



SUMMER 2021



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Komatsu PC210LC Hydraulic Excavator

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I've personally known Joe Fitch for decades. Our relationship with Joe Dirt, Joe's company, is typical of that with many of our partners, benefitting both organizations. Another interesting trend we share this issue is the installation of aftermarket TopCon systems on models which aren't yet available as iMC machines—PC238s and PC138s for example—filling a gap in the current iMC lineup. Features on Caudill Chipping Inc. and our comprehensive parts system round out the offering. **Please be safe this season.**



Sincerely,

Josh

Josh Stivison
President

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For additional video coverage, visit columbusequipment.com/news/videos for more on Joe Dirt's experience with Komatsu equipment.

Joe Dirt: BUSINESS THRIVES ON DIRT LOGISTICS EXPERTISE

At the surface, the business model Joe Dirt uses is pretty simple. The company goes to job sites where contractors have excess dirt and load it up. In an ideal situation, they immediately drive it to a job where a contractor needs fill dirt. Otherwise, they stockpile it.

But Joe Fitch, owner of the Baltimore, Ohio-based excavation company, says that picture is far too simplistic. "Our business is really customer service. We understand the customer's needs, their timing, and everything they need to get the job done. That's our focus."

Fitch got the idea for Joe Dirt in the early 2000s. He saw that mobilizing dirt could be profitable if you could do it efficiently.

"We are in the connection business. We connect people who need dirt to those who have it. But we also strive to be a one-stop-shop for our customers," he added. "Anything they need, we like to be able to do it—grading, seeding, strawing, capping sewers, demolition. We also operate a concrete and asphalt crushing business to help with our customers' aggregate needs."

"Our business is really customer service. We understand the customer's needs, their timing, and everything they need to get the job done. That's our focus."

Joe Fitch; Owner, Joe Dirt

The company operates around Central Ohio, and "our customers are every excavator in town, every demolition contractor in town. We also work for the large home builders, like Pulte and M/I Homes, and

even for the small guys that only want to put in a septic system," Fitch explained. Beyond the business-to-business work, the company also processes topsoil and sells it to consumers.

Fitch got the idea for Joe Dirt in the early 2000s when he was handling logistics for Performance Site Management and saw that mobilizing dirt could be profitable if you could do it efficiently. He registered the Joe Dirt name in 2004.



Joe Fitch (pictured) has run Komatsu equipment since Day One. Moving up to 750,000 yds. of dirt a year, he has come to appreciate the brand's efficiency, excellent fuel consumption and KOMTRAX support platform, and rates Columbus Equipment Company service as second-to-none.

Today, Joe Dirt has about a dozen employees, with Fitch's partner Tom Obert in charge of field operations. The company has a large fleet of equipment to handle all the dirt it moves, and Fitch is a big fan of Komatsu equipment and Columbus Equipment Company.

"We've been using Komatsu equipment as long as we've been in business. The main reason is our relationship with the people at Columbus Equipment Company. The parts and service guys are second to none," Fitch said. He wouldn't consider buying another brand because "my guys came to me and asked me



not to buy anything but Komatsu.”

The company owns five Komatsu excavators (a PC138, two PC210 models, a PC215 and a PC290) and four dozers (a D37, two D51 models, and a D65). Joe Dirt has tried other brands, but the experiences weren't good, Fitch said. The company still owns a couple dozers from another manufacturer and “they never seem to run.”

“I went straight to Columbus Equipment, bought a PC210, took it to the job site and never looked back. I have never had a problem with a Komatsu.”

Joe Fitch; Owner, Joe Dirt

When he first started the company, he demoed a different brand of excavator. “We had so many problems with the Tier 4 engines. They continually wanted to regenerate.” He took the demo model back to the dealer, “went straight to Columbus Equipment, bought a PC210, took it to the job site and never looked back. I have never had a problem with a Komatsu,” Fitch said.

