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Komatsu PC360LCi Hydraulic Excavator/Euclid Shoreline Improvements

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KOMATSU D61PXi CRAWLER DOZER
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Another year has passed in which Komatsu customers took advantage of ever-expanding iMC capabilities. Read how Norwalk, Ohio-based Mark Haynes Construction, for example, uses the technology to build and rehabilitate water conservation structures. On behalf of everyone here, we sincerely thank you for your patronage, and strive to serve you better each year. **We trust you had a safe and restful 2019 Holiday Season, and are enjoying a healthy, prosperous 2020.**



Sincerely,

Josh

Josh Stivison
President

CONTENT

- 4** CUSTOMER SPOTLIGHT
Mark Haynes Construction Inc.
- 9** PRODUCT SPOTLIGHT
Komatsu D375A-8 Crawler Dozer
- 11** PRODUCT SPOTLIGHT
Komatsu PC1250-11 Hydraulic Excavator
- 12** SMARTCONSTRUCTION DIVISION
Komatsu iMC Proactive Dozing Control
- 14** CUSTOMER SPOTLIGHT
KPI-JCI and Astec Mobile Screens
- 19** PRODUCT SUPPORT
Komatsu iMC Operational Tip
- 21** PRODUCT SUPPORT
IronLife Preventive Maintenance Program
- 22** BRANCH NEWS
Ron and Rick Ferri R Retiring
- 23** USED EQUIPMENT SPECIALS
Great Deals from Across the Fleet!



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CUSTOMER SPOTLIGHT

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Mark Haynes Construction Inc. GROUNDBREAKING WATERWAY CONSERVATION WITH iMC

One common adage for business success is to find a niche in which you can become an expert, and to build your business around that. In a nutshell, that's the story behind Mark Haynes Construction Inc.

Owner Mark Haynes was a self-described "shy farm boy." He owned tractors when he was a kid, and by his sophomore year in high school, he'd purchased a bulldozer. He made money by dozing waterways, ponds and ditches for neighboring farmers.

Today, Norwalk, Ohio-based Mark Haynes Construction specializes in building and rehabilitating water conservation structures such as ponds, wetlands, streams, and shoreline stabilization.

After attending Findlay College, where he got a degree in business and played football, he did earthmoving and general contracting. From there, it was natural to return to the specialized area he already knew, and he began bidding on waterways and stream work.

Today, Norwalk, Ohio-based Mark Haynes Construction specializes in building and rehabilitating water conservation structures such as ponds, wetlands, streams, and shoreline stabilization. Customers have included the park authorities in Toledo, Columbus and Cleveland, ODOT, ODNR, as well as many cities and counties in the region.

"With the intelligent excavator, knowing when you hit your grade underwater is not an issue."

Mark Haynes; Owner, Mark Haynes Construction Inc.

Currently, the company is working on an earth dike near Toledo as part of a containment structure for material dredged from the Maumee River. "It's going to be hundreds of acres in size," Haynes noted. The project

is needed because new regulations will no longer allow dredged material to be dumped into Lake Erie.

"A lot of our jobs involve river bottoms, lakes, low wetlands areas, places where other people might get stuck," Haynes said. "We have figured out how to work with that softer ground through specialized machines and specialized training for our guys." Some of the specialized equipment is low-ground-pressure machinery, including dump trucks on rubber tracks.

About a year ago, Haynes purchased three pieces of Komatsu iMC equipment, and it's proving to be particularly good for his applications. He owns D51i and D61i dozers and a PC360i excavator.



Operations Manager Craig Smith (right) onsite with crew at a Toledo Port Authority project outside Oregon, Ohio. The project will take 5 months to complete.

The company is using the PC360i on a shoreline stabilization project in Euclid that involves rock revetment on Lake Erie, according to Craig Smith, operations manager for Haynes. "We're digging into the bottom of the lake and placing armor rock to stop erosion." The rock has to be set to certain heights, and with the 360i, the operator can meet specs without a grade checker. "The 360i is cutting both the time and manpower required in this application," Smith said.

"With the intelligent excavator, knowing when you



A Mark Haynes Construction Komatsu D61PXi performs site improvements at the Toledo Port Authority Confined Disposal Facility (CDF). Over 5 months, the iMC machine will help move over 500,000 cy of earth as the company clears the site, adds drainage structures and builds higher dikes.

hit your grade underwater is not an issue,” Haynes explained. “With the 360i, we don’t have to have a guy in hip boots in waist-deep or chest-deep water checking grade. We don’t have that safety issue.”

