VOLUME 62 ISSUE 1 WWW.COLMAC.COM

2019

Columbia Machine's Informational Publication

Sumbia

CONSENT GROUP

Techmatik customer profile pg. 19

UNACEM MUDSLIDE Disaster hits Lima, Peru plant

pg.17

TECH TIP

Columbia Machine Expands Brazil Market Presence pg.7

A NOTHER UCCESSFUL BAGGING SYSTEM

DRAW

CALSTONE COMPANY, TRACY, CA

EVERYTHING ALWAYS FROM THE EYES CUSTOMERS

Polumbia

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VISION

We will be the preferred supplier of engineered product solutions in the targeted markets we serve. We will provide exceptional customer value through strategic marketing, innovative product development and unparalleled customer service.

MISSION

We are committed to recognized leadership in serving targeted segments of the Concrete Products, Material Handling and Manufacturing Services Industries.

We will "always" see our business through "the eyes of our customers," and provide them with superior solutions through innovation, quality, reliability and continuous improvement.

We will leverage the expertise, product knowledge and technology of our business units to better serve our current and future customers.

Our core competencies will be Marketing, Product Development, Manufacturing Technology and Customer Service.

We value safety, integrity, trust, fairness, professionalism and teamwork in relationships with our customers, employees, business partners, suppliers and shareholders.

We respect our legacy and reputation within our communities and global markets.

We strongly encourage personal growth and the involvement of all employees in achieving Company goals.

We will secure our future through strategic investments and profitable growth.

Polumbia

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Columbia FEED

FEED DRAWER

Published by

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Some of the equipment pictured in this publication may have guarding removed for demonstration purposes.

Columbia Machine, Inc. recommends that equipment never be operated without all guarding in place and in good working order.

ON THE COVER:

New complete bag line solution at Calstone in Tracy, CA.

1 Talk

A MESSAGE FROM THE PRESIDENT

Columbia Machine is running at full capacity with all divisions prospering in this economy. The Palletizer Division will hit record shipments in line with growing automation in the packaging industry. Our robot division, Columbia/Okura, is busy as well. The Concrete Product Division is running at capacity based on growing markets around the world for machinery and services for batching, bagging, concrete product machines, molds as well as all forms of downstream handling. Our customers are busy, and that keeps us moving.

Columbia Machine headquarters in Vancouver, Washington had a strategic view from the beginning of a worldwide market for our products selling into over 100 countries. Columbia continues to have this international focus. This commitment to our customers drove us to have parts and service depots with not only two regional centers in the United States but also in Canada, Australia and New Zealand.

Columbia expanded that vision in 2006 by starting a company in India to make small pallet machines using Columbia's CVT technology and commitment to quality. Columbia Machine Engineering (India) Pvt. Ltd in Vadodara, India has over 250 successful block machine installations. The success of Columbia's vibration system making the world's highest strength pavers, SRW and block led the government of India to declare that only SRW from Columbia block machines will be acceptable for government tenders.

In 2016, Columbia further expanded our international reach by purchasing Techmatik headquartered in Radom, Poland. Techmatik brought a full line of internationally recognized big board machines and plant equipment having sold many production plants around the world. In addition, the large pallet mold business continues to grow with mold sales into 30 countries.

In 2018, Columbia added our newest acquisition by purchasing Vibramolde and bringing it into our local company, Columbia Machine do Brasil. Vibramolde is a leading mold supplier for the Brazilian market. We are moving the company into a new, larger space to handle the growing mold market in Brazil as well as an eye toward developing manufacturing capability for the extensive Columbia product line.

Columbia continues to invest internally. In 2018, we invested over \$4,000,000 in new tooling and infrastructure to ensure we stay on the leading edge of manufacturing and technology. In addition, we invested over \$2,000,000 in product development. This has produced new products for bagging, batching, large pallet machines, new handling equipment and mold designs. Techmatik will bring out their newest big board machine concentrating on thin paver production at the coming Bauma trade fair. We have also introduced a fully customized online parts ordering platform, allowing our customers the abillity to quickly and easily order the parts they need to keep their plant running at peak performance.

Two large growth areas for the company include bagging and molds. In bagging, Columbia developed a high-speed bag placer to take people out of the difficult position of hand placing bags. This innovative product adds to our complete line of bagging equipment, allowing us to offer bag production lines including drying, batching, bagging and palletizing.

Along with Columbia's traditional line of small and medium board molds coming from Vancouver, Columbia's mold sales have grown significantly with the big board molds from Techmatik. Techmatik molds have a growing share of the European and North American big board market based on improved lead times and international standards for quality and innovation. Mold manufacturing capabilities through Columbia Machine do Brasil will be key to expanding that market.

The strategic vision of Columbia Machine remains the same from the time Fred Neth began this company in 1937. We take care of our customers one on one to ensure they safely maximize their production capability producing quality products for their market. We take care of our employees ensuring they have a place to grow and prosper. We invest in product development

and internal infrastructure to better serve

our customers around the world.

Richard Armstrong
President, Concrete Products Division

FEED DRAWER Volume 62 Issue 1

Table of Contents

Message from the President	3	
Table of Contents	4	
Welcome to Columbia!	6	
Columbia Machine Expands Brazil Market Presence	7	
Customer Profile: Supertiles	9	
Customer Profile: Phoenix Paver	11	
Customer Profile: Calstone (Cover Article)	13	
Concrete Masonry Checkoff Program Update	15	
Customer Profile: UNACEM	17	
Customer Profile: Consent Group	19	
Mold on the Move	22	
Columbia/Okura 800th Robot Milestone	25	
Palletizer Division Update	26	
Customer Profile (Columbia/Okura): California Dairies, Inc.	27	
Columbia Manufacturing Services Division	29	
Customer Profile: Materiales Américas	31	
Tech Tip	33	
Company Events	37	
Trade Show Update		
2019 Training Schedule and Sign-Up Form (tear out)		

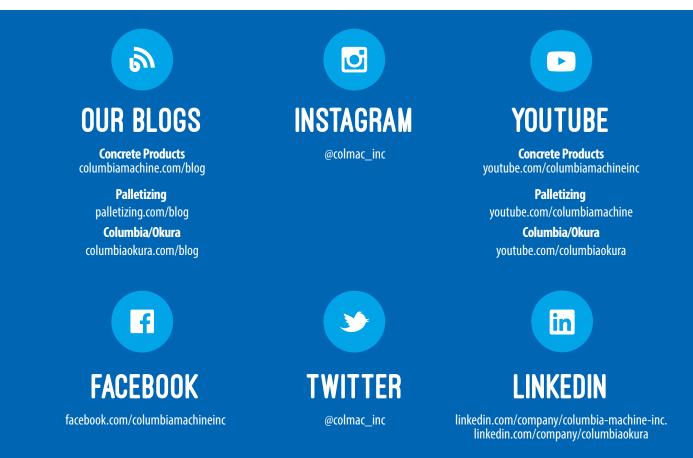
GET CONNECTED WITH Columbias

WHERE WE ARE

CHECK OUT OUR NEW ONLINE PARTS ORDERING!

Our new system provides access to a fully customized parts ordering experience. Your personalized store will offer a quick and intuitive way to order the parts you need to keep your plant up and running.

SHOP.COLMAC.COM



Be sure to keep an eye on all of our social media outlets for regular updates on company culture, division specific articles and other news.