When issues do arise, he knows he can count on Columbus Equipment Company. For instance, two years ago, his fuel supplier accidentally delivered a load of diesel fuel that had gasoline mixed in, and Joe Dirt ran the fuel in 75% of their equipment. “Columbus Equipment stepped up to the plate and

helped us get all that cleaned up,” Fitch said.

“They also helped us with the insurance claims, and that was a blessing. We hadn't thought about the long-term issues that Columbus Equipment Company brought to our attention.”



The contractor also has several Takeuchi pieces from Columbus Equipment Company, including a TL240, a TL8 and a mini excavator. “We've never used



any other kind of skid steer or mini excavator. It goes back to knowing we have a reliable company if we need parts or service. Plus, our guys like the Taks.”

Fitch has found Columbus Equipment Company employees to be dependable from the top on down, having known Josh Stivison for decades. Fitch’s sales rep, Rich Durst, “is Johnny on the spot with anything we need. He doesn’t aggravate you by calling too often, but he checks in to see if there’s anything we need.”

“The main reason is our relationship with the people at Columbus Equipment Company. The parts and service guys are second to none.”

Joe Fitch; Owner, Joe Dirt

He also counts on the Columbus branch for all the preventative maintenance on Joe Dirt’s equipment, with technicians coming to his location as needed. While Joe Dirt employs a mechanic, Fitch understands that servicing modern machinery requires computer diagnostics and other specialized equipment that Columbus Equipment Company has on hand.

Fitch estimates Joe Dirt moves between 500,000 and 750,000 cubic yards of dirt a year. In the early 2000s, Joe Dirt had branches in several cities, including one in Raleigh, North Carolina, that moved 600,000 yards in one job.

However, as Fitch’s family grew, along with the

need to travel between locations, the decision was made to close the other locations so efforts could be concentrated on the company’s Central Ohio customers. “Central Ohio has always been our best location, and it’s challenging to manage our type of business model remotely.”

As an example of a typical project, Fitch outlines what Joe Dirt did for the Mount Carmel West Hospital demolition. Through a contract with the demolition contractor, Joe Dirt brought in 65,000 yards of dirt, backfilled, compacted and graded the site, then hydroseeded.

The company has also developed expertise in lake and pond restoration. They started by cleaning out the Mount Carmel East pond, and later demucked a pond near King’s Island, which brought more attention to their specialty.

With a reputation for strong customer service, dependable employees, and the right equipment to get the job done, Fitch is satisfied with Joe Dirt’s market position. “The size of our business is about right. We are able to help a lot of customers at one time. We have enough employees and equipment to service five or six jobs a day. I don’t want to grow larger, and I don’t want to shrink.” A focus on local customer service and willingness to provide exactly what the customer needs sets Joe Dirt apart from the competition. ▶



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Komatsu D51i-24 and D61i-24 Hydrostatic Dozers: NOW WITH IMC 2.0 ... A GAME CHANGER



Komatsu’s new, more advanced machine control system—known as intelligent Machine Control 2.0 or iMC 2.0—is now available on the D51i-24 and D61i-24 hydrostatic dozers. Because the automation features on these machines are easy to use in all applications, operators use them more, increasing productivity and accuracy in all job phases.

With iMC 2.0, operators can use automatics from rough cut to finish grade, getting the job done faster and better. iMC 2.0 also helps operators with limited experience work more efficiently.

Operators use [automatics] more, increasing productivity and accuracy in all job phases.

How does your dozing crew benefit from a Komatsu dozer equipped with iMC 2.0? Here’s how, the technology:

Learns as it works: With Proactive Dozing Control, productivity can go up by as much as 60%. That’s because the dozer collects data about the terrain it tracks over and uses that information to plan the next pass. Even less-experienced operators can automatically cut and strip efficiently.

Spreads fill material automatically: The machine can spread fill over the existing terrain, thanks to the data it collects and uses to analyze each pass. Operators activate Lift Layer Control with one button, and the machine lays down consistent layers for better compaction.

