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Luburgh Inc.

FAMILY-POWERED GROWTH

... SINCE WORLD WAR II

Luburgh Operator Chris Adkins with a Komatsu D65WX doing what the company does best ... performing quality work by moving a lot of dirt quickly.



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Winter's here and, as you know, this is the best time of the season to take care of any service work your equipment needs. Please enjoy this issue's customer features, and review the technician support tips on pages 16/17. Moving forward, we trust you'll find this new section helpful. Best wishes for a safe and productive 2018 ... we're here to help whenever you need us.



Sincerely,

Josh

Josh Stivison
President

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Luburgh's 25-year veteran Operator Brian Barker on a private site development project in Norwich, Ohio with a Komatsu PC360LC—one of almost 40 hydraulic excavators the company now owns.

Luburgh Inc. FAMILY-POWERED GROWTH ... SINCE WORLD WAR II

It may not be the official company motto, but project manager Matt Luburgh seems to be speaking for everyone at Luburgh Inc. when he says “we love moving a lot of dirt.” In fact, the five Luburgh family members with key management positions at the Zanesville company have more than 200 years of combined experience in earthmoving.

Otto Luburgh is president, his brother Henry is vice president, and Otto’s three sons—Matt, Mark and Curt—are project managers. Other third- and fourth-generation family members also work for the company, one of Ohio’s largest, family-owned earthmoving contractors.

Luburgh Inc. is heavily involved in the energy sector, with customers such as Halliburton, AEP and Consol Energy. The company’s energy-related capabilities include building well pads and transmission plants as well as power plant maintenance work. “We also qualify for Ohio state work, usually in the \$40-million range,” noted Otto Luburgh. The company performs emergency work for the Army Corps of Engineers, too.

The five Luburgh family members with key management positions have more than 200 years of combined experience in earthmoving.

At the height of a busy summer, the company has about 150 employees, Matt Luburgh said. Luburgh is a union company that works primarily in Ohio and adjoining states, but if enough dirt is involved, the contractor will take a project two states away.

Luburgh generates repeat business thanks to its emphasis on quality. “We strive to perform quality work in a timely manner,” Matt said. “We always meet schedules; that is huge to us. We get the job done as fast and as best as we can. If crews need to work around the clock to meet a deadline, they do,” he added. “On well pads, we have the drilling rigs pushing us. Once a rig is completed

on another site, it costs Consol a ton of money to have it sit idle, so they’d rather pay to have us work 24/7 than lose money on the rigs.”

Moving a lot of dirt on schedule requires reliable equipment, and the Luburgh family has counted on Columbus Equipment Company for machinery longer than anyone can remember. The late Tom Stivison, who became Columbus Equipment Company president, “used



The Luburgh family: (Back left to right) Henry, Matt, Otto and Mark. (Front left to right) Slade, Craig and Clayton. (Curt and Jason not pictured.)

to be the salesman who called on us,” Otto recalled. Luburgh purchases a range of items—from heavy equipment to Talbert trailers and Ingersoll Rand rollers—from Columbus Equipment Company.

The company was an early user of Komatsu equipment. “We bought Cats, and we would always have to rebuild the final drive,” Otto said. “We have never had to do the final drive on a Komatsu, and that was good step up from the old Cat final drive.”

Currently, the fleet includes PC200, PC220, PC360



and PC750 excavators, some mini excavators, and two new HM400-5 articulated trucks. The company also uses Komatsu dozers, including some older D65s and a newer D65WX-17 that is equipped with a Topcon system.

Komatsu's intelligent Machine Control system machinery is also on Matt's radar. Contracts for well-pad work require the company to use GPS-equipped machines, so he knows the advantages. "We build well pads with no grade stakes. I have an operator who uses the blade to outline the perimeter." It's quite a contrast to his early days with the company when "I crawled through briars to mark a right-of-way."

Luburgh Inc. is heavily involved in the energy sector, with customers such as Halliburton, AEP and Consol Energy.

Matt likes Komatsu equipment because "we know that 10 years down the road, the Komatsu is still going to be a good machine. Komatsu equipment is reliable, balanced well, and the hydraulics are strong. We never have travel issues on the trackhoes, you know they are going to start and perform every day. That's huge to a company like us that owns machines rather than leases them."

