



WINTER 2019

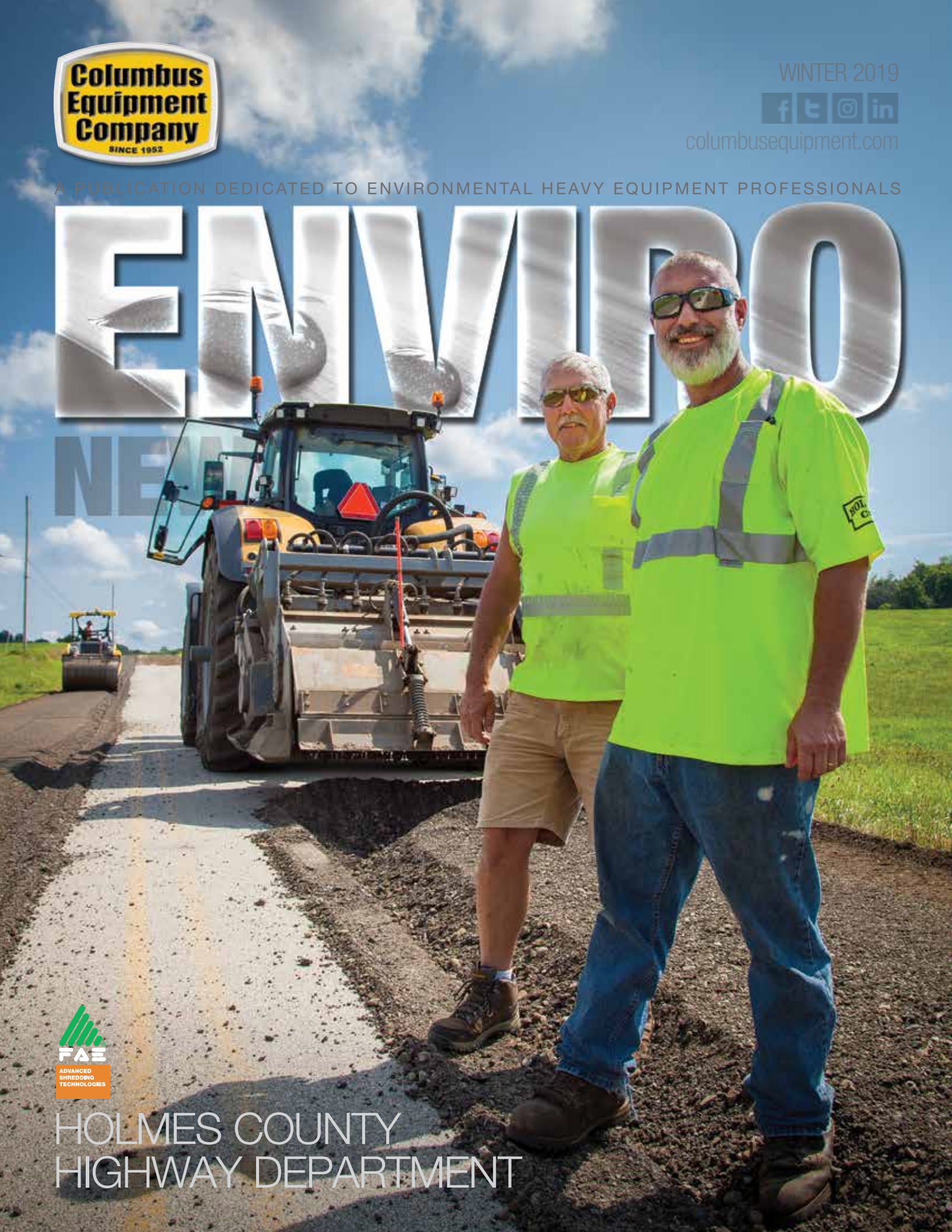


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A PUBLICATION DEDICATED TO ENVIRONMENTAL HEAVY EQUIPMENT PROFESSIONALS

ENVIRO

NEWS



HOLMES COUNTY HIGHWAY DEPARTMENT



Ohio's Dependable Dealer

Morbark Gold Tier Dealer Award: **RECOGNITION OF TOP-TIER CUSTOMER SUPPORT**



Columbus Equipment Company was recognized as one of Morbark's most outstanding dealers for 2018, reaching Gold Tier dealer status for the first time.

