

LINDER LINK

A publication for and about Linder Industrial Machinery customers • April 2024



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A Message from Linder



John Coughlin

**Looking forward
to 2024**

LINDER

Dear Valued Customer:

I hope 2024 is off to a great start for you. The forecast looks promising across most sectors of the construction industry, and my hope is that your year is filled with numerous projects.

Recently, Komatsu's Quarry Days took place at Komatsu's Arizona Proving Grounds. Quarry Days offered attendees a chance to see and operate more than a dozen machines, including a Komatsu PC2000-11 surface mining excavator and Komatsu's new GD955-7 motor grader with a standard 18-foot blade. In addition to equipment, Komatsu representatives from its Smart Quarry solutions and My Komatsu teams were available to show customers the advantages of incorporating technology into their operations. In this issue, you can read all about the equipment and products that were on display at the event.

No matter your machinery or fleet size, My Komatsu can help you manage it better. Now even easier to navigate, My Komatsu lets you get the critical information you need in fewer clicks. You can also see manuals and order parts, including Reman items that could potentially provide you with significant savings.

Additionally, you can access Komatsu's Smart Construction solutions through your My Komatsu account. Smart Construction solutions can help you maximize productivity and efficiency, and you can incorporate them at practically any stage of the construction process, from pre-bid to production to final closure. Be sure to check out the article on how to choose the best solution for your business.

There are several other articles that I believe you will find valuable as you work on projects now and look to the future.

As always, if there is anything we can do for you, please feel free to contact one of our branch locations.

Sincerely,
Linder Industrial Machinery Company

A handwritten signature in black ink, appearing to read 'John Coughlin'.

John Coughlin,
President and CEO

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Abernethy Contracting LLC provides wide range of services, focuses on turnkey sitework projects in North Carolina



Chad Abernethy,
President/CEO

Abernethy Contracting LLC of Charlotte, N.C., began as a one-man operation but has since carved a larger niche in the construction world. President and CEO Chad Abernethy retraced the company's roots, leading back to 1973 when his grandfather, Hal Abernethy, founded the company. With just a dump truck and a loader, Hal Abernethy Inc. focused on grading, land clearing and demolition. Through the years, the company consistently grew by building a tight-knit team, forging close relationships with their clientele, and choosing collaborative projects over competitive bids.

Chad's father, Tommy, became a part of the family business in 1979. Chad, who grew up around the business and learned it from the bottom up, officially joined the company in 2005 while simultaneously taking classes for a civil engineering degree.

"I just fell in love with the dirt world," said Chad. "I enjoy being out there in the dirt, seeing the production and looking at the landscape change from the beginning of the shift to the end of the shift."

After leaving the family business in 2010, Chad gained experience working for Union Paving Contractors. He then started Barton Contracting with Bart Ward in 2012. The company expanded its services over the years to include grading, utilities, asphalt paving, concrete, milling, pipe work, and soil stabilization.

Meanwhile, the family business continued to grow with Chad's brothers, Kyle and Kurt, joining the company. The business was restructured and renamed Hal Abernethy Contracting in 2015. In early 2022, Chad talked with his brothers about the possibility of merging their companies. After working through the details and buyout processes, they brought Hal Abernethy Contracting and Barton Contracting under the Abernethy Group umbrella, creating Abernethy Contracting LLC.

▶ VIDEO

An operator loads dirt into the bed of a haul truck with a Komatsu PC490LC-11 excavator.





An operator clears brush with a Komatsu PC290LC excavator.

The newly formed company has gone through a merger, rebranding and restructuring process, but its core values and commitment to clients have remained steadfast. Today, Abernethy Contracting provides a wide range of services for its customers, with an emphasis on turnkey sitework projects.

Diverse portfolio of projects

Abernethy Contracting has built a diverse project portfolio, taking on work in multifamily housing, single-family residential, municipality projects, commercial spaces, warehousing, and schools.

"We have relationships with a diverse clientele, which helps us keep the company well-balanced across various sectors," noted Chad. "We have a diverse skill set that allows us to take on almost any project that comes our way."

One notable project is Mt. Holly MOB, a medical office park in Mt. Holly, N.C. This project, managed in partnership with Edifice LLC, features multiple buildings, parking lots, and a lift station. Abernethy Contracting prioritizes working with trusted clients,

such as Edifice and Pulte Homes, in order to maintain strong professional relationships.

"We're working with Pulte Homes on one of our largest projects to date, which includes almost 116 acres of townhomes and single-family residential homes in Monroe," explained Chad. "There's also been a lot of growth in roadwork and infrastructure projects in and around Union County, and we want to be a great partner to the builders and developers that are pushing projects that way. At the same time, we have to be strategic about which projects we take on because there is a huge demand for our services, and we don't want to stretch ourselves thin and not deliver."

Abernethy Contracting is equipped with state-of-the-art machinery, primarily utilizing Komatsu excavators for its pipe crews, such as PC490LC-11, PC290LC-11 and PC210LC-11 models.

"When we decided to dive deeper into utility work, I always had an inclination to lean toward Komatsu for our pipe crew machines," said Chad. "Our field guys and our shop prefer



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Continued...

'The machines have great uptime'

... continued

Komatsu, especially for our pipe crews. We currently operate with a range of Komatsu equipment and even picked up a Komatsu WA270 wheel loader last year. It's been great."

Strong relationship with Linder

One of the primary reasons Abernethy Contracting has added Komatsu equipment is its longstanding relationship with Linder Industrial Machinery Company, which dates back to 2014, when the company bought its first milling machine from Linder. In addition to the road paving equipment Abernethy Contracting acquired, the firm also purchased a Komatsu PC55 excavator, which it still uses today.



Abernethy Contracting President and CEO Chad Abernethy (left) works closely with Adam Cockerham, a Linder sales representative.

Abernethy Contracting's fleet of equipment includes a Komatsu WA270 wheel loader.



"Adam Cockerham is by far the most communicative sales rep we've worked with," noted Chad. "He's good about following up on our conversations and staying on top of our needs. Without being pushy, he understands what equipment we need and is willing to make deals happen."

Chad acknowledged that the support he received from Linder didn't waver during the COVID pandemic.

"Many of the heavy equipment shops and service centers faced heavy challenges during COVID," stated Chad. "Despite the obstacles, Linder has done a really good job with providing service and support. They've done whatever it takes to keep us running, even when they were short on parts or people. Having that type of relationship is invaluable to us."

In an industry with several key players offering quality machines, Chad believes that pricing, service and support are the main factors in choosing a distributor.

"From a pricing standpoint, from a service standpoint, and then just the support, Linder has really done a good job with meeting our expectations on all three of those," said Chad. "We are getting life out of our Komatsu equipment, as well as our WIRTGEN machines. The machines have great uptime, and once we're ready to replace a machine, they hold their value in the resale market."

Building for the future

As for the future, Abernethy Contracting will continue to abide by its mission statement, "Building things that last with people we care about for the community we call home."

"Looking ahead, we want to build a solid foundation while remaining true to our core values," shared Chad, "The leadership is all young, and we have a lot of gas left in our tanks. We just want to build a solid company that stands behind its work and does the right thing even if it costs us a little extra financially."

By focusing on dependability and partnership building, Abernethy Contracting is set to continue delivering high-quality construction services. The company hopes to expand its radius in the coming years but intends to maintain its strong connection to the local community. ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Your results may vary.*

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Berkeley County Landfill adds two BOMAG BC 1173 RB-5 refuse compactors to its operation in South Carolina



Alan Roberts,
Superintendent



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TheLinderLink.com

Situated in Moncks Corner, Berkeley County Landfill provides efficient waste management and environmental conservation for one of South Carolina's most populous regions. Superintendent Alan Roberts directs the landfill's operations, which span across three classes of waste management, including compost, construction and demolition, and municipal solid waste. Since opening in the 1980s, the landfill has become a cornerstone of Berkeley County's commitment to sustainability and customer service.

"Our primary focus is customer service," emphasized Roberts. "We're selling the commodity of airspace to the public and businesses of Berkeley County. It's our job to maximize that airspace and provide a safe place for people to dump waste."