WELCOME TO COLUMBIA!



JOSEF OTT DIRECTOR OF MOLD TECHNOLOGY

Rick Goode, CEO of Columbia Machine, Inc., announced on November 2, 2018, that Josef Ott joined Columbia as Director of Mold Technology. In this new role, Josef will support Columbia's Mold Design, Manufacturing, and Service Operations around the world. Josef brings over 30 years of experience in the dry cast (zero slump) concrete industry, specializing in mold engineering, manufacturing, and customer support.

"We have made significant investments in our mold design and manufacturing capabilities over the last 20 years," said Goode. "Josef will complement our experienced teams and be a good cultural fit for our company."

"Josef brings years of experience to his new position," said Richard Armstrong, President of Columbia's Concrete Products Division. "My Team is excited to work closely with Josef as we strive to meet the future needs of our customers."

"Josef is a great addition to the Columbia Team," said Mariusz Gil, President of Techmatik S.A., a Columbia Machine Company. "We look forward to working closely with Josef and the rest of the Columbia Team to provide industry-leading solutions to our customers."

"The market for dry-cast concrete products has grown significantly in our markets in recent years. Providing industry-leading mold solutions to our customers is a high priority for our company," said Ramesh Babbar, President of Columbia Machine Engineering (I) PVT. LTD. "We look forward to working with Josef to help support our customers in India, South Asia, and Africa."

Josef will be based on the East Coast of the United States and split his time between Columbia operations in the United States, Poland, India, and Brazil.



SHAWN SCOTT NORTH AMERICA SALES DIRECTOR

Kevin Brown, Vice President of Sales in the Columbia Machine, Inc. Concrete Products Division, announced today that Shawn Scott joined Columbia as the North America Director of Sales.

Shawn brings 30 years of industry experience in the concrete products industry. Shawn has spent a lot of time in block plants with sales experience in hardscape products, pigments, and admix businesses. In his new role, Shawn will manage the daily activities of our extensive sales network in the North America markets.

"We are excited to have Shawn join our team. We are continuously investing in ways to better serve our customers and the industry. Shawn helps us to do just that. His high energy and driven management style will complement our experienced Sales Team," says Kevin Brown.

Please join us in welcoming Shawn to Columbia.

PRESS RELEASE

FOR IMMEDIATE RELEASE For additional information, please contact: Taylor Goode, Marketing Manager taygoo@colmac.com

Columbia Machine, Inc. Increases Market Presence and Capability in Brazil with Acquisition of Manufacturing Partner, Vibramolde; and Investment in new Factory

VANCOUVER, WA (USA) – February 6, 2019 – Rick Goode, CEO of Columbia Machine, Inc. announced today the acquisition of its manufacturing partner, Vibramolde. With the signed agreement, Columbia Machine do Brasil Ltda, the Brazilian subsidiary of Columbia Machine, Inc., is purchasing Vibramolde's assets.

To accommodate these expanded capabilities and to support further growth, Columbia has invested in a new larger manufacturing and service facility, based in Campinas' prime industrial zone. This new facility more than doubles current capacity, expands warehouse space for spare parts, molds and off the shelf machines, enhancing Columbia's ability to service new and existing customers.

"Columbia has been active in Brazil for over 40 years. This acquisition leverages our successful partnership with Vibramolde to increase our capacity to supply producers with high quality aftermarket parts, mold solutions and production machines," said Rick Goode. "We are excited about the opportunity to grow our presence and better serve the Brazilian market with shorter lead-times and faster local support. This larger facility will also give us the space required to have demonstration machines onsite, starting with the Model 1600 and SPM20."

"After years of hard work, we are excited about the potential this acquisition brings in terms of our ability to meet the growing demand for Columbia technology and molds for all types of machines." said founder and President of Vibramolde, Fabio de Andrade. "Joining the Columbia team, in our new factory will ensure our continued growth and our position as a market leader. Vibramolde has a long history of manufacturing industry leading molds for all machines in the Brazilian market. In addition, our new facility will be a stocking house for genuine Columbia parts to service customers in Brazil."

ABOUT VIBRAMOLDE

Established in 2009, Vibramolde has grown to become a market leader in Brazil for designing, manufacturing and servicing world class mold solutions.

ABOUT COLUMBIA MACHINE

Established in 1937, Columbia Machine is a fourth generation, privately held, world-wide leader in the design, manufacturing and support of factory automation equipment solutions for a variety of industries, with customers in over 100 countries around the world. Primary business units include: Batching and Mixing Solutions, Concrete Products Equipment Solutions, Production Equipment Molds, Bag Filling and Handling Technology, Mechanical Palletizing Machines, Robotic Palletizing Solutions, Conveyor System Solutions, Pallet Load Transfer Solutions and Manufacturing Services. The Columbia Group of companies has manufacturing facilities on four continents, with over 1,000 team members worldwide, focused on world-class engineered solutions and customer service.







PARA DIVULGAÇÃO IMEDIATA Para informações adicionais, por favor contate: Taylor Goode, Gerente de Marketing taygoo@colmac.com

Columbia Machine, Inc. aumenta sua presença e capacidade no mercado brasileiro com parceria de fabricação com Vibramolde, e investem em nova fábrica

VANCOUVER, WA (EUA) – 06 de Fevereiro de 2019 – Rick Goode, CEO da Columbia Machine, Inc. anuncionou hoje a aquisição de seu parceiro de fabricação, Vibramolde. Com o contrato assinado, a Columbia Machine do Brasil LTDA, subsidiária brasileira, está comprando ativos da Vibramolde.

Para acomodar essa expansão de capacidades e apoiar o crescimento, a Columbia investiu em uma fábrica maior e em instalações de serviços, baseada na principal zona industrial de Campinas. Essa nova instalação mais que dobra a capacidade atual, amplia o espaço de armazenamento para peças de reposição, moldes e máquinas prontas para uso, aprimorando a habilidade da Columbia de atender clientes novos e existentes.

"A Columbia está ativa no Brasil há mais de 40 anos. Esta aquisição influencia nossa parceria de sucesso com a Vibramolde para aumentar nossa capacidade de fornecer aos produtores peças de reposição de alta qualidade, soluções de moldes e máquinas de produção", disse Rick Goode. "Estamos empolgados com a oportunidade de aumentar nossa presença e melhor atender o mercado brasileiro, com prazos de entrega mais curtos e suporte mais rápido. Essa instalação maior também nos dará o espaço necessário para ter máquinas de demonstração, como o modelo 1600 e SPM20".

"Depois de anos de trabalho duro, estamos empolgados com o potencial que essa aquisição traz em termos da nossa habilidade de atender à crescente demanda por tecnologia e moldes da Columbia para todos os tipos de máquinas", disse o fundador e presidente da Vibramolde, Fabio de Andrade. "Juntar-se à equipe da Columbia em nossa nova fábrica, garantirá nosso crescimento contínuo e nossa posição como líder de mercado. A Vibramolde tem uma longa história de moldes líderes da indústria de manufatura para todas as máquinas no mercado brasileiro, além disso, nossas novas instalações serão uma lotação de peças genuínas da Columbia para atender clientes no Brasil."

SOBRE A VIBRAMOLDE

Fundada em 2009, a Vibramolde cresceu e se tornou líder de mercado no Brasil na projeção, fabricação e atendimento a clientes com soluções de moldes praticas e especializadas com qualidade.