Last year, Luburgh Inc. purchased two Komatsu HM400 articulated trucks. "They are like a Cadillac," Matt said. "They are comfortable, and the guys love them. If you give a guy a machine like that they are going to work harder for you and not going to take as



many breaks. It's climate controlled; there's no need to get out of the truck. If they are in an old truck with no air-conditioning, they get out to get a cold drink. But the guys in these cabs don't want to get out, and you get another five or six loads a day versus a guy running an old Terex. If you put them in a dozer with a climate-controlled cab or a heated seat, they might work through lunch."

Luburgh Inc. traces its roots to shortly after World War II, when C.M. and Ruth Luburgh got into the earthmoving business. At first, their specialty was farm ponds, and they advertised their services in *The Ohio Farmer*. But



the company moved on to bigger projects, including roads and interstate ramps. In the 1950s, Luburgh helped build Salt Fort State Park in Guernsey County.

“We bought Cats, and we would always have to rebuild the final drive.”

Otto Luburgh; President, Luburgh Inc.

C.M. passed in 1973, and Ruth in 2014. Their sons took over the business, incorporating it in 1985. In the 1980s, the company helped build Apple Valley Resort. Later, the company took on airport work, including Zanesville Airport, and built landfills. “It’s been crazy

Luburgh generates repeat business thanks to its emphasis on quality.

watching this company grow,” Matt said. “We started with two trackhoes, now we have about 36 of them. Grandpa would be amazed how far we have come. He wouldn’t even have dreamed of a dozer running by itself.”

But quality, rather than growth, is the company focus.

“We love doing quality work. We’ve been family owned for our history, and it’s important to us to have a good relationship with our customers,” Matt said.

He recalled the company got a Smooth Pavement Award for its airport work back in the early 2000s. “We still take

“We know that 10 years down the road, the Komatsu is still going to be a good machine. Komatsu equipment is reliable, balanced well, and the hydraulics are strong.”

Matt Luburgh; Project Manager, Luburgh Inc.

pride in that. If we built a road, we still take pride when driving down that road. We like seeing what we did.”

Quality work and pride in a job well done. Grandpa Luburgh might be surprised by an iMC dozer, but he would certainly recognize the old-fashioned virtues at work behind the stick.

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“Komatsu support keeps us going.”

MATT SMITH

PRESIDENT / SITEWORX / LEBANON, OH

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“Product performance, brand reputation and good pricing were a big part of why I switched to Komatsu. I saw their commitment to the customer, and once we tried the product we were instantly blown away! Komatsu’s and my distributor’s support are first class. And Komatsu was first to market with intelligent Machine Control. They’re always adding innovations that keep me more efficient, and more profitable.”



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New Komatsu D51 Crawler Dozer: PUSHING THE VALUE ENVELOPE WITH EVERY BLADE LOAD



Komatsu has updated the versatile D51 dozer, creating a machine that provides better fuel efficiency, exceptional maneuverability, and enhancements to make operators comfortable and more productive.

The D51 EX/PX-24 dozer uses up to 13 percent less fuel than previous models, thanks to the new Tier 4 Final 131-hp engine and new electronically controlled hydrostatic transmission. The machine uses a diesel oxidation catalyst to

The D51's standard, parallel-link undercarriage system offers up to twice as much wear life as a standard undercarriage design and reduces maintenance costs by up to 40 percent.

reduce particulate matter and NOx without a diesel particulate filter. Regeneration is 100 percent passive, with no active or manual regeneration needed.

"The D51EX/PX-24 is a versatile machine, at home on jobsites from landscaping to site prep, as well as highway

projects where you're sculpting on and off ramps," said Jonathan Tolomeo, product manager for Komatsu America. "It can do the nimble jobs required of a small dozer, but can also move serious dirt."

Durability is built into this machine. The D51's standard, parallel-link undercarriage system offers up to twice as much wear life as a standard undercarriage design and reduces maintenance costs by up to 40 percent. The new final drive housing design features a debris shield for added protection.