Improved efficiency with BOMAG

The landfill continually searches for opportunities to improve its operational

efficiency, driven by the challenges of an ever-changing waste landscape. The harsh conditions of landfill operations require durable and reliable machinery, a need that has recently been met by two BOMAG BC 1173 RB-5 refuse compactors.

"The BOMAG machines are excellent, and our operators love them, so it's a win-win," declared Roberts. "We were previously using a competitor's brand, but it was time to replace that compactor. BOMAG was selected as the replacement compactor during the bid process, and we are pleased to have BOMAG on-site."

The BOMAG BC 1173 RB-5 refuse compactors have significantly improved operations at Berkeley County Landfill, especially in their ability to handle the landfill's challenging terrain and waste types.

"These machines have the drive motors on each wheel, a design feature that lets them go places and perform tasks needed for daily

With a BOMAG BC 1173 RB-5 refuse compactor, an operator pushes and compacts trash at the Berkeley County Landfill in South Carolina.





An operator easily navigates the Berkeley Country Landfill with a BOMAG BC 1173 RB-5 refuse compactor.

operations," explained Roberts. "They climb, pack, and do the job. Even on slick slopes, they cruise right on through with no problem. They've proven to be a valuable asset for our landfill's needs."

In addition to the wheels, Roberts appreciates many other features.

"The whole design stands out, especially the way the radiator is positioned, which helps reduce clogging and overheating," said Roberts. "It stays really clean. It's also really quiet inside, and the cab is comfortable and roomy."

Linder support

The partnership with its BOMAG distributor, Linder Industrial Machinery Company, has also been a key factor in the landfill's success.

Roberts elaborated, "We've worked with Linder in the past for some other equipment, and they've always provided excellent service. It's easy to get ahold of them, and their support has been invaluable in keeping our operations running smoothly." ■



Berkeley County Landfill and Linder work together to keep the facility's BOMAG equipment running efficiently.

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Central Florida Recycling upgrades equipment to provide environmentally conscious recycling services more efficiently



Danny Gennaro,
CEO/Owner



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TheLinderLink.com

Committed to sustainability and innovation, Central Florida Recycling plays an integral role in the local recycling industry. Danny Gennaro, CEO and owner of the DeLand-based company, took over the operation about 20 years ago and has transformed it into a modern, efficient and environmentally friendly recycling center.

"We're a very clean operation here, and we became green yard certified about 10 years ago," commented Gennaro. "We went through the 35 best practice managements with the Environmental Protection Agency."

Today, Central Florida Recycling handles a wide array of materials, including metal, batteries, and stainless steel. Plus, the

company processes approximately 30 to 40 cars per week.

"We're currently recycling close to 20 million pounds of material a year," Gennaro stated. "We're one of the only operations in the area that's open seven days a week."

New machine improves efficiency

A significant part of Central Florida Recycling's success can be attributed to its investment in state-of-the-art equipment, notably the Atlas 350 MH material handler. Featuring a maximum reach of nearly 60 feet and an approximate operating weight of 80,000 pounds, the Atlas 350 MH sets the standard for efficiency and versatility. It is specifically designed to thrive in demanding environments, efficiently handling tasks such as scrap loading and wood processing. The machine has transformed Central Florida Recycling's ability to efficiently process recyclable materials and has become an indispensable part of its daily operations.

"We use the Atlas 350 MH primarily for loading cars and heavy materials, like cast iron spindles from foundries," Gennaro explained. "We load three to six semis a day with metal, and we'll help customers unload. It's very efficient, very productive, and the visibility is good. It's really silent and more powerful compared to other machines."

The Atlas 350 MH's standard features include an automatic idling system, engine stop, cold start assistance, and a comprehensive engine monitoring system. The newly designed cabin offers an unparalleled operating experience with features like an advanced climate control system, ample space, superior visibility, an extremely quiet environment, and a user-friendly control panel for effortless operation. The AWE 5 hydraulic system and high-performance pump help ensure fuel efficiency and are complemented by a sophisticated swing assembly and robust undercarriage for optimal mobility and durability.

For Gennaro, choosing the Atlas 350 MH was a strategic decision, largely due to its ability to significantly streamline Central Florida Recycling's processes, but also because of the backing that comes with purchasing equipment from Linder Industrial Machinery Company.



Linder Material Handling Sales Specialist Joel Latorre (left) helps Central Florida Recycling CEO and owner Danny Gennaro find the right equipment for his facility.



▶ VIDEO

With an Atlas 350 MH material handler, an operator loads metal into the bed of a truck at Central Florida Recycling's facility in DeLand, Fla.

"The support and service from Linder have been very good, especially from our sales representative, Joel Latorre," declared Gennaro. "From the moment we considered the Atlas 350 MH, Linder's team has been with us every step of the way, ensuring we maximize the machine's potential. We're really satisfied and happy with the machine."

Long-term sustainability

As Central Florida Recycling looks to the future, its focus remains on long-term sustainability and growth. The company's forward-thinking approach ensures its continued contribution to environmental conservation and its role as a vital player in the recycling industry. ■

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270 MH	65,000 lbs	46'	19' 8"	26' 3"	.75 yard	175
300 MH	68,000 lbs	46'	19' 8"	26' 3"	.75 yard	175
350 MH	80,640 lbs	53'	22' 8"	31' 0"	1 yard	245
400 MH	98,000 lbs	57'	22' 8"	34' 9"	1 - 1.25 yards	245
520 MH	125,000 lbs	62'	30' 4"	32' 2"	1.5 - 2 yards	295



MODEL	WEIGHT	REACH	CLAM SHELL	GRAPPLE
60	160,000 lbs	68'	2 - 2.6 yards	2 - 2.6 yards
70	185,000 lbs	78'	4 - 5 yards	4 yards
90	215,000 lbs	88'	5 - 7 yards	5 - 6 yards
95	295,000 lbs	91'	5 - 7 yards	5 - 7 yards
120	350,000 lbs	92'	5 - 7 yards	5 - 7 yards
140	370,000 lbs	100'	7 - 10 yards	7 - 9 yards
200	650,000 lbs	125'	12 - 18 yards	10 - 12 yards
300	900,000 lbs	131'	18 - 33 yards	10 - 12 yards



Finnish-made hydraulic material handlers engineered to be economical and ecological without compromising safety.

Fed rate pause could have positive effect on housing market in 2024, economists predict overall growth

Late last year, the Federal Reserve indicated it was likely done raising rates in its efforts to bring inflation under control and avoid a recession. Construction forecasters were expecting the news even before it was announced, which led to a primarily optimistic outlook for construction starts in 2024.

According to Dodge Construction Network, overall construction starts are expected to rise 7% this year, following a 1% increase in 2023. That projection would bring total starts to \$1.206 trillion in 2024. Dodge sees all regions of the country making gains, led by the Northeast at 16% and the West at 10%.

"As we go into 2024, we're starting to see economic growth become more consistent and accelerating by the end of the year," said Dodge Chief Economist Richard Branch in the article "2024 Forecast: Non-Building, Manufacturing Lead the Way" by Engineering News-Record.

Branch added that the outlook is dependent on the assumption that the Federal Reserve is

done raising interest rates. Dodge expects rates to begin falling in the middle of 2024, according to the Engineering News-Record article.

A rate increase freeze and expected drop later would bode well for the housing market, according to Dodge and other forecasters. Dodge predicts an overall 11% increase, with a rise of 9% in single-family and 14% in multifamily. ConstructConnect predicts a 4.4% increase in overall residential. The National Association of Home Builders forecasts single-family rising 3.7%.

"As interest rates stabilize and then begin to decline after Q1 or Q2, the homebuilding sector will revive," said Alex Carrick, Chief Economist at ConstructConnect.

Transportation's continued surge

While overall construction was relatively flat in 2023, the transportation sector, which includes public highway, pavement and street construction, was a standout with double-digit growth that saw it reach \$108.6 billion.

Continued...

Potential interest rate cuts in 2024 could spur the housing market, according to construction industry forecasters. Dodge Construction Network sees an overall 11% increase, with a rise of 9% in single-family and 14% in multifamily. The National Association of Home Builders forecasts single-family rising 3.7%.



Positive outlooks for the non-building sector

... continued

The American Road & Transportation Builders Association (ARTBA) expects the trend to continue and increase another 16% in 2024 to nearly \$126 billion, according to Alison Black, Chief Economist at ARTBA.