Travels straight even during rough dozing: With Tilt Steering Control, the blade automatically tilts to maintain straight dozing. The feature reduces operator steering input by up to 80%, so the operator experiences less fatigue and can work for longer periods.

Creates temporary surface designs: Crews can begin stripping or spreading while waiting for the finish grade model by creating a temporary design surface. Quick Surface Creation is a one-button function that reduces the time crews spend waiting and increases daily productivity.

After introducing iMC 2.0 on the D71i dozer in 2020, Komatsu is now making the advanced automatics system available on other dozers. The D51i is a 131-hp dozer, while the D61i is a 168-hp machine.

Have your Columbus Equipment Company sales rep show you how a dozer equipped with iMC 2.0 can help you complete jobs faster and more precisely.

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New Komatsu WA475-10 Wheel Loader: NOT YOUR AVERAGE EQUIPMENT UPGRADES



When it comes to horsepower, boom lift force and breakout force, the numbers for the new Komatsu WA475-10 are all up significantly compared to the WA470-8.

But when it comes to fuel efficiency, the numbers are even better. This powerful, more productive wheel loader is 30% more fuel efficient than the previous model, so you can do more work while spending a lot less on fuel.

This powerful, more productive wheel loader is 30% more fuel efficient, so you can do more work while spending a lot less on fuel.

The WA475's lower fuel costs and increased productivity "potentially make equipment users more competitive and more profitable," noted Bruce Boebel, Komatsu senior product manager.

The wheel loader is ideal for applications including quarries, waste, infrastructure, forestry and non-residential construction.

Designed for improved productivity, the WA475 provides an additional 22 horsepower for a total of 290

hp. Boom lift force is up 20%, and breakout force is up 8%.

The loader also has a new bucket design that improves pile penetration, making it easier to fill. Material retention in cut-and-carry applications is better, too.

Komatsu improved the operator environment with floor-to-ceiling glass for excellent visibility. Operators of all sizes can adjust the five-axis console to the most comfortable position for their needs.

Several new features will extend component life and make operation simpler. Independent Work Equipment Control separates the accelerator pedal from the speed of the work equipment. If more power is needed, the operator adjusts RPMs with the work equipment lever. Separating the two allows the operator to concentrate on approaching a truck or hopper more smoothly, Boebel said.

The WA475 also has an auto hill-holding function that enables the loader to remain stationary on a slope, even when the operator doesn't apply the brake pedal. The loader won't roll back on uphill applications, such as stockpiling, reducing brake wear. The loader's dynamic braking also cuts brake wear.

If higher productivity and lower operating costs match your business needs, contact your Columbus Equipment Company rep for more details on the new WA475-10.



For additional video coverage, visit columbusequipment.com/news/videos for more on Caudill's Komatsu experience.

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.

"The service Columbus Equipment gives us has been outstanding. Service makes the machine."

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

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 purchased several 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



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\$7.65/Jug (Pallet, 72 jugs)

DEF Handling: Five Essential Tips

DEF contamination due to poor storage and handling techniques—such as use of dirty or re-used transfer containers—are the biggest challenge faced by DEF users.

1. DEF is made of crystalline urea—a form of ammonia—and de-ionized water. It must be kept pure.
2. DEF needs to be stored correctly or the water can evaporate and cause the urea to revert to crystals. It must be stored in a cool place out of direct sunlight. [Note: DEF freezes at 12°F.]
3. Storing DEF at 80°F will reduce shelf life to 12 months, while keeping it at 60°F can extend integrity to 36 months.
4. DEF should always remain the same color. A different hue in your tank suggests a contaminated product.
5. Best-practice processes—including use of Vaporex product containers—and thoroughly-trained DEF handlers are your operation's best insurance against DEF contamination.

Contact your local Columbus Equipment Company representative to order the highest-quality, most competitively priced Vaporex DEF on the market today.

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with landowners who want their land cleared. The 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.

“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.

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.