Operators can choose between a quick-shift, three-speed transmission mode or a variable, 20-speed mode. The dozer also allows up to five customized machine setups for individual operators.

For productivity, Komatsu's super-slant-nosed cab-forward design gives operators excellent visibility to the blade cutting edge. The rearview monitoring system and updated in-cab screen allow the operator to monitor the jobsite and key machine metrics. Comfort features include a heated air-suspension seat.

All Tier 4 Final D51 dozers are covered by the Komatsu CARE scheduled maintenance program for the first three years or 2,000 hours, whether purchased, rented or leased.





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New Komatsu PC4000-11 Hydraulic Mining Shovel: DURABILITY, EASE-OF-OPERATION, LOWER COST-OF-OWNERSHIP



Komatsu's new PC4000-11 hydraulic mining shovel is designed to produce more tons per hour with lower operating costs. The giant machine, which pairs with 150-ton to 240-ton trucks, can be configured as a shovel or backhoe, depending upon the intended application.

The PC4000 is equipped with an 1,875-hp, 16-cylinder Tier 4 Final Komatsu engine that offers better fuel efficiency and longer service intervals. The machine provides

The PC4000 is equipped with an 1,875-hp, 16-cylinder Tier 4 Final Komatsu engine that offers better fuel efficiency and longer service intervals.

powerful digging forces and uses a proven, open-circuit hydraulic system with high-efficiency swing-out oil coolers. Additional durability features include a large undercarriage surface area and extensive precision hardening of all

engaging components to reduce track wear. All the undercarriage rollers, idlers and sprockets are robust and large-diameter.

Komatsu offers a variety of buckets and wear packages for the PC4000 so users can select the best option for their material densities and properties.

Operators and mechanics will like the easy access and maintenance features. The design provides an enclosed walk-in machinery house with a partition wall separating the engine from the pump area. Mechanics have access to all major service points from the machinery house floor level. For safety, the machine has three emergency exits, providing egress from the cabin, machinery house and machinery house roof.

The updated cab gives the operator excellent visibility, thanks to a full-height front window and the KomVision 360-degree camera system. The low-noise cab has an adjustable air suspension seat, climate control system and filtered air ventilation system—all designed to fight operator fatigue. Operators will stay sharper and in their seats longer in this comfortable cab.

Call your Columbus Equipment Company representative for more details about how the PC4000 can help you increase production, and cut operational costs.

Sehlhorst Equipment Services: MARRIAGE OF KOMATSU HYDRAULICS



A Sehlhorst Komatsu PC360LCi excavator cuts a 200-foot long by 25-foot high slope for foundation lay back at a CubeSmart site on Madison Road in Cincinnati. The 360i—coupled with a smooth-lip ditching bucket—recently achieved 500 feet of trench a day on grade with aggregate base at a nearby GE Plant Project, reducing the project timeline by 40%.

Sehlhorst Equipment Services has been installing aftermarket GPS systems on Komatsu dozers and excavators for at least a decade because it's "a labor saver and a manpower multiplier" on grading projects, said Doug Sehlhorst, president. The difference between using GPS and working "the old-fashioned way" is "so night and day, we don't even need to crunch the numbers to know it's cost-effective."

With that kind of positive experience, it's no surprise SES became an early adopter of Komatsu's intelligent Machine Control (iMC) dozers and excavators, purchasing a D61i and a PC360i. Then Sehlhorst got a pleasant surprise. While the Topcon system integrated into the machines operated much like the aftermarket Topcon systems SES uses, Sehlhorst wasn't expecting the added efficiency from Komatsu's load-sensing technology and work modes that are part of iMC.

"Komatsu really brought a lot more effectiveness to the table by marrying the hydraulics of the machine to the GPS," he said. "You are basically in automatic mode all the time. The machine is trying to cut to grade, but the hydraulics sense the load and ease out of it." In comparison, "With our older aftermarket machines, if you are in automatic mode, the blade wants to dive down to the grade and dig more than the machine can push."

"The load-sensing hydraulics make all the difference in the world, especially with an inexperienced operator.

On our older machines, you [have to be] constantly in and out of auto mode. It takes skill to know when to be in automatic or not."