Black indicated that the rise was influenced by the Infrastructure Investment and Jobs Act (IIJA) because many of the projects supported by IIJA are in the construction phase. Plus, many states are increasing their own revenues to match federal funds and make additional transportation investments, using a combination of general fund transfers, bond issues, business taxes, and other user-fee increases.

Considering IIJA's impact on starts, along with states' increased revenue, ARTBA predicts the total value of overall transportation to grow to \$214 billion, a 14% increase. That includes sectors such as airport construction, bridges, public transit, rail, and ports.

Both Dodge and Fails Management Institute (FMI) have positive outlooks for the non-building sector, which includes transportation. Dodge sees overall growth at 7% with highways and

bridges up 23% and environmental public works rising 10%. It only predicts power plants/gas/communications to fall, dropping 17%.

FMI's outlook is more modest at 7.7% overall with highways and streets at 8.6%, sewer systems at 9.1%, and water supply at 7%. In contrast to Dodge, FMI predicts power will have an increase of 6.2%.

Sector gains

Manufacturing is expected to see double-digit growth within the overall non-residential market, according to both Dodge and FMI, with Dodge predicting 16% and FMI 15.1%. Both have an overall outlook for non-residential at about 4%.

Dodge predicts as much as 17% growth in the hotels and motels sector, and 9% in stores and shopping centers. It also sees a rise in educational buildings and health care facilities, with drops in office buildings and warehouses. Other non-residential is predicted to be flat.

While FMI predicts office and commercial will fall, it anticipates growth in amusements and recreation, religious, education, health care, and public safety. ■

The American Road & Transportation Builders Association predicts the total value of overall transportation to grow to \$214 billion, a 14% increase.





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Integrating technology into every aspect of its projects boosts Siteworks LLC's efficiency and productivity



Scott Bovit,
Partner



Melissa Bovit,
Owner

What started as just Scott Bovit and his wife, Melissa, operating out of their master bedroom and holding meetings around their dining room table has grown into a leading turnkey sitework contractor for the Carolinas. Over the last 22 years, Siteworks LLC has expanded its offerings to include a full range of services such as grading, utilities, concrete and asphalt work, becoming an essential part of Charlotte, N.C.'s infrastructure development.

"I've been in this line of work since 1984 and have moved through several roles for a few large companies until 2002," said Scott. "Post-9/11 layoffs shook the industry, and my wife and I saw it as a sign to start something of our own."

When Siteworks was founded in 2002, Melissa transitioned from teaching to spearheading the financial management at Siteworks as an owner. Siteworks became a certified Woman-Owned Business Enterprise (WBE), which was beneficial for the company.

"Being a WBE has helped us procure projects and has provided some of the larger institutions an avenue to achieve minority participation," said Scott. "It's helped us with a small revenue

stream of minority work. We're very proud of that."

Melissa added, "If we have a sub for a specific project, we like to provide opportunities to other minority contractors. It's all about helping each other."

Siteworks currently employs 280 people and is committed to hiring and empowering a diverse staff. It's all about teammates at Siteworks.

"We have several project managers, business administrators and equipment operators that are women," said Melissa. "Just because it's a male-dominated industry doesn't mean that women can't be successful."

Scott added, "There's room for everybody. You just have to be willing to work for it."

With over a thousand projects under its belt, including hospitals, institutions of learning, multifamily, industrial and retail, Siteworks has played a significant role in Charlotte's growth.

"I think it's cool to see how Charlotte's grown and to know that you were part of various projects that really are staples in the city," commented Melissa. "You see the growth and you see how much the city has just blossomed. That's fun."

Investing in technology

In recent years, Siteworks has doubled down on integrating cutting-edge technology and state-of-the-art equipment into its operations, setting new benchmarks for efficiency and precision on its construction projects. This strategic embrace of technology underscores Siteworks' role as a pioneer in the field, ready to meet the evolving demands of the infrastructure development sector.

"Initially, we adapted aftermarket GPS systems to our fleet," said Equipment Manager Jeff Keilen. "Now, our procurement strategy ensures every new piece of heavy equipment, especially excavators and dozers, comes with built-in GPS capabilities."

The company currently has multiple pieces of Komatsu Intelligent Machine Control (IMC) equipment, including seven PC360LCi-11 excavators as well as D61PXi-24 and D51PXi-24 dozers. The IMC machines have

With a Komatsu PC360LCi-11 Intelligent Machine Control (IMC) excavator, an operator loads material into the bed of a haul truck.





An operator cuts to grade on a bench with a Komatsu PC360LCi-11 IMC excavator. "With IMC, everything is done in a lot faster and smoother manner," said GPS Technician Joey Keller.

factory-integrated GPS and are all capable of remotely connecting with My Komatsu, Komtrax and Smart Construction Remote. These technologies facilitate real-time monitoring and management, significantly enhancing operational efficiency and reducing downtime.

"All the excavators are used in our cuts, cutting basins, building the pads, roadways, and getting everything shaped in for the dozers," said GPS Technician Joey Keller. "The dozers are running with the GPS, knowing where they're at, building the roads, pads and ponds, as well as shaping everything in and getting it precise after the excavators get everything cut within a tenth. With IMC, everything is done in a lot faster and smoother manner."

"Technology allows our people in the field to be more effective," declared Scott. "It's allowed beginner operators to become decent operators, decent operators to become good operators, and good operators to become great operators."

In addition to the IMC equipment, Siteworks builds its own GPS models and utilizes a drone.

"Implementing our in-house GPS and drone capabilities has allowed us to conduct our own topographical surveys and site balancing with unprecedented accuracy," explained Joey.

"This level of control and precision in planning and execution is a game-changer for us and our clients."

GPS/Drone Technician Bo Warlick emphasized the strategic value of drones further, stating, "The ability to monitor site progress through various phases, assess quantities, and even reevaluate our strategies mid-project based on real-time data has significantly enhanced our project management efficiency. It's about leveraging technology to not only foresee potential challenges but also to capitalize on opportunities for improvement."

Siteworks' commitment to training its staff to leverage these technologies effectively ensures that its workforce remains at the cutting edge of the industry and rises above its competition.

Support from Linder

Siteworks' relationship with Linder Industrial Machinery Company has been pivotal in maintaining the high levels of precision and productivity that have become Siteworks' hallmark. This partnership has facilitated seamless access to the latest in construction technology and a strong equipment support network. Siteworks works directly



Jeff Keilen,
Equipment Manager

Continued...

'Linder is just a phone call away'

... continued



Joey Keller,
GPS Technician



Bo Warlick,
GPS/Drone
Technician

(L-R) Siteworks team members Joey Keller, Bo Warlick, Scott Bovit, Melissa Bovit, and Jeff Keilen work closely with Linder's Adam Cockerham and Ryan Waite to find the right equipment and implement new technology in their operations.

with sales representative Adam Cockerham and Technology Solutions Expert (TSE) Ryan Waite.

"Anytime we need anything, Linder is just a phone call away," said Joey. "They've jumped through hoops to help. Being able to work with them has been a pleasure. Ryan does a good job, and he's my first go-to. He always comes through for us."

Jeff added, "There hasn't been a problem we've had where I couldn't call Adam and get the results we were looking for. It's nice to have someone who doesn't run away from the problem. It's clear they're committed to ensuring our success, understanding that a strong partnership is essential for keeping Komatsu machinery as a staple on our job sites."

Goals for the future

As Siteworks looks to the future, it plans to continue utilizing new technology.

"Our goal is to have every foreman across our 20 grading crews capable of handling a range of GPS-equipped machinery, from handheld devices to full-blown GPS dozers," said Scott. "We believe in embracing technology, utilizing it to help us work more efficiently, and ultimately as a tool to provide the highest quality product for our customers." ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*



An operator precisely cuts material from a bench and loads it into a haul truck with a Komatsu PC360LCi-11 IMC excavator.





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Smart Construction solutions can help you increase productivity, track it and make faster critical decisions



Jason Anetsberger,
Director of
Customer Solutions,
Komatsu

Technology use in the construction industry has grown rapidly during the past decade and includes both on-machine technology as well as software designed for each stage of project management. Choosing the right technology to move your business forward comes with many questions, and the correct answers depend on what technology your company has already adopted.