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.



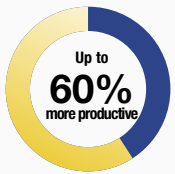
Operator Kevin “Skip” Caudill pictured on a 200-acre Caudill Chipping site south of Gallipolis, Ohio, with the Komatsu Forest XT465L. Caudill is a big fan, citing the 465’s “amazing saw head recovery speed, quick and powerful hydraulics and great track power,” adding “it’ll keep six skidders logging.”

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.

Automatic dozing from grass to grade

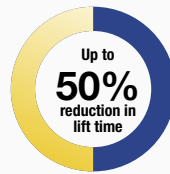
Benefits of iMC2.0



Proactive dozing control

Applications: Stripping to psoil, high-production dozing

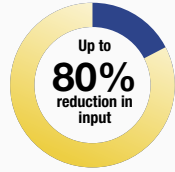
- Uses data from previous pass to plan the next pass
- Automatically cut/strip from existing terrain
- Helps new operators perform like experienced ones



Lift layer control

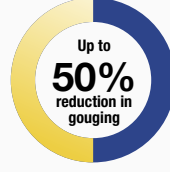
Applications: Lifting, compaction quality control

- Maintain precise lift thickness
- Automatically spreads lift from existing terrain and helps prevent overfill
- Up to double the production of prior model



Tilt steering control

- Automatically tilts blade to maintain straight travel while rough dozing
- Maintains consistent power to the ground and track



Improved finish grading

Applications: Finishgrading

- Analyzes terrain and 3D model to proactively position blade in hard-to-grade areas
- Helps prevent overcutting at finishing grade

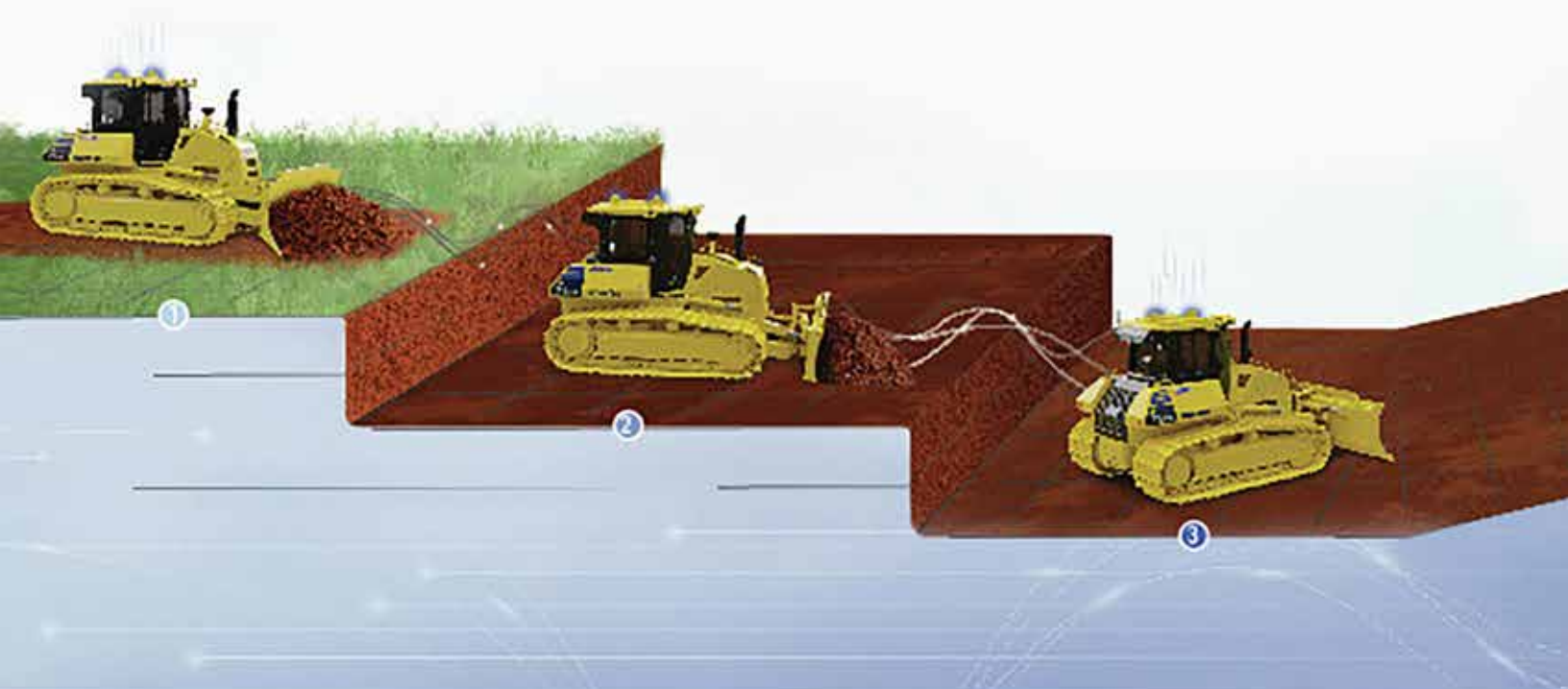
Use automation throughout the entire process

