



SUMMER 2019



columbusequipment.com

A PUBLICATION DEDICATED TO ENVIRONMENTAL HEAVY EQUIPMENT PROFESSIONALS

ENVIRO

NI



RAP MANAGEMENT



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



**2014 FECON FTX148L
Mulch and Mowing**
approx. 1,900 hrs.

\$75,000



John Deere 460D Skidder
SN: DW460DG585771

\$75,000



**2017 Komatsu XT445L-3
Feller Buncher**
SN: A3137, approx. 631 hrs.

\$425,000



**2013 McCloskey 628RE
Screening System**
Work Ready (2)
Drums (1/2" and 3/4"), approx. 1,875 hrs.

\$175,000



**2005 Quadco 22B HOT
SAW Logging Attachments**
SN: 953

\$55,000



**2018 McCloskey
36X100ST Conveyor**
Cat 3.4B Tier 4 Final (100HP) Hyd. Axle
Jacks, Hyd. Landing Gear, Hopper Wing
Plates, Martin Scraper, 3 Ply Plain Belt,
Standard Feedboot, Pivot Point Hopper Ext.

\$113,000



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

\$500,000



**Morbark 1300
Tub Grinder**
SN: 571-119, approx. 13,696 hrs.,
Wheeled Trommel with Multiple Drums

\$105,000



Timberjack 460D Skidder
SN: DW460DC578566, approx. 9,889 hrs.

\$65,000



**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



**2018 Vermeer HG4000
Mobile Wood Grinder**
SN: 1VRC312H4J1001063, Fiat C13 T4F
(515HP) 44,000 lb. Machine Weight, Duplex
Drum, approx. 298 hrs.

\$369,000

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





Ohio's Dependable Dealer

World-Leading Terex Ecotec Equipment **NOW AVAILABLE THROUGH ENVIRONMENTAL DIVISION**



Terex Ecotec equipment for wood processing, recycling and biomass applications is now available through Columbus Equipment Company's Environmental Division. Products include shredders, trommel and recycling screens and conveyors.

**"The partnership between
Columbus Equipment Company
and Terex Ecotec is a
win-win for customers."**

Mark DiSalvo, Environmental Division Manager
Columbus Equipment Company

Terex Ecotec is a world leader in the industry with machinery designed for efficient production, low operational costs and ease of maintenance.

Terex Ecotec's versatile screeners can be used to separate and process a wide range of products. The PH2100 and PH1600 models have already proven to meet the needs of local mulch and recycling operations served by the Environmental Division. The PH2100 (with a 21-foot drum) and PH1600 (16-foot drum) are both high-production units that can be used for mulch, compost, topsoil, yard waste, aggregates, and demolition waste.

Conveyors from Terex Ecotec include fully hydraulic folding units that can be set up quickly. The line includes

tracked mobile conveyors of 65, 80 and 100 feet as well as radial stockpilers and high- and low-level feeders.

The manufacturer also has slow-, medium- and high-speed shredders for various applications.

"The partnership between Columbus Equipment Company and Terex Ecotec is a win-win for customers, giving them access to world-class wood processing and recycling equipment with dependable customer support from Columbus Equipment Company," said Mark DiSalvo, Environmental Division manager. "Terex Ecotec equipment is innovative, robust and user-friendly, with a wide range of products for the many applications we see in our territory."

"We're happy to welcome Columbus Equipment Company to our dealer distribution network," said George Wilcox, sales and marketing director for Terex Ecotec. "Our marketplace demands excellent service whether customers are considering a purchase or whether they need aftermarket support. The Columbus Equipment Environmental Division team has an established reputation for providing exceptional service."

Terex Ecotec equipment's focus is on making your operation more efficient and lowering your operating costs. Contact your Environmental Division rep to learn how today.



Where Profitability and Sustainability Meet™



Visit columbusequipment.com/news/videos
for more on RAP Management's experience.

RAP Management: DISRUPTING THE RAP INDUSTRY WITH UNIQUE EQUIPMENT SYSTEM



Typical asphalt is produced with a recycled asphalt product (RAP) ratio in the 20% range. RAP Management is disrupting the industry, running 60-70% RAP with a new, revolutionary process. The company's KPI-JCI and Astec Mobile Screens plant is highly efficient in fractionating 0.5" – 0.25" product (8s), allowing higher production rates of 57s and fines too.

About 36 million tons of recycled asphalt product, or RAP, is stockpiled annually in the United States. Ryan Smith believes using that product is a smart business move, and his Columbus startup, RAP Management, is on its way to proving it.

For 2018, RAP Management produced more than 130,000 tons of asphalt with an average of 60 percent recycled material, three times more RAP than the average nationally.

RAP Management uses a high percentage of recycled product in its mixes and incorporates proprietary chemical additives to extend durability.