SOBRE A COLUMBIA MACHINE

Estabelecida em 1937, a Columbia Machine é uma empresa líder mundial de quarta geração e líder em design, fabricação e suporte de soluções de equipamentos de automação de fábrica para uma variedade de indústrias, com clients em mais de 100 países em todo o mundo. As principais unidades de negócios incluem: soluções de dosagem e mistura, soluções de equipamentos para produtos de concreto, moldes de equipamentos de produção, tecnologia de preenchimento e manuseio de sacos, máquinas de paletização mecânica, soluções de paletização robótica, soluções de sistema transportador, soluções de transferência de carga e serviçõs de manufatura. O Grupo Columbia de empresa possui instalações de fabricação em quatro continentes, com mais de 1.000 membros em todo o mundo, focados em soluções de engenharia de classe mundial e atendimento ao cliente.







CUSTOMER **PROFILE**



SUPER TILES

Being in the construction industry for almost 40 years, Super Tiles & Marble Pvt. Ltd. is the largest manufacturer of concrete paver blocks in India. With a strong team of 250 employees and six factories in strategic locations in Achhad, Silvassa, Hyderabad, Bangalore, Palghat, and Greater Noida, they have the ability to cater to customers all over India with competitive logistics and prompt and immediate service. Moreover, they have set up portable plants at customer sites in numerous places, which further reduces the logistic cost for customers and makes them the preferred choice.

Super Tiles & Marble was founded in 1979 by Mr. Sudhakar Mody as a family run business who was later joined by his son, Mr. Subodh Mody. Super Tiles first bought from Columbia in 2005. Previously, they manufactured Mosaic and Chequered Tiles. After installing a Columbia plant at their Achhad factory near Mumbai, they started manufacturing monolayer and double layer paver blocks.

"While buying the first machine, we always wanted a brand which had Pan India presence, a known brand with good quality products and after-sales service. Columbia fit our requirement very well," shares Mr. Subodh Mody on their decision to buy a Columbia SPM20. "Good experience with Columbia helped to decide what we wanted in the future. After having satisfactory after-sales service, good spare parts, and mold supplies, we did not want to change the supplier so easily. That was the main driving force behind buying multiple Columbia machines," continues Mr. Mody. They have bought six machines from Columbia to date. Some of these machines are installed at elite customers' sites such as Container Corporation of India, Gateway Rail, and CRWC and are used to manufacture monolayer paver blocks for their various projects.



The father-son duo is extremely focused and determined with their future plans to start new blended pavers and automation in the handling of finished products in Columbia machines. They feel Columbia's machines, in Indian conditions, are preferable to German and Chinese machines, which are enormously costly and have high maintenance and high productivity that in turn requires high marketing cost. Columbia can provide machines that are small and compact, which can be installed easily at customers' sites rather than requiring one large plant in one location.

Mr. Sudhakar Mody swears by Columbia Machine and says, "Columbia has been with us for more than 13 years. From a small office in Mumbai and a factory, we have grown with Columbia. We have had no major problems with the machines or the people at Columbia. They have always been very cooperative, cordial and reliable. We have referred Columbia to many prospective buyers and will always continue doing so.



CUSTOMER **PROFILE**

PHOENIX PAVER

EXPANDING ITS REACH INTO THE SOUTHWEST CONCRETE PAVER MARKET

In 2005 Phoenix Paver Manufacturing made its foray into the concrete paver market using a small pallet Columbia Model 16 concrete products machine. The idea was to make a small variety of high-quality pavers for a niche market. This concept went against popular opinion that to be successful in the paver business you need a big board machine and a wide variety of products. Defying convention, they set out making high-quality pavers on a small pallet machine reaching some of the highest efficiency levels ever seen. At last count, they were running ten cycles per minute, per machine at 99% efficiency.

The prosperity they achieved using this format allowed the company to grow. Then, in 2014 using the same template, Phoenix Paver built plant number two, standardizing its process with the same list of equipment and suppliers as was used in plant number one: Material storage and handling manufactured by RMR Fabrication, Haarup 1125 liter planetary mixer, Columbia Model 16 concrete products machine, Columbia Batching Controls with Spectrumatic color blending, Columbia UL26 Pallet Handling System, Columbia 1224 Splitter, Columbia PSC100 Cuber, and a Lantech Stretch Wrapper.

With the steady growth of demand for pavers in the Phoenix area, the company researched other markets to see where their products might fit. Consequently, in 2017 Phoenix Paver began working on plans to expand into the emerging high growth market of Las Vegas, Nevada under the name Las Vegas Paver, Manufacturing. The metropolitan area of Las Vegas is on an exponential growth trajectory, so much so that analysts predict the population to increase from its current number of nearly 2 million people to 3.32 million people by the year 2042. This is a 67% increase and one of the largest expected population booms in the U.S. As Las Vegas Paver was under construction, potential customers would stop by the site periodically to check on the progress of the forthcoming plant, eager to do business with the new company. Demand for concrete pavers had grown so well in the area that other local paver suppliers were telling customers that lead times were at a minimum of six weeks. In September of this year, Las Vegas Paver kicked off making high-quality concrete pavers in standard fashion and continues its incremental climb toward reaching its ambitious goals for growth.

Meanwhile, the plants in Phoenix have flourished vigorously, reaching maximum capacity and running production shifts around the clock. Earlier this year, Phoenix Paver began construction on yet a third plant, which is now going into the Phoenix area, projected to start up early next year (2019), and once again using the same pattern and equipment mix that has proven successful each time. Phoenix Paver still manufactures the same small number product types, nine types in all, seven of which are available in four versions of variegated color: Territorial, Tierra Norte, Native, and Slate. They attribute their success to the high-quality people working for the company and the high-quality products produced by the equipment. "Random compressive strengths are testing at between 10,000-11,000 PSI," said David Williams, Production Manager. This is well above the ASTM standard of 8,000 PSI on average for concrete pavers used in professional applications.

Phoenix Paver has achieved resounding success using the Columbia Model 16 for each of its four manufacturing facilities. This serves as both a testament to the talented staff at Phoenix Paver and illustrates the simple reliability and durability of the Columbia model series of machines. Williams says, "One of the real benefits is ease of maintenance and repair. If a pallet gets jammed up, one man can maneuver a 40-pound pallet on his own. With a big board, this requires at least two employees and more time to get back up and running." Williams also cites parts availability from Columbia as crucial to minimizing downtime. "I can call up the local parts depot, and they will have the parts I need to be shipped out and on-site within days. When I used to order from a big board equipment supplier located overseas, it would sometimes take several weeks to receive basic spare parts, so we had to keep more parts on hand." The other advantage Columbia has over the big board is product quality across the pallet. "I know that each cycle is going result in consistent heights and strengths across the pallet, versus a big board, where maintaining accurate

heights across such a large surface is a challenge," said Williams. Columbia Vibration Technology (CVT) is a key component to achieving accurate height tolerances across the pallet for producers such as Phoenix Paver.

Despite the advent of big board machines and their increasing popularity throughout the world, the Phoenix Paver experience tells the story that small family owned producers can enter the concrete paver market using small footprint machines at a lower cost, while consistently making a superior quality product.



MATERIALS SYSTEMS DIVISION // UPDATE

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CALSTONE

Calstone Company, a high-quality concrete masonry and landscaping producer in Northern California, has been servicing customers for more than 65 years. To stay on top of the ever-developing industry, Calstone brings technologically advanced equipment into their manufacturing facilities to keep up with the needs of their customers.