The award is based on far more than just sales volume. Most importantly, it recognizes the effort and investment towards providing exceptional customer service.

"Columbus Equipment Company are the best of the best—literally—having achieved the highest overall review score among our selected Gold Dealers."

Chris Edmonds; Regional Sales Manager, Morbark

"Our customers' success is Morbark's success, and our dealers, like Columbus Equipment Company, are integral to helping our customers succeed," said Chris Edmonds, Morbark's regional sales manager. "Columbus Equipment provides more than just our high-performance equipment; they give our customers local knowledge and support to help them grow and maintain their businesses."

The award comes a year after Columbus Equipment Company realigned the Environmental Division, adding personnel and creating a structure that gives both forestry and aggregate customers dedicated sales specialists, product specialists, and parts and product support specialists. The

division also has two dedicated field service techs and two dedicated shop techs.

"The new divisional structure allows us to focus on a customer's specific needs and provide value and the care required when they need it most," said Mark DiSalvo, manager of the Environmental Division.

The division has also increased sales and rental inventory of Morbark equipment. "That has paid off for our customers, because when they need equipment, it's available," DiSalvo said.

In determining which dealers qualify for Gold Tier status, Morbark reviews and scores dealers on customer service, equipment and parts sales, service and warranty processes, business plan, marketing efforts, and other factors. The manufacturer looks for dealers with a commitment to continuous improvement that reflects Morbark's non-stop efforts toward creating the best grinders in the market.

"Our dealers go through a rigorous review process," Edmonds said. "We're honored to recognize Columbus Equipment Company for their commitment to consistent and continuous improvement. They are the best of the best—literally—having achieved the highest overall review score among our selected Gold Dealers."

"Morbark is a dynamic partner that continues to be a leader in this marketplace. They listen to customers and dealers and make changes to their equipment to be sure it meets and exceeds customer needs," DiSalvo said. "Morbark's training and dealer development efforts are second to none, and the standards they hold us to pave the way to our and our customers' success."

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Ohio's Dependable Dealer

Komatsu Forest's New XT-5 Series: **MORE HORSEPOWER, BETTER LIFT CAPACITY AND FUEL CONSUMPTION**



Komatsu Forest's new XT-5 Series of track feller bunchers are more powerful than the previous XT-3 models and have heavy-duty undercarriages to significantly boost service life.

Operator productivity is boosted by Komatsu's intuitive IQAN-MD4 digital control system. Up to three different operators can program their individual control patterns in the system.

There are four models in the XT-5 Series, with the XT430-5 (a non-leveling model) being the smallest. The three leveling models are the XT435L-5, XT445L-5 and XT465L-5. Dash 5 models are equipped with a 310-hp Tier 4 Final engine that provides more horsepower, torque and displacement while cutting fuel consumption by up to 10 percent.

Lift capacity at full reach increased by 77 percent on the 430, 435 and 445. The 465 boasts 15 percent more lift capacity than the previous model.

One obvious change on the feller bunchers is that the cab was relocated to the left of the boom and offers better

lines of sight to each track. Other safety enhancements include a standard rearview monitoring system and 11 LED lights for excellent visibility at night. A right-side-view monitoring system is optional.

Operator productivity is boosted by Komatsu's intuitive IQAN-MD4 digital control system. Up to three different operators can program their individual control patterns in the system, and there's a mobile phone app for when you need remote access.

The undercarriage has been beefed up for longer service life, including rugged 8.5-inch track chain links. The track length on the 465 has been extended by over 5 inches so it's more stable on steep slopes.

Several features make maintenance easier, including a new gull-wing-style engine hood that folds down and creates an elevated service work platform. Four other service doors swing wide for excellent access. The new cooling system includes a larger radiator, charge air cooler and hydraulic cooler, which were moved to the rear to minimize debris buildup.

Contact your Environmental Division sales representative today and see how a new Komatsu feller buncher can cut your operating costs and boost your bottom line.

KOMATSU | Forestry
Quality™

Where Profitability and Sustainability Meet™

FAE MTM 225 Multi-Purpose Head: THE COST-EFFECTIVE, SWISS ARMY KNIFE OF ROAD REHABILITATION



Experience is the name of the game when Superintendent Ron Sherer and Operator Trent Taylor—30- and 25-year veterans respectively—take to the road. Pictured approaching the intersection of CR6 and CR25, south of Glenmont, OH, the Holmes County Highway Department is responsible for 250 miles of two-lane roads in the county.