Sehlhorst was also impressed that the PC360i won't let the operator overdig. "On an aftermarket excavator, the system is indicate-only, and the operator can easily dig below the line. On the iMC machine, the operator

"The load-sensing hydraulics make all the difference in the world, especially with an inexperienced operator."

Doug Sehlhorst; President, Sehlhorst Equipment Services

doesn't have to concentrate so hard on the computer monitor. He can just dig normally and the intelligence of the machine keeps him from overexcavating."

The PC360i proved its value on the first job SES used it on—a half-mile long drainage ditch with a trapezoid cross section—a 10-foot-wide flat bottom with sloping sides. "Our best excavator operator did the project, and the intelligent machine close to doubled his productivity because he didn't have to worry about overexcavating,"

For additional video coverage, visit columbusequipment.com/videos.php for more on Doug Sehlhorst's Komatsu iMC experience.

ICS AND GPS CHANGES THE GAME



Sehlhorst's Komatsu D61EXi has been active on the Rumpke Truck Maintenance Facility Project in Colerain Township. With 35,000 cu. yds. of onsite cut and fill, and 20 acres of finish grading, the full-service site preparation contractor has seen "tremendous improvements" in its operating efficiency due to Komatsu's iMC technology.

Sehlhorst said.

"Moving forward, as we add new dozers and excavators to the fleet, I don't see us buying any machines without intelligent Machine Control."

Cincinnati-based SES is a full-service, site preparation contractor that works mostly in the tri-state area. Customers include Kroger, Xavier University, and the Cincinnati public schools. Doug's father started the company in 1985. In 2009, brothers Doug, David, Dan, and Mark Billman—a longtime employee of the company—took over the business.

"Our best excavator operator did the project, and the intelligent machine close to doubled his productivity."

Doug Sehlhorst; President, Sehlhorst Equipment Services

SES has been a Columbus Equipment Company customer for decades, and the dealership continues to earn his business, Sehlhorst said. A recent example why: About six months after delivery, the D61i developed a glitch in the Topcon system that no one from Columbus

Equipment Company, Komatsu or Topcon could diagnose. "Columbus Equipment stepped up to the plate," Sehlhorst said. "They loaned us a dozer in the middle of a tight deadline job. They took the lead, and said 'this is our problem and we are going to solve it for

"Moving forward, I don't see us buying any machines without intelligent Machine Control."

Doug Sehlhorst; President, Sehlhorst Equipment Services

you.' They were the go-between between these two huge corporations [Komatsu and Topcon]. It made what I thought was going to be a big problem into a minor inconvenience. That is where Columbus Equipment Company excels. It gives me confidence in the face of new technology to go purchase these machines having full faith that my dealer will back me up if there are any issues."

The Snider Group Inc. MORBARK 6600T ROUNDS OUT



The Snider Group's Morbark 6600T Wood Hog Horizontal Grinder has been an excellent fit for the land-clearing work the company performs. The 6600T is pictured clearing seven acres of woods on the Tansel Crossing Subdivision Project, Section 1, in Clermont Indiana, just west of Indianapolis.

Since its founding in 1964, The Snider Group Inc. has provided customers with one-stop shopping for site work. The Zionsville, Indiana-based company does everything from “land clearing through curbs and pavement,” including underground utilities, said Mike Snider, vice president.

“In terms of the number of days it takes to do a clearing and proceed forward with a project, the Morbark is significantly faster than anything we have used before.”

Mike Snider; Vice President, The Snider Group Inc.

The ability to handle all phases of site prep, including land clearing, “allows us to accelerate the schedule on projects, because we are not waiting to get the work done,” he added. Recently purchasing a Morbark 6600T Wood Hog Horizontal Grinder further improved that capability.

The company had tried using subcontractors for land clearing, but “there’s a real need for more clearing contractors in this area. On projects over the last few years, we didn’t get enough timely responses to get the job done. We felt there was a need for us to get back into land clearing,” Snider said.

With that need in mind, the company started examining its options for processing trees it cleared. Previously, The Snider Group had used a Vermeer tub grinder.

