



SPRING 2021



columbusequipment.com

A PUBLICATION DEDICATED TO ENVIRONMENTAL HEAVY EQUIPMENT PROFESSIONALS

# ENVIRO NEWS



## BEAVER MATERIALS



Register for E3: Environmental Equipment Edge today at  
[www.environmental-columbusequipment.com/subscribe](http://www.environmental-columbusequipment.com/subscribe)  
and receive our latest used and rental equipment listings, exclusive parts and service offers, and operating tips!





ENVIRONMENTAL DIVISION  
Regional Commitment

## Komatsu XT465L-5 Feller Buncher **DELIVERS GREATER SPEED AND MULTI-FUNCTIONING**



Komatsu has made the XT465L-5 feller buncher faster and more productive through some refinements to the heavy-duty forest workhorse introduced in 2018.

Improvements on the newest version of the XT465-5 include 7% more horsepower (now 331 hp, up from 310 when the model was first launched). The machine also has increased hydraulic flow, and higher lift capacity at full reach.

**“Working with, listening to,  
and responding to customers is  
the cornerstone of our product  
development process.”**

Todd Miyake; Vice President, Komatsu America Corp.

The XT465 provides maximum usability, allowing you to travel and operate the swing arm and tool simultaneously. Travel speed has also been increased by 25%, with the XT465 reaching 3.3 mph.

The updates were based on customer feedback received after the XT-5 family of feller bunchers were released three years ago, noted Todd Miyake, vice president, forest division, Komatsu America Corp. “Working with, listening to, and responding to customers is the cornerstone of our product

development process, so when they said that our XT-5 machines would be even better with a boost in speed and multi-functioning performance, we got to work.”

“For loggers, bigger and more powerful is always better since time is their most valuable asset,” noted Bob Stewart, a sales representative with the Columbus Equipment Company Environmental Division.

These refinements come on top of the ground-up redesign the XT family underwent in 2018. The feller buncher line was completely redesigned, with notable changes including moving the cab to the left side, adding KOMTRAX telematics, and adding Komatsu’s PLUS undercarriage for long life.

The redesigned feller-buncher is more fuel efficient, using up to 5% less fuel than previous models.

Routine maintenance is the best way to keep your forestry equipment in top shape, so Komatsu designed ease of serviceability into the machine. The gull-wing style engine hood folds down to create an elevated service work platform, and four service doors provide easy access to service points.

To help you protect your investment in forestry equipment, Komatsu provides standard Komatsu CARE on the XT465L-5. All required maintenance is covered for the first three years or 2,000 hours of ownership.

Contact your Columbus Equipment Company Environmental Division rep today to see how the durable, productive Komatsu XT465L-5 can elevate your logging or land clearing operation’s efficiency to the next level.

**KOMATSU** | Forestry  
Quality.

[www.columbusequipment.com](http://www.columbusequipment.com)



ENVIRONMENTAL DIVISION  
Regional Commitment

## FAE Sonic System: **INTELLIGENT TORQUE, SPEED AND POWER ... MORE PRODUCTIVITY**



The Sonic System from FAE increases productivity of its excavator-mounted mulchers up to 30% by increasing torque and reducing recovery time from stalling.

The Sonic technology is an intelligent system that improves the mulcher attachment's performance by modifying rotor displacement to produce the most effective speed and torque, explained Lee Smith, product manager with FAE USA Inc. Instead of the typical situation—where you have to choose between high-speed/low torque or low-speed/high torque—Sonic allows you to maintain a more constant rotor speed regardless of hydraulic pressure buildup or loss in the system.

Sonic works automatically to manage hydraulic parameters, ensuring the perfect combination of maximum torque and power in every situation. The result is a unit that's 30% more effective than a standard mulcher.

Another bonus is that the higher available torque significantly reduces the likelihood of stalling. When the rotor does stall, it recovers twice as fast as it would in a standard system.

"Because Sonic provides optimal rotor torque in all situations, you get the best performance in all conditions, whether you're powering through densely forested areas or small brush," Smith said. "Based on what it's reading on the rotor, the system is going to modify its performance to work in the application that you're in."