Komatsu has long been a technology proponent. It was among the first manufacturers to incorporate telematics into its machinery, with its Komtrax remote monitoring system that enabled customers to monitor fuel usage, idle time, location and more. During the past two decades, Komtrax has expanded to include additional comprehensive information that helps with proactive fleet management, to help reduce downtime as well as owning and operating costs.

"For our customers, Komtrax was a great introductory option down the technology path, and it continues to be a great feature," said Jason Anetsberger, Director of Customer Solutions, Komatsu. "On our new machines, it's easily accessible through our My Komatsu platform and lets you monitor any piece of equipment."

Anetsberger continued, "Now, the question is: what's the next step that is right for you in this technological journey? Fortunately, we have many Smart Construction solutions depending

on where you are at the moment. We offer solutions that can support a small operation that is currently not using any technology, as well as solutions for large multinationals that have fully embraced machine control and project management systems."

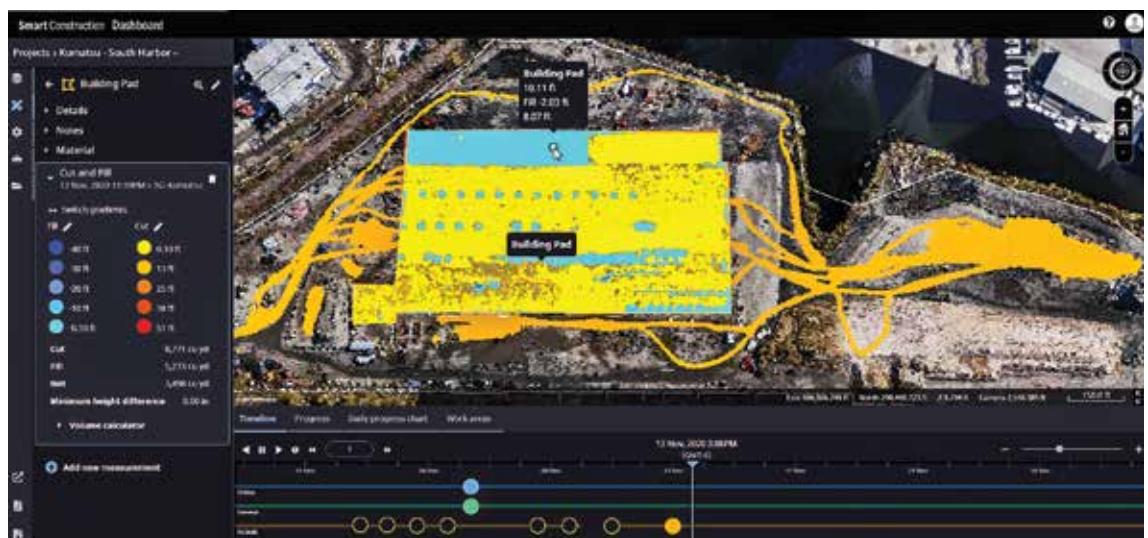
Anetsberger provided some helpful tips for how to determine which Smart Construction solutions could be beneficial and when the right time to add them is. All of the solutions can be accessed and viewed through your My Komatsu account.

No solutions? IMC is a good introduction

If you are not using any of Komatsu's Smart Construction solutions, Intelligent Machine Control (IMC) dozers and excavators may be a good starting point, according to Anetsberger. When Komatsu introduced its first IMC dozer more than a decade ago, it was the original Smart Construction solution. Several new models and next generation machines have been added that feature fully factory-integrated GPS machine control, which helps increase productivity and efficiency by reducing surveying and staking costs and eliminating the masts and cables of traditional aftermarket GPS add-on systems.

With seven sizes of IMC dozers, ranging from the 105-horsepower D39i-24 to the 354-horsepower D155AXi-8, there is a fit for

If you already have IMC equipment in your fleet, the next step may be to add solutions that help you better track and manage progress. Smart Construction Dashboard allows remote visualization of job site terrain progress with the aim to have a digital twin of the job site material movements.





Intelligent Machine Control (IMC) dozers can help increase productivity. For those looking for an introduction to Smart Construction, IMC equipment may be the best fit.

practically every construction site application. The IMC 2.0 dozers have advanced features such as proactive dozing that enables operators to cut/strip automatically from existing terrain as well as lift layer control, tilt steering control, and quick surface creation.

On the excavator side, there are IMC machines ranging from the 20-ton-class PC210LCi-11 to the 50-ton-class PC490LCi-11. All have semi-automatic functions that go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface. Once target elevation is reached, even if the operator tries to move the joystick to lower the boom, the excavator doesn't allow it, reducing wasted time and the need for expensive fill material.

IMC 2.0 excavators feature bucket angle hold control, which automatically holds the bucket angle to the design surface during arm operation. It's less fatiguing for operators, so they can be more productive, and it produces a better finish-grade surface. Plus, auto tilt bucket control assists operators by aligning the bucket parallel with the slope, so that finish grading can be accomplished without needing to align the machine with the target surface. Testing has shown that these latest generation models help improve accuracy by up to 33% and efficiency

as much as 63% compared to conventional excavation and grading methods.

"We have more than a decade of proven success with IMC machines saving time and material costs, to help increase profitability," said Anetsberger. "IMC was our first Smart Construction solution, and we have built a suite of additional beneficial solutions, including our Smart Construction Retrofit for standard excavators. This technology is a good entry-level system for someone who may be considering GPS but is not ready to fully commit to integrated machine control."

Smart Construction Retrofit is an add-on, indicate-only system that offers many of the benefits of IMC. It's three-dimensional, so operators get the advantage of seeing where they are on a project, as well as their relation to target elevation. They can set audio alerts that change tone the closer they get to finish grade. That, along with the visual representation on the app, helps keep operators from digging too deep, saves time and lowers costs.

From site to office and vice versa

Additional Smart Construction solutions can help customers better manage their projects from pre-bid to final close out.

Continued...

'Easy to implement, user-friendly'

... continued

"Knowing which one to use is a matter of assessing your goals," Anetsberger stated. "Do you want faster, more accurate mapping and progress tracking? Do you want to move to 3D digital plans and combine drone data with 3D design data to confirm quantities? Do you want better labor management and cost tracking and to be able to do it remotely?"

A couple of solutions Anetsberger suggested for those who now have IMC machines are Smart Construction Remote and Smart Construction Dashboard. Remote allows users to remotely send design files to targeted machines in the field and remotely support operators without driving to the job site, saving time and fuel expenses. With remote access, contractors can help their operators troubleshoot issues in real time by viewing the same visuals as in the machine.

To help users with tracking cut/fill progress, Dashboard allows remote visualization of job site terrain progress, with the aim to have a digital twin of the job site material movements. It combines data from multiple sources into one comprehensive picture and provides a 3D graphic visualization of all design, drone and machine data to measure cuts/fills, quantities and productivity. Users can confirm pre-bid and topographical map data, track site progress in near real time, document job site conditions as evidence for change orders, and quickly and easily measure quantities.

"Dashboard and Remote are complementing solutions to IMC," said Anetsberger. "The visual representation and the ability to track job site progress more easily from practically anywhere, can lead to faster decisions and potentially better bottom-line outcomes. They are easy to implement, user-friendly,

and the cost savings have been significant for companies using them."