Haynes had been using aftermarket GPS systems for years, but when he heard about how advanced Komatsu’s integrated machine control system is, he wanted to check it out. “At that point, I wasn’t very

“They have definitely made us more productive. The machine is smart enough to know before the operator does that it’s time to start feathering up or down to the maximum push. That’s unbelievable.”

Mark Haynes; Owner, Mark Haynes Construction Inc.

familiar with Komatsu, but I realized they had a head start on this technology. I figured it’d be better to experiment with Komatsu equipment rather than wait for another manufacturer to catch up.”

Haynes has been impressed with the intelligent machines. “They make it easier for operators to do a first-class job in less time,” he said. He also finds

that the optimized dozing and digging operations iMC creates result in less wear and tear on machinery.

“They have definitely made us more productive. The machine is smart enough to know before the operator does that it’s time to start feathering up or down to the maximum push. That’s unbelievable. In the past, our GPS machine tracks would spin quite



a bit as the blade was trying to get to grade. With the Komatsu intelligent system, the machine is smart enough to nibble away at the cut rather than to try to take a big bite.”

As an experienced operator himself, he also believes that the way the intelligent machines handle



Haynes' Komatsu PC360i excavator played a key role in the grading and excavating of 10,000 cu. yds. of earth and placing 35,000 tons of armor rock revetment as part of the Euclid Shores Improvement Project for the City of Euclid, Ohio. The project also entailed utility pipe work and a half-mile, walking trail.

a job “helps train inexperienced guys the right way to approach a job.”

Another benefit to the intelligent machinery has been support from Columbus Equipment Company’s SmartConstruction Division. “Support has been phenomenal,” Haynes said. “Any questions or issues that come up have been very professionally worked through. And the fact that they can diagnose from offsite on their

“Columbus Equipment has a lot of experience and they know exactly what to look for. They can solve problems in minutes.”

Mark Haynes; Owner, Mark Haynes Construction Inc.

computer is very impressive. Columbus Equipment has a lot of experience and they know exactly what to look for. They can solve problems in minutes, and we don’t have to wait for them to drive to the jobsite.”

Haynes, who takes great pride in having a skilled workforce, likes the training the SmartConstruction staff provided. “I was really impressed with how seriously Columbus Equipment took the training process and how they made sure everyone was doing things correctly. I didn’t have much experience with Columbus Equipment Company before, but I really enjoy the service and the

integrity from the sales staff and the service staff.”

If Haynes’ company is an example of how finding a niche makes business sense, his iMC experience offers



Owner Mark Haynes (left) onsite at the Euclid Shoreline Improvements Project with crew and the company’s Komatsu D51PXi crawler dozer.

more insight for contractors: Keep your eyes open for technology that can help you grow your business, and rely on experts, like Columbus Equipment Company, to help you optimize the opportunity.

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021

Komatsu D375A-8 Crawler Dozer: LEANER, MEANER, MORE PRODUCTIVE



The new, Komatsu D375A-8 mining-class dozer offers higher productivity, better durability and improved operator comfort.

The dozer is equipped with a Tier 4 Final engine that produces 20% more horsepower in reverse, resulting in faster cycle times and up to 18% higher productivity.

Durability on the dozer has also been improved, thanks to structural enhancements on the track frame and main-frame that will increase the life of major components.

“The durability improvements to this new model drive down the total cost of ownership while the more powerful Tier 4 Final engine significantly increases performance and production.”

Joe Sollitt; Product Manager, Komatsu America

“Whether it is used for reclamation, large construction or production mining applications, the D375A-8 is the right machine for the job,” said Joe Sollitt, product manager, Komatsu America. “The durability improvements to this new model drive down the total cost of ownership while the more powerful Tier 4 Final engine significantly increases performance and production.”

Along with enhancements to the frame, the dozer has a new single-link blade support and larger trunnion bearings that reduce maintenance, increase blade stiffness, and minimize blade shake.

Komatsu also took several steps to improve operator comfort, which can result in higher productivity. “Improvements to the undercarriage, cab suspension and operator interface will make D375A-8 operators more comfortable and productive throughout their shift,” Sollitt said. Those improvements include larger cab mounts to better absorb shocks, a new heated and ventilated operator’s seat, and a new, more ergonomic cab layout.

The dozer gives operators better visibility to the cutting edge and ripper point, and standard features like ripper auto-return and shoe slip control decrease operator fatigue.