Snider considered several brands, including Vermeer, Bandit, and Morbark. “I was impressed with the Morbark 6600T. The size of the machine matched what we wanted to do for our customers, and we liked the speed of the machine and its efficiency. I knew it had good support and a good history based on my research. Morbark has an excellent reputation,” Snider said. “I have a friend in the mulch business who runs Morbark equipment, and he felt strongly it was a fantastic product.”

In the field, the Morbark has exceeded Snider’s expectations. “We don’t measure output, but in terms of the number of days it takes to do a clearing and proceed forward with a project, the Morbark is significantly faster than anything we have used before. It’s more efficient than what the people we’ve hired have used.”

With an infeed that measures 66 inches by 50 inches, the 6600 is designed to handle whole trees with ease.

For additional video coverage, visit columbusequipment.com/videos.php for more on The Snider Group's experience with their Morbark 6600T.

FULL-SERVICE CUSTOMER LOOP

"We've been able to put large trees and stumps through it with no problems from the load we've put it under," Snider said. The chips then go to a mulch company that regrinds the product.

To feed the grinder, Snider's crews use two

with," Snider said. "They were very informative and have a good knowledge of the equipment they handle. They delivered everything on time. Everything they said would happen did happen, and that makes everything in my world easier."



Operator Tyler Davis (above, second right) said project times have been slashed since the addition of the 6600T. He estimates grinding time alone has been reduced as much as 75% due to the 6600T's power, tracked mobility and the fact the machine's yolk accommodates large, whole trees. Throughput is impressive (right), he says.

machines, including a Komatsu PC228 with a thumb. "Often, we need to load the 6600 with two machines just to load it fast enough," Snider commented.

"Often, we need to load the 6600 with two machines just to load it fast enough."

Mike Snider; Vice President, The Snider Group Inc.

Having the grinder on tracks also increases productivity and efficiency, he noted, especially on subdivision job sites where crews are clearing many spots over several acres.

The sitework contracting company was founded by Mike Snider's grandfather, Leo Andrade. Mike's father, Steve Snider, took over in 1990 and gave the company its current name. The Snider Group works on commercial developments and subdivisions around Indianapolis for builders such as Pulte Homes.


"This was our first purchase from Columbus Equipment Company, and they were great to work

"I am really pleased with the product and the way it's performing, and as our people become more familiar with the machine, it will only increase our efficiency,"

"Everything they said would happen did happen, and that makes everything in my world easier."

Mike Snider; Vice President, The Snider Group Inc.

Snider said. "I think we made a really good choice in purchasing the Morbark 6600T."

The Snider Group Operator Tyler Davis had very little clearing experience prior to the arrival of the 6600T. Visit columbusequipment.com/videos.php and learn how the 6600T's PT clutch powered through 120-foot oaks. Tyler also shares the learning curve experience after working with Jesse, Jason and Aaron of the Environmental Division. 

Topcon Paving System with Marty Evans: MANAGING TOW ARM MOVEMENT VIA VALVE OFFSETS AND GAINS



What is the difference between valve offsets and gains on the Topcon system on my paver? That's the most common question asked of Marty Evans, one of Topcon's most respected field representatives for the paving and milling market. The question arises when an operator wants to adjust how fast the tow arm moves up or down. "If the tow arm doesn't go up fast enough, they want to go in and adjust something," Evans said.

"Valve offsets should be left alone, they only need to be adjusted once every couple of years."

Marty Evans; Field Representative, Topcon Paving Systems

Valve Offsets are the minimum amount of voltage needed to open a "raise" or "lower" command for a valve. "The valve offset is set by the person who does the install," Evans said. "Valve offsets should be left alone, they only need to be adjusted once every couple of years."

"If this setting is set too high, the machine will overshoot grade and keep oscillating up and down, never stopping on grade," he explained. Valve offsets are set

once the machine's hydraulic fluid is at operating temperature and the rpms are set for paving. Because every valve and pump might be slightly different, the settings will vary by machine. They can even differ for the right and left sides of the machine.

"It's OK to fiddle with the gains. However, it's the only variable you should fiddle with."

Marty Evans; Field Representative, Topcon Paving Systems

Gains govern the speed the cylinder moves once the valve has been opened. This setting can also be different on the left and right sides. Once the valve offsets are set, you can adjust the gain, and it should take 2 or 3 seconds for the cylinder to get to the correct grade. Adjust the gains higher for faster speed and lower to slow the movement of the cylinder.