Further building your solutions portfolio

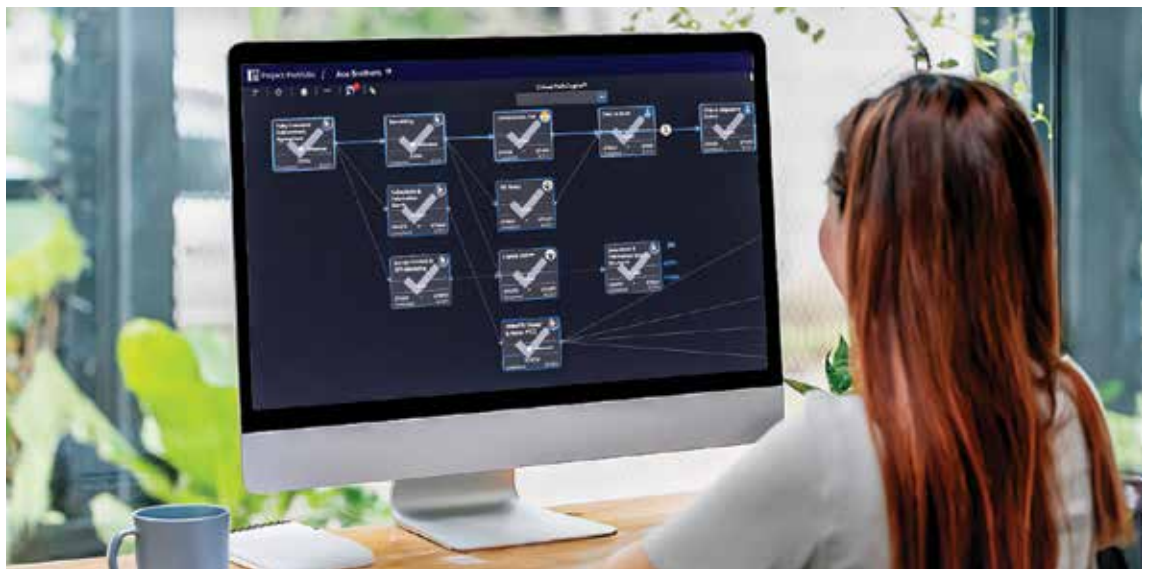
As any project manager knows, job sites often evolve and plans change, which makes staying on schedule and on budget a challenge. Smart Construction Office is a project scheduling and management solution that serves as a central hub for all your jobs and can help replace manual production and cost tracking with streamlined daily automation. It delivers timely updates, insights and auto-forecasting schedules, and cost estimates throughout a project's life cycle.

"Office is a project management tool that gives you reliable forecasting and insight into budget versus actual costs," explained Anetsberger. "Another consideration is Smart Construction Field, a mobile app that uses data to track spending and allows contractors to quickly view current conditions and progress. You can break it down by labor, equipment, materials, receipts, timecards, and much more. Both Office and Field are brand-agnostic, so they can be a great solution for contractors with mixed fleets."

Additional Smart Construction solutions include Design, Drone and Fleet, which can help replace paper plans with digital files, accurately map job sites, and collect data for fleet optimization.

"There are so many easy ways to implement technology solutions into your operations," concluded Anetsberger. "We encourage anyone who wants to streamline and optimize their operations to learn about Smart Construction solutions by talking to their distributor about how to get started." ■

Cost tracking is essential. Smart Construction Office is a project scheduling and management solution that serves as a central hub for all your jobs. It can help replace manual production and cost tracking with streamlined daily automation that delivers timely updates, insights and auto-forecasting schedules, and cost estimates throughout a project's life cycle.





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Ultralok® Tooth System



Available Through Linder Industrial Machinery

IMC equipment and Timber Pro feller buncher help SEC Construction Company LLC increase efficiency on job sites



Scott Childress,
President



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TheLinderLink.com

Led by President Scott Childress, SEC Construction Company LLC has carved out a niche for itself in the Greenville, S.C., area., specializing in turnkey site development for subdivisions and commercial sites. Founded in 2008, the company blends modern technology and deep-rooted industry experience to complete projects efficiently.

"We take a piece of land from start to finish — from clearing to having the curbs and asphalt put down," said Childress. "We provide all the grading and utility work. With our experienced team, we can handle just about anything."

Childress' lifetime of experience, starting from operating equipment at a young age under his father's guidance, has ingrained a deep understanding of the construction industry's nuances. Childress is able to leverage decades of industry insight with fresh, innovative approaches to site development.

"My dad had a construction company, so I've always been around it," Childress remarked. "It's where I got my on-site training. It's in the blood. I can't do anything different."

The company prides itself on its ability to manage projects of varying scales,

from small lots to expansive 120-acre developments. This flexibility, combined with a commitment to quality and efficiency, has earned SEC Construction a reputation for reliability and excellence in South Carolina's construction scene.

"Our success over the years is largely due to our strong relationships and the exceptional team we've built," Childress commented. "We have a lot of repeat customers that I've known for a long time."

Another significant factor in SEC Construction's operational success is its adoption of cutting-edge technology, particularly Komatsu Intelligent Machine Control (IMC) excavators and dozers. This technological advantage has enabled precision and efficiency, which helps save valuable time on projects.

"The IMC technology takes a lot of the guesswork out," said Childress. "It speeds up the process, ensuring that we're on grade. Ultimately, it makes everyone happier."

Optimized productivity with Timber Pro

To further enhance its service offerings, SEC Construction recently acquired a Timber Pro TN745D feller buncher. This tracked machine allows the company to tackle land clearing with unprecedented efficiency, even in challenging wet conditions.

"We added the Timber Pro TN745D to ensure our projects stay on schedule," noted Childress. "It's impressive how it handles tree cutting cleanly and efficiently, even on inclined or topographically challenging land."

By facilitating a cleaner and more organized site preparation phase, the Timber Pro TN745D not only optimizes productivity but also minimizes the environmental impact, aligning with SEC Construction's dedication to sustainable practices.

Childress added, "Another good quality about the machine is that it's built like a tank. The guys are safe when they're handling these trees, and they don't have to worry about something happening. Everybody gets to go home to their families, which is very important to us."



The Timber Pro TN745D's ability to seamlessly cut and manage trees during the clearing process has been instrumental in streamlining operations.



► VIDEO

An operator cuts material from a bench to grade with a Komatsu PC360LCi-11 Intelligent Machine Control (IMC) excavator.

Support from Linder

To find the right equipment for its jobs, SEC Construction works closely with Linder Industrial Machinery Company, particularly sales representative Tyler Halbert.

"Tyler's great; he stays on top of everything, and if we need something he jumps right on it," said Childress. "We get great support from Linder. Everyone there is responsive, which means a lot to us."

That responsiveness helps ensure SEC Construction's equipment, like the Timber Pro TN745D, operates at peak performance, so SEC Construction can take on demanding projects with confidence.

Furthermore, Linder provides comprehensive support, encompassing maintenance and training, which also enhances SEC Construction's operational capabilities.

Looking ahead

As SEC Construction looks to the future, the focus remains on maintaining quality and managing growth sustainably. With a team that feels like a family paired with advanced equipment, SEC Construction is poised to continue its legacy of excellence in the South Carolina construction industry. ■



(L-R) Linder's Tyler Halbert works closely with SEC Construction's Scott Childress and Linder's Jay Thomason.

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*



Have you seen what's **new** in My Komatsu?

We've made some exciting changes! An **all-new mobile app**, simplified ordering through the **Online Parts Store**, **Komatsu Care Program (KCP)** integration and more have been added to enhance the My Komatsu user experience.

Log in to your My Komatsu account to see the full range of new features. Don't have a My Komatsu account? Go to mykomatsu.komatsu to sign up.

KOMATSU
My Komatsu

My Komatsu updates, new features improve fleet management to help you get the critical information you want in fewer clicks

Fleet management is essential to maintaining your equipment's health. Properly maintained equipment helps increase uptime and lower overall owning and operating costs. Staying on top of fleet management can be challenging, especially if you are still relying on end-of-day field reports or drives to the job site to check hour meters.

Digital solutions such as My Komatsu can change the game by giving you real-time machine data that can be accessed from practically anywhere, as well as tools that give you the capability to order parts and more. Recent updates make it easier to navigate, so you can quickly get the information you need to help make proactive fleet management decisions.

"Filtering capabilities have been updated to help users more quickly access the information they are looking for," said Andrew Casey, Digital Solutions Analyst, Komatsu. "It's more like a dashboard where you can get information in fewer clicks, which is something our customers wanted. Using their feedback, we made changes to make the interface more user-friendly. Customers who already have a My Komatsu account will see the updates automatically."

Casey said one of the priorities based on customer feedback was a redesign of the My Fleet page, emphasizing that its substantially different look and easier navigation enable users to see their entire fleet of registered machines all on a single page without having to go through multiple tabs.



Andrew Casey,
Digital Solutions
Analyst,
Komatsu

Continued...