A mulcher head with the Sonic System is also

extremely easy to attach and use, thanks to an auto-calibration button. When you install it, just push the button – Sonic will self-calibrate to match the machine system specifications. That makes it easy to move the unit from one machine to another—no physical adjustments, just push a button.

**The Sonic technology is  
an intelligent system that  
improves the mulcher attachment's  
performance by modifying rotor  
displacement to produce the  
most effective speed and torque.**

FAE introduced the Sonic System first on mulchers for compact track loaders about three years ago. At the time, it was testing the technology on excavators, and the system is now available on several FAE mulcher attachments for hydraulic excavators.

If better torque, fewer stalls and increased production sound good for your land-clearing needs, call your Environmental Division sales rep today and ask about an FAE mulcher with the impressive Sonic System option.



Where Profitability and Sustainability Meet™







# Beaver Materials: THOUGHTFUL DIVERSIFICATION DRIVES FIFTH-GENERATION GROWTH



Operations—and the resultant growth—at Beaver Materials are both testament to what's possible when an agile business philosophy, focused on system efficiency and opportunity, is coupled with well-engineered equipment with dependable support. That combination helped refine existing business operations and created brand new, "bolt-on" revenue streams.

As the fourth-generation owner of a fifth-generation family owned and operated business, Chris Beaver puts a lot of thought into growing the business to benefit the next generation. He believes the best method is to create what he calls "bolt-on companies," products or services that are closely aligned with the core business and provide new revenue streams for the company.

## Beaver has worked closely with Columbus Equipment Company and KPI-JCI and Astec Mobile Screens to figure out how to produce more products.

Beaver, owner of Beaver Materials in Noblesville, Indiana, has already created several bolt-on companies, and he has more in mind. Equipment from KPI-JCI and Astec Mobile Screens plays a crucial role in several of those services.

Beaver Materials began in the late 1940s when members of the Beaver family started maintaining gravel roads and producing sand and gravel. As each successive generation took over, they expanded the company's footprint.

Today, Beaver Materials operates a clean fill site, processes aggregate, recycles concrete, and runs a ready-mix plant and trucking company. They also develop and lease land.

The company began using KPI-JCI and Astec Mobile Screens crushing equipment in 2005, starting with a FT4250 tracked impact crusher. "Because we had a ready-mix company and a clean fill site, we had a strong desire to start recycling concrete rather than simply put it in the landfill," Chris Beaver said. He realized the same customers who brought in concrete to dump would buy concrete that had been crushed into #53 crushed concrete. He saw it as a win-win: The company could extend the landfill's useful life and become a crushed concrete supplier. In other words, it represented a "bolt-on" service.

"We went with the KPI-JCI and Astec Mobile Screens crushing equipment because it felt like the total package—the balance of the machine, the ease of running it with a remote, which was a big deal back in '05. It also gave us a cheaper-per-ton product" because the 4250 offered lower fuel and maintenance costs than competing crushers, he said.

Since then, the company has purchased several additional crushers and related equipment. In addition to replacing the original 4250 impact crusher, Beaver has worked closely with Columbus Equipment Company and



Chris Beaver advocates a family values approach to business that extends well beyond Beaver Materials itself. The five-generation-strong family business prides itself on its network of “true trade partners,” which it works hand-in-hand with to ensure smooth, efficient, high-paced production (above). KPI-JCI and Astec Mobile Screens and Columbus Equipment Company are two such partners.

KPI-JCI to figure out how to produce more products.

“We’ve married a 2650 jaw crusher with a GT165 screen to expand our range of products” to include #2, #8 and #11 recycled concrete. (Yes, that’s another “bolt-on” revenue stream.) Using the jaw crusher helps reduce production costs, he added.