Bidding

Stripping topsoil ①

Mass excavation ②

Finish grading ③



Aftermarket Topcon Automatics System: iMC BENEFITS, TRAINING AND SUPPORT ON NON-iMC EQUIPMENT



As Komatsu continues to build out its iMC offering, Columbus Equipment Company's Smart Construction Division now offers customers, who are looking for iMC's productivity edge today, a field-tested solution for models yet to be upgraded to iMC technology.

Columbus Equipment Company's Smart Construction Division has a solution for contractors whose preferred Komatsu excavator isn't currently available as an intelligent machine.

The division installs an aftermarket Topcon system on Komatsu excavators to provide automatic machine control. "This aftermarket solution allows us to fill in the product gap in intelligent machine offerings from Komatsu," said Mike Fenster, Smart Construction Division manager.

The most requested machines for this service have been the PC238 and PC138.

With the Topcon system, the excavator can function in automatics mode. "It can assist the operator as he's arming in to keep the bucket on grade and protect the target surface," Fenster said.

The main difference between an iMC machine and one with the aftermarket automatics system is "the iMC machine knows the entire profile of the bucket. With Topcon, grade information is only from where the teeth are or the cutting edge is."

Columbus Equipment Company handles installation, training and support for the system in-house. The machines get the same support that owners of intelligent

machines receive—support and training for four years or 5,000 hours, along with two years of remote support.

The most requested machines for this service have been the PC238 and PC138. We can install the aftermarket system on any Komatsu excavator—new or currently owned—up to the 400 Series. Installation and calibration take about a week.

Smart Construction offers two Topcon options. Topcon X53X is a full-blown automatics package. Topcon X53I, a lower-priced entrance to automatics, provides an indicate-only function rather than automatics. It's a great option for basements and foundations, Fenster said.

The system doesn't require a base station, reducing the initial cost for customers. Instead of the base station, operators use a built-in modem to access ODOT's CORS network to receive the necessary correction for GPS.

Topcon introduced the automatics system just over a year ago, but the Smart Construction Division waited to confirm the system was proven in the field before promoting it on Komatsu excavators, Fenster said.

Columbus Equipment Company is also adding Topcon-equipped Komatsu excavators to the rental fleet.

For more information about adding an aftermarket automatics system, contact your local Columbus Equipment Company sales representative today.