Calstone has worked with Columbia Machine, Inc. and Columbia/Okura LLC to fulfill the needs of their concrete masonry and cementpackaging contracts. In 2017, Calstone commissioned a complete cement-packaging production line, with Columbia and Columbia/ Okura as the singular suppliers, to satisfy a local cement distributor's contract. Columbia installed the bagging line in Calstone's existing Tracy, CA block and paver facility into a four-cement silo system.

The custom bagging line integrated four 401 impeller valve bag packers with electrical weight and operator stations. The impeller packer simultaneously fills and weighs while conveying fine, free-flowing products into multi-wall valve bags, making it an ideal



fit for Calstone's needs. The complete system includes packer maintenance platforms for rollout serviceability, a wire mesh receiving and transfer conveyor system, a dual reclaim system with pneumatic material conveying capabilities, a bag flattening and conditioning conveyor, a bag cleaning station as well as heavy-duty bag pacing conveyors, an integrated Lock'n Pop bag adhesive application system, and a Thompson check weighing system. Calstone's bagging line incorporates Columbia/Okura's A1800 robotic palletizer, an adaptable high-speed palletizing and depalletizing solution that dispenses pallets automatically. Streamlined and reliable, the design boasts space and energy efficiency.

Jim Grossi, the VP and Director of Calstone's Packaged Products Division, speaks positively about the Columbia line. He shares, "We are really happy with the system, and I'm about ready to upgrade our mortar packing line inside the plant with a bag flattener, cleaner, inkjet coder, and palletizing robot."

Columbia is proud to partner with Calstone to meet the needs of their cement bagging line and to help them fulfill their contracts. We look forward to future opportunities together.

CONCRETE MASONRY CHECK-OFF PROGRAM AUTHORIZATION PASSES US CONGRESS

[Herndon, VA – October 3, 2018] Earlier today, the U.S. Senate passed the Concrete Masonry Products Research, Education and Promotion Act, providing Congressional authorization for the concrete masonry products industry to develop its own commodity checkoff program to support needed industry initiatives. The concrete masonry products bill was included in H.R. 302 as part of the Federal Aviation Administration Reauthorization Act of 2018. Having already passed the House of Representatives, it now goes to President Trump, who is expected to sign before October 7.

"This is a great day for our industry," said Major Ogilvie of CEMEX USA, national chair of the concrete masonry checkoff initiative since 2010. "We demonstrated a level of perseverance on this initiative that is only matched by the resilience of the products that we manufacture. By standing together, we will not only strengthen our industry, but our communities. We applaud the members of Congress for recognizing that the small businesses in our industry can accomplish even greater things together if we can more effectively pool our resources to promote ourselves."

"Our work is just beginning," said National Concrete Masonry Association Chairman of the Board, Kent Waide of Ruby Concrete. "Congress did not create a concrete masonry checkoff program, they only authorized it. Our entire industry will now begin the earnest discussions about how we develop a program that is meaningful to concrete block manufacturers of all kinds – those large and small, those in all regions of the U.S., and those with all kinds of local market interests. We will present the value proposition to rationalize an increased investment to collectively promote the value of concrete masonry systems."



An industry referendum on program creation would likely occur in midto-late 2019, with every company that manufactures concrete masonry products being provided the opportunity to vote.

Numerous commodity checkoff programs already exist. Most of these programs relate to agricultural products under the management of the U.S. Department of Agriculture (USDA). The U.S. Department of Energy (DOE) oversees two such programs: propane and heating oil. Concrete masonry products would be the second such program related to construction products, the other being softwood lumber under USDA, and the first under the Department of Commerce.

Ogilvie expressed pride in the manner in which the advocacy effort was conducted. "Manufacturers and contractors in our industry invested a lot of time and energy to get to know their representatives and to share the impact of their businesses on local communities. We visited hundreds of congressional offices, secured nearly 300 bi-partisan co-sponsors when we were a stand-alone bill, and we were frequently praised on Capitol Hill for doing this the right way." Ogilvie also praised the hard work of the



bill sponsors who worked within a bipartisan approach to figure out how to move the legislation in a challenging environment. Representatives Brett Guthrie (R-KY) and Kathy Castor (D-FL) and Senators Roy Blunt (R-MO) and Bill Nelson (D-FL) and have each acted as bill sponsors for the last three congressional terms.

NCMA President Robert Thomas maintains that the real winner through this congressional action is the general public. "People in this country deserve to live, work, shop, and learn in buildings that are resilient and durable. If we are successful, there will be more structures locally sourced, manufactured and constructed, creating more American jobs. These structures will be thoughtfully built with "strength," resulting in more fire-resistant, energy-efficient, and cost-effective buildings that do not rot, burn, or decay."

Another notable inclusion in the FAA reauthorization was the Disaster Recovery Reform Act, which represents an unprecedented shift in disaster resilience policy in the U.S. NCMA is an active partner in the Build Strong Coalition advocating for enhanced pre-disaster mitigation funding and applauds Congress for recognizing that building decisions matter! In particular, NCMA compliments its concrete masonry checkoff bill sponsors who continue to be significant leaders on resilience legislation.

For more information about the concrete masonry products checkoff initiative and for future updates, visit www.cmucheckoff.com.

The National Concrete Masonry Association is the national trade association representing the producers and suppliers of concrete masonry products, including concrete block, manufactured stone veneer, segmental retaining walls and articulating concrete block. For over 100 years, the Association's mission remains to advance, protect and promote the common interests of its members. Through leadership, promotion, education, research, government relations and partnering, NCMA ensures that members' products are the building materials of choice.

CUSTOMER **PROFILE**

BUILDING OPPORTUNITIES

WHEN FLOODS HIT LIMA, PERU IN 2017, COLUMBIA MACHINE COMES RUNNING TO HELP

Columbia Machine has played a substantial role in helping build the Latin American infrastructure, influencing houses, buildings, and retaining walls. Columbia's impact has affected general consumer products as well, such as building blocks, pavers and more, all in a wide variety of shapes and colors.

CAMPAÑA

A massive flood hit long-time Columbia customer, Unacem, consisting of mud, rock, and debris. The plant, established outside of the city of Lima, Peru, is positioned near mountains with a river flowing directly behind their location. In January 2017, heavy rains started in the mountain areas. With waters raging, carrying anything in its path away, the plant was overtaken quickly.

Following the heavy rains in January, Peru suffered significant destruction. The substantial number of devastated homes left thousands homeless. Hundreds were killed, injured or missing. Damage to roads increased the direct impact of the floods.

Plant personnel had minutes before the floodwater broke through the back wall, rushing into the grounds through the front gate. The machines were shut off, and electrical power was disabled as the water level rose. Plant personnel found high ground by climbing up on anything sturdy enough to handle the rushing mixture of mud and water. Others found refuge on the tops of trucks, equipment platforms, or rooftops. After some time, the water reseeded leaving 3 feet of mud and debris. The remaining muck found its way into every un-sealed area and compartment.

Jeffery Rinz, the Columbia Machine Latin American Sales Manager, received a call from Unacem requesting help in understanding the extent of the damage to their plant. During the flood, their machinery had been completely engulfed in water and mud. Photographs of the aftermath made it clear that Unacem needed help.

