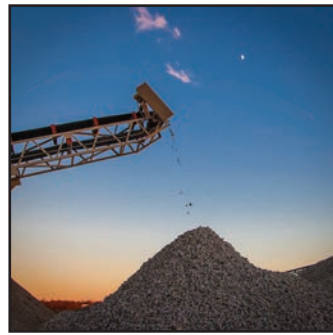
EXPERIENCE COMBINE FOR SUCCESS

can process 250 to 300 tons an hour," which he estimates is double the production the company got from its previous setup.

The Eagle has other advantages too. "It doesn't have a separate generator for stackers, it's self-contained

Easter weekend last year, to ensure the crusher would be ready on Monday morning, as Crosby was expecting 200 dump truck loads and wouldn't have room for it all if the crusher wasn't working, Garber noted.

Crosby founded Crosby Excavating in 1987, starting



Crosby Excavating's Eagle 1200-25 closed-circuit crusher/screener processes up to 300 tons per hour while reducing the company's fuel costs. The 1200 also removes rebar and produces two products that meet INDOT specifications.

with just one power plant, so even though the 1200 is bigger than the previous unit, we are saving fuel by running one engine instead of two," Crosby noted. The machine removes rebar efficiently, and the setup allows the crew to produce two products that meet INDOT

with just a dump truck he used on residential projects. Step by step, he added employees and equipment, moving up to larger jobs. Today, Fort Wayne-based Crosby Excavating handles a variety of projects, including sewer and water lines, earth moving and ground clearing,

"Columbus Equipment has been responsive to service requests and even did a service call on Easter weekend last year, to ensure the crusher would be ready on Monday morning."

Steve Crosby; Owner, Crosby Excavating

specifications. Crosby Excavating uses most of that recycled material itself and sells the rest.

The crusher is designed for transport with a retractable return conveyor. Crosby recently moved the Eagle to an asphalt plant in Fort Wayne to run reclaimed asphalt pavement for a local asphalt company, the biggest asphalt project the contractor has taken on.

The Eagle has been performing well, Crosby said. Columbus Equipment has been responsive to service requests and "they have talked us through some repairs when we could fix the machine ourselves."

Columbus Equipment even did a service call on

excavation, and pavement demolition.

Experience and good equipment go hand in hand in increasing productivity, Crosby noted. Thanks to the highly-efficient Eagle 1200, "we've processed a lot of concrete, about 330,000 tons, and with that you gain knowledge" that also boosts efficiency.

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"Komatsu support keeps us going."

MATT SMITH

PRESIDENT / SITEWORX / LEBANON, OH

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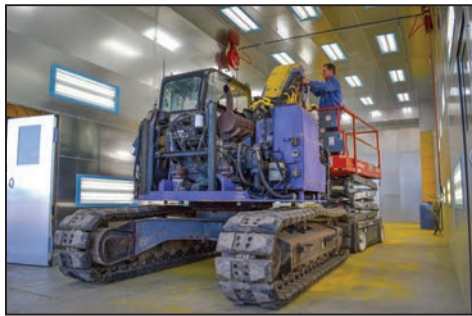
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New Paint Facility Enhances CUSTOMER CONVENIENCE, SATISFACTION, AND MACHINE INVESTMENT



Repainting equipment can be a smart investment. A new paint job can lengthen the life of the machine or increase its resale value. Freshly-painted equipment can also boost your company's professional image.

With a new painting facility, located at the Columbus Branch, Columbus Equipment Company can provide a high-quality paint job for your equipment in a time-efficient, environmentally-friendly manner.

“The pressurized, cross-draft booth keeps the paint where it is directed, limiting any oversprays or impurities that could mar the surface.”

Gene Wyer; Service Manager, Columbus Equipment Company

“The pressurized, cross-draft booth keeps the paint where it is directed, limiting any oversprays or impurities that could mar the surface,” said Gene Wyer, Columbus Branch Service Manager. Additionally, the booth has baking capabilities to cure paint in 45 minutes, so the painter can use two or more colors on a machine in a day. Previously, one color had to cure overnight before the second color was added.