Komatsu Distributor Certified Used Equipment

THE GOLD STANDARD



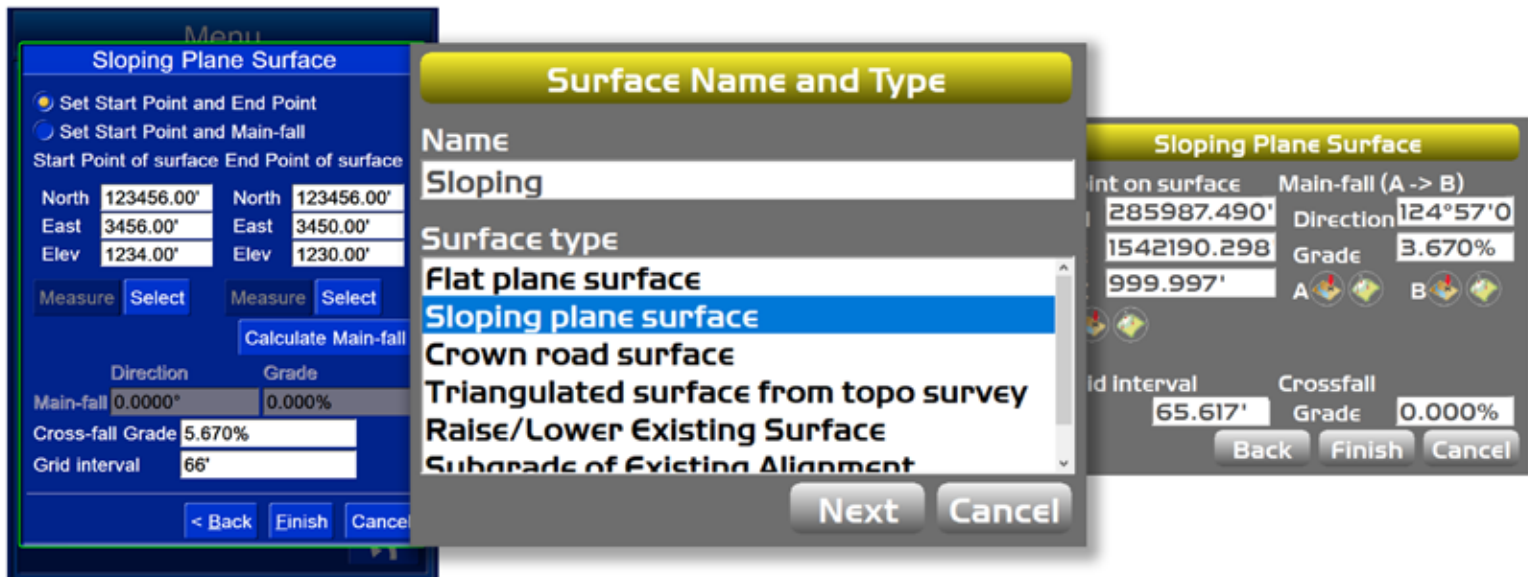
The Komatsu Distributor Certified label assures that you get the high-quality, used equipment you need, when you need it, at a price you can afford. Komatsu ReMarketing delivers high-quality, cost-effective equipment that meets your standards.

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.

Komatsu iMC Operational Tip: CREATING SLOPING PLANE SURFACES



In iMC dozers and excavators, you can create a sloping plane surface using the iMC screen. Both machines have a simple option to mark the starting and ending points to create your surface.

To begin, navigate through the menus to create a new surface, name your surface, and select “sloping plane surface (above center).” When you press “next,” you’ll go to the screen to select starting and ending points.

Dozer Process

1. First select the slope’s pivot point or reference point. Move the machine to where you want to start the slope and press the “measure point here” icon to establish the pivot point. You can adjust the elevation on the screen as needed.

2. To give the sloping plane a direction, you’ll measure two points on the site. Place the dozer where the slope will start and press the Point A “measure point here” icon. (Note: iMC uses the position of the blade center to mark each point).

3. Move the dozer in the desired direction for the slope, then press the Point B “measure point here” icon. The machine will establish the direction and existing grade. To adjust the grade, highlight the grade field and enter the desired grade (above right).

4. To create a cross fall grade, select that option. From Point A facing Point B, enter a positive number to have the cross fall flow from right to left. Enter a negative slope to have it flow from left to right.