Mud was removed from around the equipment, allowing the damages to be evaluated. Unacem removed 3,700 dump truck loads of mud and debris, clearing the plant and the areas around the offices and yard. Health concerns, lodging, food, and transportation slowed down reaction times in flood relief aid. It took three months for these issues to clear up, opening up travel to evaluate the complete plant and spare parts. During the inspection, Columbia found that the pumping units did not have water in the reservoirs, even the lube that was completely under water. Plant personnel turning everything off before floodwater overtook the plant floor prevented further possible damages. With the system off, the hydraulics systems did not get contaminated. Despite this, all reservoirs were cleaned, oil filters were replaced, and fresh oil was installed.

The electric motors and other open systems did not fare well. These areas were completely impacted by water and mud. Most of the electrical panels had water in them, causing a humidity issue that produced rust or corrosion throughout the panels. Posts for the guards and the main crane support column would rust from the inside out if left unaddressed. Despite the plant's young age, the electronics used when the machine was new are since outdated and in need of being completely replaced.

All of the hydraulic valve operator pins and the flow controls seized from internal rust. All of the chains needed replacing as they had rusted to a frozen state.

The plant was offline for a little over a year as a result of the damages from the floodwater and mud. Upon receiving a comprehensive parts list, Columbia started getting together parts kits for each of the main machine numbers. After parts arrived, it took two more months of installing and testing to get the plant running finally. Ten months in running mode and all is well.







CONSENT GROUPLLC PROJECT IN DUBAI COMPLETED BY OUR TECHMATIK PRODUCT LINE

Dubai has just started production based on Polish technology.

Consent Group LLC was established in 1975. Today, they are a leading manufacturer of concrete products and polyester straps with the largest production capacity and facilities in the UAE, exporting globally.

Consent produces a wide range of products such as kerbstone, paving blocks, granix tiles, masonry blocks, retaining wall blocks, various custom made precast elements and polyester straps.

Their goal is to have a new range of innovative and unique products from around the world and to be more competitive in the local market. Recently, Consent began production on the second complete technological line based on Techmatik devices.

"As the company was developing, we invested in the construction of a new production plant and a new, fully automated Techmatik production line," says Alan Sakr, Group General Manager of Consent LLC. "Why Techmatik? This company was recommended by our business partner. The people working there and their approach, as well as a visit to the factory and concrete pavers plant, ultimately encouraged us to buy the production line of this brand. I chose the SHP 5000 Pro concrete block machine model because of the parameters and a wide range of products that can be produced on this machine," Sakr adds.

SHP SOOD C PRO

Techmatik is reliable and supportive during the post-sale period. The company willingly assists and helps solve problems related to the production of paving stones. Techmatik points out potential mistakes that can be made while using the equipment. It is extremely important to avoid repetitive mistakes, as they can be expensive. The quick reaction of the Service Team is another advantage Techmatik offers, which is particularly useful in times of increased production when every minute is priceless. The Techmatik line is compact, only taking up a small space. Full automation and visualization of all technological process stages allow guick identification and corrections of possible irregularities.

The SHP 5000 PRO C concrete block machine is a highly functional machine that makes it possible to adjust the production process to individual clients' needs. The production cycle only takes about twelve seconds due to its use of original manufacturer's design solutions, such as linear bearings in the mold and stamp track system, which significantly extends the molds lifespan. Additional time-saving design solutions include a complete change of the feed drawer's drive, including the elimination of heavy driving arms and usage of wheels with gear racks. Another considerable advantage lies in the machine's compact design achieved by situating the hydraulic pump unit in the machine's frame.

The SHP 5000 PRO C concrete block machine can manufacture a wide range of products from small 40 mm concrete products to 550 mm high road items. The machine can be adapted for current production needs of a company. An excellent feature is the Colormix system, which ensures a rich color variety of the products and a repeatable production.

Appropriate concrete mixtures are prepared in two planetary mixers of capacity 3000 and 750 liters capacities, which, together with the auxiliary equipment, constitute an on-site concrete batching plant that feeds the concrete block machine. Techmatik's mixers have an optimal number of mixing blades, ensuring fast mixing cycle for each kind of concrete. The high-speed rotor provides a high degree of concrete mix homogenization.

The processing line in Consent LLC is distinguished by its compact design, high dynamics of operation and low noise emissions. Another important advantage is general availability of the machine's parts, which makes them easy to purchase and replace.

CONTINUED ON NEXT PAGE ———





Other significant equipment that Techmatik has produced and delivered includes a Robomatik packaging robot, an automatic strapping machine, a racking system with a stacking and destacking machine, and a complete concrete plant with aggregate bins.

Consent's show garden in Al Quoz is the perfect place to view product selections before purchasing. Clients have ample opportunity to see how the final products look like in person. The goal of this project is not only to present ready products but also to present non-standard architectural solutions that may become an inspiration when creating their own unique garden.

"I am satisfied with our cooperation with Techmatik. The concrete units produced on this line are perfect both in terms of aesthetics and quality. Techmatik is a good business partner worth to cooperate with," says Sakr.

TO LEARN MORE ABOUT TECHMATIK'S PRODUCT LINE VISIT WWW.TECHMATIK.PL





MOLD ON THE MOVE

NEWS FROM THE COLUMBIA MOLD DEPARTMENT

MOLD TRAINING CLASS AUGUST 2018



We had a successful two-day training class at Superlite-Western that covered the following:

- » We had a 2+ hour training class with power point presentation and training videos for M16, M1600 & CPM molds. This included block and heated paver molds.
- » Floor Time: Complete teardown and rebuild for M16 8x8x16 mold
- » Floor Time: Complete teardown and rebuild for M1600 9D retaining wall mold.
- » Floor Time: Covered M16 heated head assemblies.



Early December 2018, Columbia hosted a Master Mold Builder class in the UK for regional customers. Besblock, Denis May & Son, Glendinning, Lignacite (Brandon and North London), S. Morris, Mansfield Brick, Mona Precast, Aggregate Industries (Callow), WD Lewis, Interfuse, and Stowell Concrete attended. From these 11 block plants, the class accommodated 23 participants.

The first day of class began with two hours of classroom learning about the order of operation for proper mold part inspection and mold assembly of M1600, M50 & CPM60 molds. Following the sit-down portion of the class, participants worked through the inspection and assembly process of a 100mm M1600 mold (furnished by Lignacite/ North London). The second mold on the build schedule was an M50 hollow block mold furnished by Besblock.

On day two, a 63mm CPM60 brick mold supplies by Mansfield Brick was on the build schedule. Participants disassembled, inspected, and rebuilt the mold. The class then moved on to focus on the head of this brick mold (48 brick per drop), to include: inspection, tricks for interior shoes/plunger adjustment, and reassembly/aligning/ testing.

All around, the class had exceptional turnout and participation. Customers readily engaged in the classes getting hands-on experience. Columbia frequently holds technical classes to further customer training and improve efficiency in producer workforces. Classes in-plant or onsite at the training center in Vancouver, WA are available throughout the year.



IN-PLANT MOLD TRAINING

Are you having?

- Product quality issues
- Trouble getting the mold to line up in the machine
- Premature wear of your mold in certain areas
- Breakage of mold or machine parts during operation

These could all be signs of an improperly built or aligned mold. You may have new employees or simply want more life out of your molds. Give us a call, and we can schedule an on-site training session for you and your crew. Standard service rates apply. The time and money you will save from improved efficiency will more than pay for this one or two day visit by our skilled mold assembly technician.