The updated paint booth is staffed by a new employee with more than 30 years experience in painting machinery, Wyer said. “Much of his experience is from the automotive field, and he brings the quality of automotive paint jobs to the equipment world here at Columbus Equipment Company.”

Upgraded LED lighting in the booth makes it easy for the paint crew to check for flaws. For safety, the booth is

equipped with a dry, chemical-fire suppression system.

At 64 feet long, 16 feet wide, and 16 feet high, the paint booth can accommodate machinery as large as a crane or a PC490. “We can paint the whole machine or just a section, depending on what the customer wants,” Wyer noted.



Repainting equipment is frequently requested since it can lengthen the life of the machine and increase its resale value. Freshly-painted equipment will also enhance a company's professional image.

Adding a paint job to a planned repair or service visit is a convenient and cost-efficient way to get the painting done, and Columbus Equipment Company stands behind its paint work the same way it stands behind its mechanical work.

The new paint booth represents a \$350,000 investment in upgrading capacity to provide a service many customers request.

LIFTING DIVISION

Shook Construction Company: LEADING NATIONAL CONTRACTOR



Shook Construction Foreman John Kunkler, Operator Curt Shepler and crew onsite at the Canton Water Reclamation Facility. The \$81 million project is one of the largest public works projects in Stark County history. Upon completion, Canton will have the biggest wastewater treatment facility using membrane bioreactor technology in North America.

For 90 years, Dayton-based Shook Construction Company has been helping to build communities, focusing on key sectors such as education, health care and water resources.

Shook is one of the nation's Top 20 water resource contractors, according to the Engineering News-Record. Unlike many contractors, Shook performs all work on water treatment projects in-house, rather than subcontracting out the sitework, piping, concrete and other portions of the job.

Currently, the company owns 10 cranes, including two Link-Belt RTC-8065 65-ton rough terrain cranes, an RTC-8040, and a 138 HSL 80-ton crawler crane.

With the self-perform model, most of the company's construction equipment is used on the water treatment projects, said Randy Lykins, equipment superintendent for Shook Construction. These projects require a crane, and in the last few years the company has acquired several Link-Belt cranes.

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two Link-Belt RTC-8065 65-ton rough terrain cranes, an RTC-8040, and a 138 HSL 80-ton crawler crane.

Shook bought the Link-Belt 138 several years ago while working on a water project in Virginia. "The 138 has never been to our yard in Dayton," Lykins noted. "It just goes from job to job. It has been a great machine. It is designed for ease of tear-down and set-up, and its ease of transport is a huge benefit."

Crews use the 138 for pouring concrete, setting pipe and setting steel. "That machine has over 8,000 hours, and the only thing we've had to do is put a set of injectors in it. We do the maintenance on it as scheduled and we haven't had any problems with it."

Shook purchased the crane to replace a much older 138 "that was a good crane, but it got to the point we couldn't find anyone to run it," Lykins said.

For many years, the largest rough terrain crane Shook owned was a 50-ton model, but it has recently purchased 8065 models for two water projects. "We like the rough terrain cranes for the ease of movement. Work on a treatment plant is scattered all over the site, so we might use the RTC to pour concrete on one side of the site today, and move it to the other side tomorrow," he commented.

"Operators really like Link-Belts for the ease of operation. They are very comfortable and operator friendly. You don't have to know how to work a computer to run it. They are simple to operate, smooth, quiet, a real nice machine," Lykins added.

R DEDICATED TO COMMUNITY



Shook's Link-Belt RTC-8065 Operator Joe Carlone relocates a 4,500 lb. scissor lift at the Easterly Waste Water Treatment Plant in Cleveland, Ohio. The 8065 is rarely idle and has seen over 6,000 hours of action in less than four years at the facility. Easterly serves over 334,000 residents and businesses, treating more than 94 million gallons of wastewater per day.

Lykins started with Shook Construction 33 years ago as a mechanic, and he has been equipment superintendent for the past 23 years. His employer was doing business with Columbus Equipment Company long before he arrived, he said. "We have a lot of dealers close by,

"The 138 has never been to our yard in Dayton. It just goes from job to job. It has been a great machine and its ease of transport is a huge benefit."

