



FALL 2022



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Komatsu PC360LCi-11 and PC360LC-11 Hydraulic Excavators

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**Our job is to bring value to your business.** Three examples this issue: MDX Inc.'s fleet of iMC equipment and Aerial Mapping Solutions service has resulted in greater project accuracy and speed. At Kelchner—a regional leader in high-performance civil construction—iMC turbocharges already-impressive production. And Matt Brun at Champion Landscape Equipment and Supply shares how profit margins increased north of 20% since he added CBI grinders to his operation.

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Sincerely,

*Josh*

Josh Stivison  
 President

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A new era in construction technology is dawning. Komatsu's intelligent Machine Control is now widely accepted as the industry's gold standard in machine automation.

For additional video coverage, visit [columbusequipment.com/news/videos](http://columbusequipment.com/news/videos) for more on MDX Inc.'s experience with Komatsu equipment.

## MDX Inc.: RIDING THE iMC TECHNOLOGY WAVE OF THE FUTURE

MDX Inc. has always been an early adopter of technology. Back in 2014, the company purchased its first piece of Komatsu equipment featuring intelligent Machine Control (iMC), a D51i. The dozer was a significant time-saver, especially on finish grading.

Since then, MDX vice president Eric Dedden has continued to adopt Komatsu's innovative technology as the manufacturer has rolled out more advanced versions of iMC. Additionally, Dedden has started using Columbus Equipment Company's Aerial Mapping Solutions (AMS) service, which flies a drone equipped with a GPS sensor over a jobsite, gathering GPS coordinates and taking photos. The photos are then processed to create a 3D image of the site.

Both iMC technology and AMS help Cincinnati-based MDX work faster and more accurately.

Both iMC technology and AMS help Cincinnati-based MDX work faster and more accurately. And the sooner they can finish one project, the sooner they can get to the next, Dedden said.

**"AMS is accurate and faster than the traditional method."**

Eric Dedden; Vice President, MDX Inc.

Aerial mapping from Columbus Equipment Company's Smart Construction Division is beneficial in many aspects of a project, Dedden explained. He cited the Sparrow Ridge retirement community in Northern Kentucky as an example. Initially, he had the site

mapped to check the topography, determining if the cuts and fills matched the estimate.

"By having Columbus Equipment Company fly the drone before we started the job, we're getting our own topo and not relying on a surveyor. AMS is accurate and faster than the traditional method," Dedden noted. A drone flight takes only a few minutes, and Columbus Equipment Company makes the map available the next day.



MDX Inc. vice president Eric Dedden (rear left) discusses operations on a Franklin, Ohio site with Operator Mike Dedden as Pipelayer Tylor Griffin prepares pipe.

After establishing a baseline with the first flight, Dedden periodically ordered additional flights to monitor progress at Sparrow Ridge. "You can find out how much dirt you moved one day to the next. It's an informational tool, and the staff gets to know how much material they're moving so you can make better decisions about where you want to work each day," he said. The data is also useful for customer billing backup.

The size of a project is a key determinant of whether MDX orders an aerial map, he noted. The company



moved 40,000 tons of dirt for Sparrow Ridge, “so it made sense to fly before we started and several times during the project to see where we were at.”

While some companies buy their own drone for aerial mapping, MDX doesn’t need flights often enough to make that sort of investment, Dedden said. “If you’re flying once a month, it makes sense to go through Columbus Equipment.” Since it depends on the dealership’s service, MDX doesn’t have to worry about getting an FAA Part 107 drone pilot certificate or buying a drone.

“It’s an informational tool you can make better decisions about where you want to work each day.”

Eric Dedden; Vice President, MDX Inc.

MDX also likes using AMS because the service includes assistance from Smart Construction technology specialist Robert Ditmars, who is a licensed drone pilot. “Robert can help us analyze the information to present to a customer and provide other specialized expertise,” Dedden said.