Columbia/Okura reaches 800th robot milestone.



For over 20 years, Columbia/Okura has been a leading provider of robotic palletizing systems, delivering custom engineered solutions to fulfill customer requirements no matter the industry. During June 2018, Columbia/Okura sold their 800th robot to Cargill Animal Nutrition, one of their largest customers. This system is a single line bag system that reintegrated a mini pallet dispenser from a previous plant. Every 100 systems, the team shoots a photo with the robot to commemorating the latest milestone. Columbia/Okura is already on their way to 900.



PALLETIZER DIVISION UPDATE

This past year, the Palletizer Division has been working tirelessly to develop and produce new value-adding features for the ten different palletizer models built by Columbia Machine, Inc.

For over 20 years, Columbia has offered touchless package turning where applications call for gentle product handling or when building loads with labels out on all four sides of each layer is required. The new servo actuated soft turn infeed allows for smaller gaps between cases resulting in higher throughput than previous versions. Smaller diameter rolls on closer roll centers allow for greater precision in + 90, - 90 or 180 degree turns for both large and small packages of any type. This technology is highly functional and eliminates the need for bump turning.

Columbia's proven Product Manager HMI interface has been enhanced with New Smart Diagnostics. HMI graphics show the real-time I/O status and identify fault locations on the machine. Each fault code has optional video playback. The video capture includes ten seconds of machine operation from multiple camera viewpoints prior to experiencing unexpected machine stops. Product Manager enables Columbia customers to efficiently add new patterns or modify existing patterns directly from the HMI. Productions reports, downtime events, and much more are all accessible via the HMI.

olumbia FL3000

Columbia continues to focus on safety, flexibility and performance in the development of new features such as full-height six foot light curtains on the discharge, automatic hoist pin actuators on each hoist, and fully integrated safety interlocked guarding with access to the load building area for ease of cleaning.

All Columbia Machine palletizers are equal parts Safety, Flexibility, and Performance, made possible by combining the most standard features available and all backed by superior 24 hours, seven days per week technical support.

For more information on these features or the rest of the Columbia Machine product line, please visit us at palletizing.com.

CUSTOMER **Profile**



California Dairies, Inc. is the largest dairy cooperative in California, co-owned by 400-plus dairy producers that ship 17 billion pounds of milk annually. Its products include butter, powdered milk, and fluid milk, which are sold in all 50 states as well as in 50 foreign countries. Five facilities across California process and package the co-op's butter and powdered milk varieties, which are prepared in a range of product types and packaging formats, with fluid milk sold to its customers for processing.

At its 55-acre site in Visalia, CA, Cal Dairies produces a half-million pounds of butter every day. Now, just picture palletizing that scale of product by hand each day—it's a physically taxing and costly proposition. But that's just what the Visalia plant was doing until late 2016 when it automated the process. Over the previous decade, several of Visalia's sister plants had automated their palletizing operations with robotics, but Devin DiLuzio, Engineering & Maintenance Manager for Cal Dairies, says, "It wasn't until last year that the Visalia plant was ready to make the financial investment. It was a very large capital investment for us," he notes. "So, at the time, early on, it just wasn't a priority for our capital expenditures, but last year we decided to do it."

One of the main drivers for automation was the skyrocketing cost of labor in California. The plant required eight to ten operators per shift to manually load cases of butter that could weigh up to 50 lbs each. "The palletizing system also made sense for us when you consider the potential for injury resulting from handloading," DiLuzio adds.

At Cal Dairies' other plants, robotic palletizers from Columbia/Okura LLC were installed to palletize powdered milk products. Having seen the success of these machines at the co-op's other facilities, DiLuzio was very comfortable selecting Columbia/Okura robots for Visalia's needs.

The Visalia facility provides a number of customers with butter products packaged on 14 lines. DiLuzio says the main requirement for a robotic palletizing solution was that it be able to handle the range of case sizes and pallet patterns required by its customers. "That the robots were capable of stacking numerous types and sizes of packages was by far the most important thing for us," he says.

To handle output from Cal Dairies 14 lines, Columbia/Okura specified four Ai1800 robotic palletizers. The 1,800-cycle per hour Ai1800 robot has a payload capacity of up to 310 lb—easily accommodating Cal Dairies' cases—and features a 360-deg range. A touchscreen interface allows operators to easily select preprogrammed pallet patterns.

Each of the four robots at Cal Dairies is capable of palletizing products originating from four packaging lines. Currently, three palletizers each handle four lines, and one handles two. Cal Dairies is getting ready for an expansion that will add two more packaging lines, resulting in each robotic palletizer serving four lines. Providing maximum flexibility, all four robots have the ability to handle four different case sizes and two pallet configurations at one time. Currently, Cal Dairies can palletize 14 different products at one time.

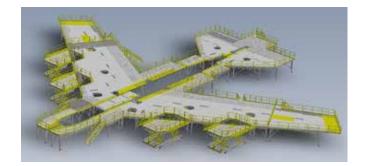




MANUFACTURING Services Division update

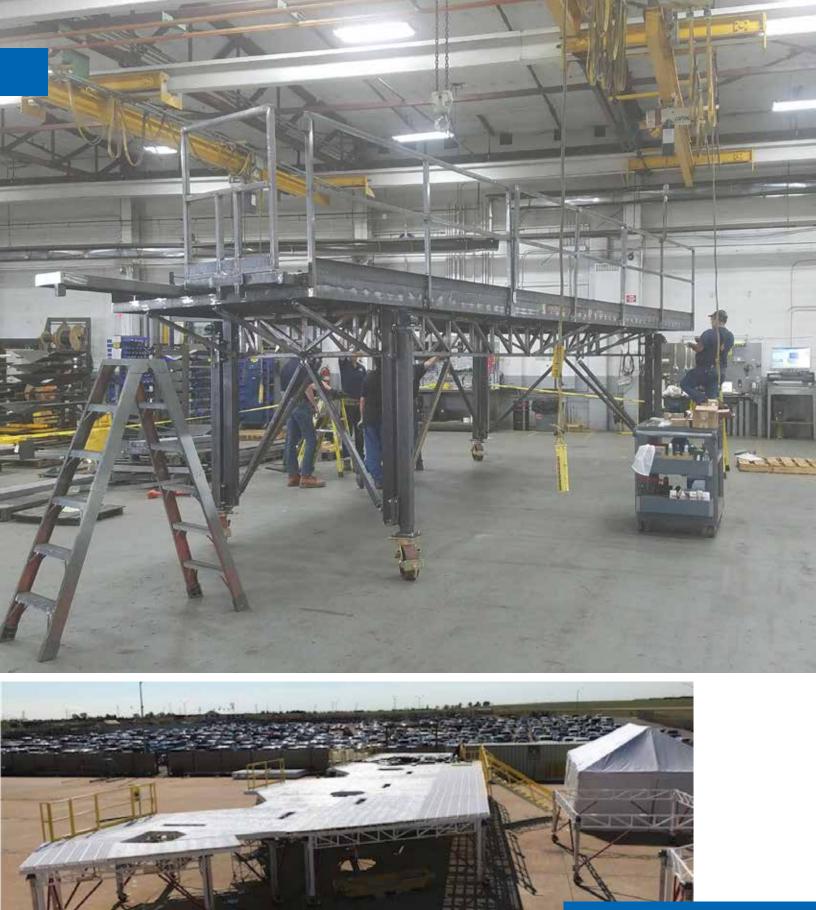
One of the distinct benefits of Columbia's Contract Manufacturing Division (CMSD) is additional diversification of potential revenue sources. Other benefits include the development of different manufacturing technologies and capabilities, as well as exposure to different companies and their approach to engineered solutions. At the end of 2017, we were approached by CV International, a manufacturer of aircraft ground support equipment, customized aircraft maintenance platforms and nitrogen generation technology. They were familiar with Columbia's capabilities of fabricating stands and mixer platforms and were impressed with our capabilities of processing high volumes of sheet and plate steel. This prompted them to seek a manufacturing partnership with Columbia to undertake the manufacture of a maintenance platform for one of the world's largest aircraft, the B52 Stratofortress.