Excavator Process

1. Create the new sloping plane surface on the screen, then move the bucket to the slope’s originating point and press the “Measure” button under “Start Point” on the screen. Type in a different elevation if needed (above left).

2. Then move the bucket to the ending location and click the “Measure” button below “End Point.”

3. To add main-fall, simply press “Calculate Main-fall.” Adjust the main-fall or cross-fall as desired.

Note: Both machines give you the option to use the sloping surface you just created as your active surface.

Thanks for reading. In our next issue, we will cover crown road surfaces. More Komatsu iMC Kwick Tips can be found under the Smart Construction playlist on Komatsu America’s YouTube channel at: <https://www.youtube.com/user/KomatsuAmerica>. To schedule an iMC demonstration, contact your local Columbus Equipment Company rep today.

PRODUCT SUPPORT

The Parts You Need, When You Need Them ... IT'S WHY WE'RE HERE



Remember the tale of a kingdom that was lost for want of a nail? Equipment owners and fleet managers live their own version of that story every day, knowing that a problem with the smallest of parts can bring a job to a standstill.

That's why Columbus Equipment Company dedicates so many resources to supporting our customers' parts needs. We maintain a comprehensive parts inventory and respond quickly to parts orders to limit downtime. We also employ highly-trained parts counter personnel who help you get the right part, and experienced technicians if you need help installing components.

Broad Parts Inventory

Columbus Equipment Company makes every effort to have parts in stock, said Bob Weber, vice president of product support. "We stock everything at our branches we think we'll need."

We have an extensive parts inventory for every manufacturer we represent, including Komatsu, Link-Belt, Kubota and ASTEC. Some vendors also supply remanufactured parts, including Komatsu, Kubota and Takeuchi.

"We carry a wide selection of aftermarket parts, such as ESCO, Hensley, Fleetguard and Baldwin filters, and rubber tracks from KTSU," noted Mark Klatt, general parts manager. "We offer OEM and aftermarket undercarriage parts at very competitive prices." We can supply parts for just about any brand

a customer owns with aftermarket parts, making us a one-stop-shop for parts needs.

If you need a Komatsu part that's not in stock, it's ordered from the Komatsu warehouse in Ripley, Tennessee. "We bring in a tractor-trailer shipment of parts from Ripley every day," Weber said. The parts arrive at Columbus overnight and are sorted onto trucks heading to each branch. "If a customer orders a part from us that's in stock at Columbus or Ripley before 4 p.m. one day, they should have the part by 8 the next morning."

Manufacturers can also direct-ship parts by next-day air if you choose, Klatt said.

"The pandemic has created some challenges in sourcing parts," Weber noted. Shortages, tariffs and transportation issues with China are affecting availability. "If you foresee a need for a particular part, order it now. Don't wait until the machine is down to order it," he advised.





Experienced Parts Personnel

The parts counter personnel at our branches “are better trained today than they’ve ever been on machine specifics, parts ordering, and handling phone calls professionally,” Weber said. That training enables them to “help customers know what other parts they may need in conjunction with the repair they are doing.” For instance, parts personnel may point out a particular repair also requires a companion part that the customer should order.

We can supply parts for just about any brand a customer owns with aftermarket parts, making us a one-stop-shop for parts needs.

Our parts personnel attend Komatsu Parts University, an online program where they learn about tracked, wheeled and forestry machines. The course covers commodity parts—like batteries, filters, lubricants and undercarriage—and what to ask customers to help find the correct part.

“The parts department has about 30 employees with an average of 12 to 15 years of experience,” Klatt said. “If they don’t know the answer to a parts question, they know where to get the answer. They will do whatever it takes to satisfy the customer and

get the part needed as quickly as possible.”

That can include tracking down the company that originally made a part for a discontinued model or machine. Some manufacturers, such as Link-Belt, never orphan a machine when it comes to parts support.