The new Tier 4 Final engine doesn’t require Diesel Exhaust Fluid or a Selective Catalytic Reduction system, so maintenance is easier. Other ease-of-maintenance improvements include a full wrap-around rear platform, ground-level fluid service center, ground-level fast fuel coupler, and centralized fluid sampling and PM service connectors.

Contact your Columbus Equipment Company sales representative today for more information on the Komatsu D375A-8.





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Komatsu PC1250-11 Hydraulic Excavator: WIDE-RANGING UPGRADES BOOST OWNERSHIP VALUE



The newest version of the Komatsu PC1250 excavator provides more horsepower, more productivity and easier maintenance than previous models.

“The PC1250 offers exceptional customer value across a broad range of applications, including sewer and water, general construction and mass excavation, as well as mining, quarry, sand and gravel,” said Kurt Moncini, senior product manager, tracked equipment, for Komatsu America.

“The PC1250 offers exceptional customer value across a broad range of applications.”

Kurt Moncini; Senior Product Manager, Komatsu America

The new PC1250SP-11 and PC1250LC-11 are equipped with a 758-horsepower engine that provides 13% more power than previous models. The new Power+ operating mode enhances engine/hydraulic pump control efficiency, raising productivity by up to 8% without increasing fuel consumption.

The engine is Tier 4 Final certified and doesn't require Diesel Exhaust Fluid (DEF) or a Selective Catalyst Reduction

system, which may reduce maintenance needs.

Like all Komatsu equipment, these excavators are designed for easy maintenance. New ease-of-maintenance features include:

- Easy access to the engine air/oil/fuel/KCCV filters, which are grouped together.
- Improved access to the hydraulic cooler core.
- Hydraulic filter sensors that monitor restriction and trigger a warning on the monitor.
- Easier access to the cab and left side walkway with an optional hydraulic ladder.

Komatsu has also added operator-friendly features. The PC1250's standard camera system provides a bird's eye view of the work area, giving the operator better situational awareness for safety and productivity. The upgraded color monitor has a split-display mode so the operator can see key gauges and the camera view at the same time.

The cab on the new excavator is 3.5 inches wider than on previous models and sound levels are two decibels quieter, creating a comfortable environment for long workdays.

If you need a powerful, productive excavator for large-scale projects, contact your Columbus Equipment Company rep now regarding the new PC1250.

SMARTCONSTRUCTION DIVISION

Komatsu iMC Proactive Dozing Control: NEXT-GENERATION, EARTHMOVING EFFICIENCY



Komatsu's intelligent Machine Control (iMC) system has been a game changer for contractors, and the new Proactive Dozing Control (PDC) mode is going to up your game even more. With Proactive Dozing, you can use the automatics on your iMC dozer for all dozing operations, not just finish grading and regardless of the cut or fill to design. That means improved efficiency throughout the process.

“On machines with PDC, we're seeing the percentage of time when automatics are being utilized increase from the high single digits to almost 50%.”

Mike Fenster; Manager, SmartConstruction Division

The PDC mode uses the dozer's satellite positioning to “learn” the surface of the existing grade. As the dozer tracks, it records and stores topographical information. It also processes that information to interpolate what the surface surrounding the dozer is like, even where you haven't tracked. With this data, the machine can be predictive, smoother, and more productive.

“For years in machine control, we've known two

things—the exact position of the blade and the design surface we're trying to get to. The machine would simply calculate the difference. Adding this third piece of information, the grade of the dirt we're on, allows the machine to be predictive in how it's going to attack the grade,” explained Mike Fenster, manager of Columbus Equipment Company's SmartConstruction Division.

Proactive Dozer Control makes the dozer intuitive in cut-and-carry operations. With iMC, the dozer knows when the blade is full, but hills or valleys in the terrain can cause the machine to lose material or push too hard. “With PDC, the machine knows the grade in front of you and it will trace the existing surface, carrying the load to where you want it. It will maintain a full blade of dirt until you decide to pile it out,” Fenster said.

PDC also automates spreading material over an existing surface. If you've cleared a parking lot and need to spread stone to a specific depth, for instance, simply input the depth of stone needed. Using its knowledge of the terrain, the machine will do it automatically, compensating for any overdigging by filling in the dips.

Proactive Dozing is also useful in stripping topsoil, which typically requires an experienced operator. With PDC, just lower the blade until you reach clay, then input the depth and let the automatics take over.