After successfully bidding the work, Columbia began to undertake this project in May of 2018 and shipped the last of the components in December. When the 92 various structures are assembled together, the platforms represent over 10,000 square feet of decking. Almost 3,000 unique part numbers were created and manufactured. Columbia's Fabrication Team has risen to the occasion to produce high-quality components.



Besides this large scale undertaking, CMSD maintains partnerships with key accounts that provide us with high volumes of repetitive parts, frequently shipped to them from our inventory, through our Vendor Managed Inventory (VMI) program. The VMI program allows Columbia some flexibility in production while providing our customers with excellent product availability support. Through these relationships, we are a manufacturing partner of a national overhead crane manufacturer. We are manufacture parts and components for customers in the metalworking industry and now we manufacture aircraft maintenance platforms for aviation's ground support equipment industry. Columbia Machine continues to benefit from this additional diversification in our business mix.

We enjoy leveraging the skills of our coworkers, our manufacturing assets and our areas of competency to the benefit of others in our region. We value all of our customers and appreciate the ongoing consideration of Columbia Machine as a solution provider and as your partner in manufacturing excellence.



Customer Site Installation

CUSTOMER **Profile**

NATERIALE A DE RICAS

In 1988, the Maldonado brothers founded Materiales Américas in Chihuahua, Mexico. The company sells a variety of quality materials including rods, blocks, and cement. Teamwork and perseverance paved the way towards recognition.

The primary defining traits of Materiales América are growth, perseverance and daily effort, which allows them to position themselves as one of the best hardware stores in the Chihuahuan State. Materiales América's determination to continue growing led to their first concrete plant installation in 2008. Planning for expansion in the state capital, the project partnered with the Americas Group.

The Maldonado brothers strive to offer customers the best range of products and services. Following the installation of the new plant, the brothers started investing in a plant for the production of concrete products and aggregates. In October 2013, they acquired their first Columbia plant, a Model 16HFH with Mixer and bricks with light aggregate, which made them a reliable option in the market. Due to the high quality of the blocks and bricks produced, Materiales Américas positioned itself as one of the best participants in the production of concrete products. For this reason, they decided to install a new Columbia plant.

In 2017, they acquired their second model 1600 plant with Mixer 81, MBS, UL-37 and Cuber, which started operating in 2018. The expansion of the new plant allows them to continue manufacturing blocks and expanding their range of products.

Today, Materiales Américas has an aggregates plant, three concrete plants, and two block production plants, implemented with the objective of positioning themselves as the best producers of construction materials.

Mr. Reliable

Columbia Machine advertisement, printed in the 1970's.

"When our engineers designed this brute, they really came up with a winner!"

COLUMBIA ARCHIVES

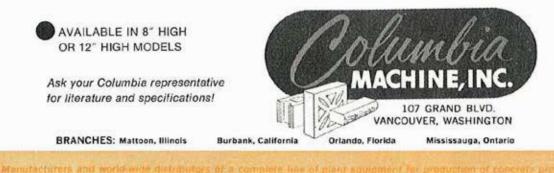


21/2 BLOCK MACHINE

When our engineers designed this brute, they really came up with a winner!

The Model 22 has proven its superiority in plants throughout the world, operating at continuous high speed while making top quality blocks. Its air pallet table is adjustable while the machine is operating. Compression cylinders are supplemented by an air cylinder attachment on the beam for added compaction.

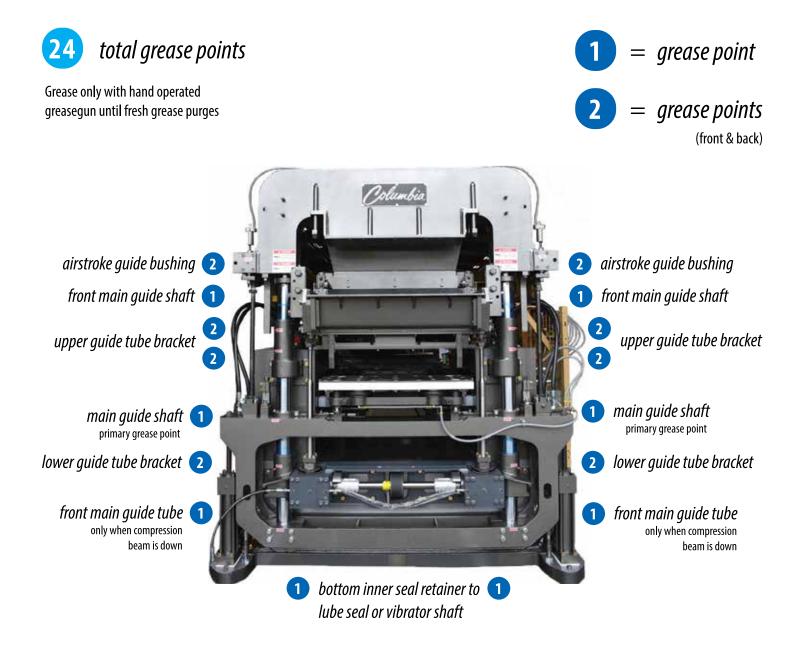
The Model 22 gives you massive production of standard or decorative units with equal ease and reliability...modular widths up to 20".





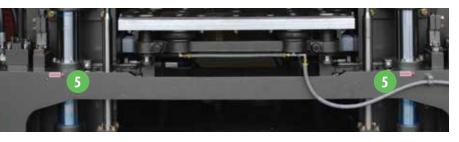
16/1600 FRONT DAILY SHIFT LUBRICATION

16/1600 FRONT DAILY/SHIFT LUBRICATION



GREASE POINT KEY





ROTATE COUNTERWEIGHT FOR ACCESS • TO GREASE PORTS ON VIBRATOR SHAFT



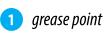






16/1600 FRONT DAILY SHIFT LUBRICATION CONT.







PALLET FEEDER DAILY/SHIFT LUBRICATION





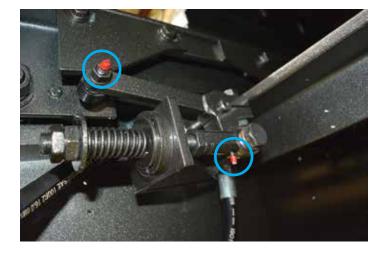


PALLET TABLE & OTHER DAILY/SHIFT LUBRICATION





grease points (2 front & 2 rear)









grease points (Rotary Valve)

COMPANY EVENTS 8 201







PHYSICS THROUGH ENGINEERING CONTEST

SAFETY 2018 Total Recordable Incident Rate of 1.0. Currently we're at 489 days without a time loss injury!