Many of MDX’s customers are new to aerial mapping, but they’re beginning to see its value. Customers like the analysis they can perform with the data and the cut and fill maps. “Mapping adds value to the job. That said, the job has to be able to absorb

the costs of the flight,” he said.

MDX has also invested in more Komatsu iMC technology over the past few years. Since buying that first D51i in 2014, the company has added four iMC dozers—a D51i, D61i, D65i and D71i—and an intelligent excavator, a PC360i.



The technology has improved with each machine the company has purchased, Dedden noted. “They are more efficient and offer different options.” Take finish grading, still the most time-consuming job for dozer operators. “Today’s machines know where they are because the design is right on the machine, and it’s reading the design grade.”



The intelligent excavator also has several capabilities that make it a good choice for subdivision work. MDX typically does a package of earthwork, storm and sanitary sewers, fire protection, and underground utilities for subdivisions and commercial projects.

Since buying that first D51i in 2014, the company has added four iMC dozers—a D51i, D61i, D65i and D71i—and an intelligent excavator, a PC360i.

“The PC360i has the capability of digging the centerline of a pipe and reading the inverts of the pipe as you dig, making it more productive for everyone,” he said. It can also help curve out steep slopes when digging retention ponds.

“The combination of intelligent machinery and aerial data is the wave of the future. If you’re not on board, you need to get out of the business.”

Eric Dedden; Vice President, MDX Inc.

Eric Dedden isn’t the only iMC fan at MDX. His uncle, Mike Dedden, is an “old school” dozer operator who

loves the i-machines. “Mike is (Columbus Equipment Company sales rep) Roger Reese’s best salesman,” Eric said, because he is happy to show off the dozers when Roger sends potential customers to an MDX jobsite to check them out.



Given the company’s history as an early adopter, it’s no surprise that Eric Dedden is a firm believer in the technology. “The combination of intelligent machinery and aerial data is the wave of the future. If you’re not on board, you need to get out of the business,” he said. “Customers aren’t going to tell you to do it, but they are going to expect you to have GPS; they will expect not to have to pay for a surveyor team.”

He knows some contractors think technology is too expensive, but Dedden disagrees. “On any job, I just want to use GPS, get in and get out, and not wait on a surveyor.” ▶

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## New Komatsu PC78US-11 Excavator VERSATILITY, POWER, COMFORT ... ALL STANDARD TODAY!



The Komatsu PC78US-11 tight-tail-swing excavator is ideal for urban environments and confined spaces. For work on roadways, bridges, urban areas, or anywhere space is limited, contractors need an excavator designed specifically for limited-space configurations. Komatsu's tight tail PC78US-11 provides an ideal combination of performance and versatility in a compact, easy-to-transport package.

The new, high-efficiency power package lower overall fuel consumption by up to 13%.

Efficiency and versatility come standard on the PC78US-11. With standard high-flow auxiliary hydraulics and proportional joysticks that offer incredible job versatility, this 67.7 HP machine provides precise attachment control. A standard grading blade—with new moldboard profile—improves backfilling and light-grading efficiency. The conventional boom design has a greater raising angle to reduce front-bucket swing radius.

The PC78US-11's faster boom up/swing speed, combined with responsive quick arm speed, is designed to make excavating and leveling work easier and more efficient with faster cycles. The six, customized working modes allow operators to tailor the machine's performance to the required tasks, whether for fuel savings or robust performance.

The new, high-efficiency power package and viscous fan clutch on the PC78US-11 work to lower overall fuel consumption by up to 13%. A smart, simplified catalytic system removes soot without a diesel particulate filter, thereby lowering maintenance costs and cost of ownership.

Large service access doors and grouped service points on the PC78US-11 with ground-level access make periodic maintenance easy, accessible and time-efficient.

Operators work in a quiet, climate-controlled cab featuring an air suspension seat, Bluetooth radio, and high-resolution monitor with rearview camera for optimal operator comfort and visibility. The sliding cab door of the PC78US-11 also makes entry and exit easier in confined spaces, and LED lights provide excellent vision at night.