PDC vastly expands the range of applications



where you can use automatics, while traditional automated dozing is often limited to finish grading. “On machines with PDC, we’re seeing the percentage of time when automatics are being utilized increase from the high single digits to almost 50%,” Fenster noted.

“Komatsu engineers studied how highly-experienced operators handle a dozer while they were developing the PDC logic.”

Derek Morris; Product Marketing Manager, Komatsu America

Columbus Equipment Company has received a very positive response to the feature, he added. “Owners who have made an investment in automatics are seeing results. Operators using automatics are getting jobs done faster and better.” Automated operation also results in less wear and tear on machines.

PDC helps close the skills gap because the machine can perform like an experienced operator, even when a newer operator is at the controls. In fact, Komatsu engineers studied how highly-experienced operators handle a dozer while they were developing the PDC logic, said Derek Morris, Komatsu’s product marketing manager for iMC and SmartConstruction.

But PDC also has a feature for more experienced operators who sometimes resist using automatics because they think it takes away their expertise. With



PDC, they can finetune the automatics’ blade control. “An operator can push the blade to go deeper, for instance, and the machine will remember—it will maintain the automatics but cut more through the push,” Fenster said. In iMC machines without PDC, the machine only maintains the change as long as the operator holds the lever.

The Proactive Dozing Control software update is currently available on Dash-24 models of the D51i and D61i. Contact SmartConstruction Division Manager Mike Fenster at (614) 802-7099, or your local, Columbus Equipment Company sales rep for more information on PDC, or on iMC equipment generally.

CUSTOMER SPOTLIGHT

KPI-JCI and Astec Mobile Screens: FT4250 and FT2650 Crush Round-the-Clock Production Demands

Thanks to two KPI-JCI and Astec Mobile Screens crushers rented from Columbus Equipment Company, a large, Ohio aggregate producer was able to maintain production without missing a beat when its primary jaw crusher went offline for a month.



The main crusher—a 3862 track jaw crusher—had a bearing failure this summer. The company needed a fill-in replacement while the machine was being repaired, and Columbus Equipment Company was able to supply two machines—an FT4250 horizontal impact crusher and an FT2650 jaw crusher—both tracked, portable machines.

“We needed something to temporarily maintain or come close to maintaining production,” said the site manager. “We used the two KPI-JCI units in parallel to come up with the required tonnage. Using the two machines together, we were able to get about 800 tons of production an hour.”

“Given the KPI-JCI machines were rated for 400 tons an hour, we were pleasantly surprised to be able to exceed that production. With our normal crusher, we get 800 to 1,000 tons per

“Given the KPI-JCI machines were rated for 400 tons an hour, we were pleasantly surprised to be able to exceed that production.”

Site Manager,
Ohio Aggregate Producer

For additional video coverage, visit columbusequipment.com/news/videos for more on this Ohio aggregate producer's experience.



hour.” To maintain that level of production, the limestone plant needed to produce that same tonnage. The crushers were online 21.5 hours a day, seven days a week. Overall, the customer produced 383,000 tons through the rental crushers in one month.

The track-mounted, portable crusher is typically the primary limestone crusher, and is the first unit rock passes through after being blasted. After the initial crushing, the material goes into a surge pile for a controlled feed into the plant. Dry material goes through one more crusher and wash-end material goes through two additional crushers, the equipment operator explained.

The regular crusher handles 36-inch rock, but with the smaller, KPI-JCI rental units, “we adjusted our shot pattern to produce 24-inch-

minus rock that we could feed into the crushers. We were looking for a nominal 10-inch-minus output,” the site manager said.

“We were able to get the desired size that we needed,” the operator said. “The horizontal impact crusher gives us a little finer material and the jaw crusher a little coarser, like we normally run. We had a good blend from the two.”

The customer’s load-and-carry operation uses two large wheel loaders to supply material to two 36-ton excavators, with one excavator feeding each crusher.

“The KPI-JCI machines performed really well,” the operator said. “They are a lot smaller than what we’re used to, so we weren’t anticipating they would put out the tons per hour that they did. Bottom line, they exceeded our expectations.”

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The crushers were also highly dependable, with no mechanical problems. “We ran them 21 hours a day, seven days a week. That’s probably double of what most people do, and they held up really well,” the operator said. “I’m really impressed overall.”

The customer particularly liked the machines’ portability. “We drill and blast, and we like to stay as close to the pile wall face as we can,” the site manager said. “The portability allowed us to do just that. We could easily move them out for a shot then put them back.”