The type of material being used, and paver speed will play a part in what the correct gains setting will be. "It's OK to fiddle with the gains. However, it's the only variable you should fiddle with," Evans said.

Emission Control 101 with Mike Montgomery: THE KEYS TO EFFICIENT REGENERATION



You probably don't want a chemistry lesson now any more than you wanted one in high school, but a little chemistry will help you understand the emission system on your Komatsu equipment and why you might be having problems. Emissions regulations are designed to eliminate the particulate matter created by an internal combustion engine—basically soot and NOx, or nitrogen oxides.

"Komatsu uses a process called regeneration in the Diesel Particulate Filter (DPF) to break the soot down into basic carbon molecules that are not harmful to the

Efficient regeneration results in longer DPF life, and more efficient operation.

air. The DPF produces a chemical reaction using a catalyst," explained Mike Montgomery, trainer for Columbus Equipment Company.

For the process to work, three things must be present: catalyst, soot and heat (480 degrees F or higher). On a Komatsu engine, the heat comes from exhaust, and once the exhaust gets that hot, regeneration happens continuously and automatically. This is referred to as passive regeneration.

The machine can also perform active regeneration

by adding fuel to the process to increase the heat and accelerate catalyzing the soot. A Komatsu will go into active regen mode when soot buildup in the DPF filter reaches a certain point. The machine also has an internal clock and it will perform active regeneration after 24 to 26 hours of operation.

However, machines used in light-duty applications may not achieve a 480-degree heat point, so the required level of passive regen will not be performed. In these situations, the machine will actively regenerate more often. Small problems like a mass air flow sensor screen that's blocked or a leak in the boost line may also cause the machine to perform active regen more often. Fixing these small problems usually fixes the issue of excessive active regeneration, Montgomery said.

Whatever your application—light or heavy—it's important to understand the machine will regen most efficiently when it is working, or in the proper idle position. The "proper idle position" is achieved in a wheeled machine with the park brake on, and no throttle ... and with lock levers in the locked position, and fuel dial at minimum in a track machine. Bottom line: Efficient regeneration results in longer DPF life, and more efficient operation.

In future issues, Mike will review proper idle position and DEF storage protocols.

Welfle Inc. CONSUMMATE MILLING PRO



The Roadtec RX-700e Cold Planer is a heavy-duty milling machine, well suited to projects requiring cut depths of up to 14". Fittingly pictured outside Millville, Ohio, Welfle Milling Foreman Bobby Beese and his crew work south on Rt. 27.

Welfle Inc. is one of those companies that does one thing, and does it extremely well. The Norwalk-based contractor specializes in asphalt and concrete planing.

Projects span everything from heavy highway, to municipal streets to commercial parking lots throughout Ohio, Indiana, Michigan and Kentucky. The company has frequently partnered with Barrett Paving Materials,

“Performance on the Roadtec machines is excellent. On the newer ones we have, we can put some hellacious numbers up in a day.”

Scott Didion; Estimator & Scheduler, Welfle Inc.

including on the resurfacing of a 5.5-mile stretch of I-675 in Dayton and resurfacing a runway at Dayton International Airport.

For the one thing the company specializes in, it uses just one brand of equipment. “We have been using

Roadtec milling equipment since we started. We are strictly Roadtec,” said Scott Didion, estimator and scheduler for Welfle.

Welfle, which was founded by brothers Bob and Denny Welfle in 1993, owns a range of Roadtec machines, including a couple of RX700e models, an RX500, an RX400, a couple of RX50Bs and an RX60.

“Performance on the Roadtec machines is excellent. On the newer ones we have, we can put some hellacious numbers up in a day,” Didion said.