The Holmes County Highway Department has found an unusual, cost-effective and efficient way to grind up roads for repair. Instead of investing in a large, expensive, difficult-to-move milling machine, the county purchased an FAE MTM 225 multi-task head from Columbus Equipment Company.

“We wanted something that was versatile and affordable. The FAE was extremely heavy-duty and it would do everything we wanted. It offered good value.”

Ron Sherer, Garage Superintendent
Holmes County Highway Department

The FAE 225 multi-purpose machine works as a rock shredder, stone crusher, asphalt shredder and soil stabilizer ... all in one compact attachment.

Holmes County, home to one of the largest Amish communities around, is largely rural, traversed by 250 miles of two-lane county roads. Like all roads in Ohio, these roads are subject to freeze-thaw damage, and

they also suffer from traffic—both from heavy industrial trucks and from steel-wheeled buggies and horseshoes.

“We wanted something that was versatile and affordable. The FAE was extremely heavy-duty and it would do everything we wanted. It offered good value,” said Ron Sherer, garage superintendent for the engineer’s office.

“We were looking for something that was easily transported,” added Holmes County Engineer Christopher Young. “We needed something that would do full-depth grinding, and we travel a lot from one road to another. We might grind a couple hundred feet, then go up the road a way.”

The county uses the FAE attachment on a tractor. When the operator finishes grinding one section of the road for reclamation, he lifts the attachment and drives to the next damaged section.

The head can grind to 16 inches and pulverizes the material to less than three-quarters of an inch. It grinds as well as a milling machine, Young noted. With FAE’s unique design, the rotor penetrates the ground while the attachment’s body remains on the surface, resulting in lower fuel consumption and faster operating speeds.

In addition to saving money by purchasing the MTM 225 head instead of a large, one-purpose milling machine, the county is also increasing efficiency by using smaller road crews with the FAE. “Before purchasing the FAE head, a road repair crew typically had at least five



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Visit columbusequipment.com/news/videos for more on Holmes County Highway Department's FAE experience.



The department's 13,448-lb. FAE MTM 225 is a versatile, all-in-one soil stabilizer, rock shredder, stone crusher and asphalt shredder. The 225 grinds to 16" and pulverizes to less than 3/4", grinding as well as a milling machine according to Christopher Young. The reclaimer offers a variable shredding chamber requiring tractors between 240 and 360 HP.

people. Basically, we would shut the road down and get a backhoe or trackhoe to dig it up. We needed an operator, a couple of truck drivers and laborers," Young said. "Now we use a three-man crew and can assign the other workers to other projects."

"Before purchasing the FAE head, a road repair crew typically had at least five people. Now we use a three-man crew and can assign the other workers to other projects."

Christopher Young, Engineer
Holmes County Highway Department

County crews use the machine to grind and pulverize damaged roads, then compact the reclaimed materials on the roadbed and prepare them for a contractor to do a final paving, thanks to a county sales tax that covers the paving contractor, Young added.

"I'm very happy with how the FAE head has held up," Sherer said. "All it needs is maintenance on the gearbox and on the wear parts, and we knew that going

into it. It's easy to maintain." In fact, the road crew has an air hammer on their pickup truck and can change out the wear parts themselves.

Columbus Equipment Company has the wear parts in stock or can order them for delivery in a few days, Sherer said. "It's never been a hold-up. I just email a list to the parts department. I'm very happy with service from Columbus Equipment Company."



When fellow county engineers ask Young how the FAE head has worked for Holmes County, "I explain we have been very satisfied, and suggest they try one out to see if it performs as well in their situation," he said.



Where Profitability and Sustainability Meet™



Ohio's Dependable Dealer

Mill Bearing Maintenance: **CRITICAL GRINDER CHECKLIST ITEM**



Large-scale, bearing damage is less common today, thanks to improvements in design, education, and training. That said, the need to understand key causes of bearing damage—and how to prevent them—is no less urgent. Take care to adequately lubricate, guard against contamination, avoid overload, and properly handle and install bearings. In doing so, you protect these essential components from damage, increase throughput, prolong service life, and save time and money.