BBO



BRING YOUR CHILD TO WORK DAY







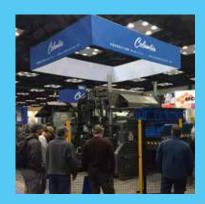
TRADE SHOW UPDATE



THE BIG 5 SHOW DUBAI



EXPOMIN SANTIAGO, CHILE



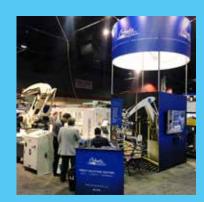
ICON EXPO INDIANAPOLIS



MIACON MIAMI



PACK EXPO CHICAGO



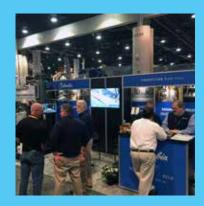
POWDER & BULK SOLIDS CHICAGO



THE PRECAST SHOW DENVER

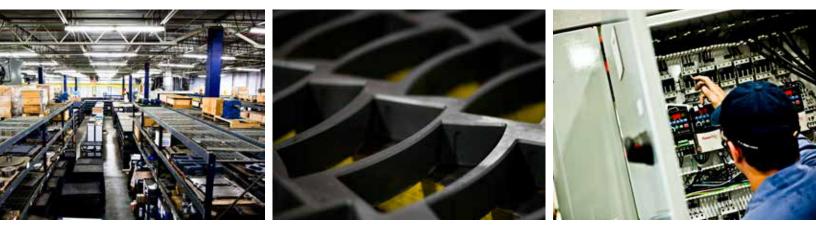


UK CONCRETE SHOW BIRMINGHAM, UK



WORLD OF CONCRETE LAS VEGAS

COLUMBIA CUSTOMER CARE Your Aftermarket Support.



PARTS | MOLDS | SERVICE

At Columbia Machine, we are not only committed to providing you with the best concrete products machines but also with upgrading our technology to keep your machines running for years.

CONVERSIONS & PARTS:

From new controls to upgrades in technology, Columbia has conversions and upgrades for all of your Columbia equipment. Contact your regional representative or call us today and we will show you how to keep your equipment up to date with our latest technology.

In addition to our equipment upgrades, there is no exception to the fit and quality of genuine Columbia parts. With our large inventories and strategically located depots, Columbia parts are just a phone call away.

ONLINE PARTS ORDERING:

Gain access to our quick and easy online parts ordering. Our new system provides access to a fully customized parts ordering experience. Your personalized store will offer a quick and intuitive way to order the parts you need to keep your plant up and running smoothly.

SET UP YOUR CUSTOM ONLINE STORE NOW AT SHOP.COLMAC.COM

MOLDS:

Columbia Machine is a world leader in the design and manufacturing of concrete products molds for Columbia and Besser production machines. With state of the art CNC machines, in-house hardening processes, 3D CAD systems, and prototyping / scanning, we have got you covered. Columbia's experienced sales staff and engineers are here to assist you with the continuing changes in products and demands as well as your replacement molds needs. With new mold technology from dual actuating heads to advancements in concrete paving slabs, Columbia can support all of your mold needs.

Call us today for all of your aftermarket needs.



Columbia Machine, Inc. 107 Grand Blvd. Vancouver, WA 98661

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Visit our headquarters, meet our staff, see our operations.



2019

Classes Offered



Basic Electrical/Allen Bradley Controls

Basic Electrical/Allen Bradley Controls Class: During the four (4) day course, the first two day hands-on course will help you understand electrical symbols, read electrical schematics, be able to use a test meter properly, quickly recognize areas at fault, and help you reduce your down time. The next two day course covers I/O components, input, output, analog, remote I/O, and flex I/O modules.

Basic Mechanical 22/16/1600

Basic Mechanical 22/16/1600 Class: This five (5) day course covers instruction on general hydraulics, pneumatics, and preventative maintenance. Students will get training on making machine adjustments, hydraulic and pneumatic settings, and more. This one week class is a must for all machine operators, plant maintenance personnel, and plant production managers.

Columbia Machine, Inc.

We manufacture machines for every aspect of concrete products production. Ruggedly built, precisely engineered, adaptable to any environment, our machines work as hard as you do to create valuable, profit-driven products year after year. It's how we've set the standard for over 80 years.

Contact

Columbia Machine, Inc. 107 Grand Blvd. Vancouver, WA 98661 +1 360 694 1501 **f** columbiamachineinc

>> @colmac_inc

www.columbiamachine.com

REGISTER NOW FOR 2019 CLASSES

*General Registration Information

Basic Electrical & AB		Basic Mechanical 22 / 16 / 1600 - \$995		Airline tickets should specify Portland International Airport (PDX) as your destination. Airfare, hotel, and transportation (between the airport and hotel) is at the registrants expense and is not included in the class cost. The		
Jan. 29 - Feb. 1, 201 Oct. 1-4, 2019		19	hotel will provide a shuttle service between the hotel and the classes a Columbia Machine headquarters each day. Shuttle departs at 7:45am fron the hotel lobby each morning of the scheduled class			
TO REGISTER, SEND C	OMPLETED FORM			*Hotel Accomodations		
By Mail	 Columbia Machine, Inc. P.O. Box 8950 Vancouver, WA 98668-89 	150 Attn: Jon Kraft		Contact Information Homewood Suites by Hilton 701 SE Columbia Shores Blvd. Vancouver, WA 98661		
Ву Ғах	····· +1 360 906 5728 Attn:	Jon Kraft		Phone: (360) 750-1100 Fax: (360) 750-4899		
By Email	···· jonkra@colmac.com			Tax. (500) 750 +055		
			· ·	t included in the class cost.		
Applicant Informatio				Dept 407-6940		
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Company Email Address	:					
Payment Information	n					
Method of Payment	Check	Visa	Mastercard	Discover		
Company Name:		Contact Name:				
Card Number:		Expiration Date:				
Name on Card:		Signature:				

General Information

Terms, Cancellations, Deadlines, Travel Plans: Method of Payment Registration deadline is 30 days before first day of class. Any class may be cancelled if student enrollment is below minimum of six (6) students. If class is cancelled, a notification will be sent three (3) weeks prior to class start along with a full refund. If you must cancel, please contact CP Service at (360) 694-1501, a refund will only be issued through the Thursday prior to the beginning of the class. All cancellations will be subject to a \$100 administrative fee. It is advised to not purchase a non-refundable or non-transferable ticket, as classes may be cancelled or rescheduled. Columbia Machine is not responsible for any airfare charges incurred as a result of a class cancellation.



See us at trade shows in 2019

WORLD OF CONCRETE Las Vegas, NV | 22 - 25 January, 2019

ICON XCHANGE Orlando, FL | 12 - 17 February, 2019

THE PRECAST SHOW Louisville, KY | Feb 28 - Mar 2 February, 2019 UK CONCRETE SHOW Birmingham, UK | 20 - 21 March, 2019

BAUMA Munich, Germany | 8 - 14 April, 2019

CONCRETE SHOW SOUTH AMERICA São Paulo | 14 - 16 August, 2019



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Columbia Machine is an Equal Opportunity Employer and prides itself on a strong global perspective and commitment to creating a diverse workforce. For employment opportunities, please view our website at www.columbiamachine.com.

