



SUMMER 2021



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A PUBLICATION DEDICATED TO ENVIRONMENTAL HEAVY EQUIPMENT NEWS, TRENDS, AND TECHNOLOGY

ENVIRONMENTAL EDGE



KOMATSU

Forestry
Quality

CORBETT R. CAUDILL CHIPPING INC.



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Regional Commitment

Columbus Equipment Company/AMI Partnership **REPRESENTS ONE-STOP, AGGREGATE EQUIPMENT SOLUTION**



Columbus Equipment Company has partnered with Aggregate Manufacturing International (AMI) to provide our aggregate customers a comprehensive selection of products and faster service.

“This opportunity allows us to combine all our resources and provide a solution to any need a customer may have.”

Mike Garard, Founder and President
Aggregate Manufacturing International

Columbus Equipment Company represents the tracked aggregate product line from ASTEC, while AMI offers stationary aggregate equipment by ASTEC and other manufacturers. AMI also custom designs, engineers and fabricates equipment. The full-service company has service and parts departments and a field installation crew. “The transition from several brands to one unified ASTEC creates a great opportunity for us in the aggregate market. Together with AMI, we can achieve a unified distribution strategy,” said Mark DiSalvo, Environmental Division Manager. Mike Garard, Founder and President of AMI, adds, “This opportunity allows us to combine all our resources and provide a solution to any need a customer may have.”

We can supply anything from a turnkey system to a single part.” While customers for tracked equipment often need products quickly and don’t require a lot of customization, stationary plants tend to be a 50-year investment, he noted. “We can go in and do site surveys and adapt a plant to site conditions and operating conditions. We can help the customer optimize and reduce costs.”

Customers will benefit from faster service as well as a broader range of products. Recently, a customer with a track-mounted crusher from Columbus Equipment Company needed warranty service. Because an AMI technician could reach the customer faster, AMI handled the repair. DiSalvo says, “ASTEC prides itself on a customer-centric focus and we share that same focus with AMI. Together we see an opportunity to better serve the end user.” Garard adds, “A common product began our initial conversations and once we met the people from Columbus Equipment, we saw they were great people, and we wanted to do business with them. Both of our teams have a staff that is dedicated to helping aggregate customers.” For more details about how Columbus Equipment Company and AMI can assist your aggregate operations, contact our Environmental Division sales representative today.



www.columbusequipment.com



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ASTEC Reorganization Streamlines **CORPORATE IDENTITY ... AND CUSTOMER EXPERIENCE**



ASTEC and all of its brands, which includes KPI-JCI and Astec Mobile Screens, are reorganizing to become more efficient and effective for its customers.

Under the reorganization, the Chattanooga-based company is streamlining its structure to eliminate subsidiary brands and operate under the ASTEC name. The newly-implemented OneASTEC business model emphasizes simplify, focus and grow principles.

“Our goal is to simplify how we do business with each brand, focus distribution in regions where it is currently fragmented, and enable growth and innovation of the end users that we serve.”

Mark DiSalvo, Environmental Division Manager
Columbus Equipment Company

“We made the decision to unify to make it easier for our dealers and customers to do business with us. By coming together as one organization, we can offer greater customer service and drive innovation,”

said Barry Ruffalo, President and CEO at ASTEC. “The rebrand enables us to build our strength together under one common name and purpose. We can better leverage our growth as one ASTEC team rather than individual brands.”

Columbus Equipment Company’s Environmental Division will continue to carry the tracked aggregate processing equipment formally branded as KPI-JCI and Astec Mobile Screens. “Our goal is to simplify how we do business with each brand, focus distribution in regions where it is currently fragmented, and enable growth and innovation of the end users that we serve,” said Mark DiSalvo, Manager of the Environmental Division.

As part of the rebranding, ASTEC has replaced the websites of its former subsidiaries with one central website: www.astecindustries.com. The unified website allows customers to find all company resources in one easy-to-use location. The company also revealed a new logo that all the groups within the company will use. The stylized “A” logo is designed to represent the company’s purpose—“Built to Connect”—and its vision to connect people, processes and products.



Where Profitability and Sustainability Meet™



Corbett R. Caudill Chipping Inc. SOUTHEASTERN OHIO LOGGING PARAGON EMBRACES FUTURE



If you're interested in the evolution of the logging trade, look no further than Corbett R. Caudill Chipping Inc., a family-owned company based in Hamden, Ohio. Owner Corbett "Corb" Caudill Sr. logged with his father using handsaws and horses to cut and move the timber when he was a boy.