While the industry has long recycled, RAP is used in small quantities in most batches produced in the U.S. Smith wanted to use dramatically more, but he couldn't find the equipment he needed. "No one in the United States was recycling to the degree I wanted to," he said. Eventually he found Ammann Group, a Swiss company whose asphalt plants can handle a large ratio of RAP. Recycling is common in Switzerland, which has an aging infrastructure and limited natural resources.

Smith brought the first Ammann asphalt plant to North America and produced his first batches near the end of 2017.

For 2018, RAP Management produced more than 130,000 tons of asphalt with an average of 60 percent recycled material, three times more RAP than the average nationally. The production total is double what the company



"We are pushing the limits of technology. Without the support of Columbus Equipment to train us on the equipment and give us advice, we wouldn't have been as successful," commented Smith.

had forecast, and revenues are also beyond projections.

Smith credits several factors for RAP Management's early success. The most important factor is the quality of the asphalt products the company produces. The company uses a proprietary chemical formula to overcome one of the problems with using a higher percentage of recycled

Where Profitability and Sustainability Meet™



RAP Management recently upgraded to a KPI-JCI and Astec Mobile Screens CS3646 Impact Crusher and PTSC 3624V high-frequency screening plant—with both units being the first of their kind in the world. The 3624V offers three, 6 x 24 screening decks, so the company can process 57s, 8s and fines (0.25" minus) at a rate of 3-400 tons/hour.

RAP binders. "Over time, asphalt deteriorates on the road. It gets stiffer or more brittle," Smith explained. "You need to incorporate chemistry to counteract that." RAP Management's formula expands the usable temperature range for asphalt performance.

Because it uses recycled material, the manufacturing process is more cost efficient, a savings Smith passes on to customers.

RAP Management also carefully chose the target market for its first season and concentrated on selling to commercial paving contractors. "Our customers like that we're making a product designed specifically for their customers' applications," Smith said. Unlike RAP Management, most of the industry is geared toward big highway contractors and it's difficult to get many asphalt plants to switch recipes, he added.

Having the right equipment has also been instrumental in producing quality asphalt. In addition to the Ammann asphalt plant, one of the most important pieces of equipment has been a KPI-JCI and Astec Mobile Screens ProSizer 3600 crushing and screening plant.

"Good crushing and screening equipment is essential to control the recipes we sell," Smith noted. "The challenge is to separate and liberate the asphalt." Because the stones and aggregate in RAP are already the right size, the impactor simply has to help separate them.

The ProSizer's high-frequency screen helps separate out the fine materials that are needed in the mix. While the leased ProSizer worked well, the company recently purchased a KPI-JCI and Astec Mobile Screens crushing/screening plant with similar components, but it will have a larger screening deck and three decks, rather than two, so the company can process three kinds of materials.

"The Columbus Equipment Company team has been

essential to our success," Smith said. "We are really innovating with how we operate our business, and we are pushing the limits of technology. Without the support of Columbus Equipment to train us on the equipment and give us advice, we wouldn't have been as successful. We are exclusively working with Columbus Equipment for all our equipment needs, and Josh (Lovett) and Bob (Stewart) have been amazing to work with."

"Our customers like that we're making a product designed specifically for their customers' applications."

Ryan Smith; Owner, RAP Management

Through 2018, RAP Management operated in limited space, because part of their site was leased out through the end of the year. With little storage space, equipment had to be up and running to process RAP when asphalt was being made. "I'm really impressed with the talent of Columbus Equipment's guys in the field who have been helping us maintain our equipment. That's really the reason the partnership works out," Smith said.

The company expects to reach full capacity in 2019, producing 25 percent more asphalt than it did last year. Looking forward, Smith plans to open another facility and to continue to push the envelope on using RAP.

Smith's hunch about RAP looks accurate. Recycled asphalt is a green solution for all involved. It helps the environment, cuts costs for paving projects, and brings profitability to innovative businesses like RAP Management.

THE PAUL BUNYAN SHOW

The Original
American
Forestry Show

OCTOBER 4-6, 2019

GUERNSEY CO.
FAIRGROUNDS
CAMBRIDGE, OHIO

 Husqvarna



888-38-TREES
OHIOFOREST.ORG

INSPIRED BY TRADITION. POWERED BY INNOVATION.
THE OHIO FORESTRY ASSOCIATION





ENVIRONMENTAL DIVISION
Regional Commitment

2323 Performance Way
Columbus, OH 43207

© 2019 Mediaworks Marketing, Inc.



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,
contact Aaron Dunham at (513) 678-2430 or aaron@columbusequipment.com today!**

COLUMBUS (614) 443-6541 TOLEDO (419) 872-7101 CINCINNATI (513) 771-3922 RICHFIELD (330) 659-6681 CADIZ (740) 942-8871 DAYTON (937) 879-3154 MASSILLON (330) 833-2420 ZANESVILLE (740) 455-4036 PAINESVILLE (440) 352-0452 PIKETON (740) 289-3757



www.columbusequipment.com