“The KPI-JCI machines performed really well. We weren’t anticipating they would put out the tons per hour that they did. Bottom line, they exceeded our expectations.”

Operator, Ohio Aggregate Producer

“Setup was also really easy compared to the regular setup,” the operator noted. “The existing primary is a lot bigger; it’s portable but it takes a long time to set up.”

A small but welcome feature of the KPI machines was remote control. “Remote control is not a new technology but it allowed the operator in the loader or excavator to control the machine and feed rate and to adjust on the fly without having to get out of the cab every two seconds,” the site manager said. Another benefit of the rentals was indicator lights to alert the operator if the crusher was overloaded.

Columbus Equipment Company took care of scheduled maintenance for the machines, which comes around quickly when you’re running them for 21 hours a day, noted Bob Stewart, a sales representative for the Environmental Division. One crusher was brand new when it was sent to the plant, and at the end of the rental period it had more than 800 hours.

“We ran them 21 hours a day, seven days a week. That’s probably double of what most people do, and they held up really well.”

Operator, Ohio Aggregate Producer

If the KPI-JCI and Astec Mobile Screens crushers were the productive, dependable solution for this customer, Columbus Equipment Company was an equally dependable source of support. “Columbus Equipment got us dialed in, found ways to tie into our interlocking systems, and helped us troubleshoot some sensor readings. They were very responsive. If we had issues, they came right out,” the site manager said.

Contact your Columbus Equipment Company Environmental Division representative today—Bob Stewart at (440) 752-0836 (Eastern Region), or Jesse Garber at (937) 239-7180 (Western Region)—for more information on KPI-JCI and Astec Mobile Screens’ world-class, aggregate-processing products.

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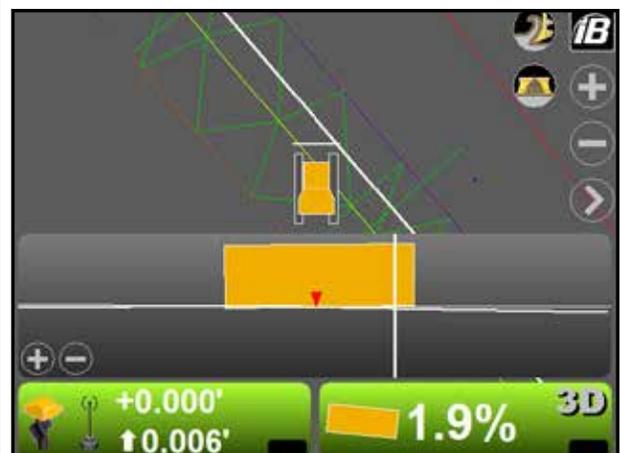
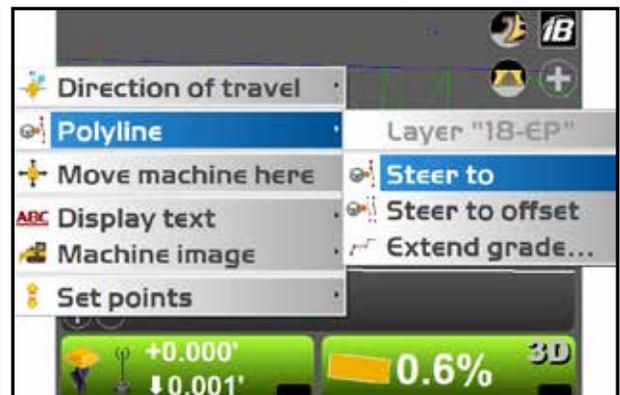


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Komatsu iMC Operational Tip: STEERING TO POLYLINE



On any given building pad in a design file, a dozer operator may want to extend the grade of the pad. Why? One good example is so other equipment that will be working on/around the building pad later has a nice, level surface on which to work. An excavator coming in after the dozer to dig footers for a building will be able to move around the designed building pad more quickly and efficiently because of an even surface surrounding the area.