In need of a dependable, compact powerhouse for your next project? Contact your local Columbus Equipment Company representative for a PC78US-11 demo today!



Komatsu D65EXi Operator Lance Gose seen here on a 32-acre, Amazon distribution warehouse project in Dayton, Ohio. Gose has over two decades of experience and finds the D65i "an altogether far better machine." Opposite: A Kelchner Crocs warehouse expansion project involving 250,000 cubic yards of earth moved with around 150,000 of those yards being chemically dried with lime kiln dust (see page 13).

For additional video coverage, visit [columbusequipment.com/news/videos](http://columbusequipment.com/news/videos) for more on Kelchner's experience with Komatsu equipment.

## Kelchner: REGIONAL LEADER IN HIGH-PERFORMANCE CIVIL CONSTRUCTION



Kelchner has spent decades building a reputation for site development, mass earthwork and infrastructure projects. Still, one project, in particular, has led to an influx of work, according to Kevin Weckel, president. In 2013, the Springboro, Ohio-based company performed all the earthwork, soil stabilization and underground utilities for the first big-box warehouse built around Dayton International Airport—the 1.8 million-square-foot P&G distribution facility. Since then, Kelchner has worked on about 10 other significant projects around the airport.

Kelchner has developed a reputation for delivering projects on time and on budget, and it counts on a fleet of high-production machinery to meet those goals.

Overall, the company works on 25 to 30 projects in any given year, with contracts ranging from \$1 million to \$15 million. Weckel estimated that private site development comprises about 80% of the company's portfolio, with public works representing 20%.

Recent projects include the earthwork and installing utilities for more than 300 campsites at the Kings

Island Camp Cedar campground in Mason, Ohio, and earthwork, soil stabilization and utilities on the 100-acre Carvana facility in Trenton, Ohio.

Kelchner has developed a reputation for delivering projects on time and on budget, and it counts on a fleet of high-production machinery to meet those goals. In the 1990s, it was one of the first area contractors to use GPS technology on its equipment. Recently, it upped its commitment to technology by replacing six dozers in its fleet with Komatsu dozers equipped with integrated intelligent Machine Control (iMC).

“Over the years, technology has gotten a lot more advanced and more accurate,” Weckel said, noting that the current generation of Komatsu equipment can get within millimeters of the target surface.

“What we like about the Komatsu machines is that the technology is completely integrated, and everything is factory calibrated. As a result, they run a lot smoother, and we've seen a lot fewer problems with the i-machines than with the other machines we have with add-on Topcon or Trimble systems. We've rented i-machines over the last 10 years, but we've never had them as a core member of our fleet until now.”

Kelchner has long-term leases on three sizes of i-dozers.

Two D61i machines, equipped with six-way blades, are used for finish grading, spreading topsoil, and smaller dirt jobs.

Two D65i machines with straight blades are used on mass earthwork jobs and to push scrapers.



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Two D71i machines with six-way blades perform excavation on large jobs.

The i-dozers help Kelchner meet production goals because “the company gets 25% more efficient and better production, I would say, vs. the old stakes in the field method,” Weckel said. But the most significant benefit he finds is that iMC technology allows newer operators to grade like seasoned pros, which helps his company deal with the industry-wide labor shortage.

“The feedback we’ve received from operators is that they like the power and the ergonomics of the cabin,” he added.

When selecting equipment, Kelchner considers “availability, quality, safety features, as well dealer support,” Weckel said. Komatsu and another brand “came very close in price, but it came down to the support we get from Columbus Equipment Company. We can call one person and get the support we need for the GPS as well as for the machine itself. We don’t have to go to two or three different people to work on one machine.”

The four-year lease for the six dozers includes Columbus Equipment Company performing all the service work for the first 2,000 hours of scheduled maintenance, noted Branden Williams, Kelchner’s equipment manager. “That’s a cost savings for us.”