**Owner Corbett "Corb"
Caudill Sr. logged with his
father using handsaws and
horses to cut and move the
timber when he was a boy.**

Today the company relies on state-of-the-art machinery to perform those tasks, with a Komatsu Forest XT465L at the heart of the operation.

Caudill Chipping traded in a previous-model Komatsu Forest feller buncher for the new one in 2020, and the company is impressed with the new machine.

"The uptime has been unbelievable," said Kevin Caudill, the feller buncher operator. He has put about 2,000 hours on the machine in a year. "It runs non-stop. I cut for five or six skidders that load after me, and the dependability of the machine lets me stay ahead of them."

The Komatsu Forest 465 is much more stable than the other brand the company demoed, he added. Because Caudill Chipping works in hilly Southeastern Ohio, stability is not only a significant benefit but a necessity.

Kevin also appreciates the upgrades Komatsu Forest incorporated into the redesigned machine. "It has a lot more boom power. They beefed it up in places that matter most."

He also likes the redesigned operator's cab. "You can't beat the visibility out of the new cab. Everything is at your fingertips, and the new AC system actually cools it down."

Besides dependability, stability and comfort, service from Columbus Equipment Company was a major factor in purchasing the 465. "The service Columbus Equipment gives us has been outstanding," said Corb's son, Cory, woods foreman for the logger. "Service makes the machine. You can have the best machine, but if it breaks down and no one comes to work on it, it doesn't do you any good."

Caudill Chipping has several purchased chippers and cutting machines from Columbus Equipment Company through the years, and "Columbus Equipment has been really good on service. When we break down, they are right there for us," he added.

The company cuts about 100 loads a week, totaling about 100 acres a month, Cory said. Caudill Chipping cuts mainly on land it owns or through private sales with landowners who want their land cleared. The

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Operator Kevin "Skip" Caudill pictured on a 200-acre Caudill Chipping site south of Gallipolis, Ohio, with the Komatsu Forest XT465L. Caudill is a big fan, citing the 465's "amazing saw head recovery speed, quick and powerful hydraulics and great track power," adding "it'll keep six skidders logging."

company doesn't do bid sales or work on federal or state land.

The long timbers go to a sawmill, and the company chips the tops for two main customers—the Pixelle paper plant in Chillicothe and Globe Metallurgical. "We use every stick of the tree," Kevin noted. The company runs three chippers and, in the busy season, has two in-woods crews plus a wood crew.

Under Corb's leadership, the company has twice been named Logging Business of the Year by Timber Harvesting magazine

Overall, the company has 30 employees, including office staff, Cory said. The vast majority are members of the extended family (Cory and Kevin are cousins). Founder Corb still comes to work every day. "Dad runs a loader every day," Cory said. "He's 78, and he just likes to work."

The company is self-contained down to doing its own trucking, with 13 trucks in its fleet. Caudill employees also work on equipment but count on the dealer for warranty work. Bob Stewart, Environmental Division sales rep, "has been super on warranty stuff. He's my go-to guy," Cory noted.

"Bob Stewart and all the mechanics at Columbus Equipment have been nothing but outstanding," said Kevin, who does some maintenance on the feller buncher himself. "Sometimes we don't have cell service during the day, so I call at 7 at night, and

everyone from the salesman to the service manager to the mechanics will all answer their phones. That means a lot to us."

Caudill Chipping is an active member of the Ohio Forestry Association. It also has Master Logger Certification and follows procedures for a safe, efficient jobsite. Master loggers use best management practices to reduce soil erosion and improve the property's appearance after the timber is harvested.

"I call at 7 at night, and everyone from the salesman to the service manager to the mechanics will all answer their phones. That means a lot to us."

Corbett "Corb" Caudill Sr., Owner
Corbett R. Caudill Chipping Inc.

Under Corb's leadership, the company has twice been named Logging Business of the Year by Timber Harvesting magazine. It was also OFA's 1994 Logger of the Year.

Working in the woods seems to be part of the Caudill family DNA. "I've been with the company since I got out of high school in 2005," Cory said, but he has been working with his dad "since I was a little kid out in the woods whenever I was allowed to. Dad really made this business from scratch."

At Caudill Chipping, a solid work ethic and the wisdom and courage to adopt new technology and practices have created a business that can support generations to come.