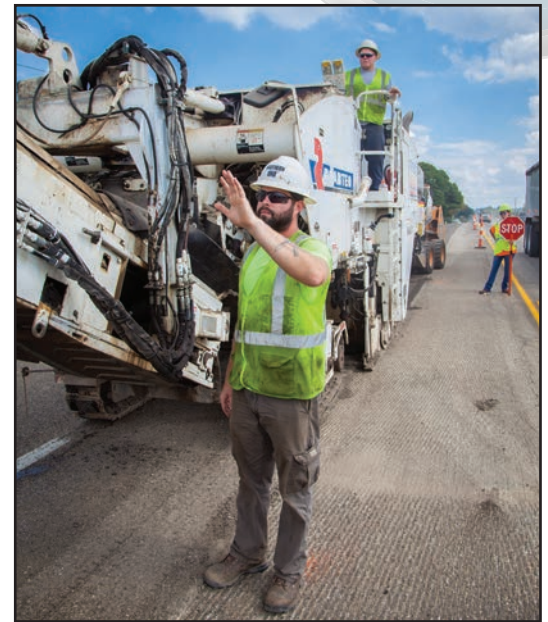
The company is a big fan of Roadtec’s Guardian telematics system, too. “The Guardian system is fantastic in helping us diagnose a problem. We don’t have to send a mechanic out to the field. The machine might be 200 miles away, but I can sit here at my desk and watch it,” he said.

Recently, a switch went bad on a machine with the Guardian system, for instance. “The guys don’t even have to stop milling. We can look at it here at the office and tell them exactly which switch to change. Before employing the system, they would have had to stop, get the test lights and test different terminals. Guardian eliminates all of that.”

The Guardian system also collects a variety of data that Didion can use in preparing more accurate bids, including

For more on Roadtec milling equipment performance from Welfle Foreman Ken Smith, visit columbusequipment.com/videos.php today.

PROFESSIONALS



With Roadtec's focus on high-powered, balanced production, Welfle crews are routinely able to mill 120-140 feet/min., and 25,000 yds. or 5,000 tons/day. (Pictured: Roadtec RX500 on Rt. 62, east of Alliance, OH, with Foreman Ken Smith and crew.)

fuel consumption, machine speed and idle time.

Another reason the company likes Roadtec equipment is "we do a lot of modifications to our machines, and they are well set up for that," he added. "We have been on so many different projects that we know what to expect, and what we need to get out of a machine. We modify certain things for certain applications. We are a little more particular about some things than other companies."

"The Guardian system is fantastic in helping us diagnose a problem."

Scott Didion; Estimator & Scheduler, Welfle Inc.

Welfle's expertise and attention to details about machinery has led Roadtec to consult with the contractor as the manufacturer develops new models. "When Roadtec comes out with a new series, we might test it for them for a few weeks and we tell them what we think about the performance. We are not afraid to give them a critique on this or that, and they are more than open to the

feedback. They want to listen, they want to improve their product," Didion said.

Since Roadtec added Columbus Equipment Company as a distributor, the time needed to get parts

"When Roadtec comes out with a new series, we might test it for them."

Scott Didion; Estimator & Scheduler, Welfle Inc.

has been reduced substantially. Previously, parts had to be sent from Chattanooga, and now they are just an hour or two away, Didion noted.

There's a saying in the industry that "there are companies that mill, and there are milling companies," Didion noted. Paving contractors know they can depend on Welfle because "this is what we do, and we take it seriously. They know that we will give them the results they want in the manner and time that they want."


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THE GOLD STANDARD



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

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

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

Cadiz Infrastructure Improvements: STAYING AHEAD OF A GROWING REGIONAL ECONOMY'S DEMANDS



Cadiz Branch improvements are part of an ongoing, company-wide commitment to meet territory demands and improve customer service and employee safety.

Columbus Equipment Company has completed another phase of renovations at the Cadiz branch, resulting in a safer, more productive work environment. Improvements included demolishing and replacing the wash pad and the apron approaches to the service bays, said Dan Minnis, branch manager.

“The old wash pad was becoming an unsafe work environment. The concrete was cracked and presented tripping hazards, and the grate system wasn’t adequate. We have created a larger, safer, more efficient pad area,” he said.

“The level of rental revenue has close to tripled with oil and gas business.”

Dan Minnis, Cadiz Branch Manager
Columbus Equipment Company

“The new approach aprons allow service trucks that back up to the building to be on a hard concrete surface. With the new apron, employees have a solid surface as a foundation when working with tools around their trucks, once again improving safety.”