“Columbus Equipment Company’s service department have been very helpful working with us. They are always looking for the answer to get an issue fixed,” he said. For example, the service department added steel plates to the straight blades on the D65i dozers when Kelchner wanted to strengthen them. The contractor and dealership have a decades-long relationship.

An important benefit of the Komatsu equipment is that Columbus Equipment Company technicians can access the machines remotely to see what the operator is seeing. “Often they can rectify the issue right away rather than us waiting for a day or two until they can come out to fix it,” Williams said. That speedy service limits downtime, which is crucial because the Kelchner crews use the dozers six or seven days a week.

“[Sales representative] Mike Early has been helpful from the beginning, from getting the quotation for us. He’s helped with service, parts, whatever needs to happen. He’s there every step of the way,” Williams said.


Kelchner was founded in 1948 and was operated as a private, family-held business until the end of 2015, when it was acquired by Wood, a publicly traded company based in Aberdeen, Scotland. Kelchner operates as a standalone subsidiary, said Weckel, who has been with the Ohio contractor for about 20 years.

“Columbus Equipment Company’s service department is always looking for the answer to get an issue fixed.”

Branden Williams; Equipment Manager, Kelchner

Reflecting its reputation, the company uses the tagline “The leader in high-performance civil construction” and sums up its mission statement as “safe, right, fast!” Kelchner’s website also highlights the accuracy and productivity of its GPS-guided equipment.

Now that the company has put Komatsu iMC equipment front and center in its dozer fleet, Kelchner is considering the next step in innovative equipment: iMC excavators. Kelchner has monitored automated machine control technology in excavators for several years, including demoing dozers with that capability. The excavator technology is now right up there with the dozer technology, Weckel said. “When we start replacing our excavator fleet, we’re going to be looking for some i-excavators.”

Kelchner knows from experience that innovative technology helps it deliver projects on tight timelines while meeting or exceeding tolerance specs. Komatsu iMC equipment is an excellent complement in helping the company maintain its promise to perform work quickly and accurately. 



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# MATERIAL PROCESSING



For additional video coverage, visit [columbusequipment.com/news/videos](http://columbusequipment.com/news/videos) for more on Champion Landscape Equipment and Supply's experience with CBI equipment.

## Champion Landscape Equipment and Supply: HARD WORKING, INNOVATING ... AND HYPER-GRINDING WITH CBI



Throughput on Champion Mulch's CBI 6800CT grinder has put the competition to shame, increasing profit margins by at least 20%. "With the 20% margin, if you're doing 180 yards an hour and now you're doing 300 yards an hour, I mean that's a huge increase," said owner Matt Brun.

Dayton-based Champion Landscape Equipment and Supply is in solid growth mode, thanks in part to owner Matt Brun's focus on producing a quality product more efficiently. Since grinding and selling mulch is a significant part of his business, he recently switched to two Terex CBI Magnum Force Horizontal Grinders to increase efficiency and speed up mulch production.

Brun traded in a Morbark 6400XT and purchased two CBI machines—a CBI Magnum Force 6800CT Horizontal Grinder and a CBI Magnum Force 5800BT Portable Grinder—from Columbus Equipment Company. The new equipment offers several advantages.

"The 6800 is the more powerful of the two machines and is great for our finish grade," Brun said. "The 6800's production rate per hour is also much higher than the Morbark 6400's even though they are both powered by the same 1,050 horsepower engine" Brun said. The 5800 is highly productive, yet it transports easily, so Champion can use it for offsite grinding. The company can also dye mulch in the 5800 rather than moving it to a separate area for dyeing. That boosts efficiency and relieves space issues in a tight processing yard.

"The CBI 6800's production rate is significantly higher for the finish grind than the Morbark's. We're getting around 300 yards of finish production per hour, compared to 180 yards with the Morbark," Brun said.