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



2018 Morbark 3400XT Mobile Wood Grinder

CAT C-18 Tier IV Final Diesel Engine (800HP),
PT Tech HPT014FX, Hyd Clutch, Morbark,
Auto Reversing Fan Sys., 32"x58-1/2"
Hammermill, 34" Top Compression Feed Roll

\$699,000



2020 CMI C475 Mulch and Mowing

CAT Tier 4F C-13 (475 HP), 4 Pump Hydraulic
System Attachment, One Piston Pump, Track
Two Piston Pumps, Auxiliary Function, One Gear
Pump Seal and Lube

CALL FOR PRICE



2020 Terex PH2100 Chip Screen

CAT C4.4 Tier4F Diesel Engine (173HP),
6'4" x 21'2" Screen, 7.4cu yd Hopper
Capacity, Radial Conveyor w/180 Degree
Swing And Variable Discharge Height

\$289,000



2020 Rotobac RPA 4570 R43 Logging Attachment

RPA 4570 R43 RGP 1304 Rotator Holding
Valve, Valve on Swivel, 3 Function GS, 750
Saw Bundle, Komatsu Lugging Install Kit

\$80,000



2015 Komatsu XT460L-3 Feller Buncher

New UC at 4,300 Hrs., Quadco 22B hot Saw
Combi, Hydraulics, Work Ready

\$299,000



2020 Rotobac RPA 3045 R43 Logging Attachment

RPA 3045 R43 RGP 1304 Rotator Holding
Valve, Valve on Swivel, 3 Function GS, 750
Saw Bundle, Komatsu Lugging Install Kit

\$74,000



2016 Warrior 800

\$175,000



2020 Morbark 6400XT Wood Hog Grinder

CAT C32 Tier 4F Diesel Engine (1,200HP), PT
Tech Hyd. Clutch, Morbark Auto Reversing
Fan Sys., 42" x 61-3/8" Hammermill,
40" Top Compression Feed Roll

CALL FOR PRICE



Rayco T360 Mulch & Mowing

3,729 Hrs.

\$125,000



2021 Unknown HF 300 Misc

HF 300 Log Splitter, 750 Lbs. 26" x 12" Cone
Size, 12' Length, Max Split Size 15-32 GPM
Flow Required, 2,400-3,400 PSI Required,
6,000-20,000 Lb. Carrier Required.

\$12,000



2020 FAE SFM/PM-250 Mulch and Mowing

Sub Soiler - 1 Month Utilization Carrier Size
300-450 HP Flow, 450-550 L/Min 350-400
Bar 2550MM, Working Width 2860MM,
Total Width 4400KG, Weight 350MM

\$89,900



2020 CMI C300 Mulch & Mowing

Cummins QSL9 Tier IVF (300HP), 4 Pump
Hydraulic Attachment, One Piston Pump
Track, Two Piston Pumps Auxiliary Function,
One Gear Pump, 12 Volt Electrical System

\$389,000

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





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PERFORMANCE AND SAVINGS WORTH HOWLING ABOUT!

In side-by-side testing, Morbark® put their Alpha 3 insert to the test against competitor, GrinderCrusherScreen™, GCS14B1 insert. The testing crew encountered the same challenges customers face in the field every day, including working in dusty and dirty conditions, and hitting foreign objects often hidden from sight in materials being processed. In total, 20,450 yards of waste was processed, equating to approximately 255 yards per hour.

In the end, the results clearly proved the Alpha 3 not only out-performed the GrinderCrusherScreen insert, but also has the potential to save customers thousands of dollars in grinder wear parts on an annual basis. Now that's something to HOWL about!



SIDE-BY-SIDE TESTING	GRINDER CRUSHER SCREEN PART#GCS14B1	MORBARK® ALPHA 3 PART#40749-571
AVG INSERT/TIP RUN TIME	31 HR, 35 MIN	44 HR, 35 MIN
MSRP COST PER INSERT	\$24.00	\$25.05
AVG COST PER GRINDING HR	.76¢ PER HR	.56¢ PER HR
AVG. ANNUAL OPERATING TIME - TUB GRINDER	2,080 HR	2,080 HR
AVG. ANNUAL INSERT/TIP COST	\$28,454.00 PER YR	\$20,966.00 PER YR
ANNUAL SAVINGS		\$7,400

**For special, pallet-discount pricing on your next Alpha 3 inserts,
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