My Komatsu lets users monitor their fleet from anywhere at any time and helps optimize fleet management — with real-time data that can help you make proactive decisions.



Easier, faster and more efficient

... continued

"We also expanded the ability to filter by idle time percentage, SMR range, model type, manufacturer, and much more," Casey added. "A new sync map feature lets users zoom in on a particular territory, click the sync map to list button, and see machines just in that territory."

Component tracking capability

Another major change is the addition of component tracking, according to Casey. The new functionality allows users to monitor component health, so they can more proactively plan for replacements.

"Users can set an interval based on last service date or SMR hours of the machine, then create an alert that notifies them when a component is due for replacement," Casey explained.

Machine health and fleet monitoring are now easier, faster and more efficient with new alerting features, including additional alert types for abnormality codes, coverage, Komatsu Oil and Wear Analysis (KOWA) samples, and more. Consolidated and customizable views of your alerts can be set with the alerting dashboard. With My Komatsu, you can choose how to receive notifications — by web, mobile app, email or SMS.

Telematics information (Komtrax) in My Komatsu remains a vital feature that works with Komatsu and other brands that you have

registered in your My Komatsu account. You can view machine location, fuel consumption, and machine health, which includes maintenance history.

Additional features available in My Komatsu include:

- **Publications** – View parts and support manuals for your machines
- **E-commerce parts stores** – Easily order parts and solutions that you can pick up in store, have shipped to your shop, or get delivered directly to your job site
- **Digital solutions** – Sign up for and access your Smart Construction accounts such as Dashboard, Design, Drone, Field, Fleet, Office and Remote

If you don't already have a My Komatsu account, you can sign up for one by visiting <https://mykomatsu.komatsu>. Once you have an account, your dealer can help you get set up and work with you on how to best utilize the platform.

"Proactive fleet management results in less downtime because you have a clear picture of your equipment's health at all times," said Casey. "You can better plan for routine service and component changes, address excess idle time, train your staff, monitor job sites and machine performance, schedule part orders, and much more." ■

My Komatsu updates include easier navigation, so you can access information more quickly.





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Equipment

Standard and custom units available as sales or rentals and built to conquer any jobsite regardless of what you specialize in.

Support

Each machine is backed by our highly trained service and support professionals to keep you up and running.

Videos



Linder opens new locations in Fayetteville and Greensboro



Linder Industrial Machinery Company and Linder Turf & Tractor recently opened new facilities in Fayetteville, N.C., and Greensboro, N.C. The facilities, which offer sales, parts and service for the complete lines of equipment available at Linder and Linder Turf & Tractor, hosted open houses for customers to meet with vendors and view the machinery. ■





Discover more at
TheLinderLink.com



Blue Dot Read-Mix LLC aggressively pursues cost efficiencies to grow its share of Charlotte's concrete distribution market

Brothers and business partners Scott and Tony Griffin and their childhood friend Paul Cochrane founded Blue Dot Read-Mix LLC in November 2004. Today, Blue Dot Read-Mix operates eight state-of-the-art plants and facilities throughout the Charlotte Metropolitan Area, delivering high-quality products in an unlimited spectrum of mixes to local commercial and residential suppliers.

"Our owners have operated multiple sister companies throughout Charlotte since the '90s," explained Asset Manager Jason Spangler. "Originally, Blue Dot Read-Mix was created to fulfill their own concrete distribution needs for their masonry business. As savvy business owners continually looking for growth opportunities, they began expanding the operation."

Spangler continued, "I was hired in 2020 to figure out the total cost of ownership of Blue Dot Read-Mix's assets. My background was retail inventory management for the previous 15 years, which allowed me to bring a new approach to the position. One of my main focuses is communicating with the owners when they should add or sell."

Spangler doesn't undersell the complexity of the position.

"Their company was successful, but they had multiple people wearing multiple hats all managing the fleet, which created communication and asset tracking gaps," he stated. "They brought me on board to bring it under one roof."

Spangler continued, "The first thing I tackled was rebuilding our inventory and maintenance management software from scratch. That led to capturing all of the costs associated with our assets, which include multiple facility and service trucks, 124 concrete mixers, and 12 wheel loaders."

Finding efficiencies

Spangler explains why asset management of its wheel loaders is an essential function for Blue Dot Read-Mix.

"We're a completely loader field operation," stated Spangler. "That means we rely on wheel loaders to load all our aggregate and sand into our batch houses to produce the concrete. If one of our wheel loaders goes down, it completely stops our operation."

An operator carries sand with a Komatsu WA270-8 wheel loader at one of Blue Dot Read-Mix's concrete plants.





An operator dumps material into a feeder with a Komatsu WA270-8 wheel loader.

Spangler continued, "It's critical that we maximize our loaders' uptime. One of the first things I realized is that working with aggregates is hard on the machines. On top of that, we articulate the hell out of the loaders going into bends and are averaging 2,000 engine hours a year per machine. I wanted to find the most efficient way to control costs with those factors in mind, which led us to adopting a fleet of Komatsu wheel loaders."

Blue Dot Read-Mix currently operates 12 Komatsu WA270-8 wheel loaders. According to Spangler, converting to Komatsu was the most financially sound decision.

"After analyzing our work order history, I noticed we were storing multiples of the same parts but for different brands," said Spangler. "Because our goal was to maximize efficiency throughout our operation, our current system wasn't going to work. My first thought was to get uniformed."

Spangler consulted multiple people at the company before committing to Komatsu.

"Some of our mechanics explained that we have operated multiple brands of equipment, but the Komatsu machines are the most stable in articulation," noted Spangler. "One of our operators added that he prefers the hydrostatic drive system because he doesn't have to use the brakes every time he goes into a pile.



Blue Dot Read-Mix operates eight state-of-the-art plants and facilities throughout the Charlotte Metropolitan Area, delivering high-quality products in an unlimited spectrum of mixes to local commercial and residential suppliers.

Our other operators noted that they enjoyed the larger cabs, vision out of the windows, and ergonomic controls."

The firm also added a Komatsu D51PX-24 dozer to its fleet to clean up the yard and push material.

Continued...

Linder helps increase maintenance efficiency

... continued

Partnering with Linder

As a self-proclaimed “numbers guy,” Spangler works closely with Komatsu distributor Linder Industrial Machinery Company and sales representative Adam Cockerham to coordinate purchases and maintenance for the Komatsu equipment.

“Working with Linder has been critical for us because my background is in numbers, not machines,” explained Spangler. “I’ve been able to work with Adam to build a program

that fits both of our needs. Two main things we focused on were machine hours and preventative maintenance.”

For Spangler, adding newer equipment created fewer maintenance expenses.

“We want to push all our costs on the maintenance side of the loaders and not the repair side,” explained Spangler. “That’s why we created a schedule to regularly rotate the loaders when they reach specific machine hours. We also created a Preventive Maintenance Pro schedule with Linder to service the loaders at optimal times outside of production hours. That takes a load off our mechanics’ plates to work on other machines and increases our maintenance efficiency.”

Cementing the future

Blue Dot Readi-Mix has cemented itself in the Charlotte, N.C., concrete distribution market. Spangler notes that the company has plans to continue expanding.

“The owners have never put together a budget that doesn’t show growth,” stated Spangler. “We’re aggressively gaining market share. I want to continue to enhance efficiencies and processes in the maintenance of our fleet, driving down costs and increasing uptime.” ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Your results may vary.*



At one of Blue Dot Readi-Mix’s eight state-of-the-art facilities, an operator scoops material with a Komatsu WA270-8 wheel loader.

A Linder service technician answers a Blue Dot Readi-Mix operator’s questions.



New GD955-7 is designed to build and maintain haul roads for truck fleets of 100 tons and up

Solid and smooth haul roads are essential for maximum productivity. To build and maintain them for fleets of 100 tons and up, Komatsu's new GD955-7 motor grader offers operators the control and precision necessary.

The GD955-7 stands out with its ample horsepower and powerful blade downforce pressure for efficient grading performance. With faster working travel speeds compared to the previous model, Komatsu engineered the GD955-7 to increase grading efficiency while helping reduce maintenance requirements and total cost of ownership.