Inadequate lubrication is the most common cause of bearing failure. Below are three key checklist items on lubricating your Morbark horizontal grinder mill bearings*:

1. Repack bearings twice a year or every 1,000 hours, whichever comes first
2. Only use Morbark N3 mill-bearing grease
3. Only fill bottom half of bearing housing

**Note: The new, Morbark 3400XT has a new style bearing on the drive/belt side of the machine. This bearing requires grease every 40 hours. [The opposite side requires twice a year, or every 1,000 hours.]*

Tip: Never pump grease into the center of the bearing housing, only onto the ends of the housing. This will grease the dust seal and keep contaminants out of the bearing. To do so, remove the cap from the mill bearings and remove all of the old grease from the housing. Check the clearance on the bearing, and adjust if necessary. Then, pump new, N3 grease into the bottom housing, filling it to the top of the lower housing, being careful not to overfill.

Inadequate lubrication is the most common cause of bearing failure.

This is, by far, one of the most important maintenance items on your Morbark grinder. While failure is rare, neglect of this item can cause significant downtime, damage to adjacent components such as housings and shafts, costly repairs and potential injury should it fail. This maintenance procedure typically takes 3-4 hours to perform. You will then be ready for another 1,000 hours of safe, productive, trouble-free grinding. Why risk it?



New and Previously-Owned, Late-Model EQUIPMENT FOR SALE AND RENT



2018 CMI C450 Mulcher
SN: GBJ10115, FAE Mulching Head, 3 Hrs.

\$533,000



2018 CMI C250 Mulcher
SN: GBJ31621, CMI S250HD Head, 315 hrs.

\$319,000



2018 CMI C250 Mulcher
SN: GBJ33223, FAE 300U-210
MULching Head, 163 hrs.

\$349,000



2016 Morbark 3800XL
Cat C18 Tier II (765 HP), PT Tech HPT014FX
Hyd Clutch, 32" x 60-3/8" Hamermill
Magnetized End Pulley, Hyd Rod Puller

\$500,000



**2017 Morbark 3400XT
Wood Hog**
SN: 194-1025, 765 HP Tier II, CAT C18
Strickland Undercarriage, 557 hrs.

\$549,000



**2015 Morbark
30/36 NCL Track
Mobile Wood Chipper**
36" Diameter Advantage 3 Drum (6) Knife
320L, Cat Undercarriage, Cat C18 Tier IV
Final (600 HP)

\$350,000



**2017 Terex
TDS 820 Shredder**
Scania 440 HP HAAS 2000XL
Twin Shaft, 9/9-4 Configuration

\$500,000



**2014 Komptech
Cribus 2800**
SN: 27018, approx. 605 hrs.,
Wheeled Trommel with Multiple Drums

\$105,000



**2005 Timbco 445EXL
Feller Buncher**
SN: FT4C-2673-092505, 2007 Quadco
22B Hot Saw, Reconditioned, 12,000 hrs.

\$150,000



**2018 Terex PH2100
Screening System**
Cat C4.4 Teir 4 Final (173 HP),
60, 500 LBS. 6'4" x 21'2" Drum

\$269,000



**2018 McCloskey 36x80
Material Mover**
Cat Tier 4 Final C2.2 (49 HP), Hyd Axle
Jacks Hyd Landing Gear, Hopper, Wing
Plates, Martin Scraper, Road Towable,
3 Ply Plain Belt Standard Feedboot

\$85,000



**2015 Komatsu XT
445L Feller Buncher**
w/Quadco 22SC, 3,800 hrs.

\$320,000

Call Mark DiSalvo at (937) 424-7678, or your local Columbus Equipment representative, for complete listing information today!





ENVIRONMENTAL DIVISION
Regional Commitment

2323 Performance Way
Columbus, OH 43207

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PDQ PARTS PROGRAM

Columbus Equipment Company's PDQ Parts Program is a best-fit product line, offering thousands of after-market parts engineered as solutions to a wide range of aggregate equipment parts needs.

Rooted in our mission to continuously elevate the bar in meeting customers' needs, PDQ parts are equivalent in quality to OEM parts from a wide variety of manufacturers, and are guaranteed with a 6-month, 1,000-hour warranty.



Looking for high-performance, after-market parts at competitive prices? Look no longer ... maximize the uptime and life of your equipment with affordable, dependable, high-quality PDQ Parts by calling Columbus Equipment Company's Aggregate Product Support Specialist Josh Lovett at (614) 980-1466 today.

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