“The existing concrete was 40 years old and had seen its best days,” Minnis added. The Cadiz facility was constructed in 1978, and Columbus Equipment Company has made a variety of improvements in the last few years. In

2012, the office and parts departments were renovated.

The Cadiz branch has grown significantly in the past few years, in part because of the continued growth of region’s the oil and gas business. “The level of rental revenue has close to tripled with oil and gas business,”



Minnis noted. “The number of units of equipment being prepared and rented out of this office is up tremendously. We feel the oil and gas field play is going to be strong for another five or six years while the buildout continues.”

Staffing levels at the branch reflect the growth in business. The branch has 24 employees, up from 16 before the oil and gas development began.

Upgraded facilities and increased staffing levels are just two examples of the commitment Columbus Equipment Company makes to customers in an ever-changing customer service environment.

Grateful for 2017, GEARING UP FOR 2018



As the dust flew, it was standing room only this year at The Paul Bunyan Show's International Lumberjack Competition. The ferocious hot saw event is always a fan favorite. 2015 Lumberjack All-Around World Champion "Super Dave" Jewett seen here competing in the timed, three-cut event.

Corporate

One of the highlights of our year is visiting with customers at shows and exhibits. This year, that included the Kentucky Wood Expo, The Official Paul Bunyan Show, the Asphalt Shingle Recycling Forum, the Ohio Aggregates & Industrial Mineral Association Annual Meeting, and the Ohio Contractors Association Winter Conference.

Supporting these educational events is important to our industries. A hearty "thank you" to all who attended. We'd also like to thank those of you who took the time to come by our booths to check out the exhibits and say hello.

Your support is certainly helping The Paul Bunyan Show to grow. This unique event, which allows us all to mix family fun with business, increased attendance 17 percent this year, to more than 14,000. The show also had 167 exhibiting companies filling 232 booths, up 14 percent from last year, according to the OFA.

Columbus



Cory VanHouten has moved to the role of Compact Sales Representative for the Columbus Branch. He handles compact equipment sales in Central Ohio. Previously, Cory was our Corporate Sales Coordinator for about two and a half years. Cory is a graduate of Bowling Green State University and a fan of Ohio State football.

Cadiz



Brian Rogers has joined the Cadiz Branch as Inside Sales Coordinator. The Cadiz native graduated from Belmont College with an associate degree in computer science and previously worked as an IT tech for WesBanco Bank. During the fall, he officiates high school football games in Ohio and West Virginia.



Katie Parkinson is the new service writer and receptionist at the Cadiz Branch. Katie has a bachelor's degree in health services administration from Ohio University Eastern. The Harrison County native helps coach the bowling team at Harrison Central High School and enjoys kayaking and hunting.

Personnel from all 10 Columbus Equipment Company branch locations are here to serve your needs, and wish you a safe, healthy and prosperous 2018.



USED EQUIPMENT Monthly Specials



For a Complete List of Used Equipment, Please Visit www.columbusequipment.com



2014 Komatsu D51EX-22
Stock# K8845T, Cab, A/C,
1,008 Hours
\$149,500



2014 Komatsu PC160LC-8
Stock# U30762, Coupler, Aux Hyds,
1,845 Hours
\$149,500



2003 Komatsu HM300-1
Stock# U31986, Cab, A/C,
6,600 Hours
\$135,500



2013 Komatsu D61EX-23
Stock# U29198, Cab, A/C, PAT Winch
1,333 Hours
\$205,000



2004 Komatsu PC308USLC-3
Stock# U26860, Coupler, Aux Hyds,
4,644 Hours
\$175,500



2012 LinkBelt RTC8050II
Stock# U29479, Main and Aux Winch,
1,656 Hours
\$368,500



2016 Kubota RTVx1100C
Stock# 33379T, Cab, A/C, Radio,
72 Hours
\$17,200



2013 Komatsu WA320-7
Stock# RU28938, Coupler, Bkt,
1,337 Hours
\$150,000



2000 Komatsu CD60R-1E
Stock# RU24724, Cab, A/C, Rotate,
4,373 Hours
\$85,000

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