"With significant increases in operating weight, blade downforce pressure, and working travel speeds, this new size class motor grader will be a smart choice for increased efficiency on our customer's mine sites," said Joseph Sollitt, Director of Mining Support Equipment at Komatsu.

Tight turning radius

Despite its large size, the GD955-7 offers excellent maneuverability. It can execute

tight U-turns on a standard 100-ton class haul road without the need to fully cut the wheel or course correct. The long wheelbase and large, 27-degree articulation angle allow a tight turning radius and provide maneuverability for narrow haul road applications in confined spaces and around obstacles.

The newly adopted, long-life circle bearing allows for smooth and precise rotation of the moldboard while eliminating the need for circle play adjustments or replacing wear plates. Coupled with a standard auto-lubrication system, the GD955-7 is engineered to help reduce planned and unplanned maintenance downtime while helping to extend life to overhaul.

"The GD955-7 comes standard with an 18-foot moldboard, and there is a 20-foot optional moldboard available," said Sollitt. "We encourage anyone who has a larger fleet of trucks and wants to build and maintain their haul roads to contact their Komatsu distributor for additional information." ■



Joseph Sollitt,
Director of Mining
Support Equipment,
Komatsu

Quick Specs

Model
GD955-7

Operating Weight
104,323 lbs.

Horsepower
426 hp

Moldboard
18 ft. standard
20 ft. optional

Komatsu's new GD955-7 motor grader offers operators the control and precision needed to build and maintain haul roads for truck fleets of 100 tons and up.



SUPERIOR TECHNOLOGY AND OPTIMAL COMPACTION!

The BOMAG Heavy Tandem Roller line gives you the most reliable and technologically advanced machines in the industry. Always easy to service and operate, you get optimal compaction every time, on every job. We build a full lineup of tandem rollers from 3,500 lbs to 35,000+ lbs and every model comes with BOMAG superior technology. Contact your local BOMAG Dealer for more information or a product Demo.

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All daily maintenance points can be reached quickly and easily from the ground, saving time and improving safety.

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An ergonomic operator station provides optimal views of the work area and the highest standard of comfort for long, productive hours on the job site.



EXCELLENT FUEL EFFICIENCY

BOMAG ECOMODE provides load-dependent, economical operation without using unnecessarily high engine speeds. This gives you excellent fuel efficiency on all types of projects.



THREE TYPES OF VIBRATION TO CHOOSE FROM!

Only BOMAG Tandem Rollers offer three vibration systems to meet your specific needs. Choose from double vibration, TanGo or ASPHALT MANAGER to get an optimal finish every time, on every job.



EFFICIENT COMPACTION EVERY TIME

The optional ECONOMIZER system accurately tells the operator when optimum compaction has been reached. This avoids over-compaction and unnecessary passes, and saves time and money.

Available Through Linder Industrial Machinery

New BOMAG BW 100 AD e-5 brings powerful, emissions-free compaction to the light roller market

BOMAG has introduced sustainable, low-noise and zero-emission compaction to the 2.5-ton-class market with its new BW 100 AD e-5 electric tandem roller. With a 39.4-inch rolling width, the machine makes short work of parking lot, driveway, asphalt repair, and soil compaction work. Plus, due to its quiet operation, the roller is perfect for compacting in noise-sensitive areas.

The BW 100 AD e-5 features a low-voltage, 48-volt system with long-lasting 25-kilowatt-hour lithium-ion batteries. The system requires no special safety precautions for maintenance, and the batteries offer plenty of capacity for a typical day's work before recharging. With its recuperative system, valuable energy is recovered during braking, converting mechanical energy back into electrical. The roller has a flexible plug and charging options to meet customers' needs.

The new tandem roller's efficient e-PERFORMANCE system is equipped with two electric motors: one dedicated to travel and the other for steering and vibration. A 26.8-horsepower electric motor propels the front and rear driven drums at working speeds of up to 3.1 miles per hour and travel speeds reaching 6.2 miles per hour. When traveling, the roller only uses one motor to conserve energy. The roller's unique ECO function helps to further save battery power.

Affording excellent visibility to the drum and drum edge, the roller's isolated platform reduces vibration feedback to the operator

to improve comfort throughout the shift. With no warmup necessary, the roller is ready for work at the push of the ignition button, and its uncomplicated design allows operators of all experience levels to quickly pick up roller control. A digital 5-inch color display gives operators a quick glance of critical operating parameters, including speed, energy output, asphalt temperature, compaction progress, operating hours, battery charging capacity, duration, and power. BOMAG TELEMATIC allows fleet managers to monitor roller location and operating data from anywhere at any time.

Individual vibration control

Similar to the diesel-powered BW 100 AD-5, the electric BW 100 AD e-5 allows for individual vibration control to both drums, and vibration actuation is conveniently controlled through the soft-response travel lever.

Tailoring compaction output to the job, the roller offers two vibration frequencies of 3,900 and 3,360 vibrations per minute with a single amplitude of 0.20 inches, generating 7,194 and 5,395 pounds of centrifugal force. Its intelligent vibration control (IVC) helps operators know when compaction has been optimized to save on passes. Featuring a pressurized water spray system with a 54.2-gallon tank, the scraper bars are wind-protected to ensure uniform drum coverage in adverse weather. Two scraper bars on each drum help prevent material pickup in both travel directions. ■



Learn more

Quick Specs

Model
BW 100 AD e-5

Class
2.5 ton

Horsepower
26.8 hp

Operating Width
39.4 in

BOMAG's BW 100 AD e-5 electric tandem roller delivers excellent compaction with zero emissions and low noise in the 2.5-ton class. It features a low-voltage system with long-lasting lithium-ion batteries and a recuperative system that recovers energy during braking and converts the mechanical energy back into electrical.



ROLLING OUT

CUSTOMER LEASE PROGRAM



LINDER



THERE'S A LOT OF ROAD WORK TO GET DONE THIS SEASON.

Linder Industrial Machinery and BOMAG are teaming up on a new leasing program on heavy tandem rollers that's sure to get your next project off to a great start. Check out these offers!

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60-INCH HTR

STARTING AT

\$2,199*
PER MONTH

BW 141 MODELS



66-INCH HTR

STARTING AT

\$2,599*
PER MONTH

BW 151 TO BW 161 MODELS



78-INCH HTR

STARTING AT

\$2,799*
PER MONTH

BW 190 TO BW 191 MODELS



84-INCH HTR

STARTING AT

\$3,099*
PER MONTH

BW 206 MODELS



CUSTOMER LEASE PROGRAM

TERMS	24 MONTHS	36 MONTHS	48 MONTHS
PAYMENT FACTOR	0.0206%	0.0159%	0.0145%

VALID FROM
FEBRUARY TO MAY 2024



Program available for all new Heavy Tandem Rollers (BW 141 AD/ADO-5 to BW 206 AD/ADO-5).



Eligible products include 2022, 2023 and 2024 model year with less than 50 hours. Must be purchased from a BOMAG authorized dealer and invoiced by BOMAG.



Payment options shown are monthly and in arrears. Please contact DLL Financial Solutions for quarterly, twice a year, or with skip payment options.



No Trade-In Hassles: Return unit after 24, 36 or 48 months. Option to buy equipment after end of lease. Contact DLL Financial Solutions for details.



Lease payment factors above based zero payments in advance, subject to verification by DLL Financial Solutions.



All transactions are subject to BOMAG credit review and approval by DLL Financial Solutions.

*MONTHLY PAYMENTS SHOWN ARE BASED ON 36 MONTHS/800 HOURS PER YEAR

RATES MAY VARY BASED ON MACHINE CONFIGURATION AND OTHER FACTORS. STANDARD LEASE INCLUDES 800 HOURS PER YEAR BUT CAN BE ADJUSTED TO MEET CUSTOMER'S NEEDS. OFFER SUBJECT TO CREDIT APPROVAL. PROGRAM IS SUBJECT TO CHANGE AND BOMAG AMERICAS INC. RESERVES THE RIGHT TO SUSPEND THE PROGRAM WITHOUT NOTICE.

Komatsu PC130LC-11, PC490LCi-11 and PC900LC-11 excavators named among best new products

Three Komatsu excavators are featured on *Construction Equipment* magazine's annual list of top new products, including the PC130LC-11, the PC490LCi-11 and the PC900LC-11.