Beaver has been extremely impressed by the range, compatibility, and versatility of KPI-JCI and Astec Mobile Screens equipment. “They have a variety of different equipment that you can marry together, whereas if you buy different brands, they don’t marry. Columbus

**“We work hand-in-hand with Columbus Equipment Company. They have been awesome to work with, in large part because of their technical expertise.”**

Chris Beaver; Owner, Beaver Materials

Equipment Company can help me combine multiple units to get different products, and this way one person can run multiple machines,” he said. “Because of KPI-JCI’s engineering, we’re able to do more with the product by adjusting rotor speed and screen size.”

Beaver Materials produces about 285,000 tons of recycled concrete each year, which represent both added revenue and 285,000 tons of concrete that is not taking up space in the company clean fill site.

After working with several dealers, Beaver has found Columbus Equipment Company to be the best for technical help, maintenance and parts. “We work hand-in-hand with Columbus Equipment Company. They have been awesome to work with, in large part because of their technical expertise.”

He also knows that Columbus Equipment Company and KPI-JCI and Astec Mobile Screens stand behind the equipment they sell. Beaver had problems with his GT165 shortly after delivery. “Within two days, I had a new one that they had taken off of their lot just to make sure I was producing, no matter what.” He kept the loaner until his machine was repaired.



“Jesse Garber [Environmental Division sales representative] and all the service guys are great,” Beaver said.

Beaver’s next idea for a “bolt-on business” involves pulverized soil, and he’s working with Garber to explore the additional equipment needed to process dirt.

Beaver Materials has about 62 employees, including a dozen of Chris Beaver’s relatives—his brothers, cousins, daughters, and son-in-law. Having so many employees with lifelong ties to the company results in a business where people have worked their way up and understand all the industry’s ins-and-outs. They’re also committed to the success of the company and its customers.

Beaver family members also have deep ties to their hometown, where Beaver Materials sponsors ball teams and sports fields that benefit many local youths.

With so much riding on the company’s continued success, it’s easy to understand Chris Beaver’s efforts to create new revenue streams and his appreciation of a distributor and equipment brand that help him meet those bigger-picture goals.

[www.columbusequipment.com](http://www.columbusequipment.com)





# 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**



## 2018 Komatsu XF875-0 Forwarder

Agco Power - 7.4L (248HP) Hydrostatic-  
Mechanical Low/High Range Transmission Front  
Axle, 8WD Komatsu Comfort Bogie Rear Axle,  
Komatsu Comfort Bogie w/Differential Locks

**\$325,000**



## 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 Terex PH1600T Screening System

CAT C4.4 Tier4F Diesel Engine (110HP),  
5' x 16' Screen, 6.5cu yd Hopper Capacity,  
Radial Conveyor w/180 Degree Swing And  
Variable Discharge Height 80,700lb

**\$219,000**



## 2015 Komatsu XT460L-3 Feller Buncher

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

**\$299,000**



## 2019 Terex TTS620 Screening System

CAT C4.4 Tier4F Diesel Engine (173HP)  
6'7" x 18' Punch Plate Drum, 7.2 cu yd Hopper  
Capacity, Variable Speed Control w/Load  
Sensing, 39" Fines Conveyor, 10'4" Discharge

**\$310,000**



## 2016 Warrior 800

**\$175,000**



## 2020 Morbark 3400XT Mobile Wood 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

**\$949,900**



## Rayco T360 Mulch & Mowing

3,729 Hrs.

**\$149,900**



## Screen Machine 612T Screening System

6'x12' Drum 4 Wheel Twin Motor Driven,  
Trommel Drum, Self-Cleaning Trommel Drum  
Brushes, 24" Wide Side Conveyor - 12'9"  
Discharge Height, 36" Wide Oversize Conveyor

**\$115,000**



## 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

**\$329,000**



## 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!







ENVIRONMENTAL DIVISION  
**Regional Commitment**

© 2021 Mediaworks Marketing, Inc.

# PDQ PARTS PROGRAM

The PDQ Parts program, by KPI-JCI and Astec Mobile Screens, 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.

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

PIKETON  
(740) 289-3757

Return Address: 2323 Performance Way, Columbus, OH 43207



[www.columbusequipment.com](http://www.columbusequipment.com)