The quality of the product is equal to what he got with his Morbark and the Petersen unit he owned before that.

"CBI grinders are an exceptionally good regrind machine," according to Jesse Garber, sales rep with Columbus Equipment Company's Material Processing Division. "It has a very heavy rotor that doesn't vary in

Champion Mulch produces 11 types of mulch and sells about 200,000 yards of mulch and compost a year, including bulk and bagged products.

rpm much." Design features, including tip speed and material flow through the machine, allow it to regrind much more efficiently than competitive models.

Brun noted that the CBI and Morbark use the same amount of fuel because the machines have the same engine. "I have the same cost per hour for fuel, so I'm saving money if I'm producing more an hour."

The production story is similar with the smaller CBI. The 5800's hourly finish grind production is around 180 to



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Brun is also a fan of Komatsu wheel loaders. “They been very maintenance free for us, no warranty issues. We just feed ‘em fuel, they’re great machines We’ve started running roll-out buckets, that’s helped us efficiency-wise, as well as safety where we don’t have to have ramps.”

225 yards, depending on the screen. For a primary grind, production goes as high as 550 yards. “It’s comparable to the Petersen 4700 I had as far as the power goes, but the production is definitely higher,” Brun said.

The CBI machines have other ownership advantages, too. The serviceability of the CBI machines is easier, with better access to daily maintenance and grease points. The new CBI machines also have a metal detection system to prevent unwanted objects from entering the mill and damaging it, a feature Brun didn’t have on previous grinders.

“We try to think outside the box.  
The old way isn’t the answer.  
We want to be innovative.”

Matt Brun; Owner, Champion Landscape Equipment and Supply

Champion Mulch produces 11 types of mulch and sells about 200,000 yards of mulch and compost a year, including bulk and bagged products. With three retail outlets and three production yards, the company aims to be a one-stop shop for landscapers and municipalities, Brun said. Champion also sells decorative stones, gravel, aggregate, paver stones, blocks, STIHL power equipment, and commercial and residential mowers. In the winter, it offers salt spreaders, snowplows, road salt and ice melt.

Brun started the business in 2012, focusing on

winter needs as a sole supplier for Morton salt. After recognizing that the customer base for mulch was identical to the one for road salt, he began brokering mulch from a local producer. When the company’s owner retired in 2017, Brun bought him out and entered the mulch production business.

Brun has relied on expertise from Columbus Equipment Company as he’s grown his business. “Garber is very helpful,” Brun said. “He knows the industry, so it’s easy to lean on him for advice.”

Brun also runs Komatsu equipment, so he counts on Columbus Equipment Company for expertise beyond grinders. “Columbus Equipment Company as a whole has sped up my learning curve,” Brun said, naming Mike Early from the Dayton branch. “The service guys from Columbus Equipment are great. They know that downtime is an issue for us, and they work a lot of long hours,” he added.

Champion Landscape Equipment and Supply has been growing at 20% to 30% annually for several years. Brun has expanded from Dayton into the Cincinnati market, where he’s adding a second location. He credits the growth to many factors, including serving growing markets, selling quality products, and prioritizing efficiency. “We try to think outside the box. The old way isn’t the answer. We want to be innovative,” he added.

Columbus Equipment Company is Brun’s partner of choice when seeking innovative equipment solutions like highly-productive, state-of-the-art CBI grinders. ▶

# LIFT DIVISION

## Magni Telescopic Handlers: HISTORY, ACHIEVEMENTS AND ASP



Columbus Equipment Company's Lift Division has expanded its product offering to include the entire telehandler product line from Magni America LLC. The Italian parent company, Magni Telescopic Handlers, is an award-winning manufacturer of rotating, fixed and heavy-duty telehandlers and is known for its innovation, quality and engineering excellence.

