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KOCH EXCAVATING BUILDING A LEGACY WITH NMC CAT

“NMC CAT HAS BEEN WITH US EVERY STEP OF THE WAY, HELPING US GROW FROM A SMALL OPERATION TO HANDLING LARGE-SCALE PROJECTS WITH CONFIDENCE.”

BUILDING **A LEGACY**
DEALER SUPPORT HELPS CONTRACTOR FLOURISH

MAKING THE **LEAP**
M&M EXCAVATING BUILDS BUSINESS FROM THE GROUND UP



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From Humble Beginnings to a Community Staple

Koch Excavating’s story began in 1974 with just a small crawler, a five-yard dump truck, and an ambitious vision shared by Marj and Ray Koch. Operating out of a makeshift location in Columbus, Nebraska, with no building or facilities, they focused on basement excavation and site work. “We started small, working outside in the cold and relying on word-of-mouth to get by,” Marj recalls.

As the business grew, so did their fleet and their reputation. Today, Koch Excavating is a multi-generational family business managed by Steve Koch and

his sons, Sam and Nathanael. Employing 20-25 people, the company handles everything from residential projects to large-scale commercial developments, including multi-million-dollar jobs spanning over 11 acres.

Despite their growth, Koch Excavating has stayed true to its roots. “We’ve built long-standing relationships with local families, farmers, and contractors,” says Sam. “Some of the builders we work with today have been with us for over 40 years, and that speaks volumes about the trust and quality we’ve cultivated.”

The Right Tools for Every Job

Koch Excavating’s projects demand a wide range of

“ We wouldn’t be where we are today without NMC Cat. Their equipment, service, and support allow us to take on larger projects with confidence, knowing they’ve got our back every step of the way.”

**– SAM KOCH, MANAGER
KOCH EXCAVATING**

capabilities, and their fleet of Cat® equipment has grown to meet those needs. “We started with one machine, and now we have five excavators, four wheel loaders, two dozers, and a range of skid loaders,” Sam shares. “The diversity of our fleet allows us to handle any job, from tight residential spaces to expansive commercial developments.”

Technology has been a key factor in their success. Cat® machines equipped with GPS and grading technologies have transformed the way they work. “The GPS on our 315 excavator is incredible,” says Sam. “It ensures proper slope, drainage, and elevation with pinpoint accuracy. It’s faster and more precise than anything we’ve done before.”

The company also appreciates the comfort and reliability of Cat equipment. “One of our operators didn’t want to get out of the 340 because it’s so comfortable,” Sam jokes. “That’s the kind of quality and thoughtfulness we’ve come to expect from Cat.”

Unwavering Support from NMC Cat

The partnership between Koch Excavating and NMC Cat extends far beyond equipment sales. “The service and support we get from NMC Cat are second to none,” says Sam. “When we had a fuel pressure alert on our 340, the Norfolk team resolved it within hours. That kind of responsiveness keeps us on schedule and our customers happy.”





NMC Cat's local presence has been invaluable. "Having a store in Norfolk is a game-changer," Sam explains. "If we had to wait for someone to come from Omaha or Lincoln, it would cost us valuable time. The Norfolk team is always ready to help, whether it's diagnosing a problem remotely through VisionLink® or getting a technician on-site quickly."

Even the sales process is a reflection of NMC Cat's commitment to their success. "The team, especially John, is fantastic," says Sam. "They're helpful without being pushy, and they make sure we have what we need when we need it. That trust is why we keep coming back."

Building a Better Community

Koch Excavating's commitment to quality goes hand-in-hand with their dedication to the Columbus community. "Our roots here run deep," says Sam. "We're proud to help build homes, farms, and businesses that shape our community. It's more than just work—it's about contributing to something bigger."

Their approach to business emphasizes customer satisfaction and attention to detail. "If our customers aren't happy, we're not done," Sam explains. "We don't just focus on completing the

job; we make sure everything is set up for the next contractor to succeed. That level of care has earned us our reputation as one of the most reliable names in the region."

Looking Ahead

With celebrating their 50th anniversary, Koch Excavating is looking to the future with optimism. "The support from NMC Cat has been critical to our growth," says Sam. "They've provided us with the equipment, technology, and service we need to meet the demands of our industry. With their help, we're ready to take on even bigger challenges." **OTJ**