Randy Lykins, Equipment Superintendent
Shook Construction Company

but Columbus Equipment isn't your average equipment distributor. It's very easy dealing with Mike Early and the guys at Columbus Equipment. Any branch we deal with, they do what they need to do to help us and get us out of a bind. If I need a piece of equipment quickly, they don't have a problem finding it, even if they have to go to a different branch."

While Lykins has a crew of mechanics in Dayton, when his equipment needs work around the state, he knows he can call on Columbus Equipment Company. "We frequently use them in Cleveland, where we have several jobs. That's a three-hour drive for us, and Columbus Equipment can get there quickly. Most of the equipment we own is Komatsu or Link-Belt, so whether we need service on either one, they can do it."

As it celebrates its 90th anniversary, Shook Construction has about 300 employees and \$200 million in annual revenue.

Shook Construction frequently appears on trade group lists of the best construction projects. One area of specialty is school facilities—Shook has built almost \$1 billion in education facilities since the middle of the last decade. Another Shook project—GE Aviation EPISCENTER at the University of Dayton—won the 2014 Best Project of the Year Award presented by the Engineering News-Record and was named a 2014 Build Ohio Finalist by the Associated General Contractors of Ohio. In 2015, two of Shook's water projects were also named finalists by AGCO.

The Shook mission starts with "community." By building schools, hospitals and water treatment plants, "we are fortunate enough to be a part of really creating the fabric of the community," said Shook Construction President Bill Whistler.

Old Friends Retire, Create OPPORTUNITIES FOR NEXT GENERATION



(Left) President Josh Stivison thanks Joe Moore for his service to the company. (Center) Massillon's Lynn Smith (pictured with husband Gary) retires after 20 years with the company. Tim Maharg (right) brings 25 years of experience to his new role as Environmental Division PSM in Northern and Eastern Ohio.

Corporate

Tim Maharg is the new Environmental Product Support Manager covering Northern and Eastern Ohio (Josh Reiss replaces Tim as the new Environmental PSR in the territory). Tim will work directly with our growing base of Environmental Division customers to make sure they receive the parts and service support they need.

Previously, he had a product support role at Murphy Tractor. Tim has more than 25 years' experience in the equipment industry, including 16 years as fleet manager for Performance Site Management. He has received factory training from many manufacturers, including Morbark and Eagle Crusher.

Columbus Branch

Eddie Groff is the new Field Dispatcher for the Columbus branch. Eddie has been with the company since 2015 and previously worked as a lube technician at the Richfield and Columbus stores.

Before joining Columbus Equipment Company, Eddie was shop manager for Headwaters Plant Services.

Cincinnati Branch

Jeremy Robinson has been named Service Manager at the Cincinnati branch. In his 11 years with Columbus Equipment Company, Jeremy has performed a variety of roles, including working in the parts department and as the Field Service Coordinator in Columbus. Those experiences will be helpful as he deploys company resources to meet customer service needs.

Toledo Branch

Tom Wood has been promoted to Service Manager in Toledo. He joined Columbus Equipment Company in 2016 as the Service, Sales and Rental Coordinator in Toledo. Tom has more than 20 years' experience in construction and industrial equipment, with experience on both the sales and service sides.

Cadiz Branch

Joe Moore, Machine Sales Representative in the Cadiz branch, entered semi-retirement at the end of March. Joe, a veteran of the Vietnam War, spent his entire career in equipment sales. He joined Columbus Equipment Company in 2005 after working for a John Deere dealer and a Komatsu distributor in West Virginia. Jeff Freeland will be the territory's new rep.

Joe is looking forward to golfing, traveling with his wife, and spending more time with his grandkids.

Massillon Branch

Lynn Smith, administrative assistant for the Massillon branch, retired in January after nearly 20 years with Columbus Equipment Company.

Lynn plans to spend more time with her husband Gary, including camping trips with their four children and many grandchildren.



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