The procedure for deviating from the existing design file is as follows:

1. Press and hold the desired polyline on the iMC monitor screen
2. On the menu that pops up, choose "Polyline."
3. Then select "Steer to" or "Steer to offset".
4. If using an offset, enter the amount you want to overcut and tap "OK". Note: In plan view, the offset will be highlighted and in the section view, there is now a vertical line to follow. To move the

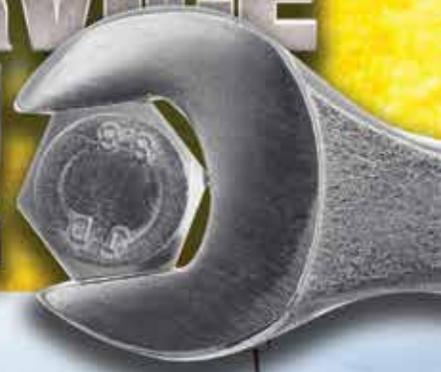
indicator triangle, just tap on the blade and select "Move control". The dozer will cut to the design elevation and cross slope at that triangle.

Additional applications for this useful function include:

1. When overcutting a curb to a certain distance beyond design
2. When extending a building pad beyond design

Now you're ready to get started. Next issue, we will cover overriding semi-auto in a Komatsu iMC excavator using travel levers. More Komatsu iMC Kwick Tips can be found under the SmartConstruction playlist on Komatsu America's YouTube channel at: <https://www.youtube.com/user/KomatsuAmerica>. To schedule an iMC demonstration, contact your Columbus Equipment Company rep today.

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Columbus Equipment Company can service Cat, John Deere, or any other brand, any size equipment and any size of fleet, from utility pieces to mining trucks.

With an IronLife contract, Columbus Equipment Company technicians perform services like fluid and filter changes at regular intervals. They also perform a 50-point inspection to make sure your equipment is operating at optimal levels. If they spot any problems during the inspection, they'll let you know and provide a quote for repairs.

There are several advantages to an IronLife contract. "You lock in your maintenance costs for the life of the contract. If prices go up in that time, you don't have to absorb them," said Jason Lang, PM service administrator.

"Our techs perform the PM at your location or jobsite. They'll come after hours so you don't have to take a machine offline for service. And they bring genuine Komatsu parts, so you don't have to stock anything," he added.

Columbus Equipment Company can service Cat, John Deere, or any other brand, any size equipment and any size of fleet, from utility pieces to mining trucks.

Many owners discover the benefits of planned maintenance through the Komatsu Care program, Lang noted. "When Komatsu Care coverage finishes, many times customers decide to have Columbus Equipment take care of their PM needs. That way, they don't have to stock oil and filters and don't have to keep any technicians on staff."

If you want planned maintenance without the headaches of handling all the details, ask your PSR about setting up an IronLife contract today.

Ron and Rick Ferri R Retiring! GRATITUDE, CONGRATULATIONS TO DEDICATED FERRI BROTHERS



After 73 years of combined service in the Cadiz branch parts department, brothers Rick Ferri (above left) and Ron Ferri (above right) are retiring.

Rick was the first to join Columbus Equipment Company, in January 1981. He had been laid off by three different coal mines when his father-in-law Dale McKeen, the parts manager at the time, recommended him for a job on the Cadiz parts desk.

After 73 years of combined service in the Cadiz branch parts department, brothers Rick Ferri and Ron Ferri are retiring.

The parts department was very different then, Rick noted. To find a part, he'd look up the number on microfiche, then consult a huge book to find where the part was shelved. Once he'd sold the part, he had to manually record the sale on a small card to keep track of inventory.

All that changed when the company adopted computers, which led to Ron's hiring in 1984. Ron, a former construction worker, had taken some computer classes at Ohio University. Rick realized the parts department

needed someone with computer skills and recommended his twin.

Rick has been parts manager in Cadiz since 1995, and at times he also managed the parts and service departments for the Canton and Cambridge branches. Ron has worked behind the counter for 35 years.

Ron retired on Oct. 1 and Rick retired in January 2020. The brothers have similar plans for retirement: do some home repairs and play golf. Ron will spend time with his grandkids, and Rick and his wife plan to travel.

The Ferri brothers leave big shoes to fill, but Cadiz employees are stepping up to the task. Chris Taylor, the branch's PSR for 19 years, is working alongside Rick and training for the parts manager role. New hire Matt Scott will replace Ron as CSR and work with Ean Moore, who joined the branch a year ago to replace another longtime parts CSR, Al Cope. Ken Skinner runs the warehouse, and the company has hired Tim Mears as the new PSR in Cadiz, said Dan Minnis, Cadiz branch manager.

"Rick and Ron were really good about giving us advance notice about their retirements and they're working side by side to train the younger guys for the transition," Minnis said.

Columbus Equipment Company thanks Rick and Ron for their decades of dedicated service in helping our customers. We wish them the very best in their retirement.



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