Total Support

There’s no question an ounce of prevention is worth a pound of cure. A complete machine or undercarriage inspection should be performed based on the owner’s manual recommendations and guidelines. Inspect the undercarriage for excessive or uneven wear, as well as damaged or missing components. Any issues should be immediately addressed to minimize further wear or damage.

Regular machine or undercarriage inspections will help you make informed decisions to maximize wear life, providing the lowest cost of ownership and keeping you in front of any parts shortages.

If you need help installing any part, Columbus Equipment Company has the highly-trained technicians you need to handle the repair for you—either at our shop or on your job site.

The bottom line: It’s more important than ever to perform routine inspections and address any issues that arise. We understand that having the right parts is essential to your continued uptime, and we’re dedicated to doing everything possible to keep you up and running.

New Hires, Promotions, Industry Recognition ALL PART OF A DEDICATED CUSTOMER-FOCUSED EFFORT



Corporate Awards

Columbus Equipment Company has again been named one of Talbert Manufacturing’s Top 10 Dealers. The award is based on 2020 sales of Talbert trailers, parts and service. We’re proud to have represented Talbert since 1994.

Richfield



Jason Brandt is the new parts manager at Richfield. Jason began his career with Columbus Equipment Company in 2002 and has built a great knowledge base by working in both the service and parts departments. His dedication, hard work, and team-first attitude make him a great fit for the job.



Bob Anthony is the new sales and rental coordinator at Richfield. He has more than a decade of experience in the large-scale landscaping industry, working his way up to managing processes and several crews. His experience and comfort level around heavy equipment has allowed him to hit the ground running at Columbus Equipment Company.



Two technicians have also joined the Richfield team. **Ryan Troyer** (pictured left) is a shop technician, and **David Matthews** is a PM tech.

Massillon



Eric Lewis is the new utility salesman at Massillon. Previously, he was the inside sales/rental coordinator at Richfield.



Brodey Parsons is a new shop tech. He graduated from North Dakota State and completed a technical program that focused exclusively on Komatsu equipment. He previously worked at Cadiz.



Wayne “Andy” Deets has joined the branch as a PM service tech.

Cincinnati

Brian Brassler, who handles compact sales in Cincinnati, is expanding his role to territory manager for Butler, Clinton, Preble and Warren counties. Brian joined Columbus Equipment Company four years ago as inside sales coordinator and began selling compact equipment in 2019.

Don Mortimer has come out of retirement to help the Cincinnati parts counter on a part-time basis. Our customers have been happy to see his familiar face.

Toledo

John Garcia is the branch’s newest warehouse worker.



USED EQUIPMENT Monthly Specials



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



2016 KM PC360LC-10
Stock #U34239, SG Pads, 2 Way Hydraulics, Coupler, 2,664 Hours
\$235,000



2014 Komatsu PC228USLC-10
Stock #U34649, Cab, AC, Coupler, Bucket, 2,399 Hours
\$150,000



2013 KM D51PX-22
Stock #K10744T, Cab, A/C, PAT Blade, 5,153 Hours
\$99,000



2016 Komatsu D61EX-24
Stock #U37319, Cab, A/C, Multi Shank Ripper, 2,195 Hours
\$195,000



2015 KM PC170LC-10
Stock #U34497, Cab, A/C, Aux Hyds, 24" TG Pads, Coupler, 3,426 Hours
\$104,000



2018 KM D39PXi-24
Stock #U37404, Intelligent iMC Dozer, 1,553 Hours
\$160,000



2017 Komatsu WA200-8
Stock #U38332, Coupler, Bucket, Certified, 1,385 Hours
\$129,000



2017 KM PC138USLC-11
Stock #RDK10530T, Cab, A/C, 24" TG Pads, Hyd Coupler, 1,055 Hours
\$129,000



2010 Komatsu CD60R-1
Stock #U28806, Cab, A/C, Heat, Revolving Bed, 3,936 Hours
\$90,000

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