Magni's rotating telehandlers, which use the designation RTH, can rotate 360 degrees continuously in either direction, allowing the operator to complete lifts in multiple locations without having to move the machine. "Head-to-head comparisons of a rotating Magni versus a straight telehandler doing K-turns show the Magni can make twice as many lifts in the same amount of time," said Gary Weisman, chief operating officer of Magni America. Each RTH model is essentially three machines in one, as they are a combination of a telescopic handler, rough terrain crane and aerial work platform. Magni's 16 RTH models have a lift height ranging from 57 to 167 feet, and lifting capacities from 11,000 to 28,600 pounds.

Magni also makes 11 models of fixed telehandlers and eight heavy-duty fixed telehandlers. Columbus Equipment Company is the authorized dealer for Magni sales, service, rentals and support in Ohio.

Magni telehandlers set the world standard for innovation. All are equipped with a Load Moment Indicator, or LMI, which provides an active and dynamic load chart during operations. "When an operator can operate without fear of hitting

something or tipping the machine, they operate more quickly and productively," Weisman noted.

Magni machines and attachments use a standard RFID system. When an attachment is coupled to a telehandler, the RFID system automatically recognizes the attachment and changes the machine's operating parameters to match the needs

"Head-to-head comparisons of a rotating Magni versus a straight telehandler doing K-turns show the Magni can make twice as many lifts in the same amount of time."

Gary Weisman; Chief Operating Officer, Magni America

and limits of the attachment. The information is also automatically displayed on the touch screen the operator uses to run the machine. With the RFID ensuring correct parameters, the operator can't overload the machine.

A wide array of available attachments includes buckets, clamps, winches, fork carriages, jibs, and specialty items.

The Magni family, which owns the company, has deep roots in the lift industry. Pietro Magni founded the Italian company FARGH SpA, which

# OPERATIONS OF GLOBAL LIFT LEADER



made hydraulic cranes starting in the 1970s. FARGH produced telehandlers as part of a joint venture for three decades.

After the joint venture dissolved, Pietro's son Riccardo Magni founded Magni Telescopic Handlers with his children to create the next generation of telehandlers incorporating the technological advances and safety features today's customers demand. The

“When an operator can operate without fear of hitting something or tipping the machine, they operate more quickly and productively.”

Gary Weisman; Chief Operating Officer, Magni America

company ensures quality by focusing on R&D and continual improvements to increase manufacturing process efficiencies. Models share multiple common parts, helping the company to control costs and inventory and allowing end-users to do the same.

Magni entered the North American market in 2015 and has shown serious commitment to its American division, according to Bob Weber, Columbus Equipment Company's Lift Division vice president. “I can assure customers that their parts and service is superior to established manufacturers because they are working so hard,” he said.

The company has a huge parts warehouse and support facility in Houston, selected for its access to the port of Galveston and Houston and major highways for transporting parts to dealers. With a solid selection of parts in stock at Columbus Equipment Company and more than \$2.5 million in parts warehoused in Texas, Magni users don't have to worry about parts coming from overseas.

“Magni is doubling its sales in the U.S. annually because customers appreciate the ease-of-use, safety and productivity that the brand provides,” Weisman said. “Users tell us that once they understand what a Magni can do, they can bid more competitively because they're more efficient, and that means higher profits.”

Customers who buy or rent Magni telehandlers include concrete contractors; masons; wood framers; steel erectors; contractors that install glass in high-rises; roofers who need to put material on top of buildings; maintenance and restoration, and tree trimmers who use a Magni equipped with a man basket to safely cut trees. The product line also fits the equipment needs of traditional Columbus Equipment Company customers such as rental houses and general contractors.

For more information about how a versatile Magni telehandler can increase your productivity and safety, contact the Columbus Equipment Company Lift Division today.



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SW774ND	67"	24,995	110	\$5,900	\$2,375
SW884HF	79"	28,415	130	\$6,300	\$2,525
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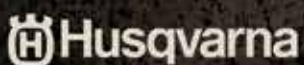
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