According to *Construction Equipment*, its Top 100 New Products list is the longest-running awards program of its kind in the industry. Each year, editors evaluate products introduced during the previous months and choose those considered most innovative based on four criteria:

- Is it an advancement in technology?
- Is it a new product line?
- Does it offer significant improvements to an existing product?
- Does it increase competition in its category?

Increased lift capacity

Komatsu's upgraded PC130LC-11 features a longer undercarriage with 8% more track length, which provides greater stability and increased operating weight. That contributes to increased lift capacity over the front and side — up to 20% compared to the previous model.

With an operating weight of 28,440 to 29,101 pounds, the PC130LC-11 is highly transportable and can be moved with a tag trailer and still have capacity to spare for additional support equipment.

Innovative bucket angle hold control

With Intelligent Machine Control (IMC) 2.0, the PC490LCi-11 offers sophisticated productivity-enhancing automation, making it an excellent match for excavation, trenching, slope work or fine grading. The excavator helps minimize over-excavation, empowering operators of all skill levels to dig straight to grade quickly and accurately.

The PC490LCi-11 features bucket angle hold control that automatically holds the bucket angle to the design surface during

Continued...

The Komatsu PC490LCi-11 Intelligent Machine Control (IMC) 2.0 excavator is excellent for excavation, trenching, slope work or fine grading. It helps minimize over-excavation, empowering operators of all skill levels to dig straight to grade quickly and accurately.



Increased productivity

... continued

arm operation, enabling operators to perform finish grading using only arm input. It also has a new 10.4-inch IMC monitor with increased memory capacity, processing speed, and pinch-to-zoom functionality.



With more track on the ground than its predecessor, the PC130LC-11 has greater lift capacity.

Up to 40% greater productivity

The PC900LC-11 is ideal for those working in applications that involve moving large amounts of material efficiently. Productivity was a major driver of its design. It's a mass excavator with the ability to handle a wide variety of jobs and materials, and can perform compound operations.

Designed for heavy construction, demolition, material handling, deep sewer, water, large mass excavation and quarries/mining, the PC900LC-11 provides increased bucket and lifting capacity for higher performance compared to its predecessor, the PC800LC-8. Major structures, booms and arms as well as a redesigned revolving frame were engineered to increase longevity.

The PC900LC-11 can deliver up to a 40% increase in productivity, 25% more arm crowd force, and 12% more swing torque compared to its predecessor. It also features the KomVision camera monitoring system as standard. ■

Quick Specs

Model	Horsepower	Operating Weight	Bucket Capacity
PC130LC-11	97.2 hp	28,440-29,101 lbs.	0.34-0.78 cu. yd.
PC490LCi-11	359 hp	105,670-107,850 lbs.	1.47-4.15 cu. yd.
PC900LC-11	543 hp	204,148 lbs.	3.7-8.0 cu. yd.

The Komatsu PC900LC-11 excavator can deliver up to a 40% increase in productivity, 25% more arm crowd force, and 12% more swing torque compared to the PC800LC-8.



Keystone Terminals receives delivery of new Komatsu D375A-8 surface mining dozer

Keystone Terminals, a prominent port operation based in Jacksonville, Fla., has recently expanded its operational capacity with the acquisition of a new Komatsu D375A-8 surface mining dozer from Linder Industrial Machinery Company. This strategic addition aims to enhance the port's ability to manage its aggregate materials, including various types of gypsum and cement.

"We're gearing up to start a new phase in our rail loadout process, particularly with gypsum," stated Michael Yeager, Port Manager of Keystone Terminals. "The Komatsu D375A-8 dozer is pivotal in ensuring efficient dozer clearance for loading rail cars. It's the perfect fit between the sizes we needed, and its capabilities align perfectly with our needs, especially for the heavy-duty tasks we have planned."

Partnership with Linder

Yeager also noted that Keystone Terminals has had positive experiences with Linder's service and Komatsu's products in the past, which made the firm even more confident in its decision to add the D375A-8 to its fleet. Mike Teston, a Linder sales representative, elaborated on the longstanding partnership between Linder and Keystone Terminals.

"Our relationship with Keystone spans many years, during which we've supplied them with various Komatsu heavy equipment and Mantsinen cranes," Teston explained.

"We consider them a great business partner, and we're excited to provide them with this new D375A-8 dozer equipped with a custom-designed blade from Rockland Manufacturing. The machine is a powerhouse and will get the job done, even in the demanding conditions of port operations."

The delivery of the Komatsu D375A-8 surface mining dozer provides a significant boost to the port's material handling capabilities and signifies a continued commitment to grow the port's operations. Both parties expressed satisfaction with the smooth delivery process, underscoring the strong partnership between Keystone Terminals and Linder. ■



Discover more at
TheLinderLink.com



Michael Yeager,
Port Manager,
Keystone Terminals



Mike Teston,
Sales Representative,
Linder



The Komatsu D375A-8 surface mining dozer and the additional parts for its assembly arrive at Keystone Terminals.

▶ VIDEO



Meaningful conversations, ability to operate equipment stand out at Komatsu's Quarry Days held at Arizona Proving Grounds

One of the highlights of Komatsu's Quarry Days is the ability to get in the operator's seat and put equipment to the test.

"I think it's a very good thing for Komatsu to do for operators and businesses that are looking for equipment," said Brad Disrud, an operator with North American Coal at its

Coyote Creek Mine in Zap, N.D. "I currently run an older PC2000 that we are looking to replace down the road, and the ability to get in the new one and make a comparison is valuable. It's quieter, and the productivity is definitely there. The electronic over hydraulic controls is nice."

The 1,046-horsepower PC2000-11 surface mining excavator was one of more than a dozen Komatsu machines that attendees could operate or see in action at Komatsu's Quarry Days, an event that took place at Komatsu's Arizona Proving Grounds. Among the machines was Komatsu's new GD955-7 motor grader with a standard 18-foot blade.

"You can definitely tell the GD955 is a game-changer," said Mauricio Vallejos with Titan America. "The palm steering is something completely different. In the long run, I think it's going to benefit a lot of operators because it will cut down fatigue. Your hands are always on the controls. I think it has several uses — padding, the finishing touches, making sure our dragline shoes sit on the ground and don't bend, and road maintenance for the haul roads our HD785s run on. It could allow us to do that in fewer passes."

Popular PC900LC-11

In addition to the PC2000-11 and GD955-7, attendees were able to operate several other Komatsu machines, including a PC900LC-11 excavator; an HB365LC-3 hybrid excavator; WA900-8 and WA475-10 wheel loaders; a D475A-8 surface mining dozer; a D71PXi-24 Intelligent Machine Control (IMC) dozer; and HM400-5, HD785-8 and HD1500-8E0 trucks. A ZT44 drill and an RF-5 reclaim feeder were on display as well. Attendees could also talk with product experts from Montabert and Tramac about breakers and Hensley Industries about its Kprime tooth system. Montabert, Tramac and Hensley are all Komatsu-owned companies.

"We have solutions at Quarry Days that represent every application within a customer's job site — from stripping, to loading and haulage, to drilling, blasting, breaking, processing, and dozing, it's all here,"



(L-R) Titan America's Luis Prado and Mauricio Vallejos explore Quarry Days.



CEMEX's Brooks Futch (left) checks out a Komatsu HD1500-8E0 mechanical haul truck with Linder Industrial Machinery Company's Vince Aguayo at Quarry Days.



Titan America's Luis Prado (center left) and Henry Perez (center right) look at a Komatsu PC2000-11 surface mining excavator alongside Linder's Randy Dominguez (second from right) and several Komatsu employees.



▶ VIDEO

Attendees test out Komatsu excavators at Quarry Days, including a PC2000-11, a PC900LC-11, and an HB365LC-3 hybrid model. Product Marketing Manager Casey Zbinden (right) answers a question about the PC900LC-11.

said Joseph Sollitt, Director of Mining Support Equipment, Komatsu. "It gives customers a chance to put the machinery to the test and see firsthand what it can do in a real-world setting. The feedback has been overwhelmingly positive. These types of events are beneficial for the customer, as well as for us to learn more about them and what we can do to improve their operations."

James Van Remmen with Interstate Earthworks specifically wanted to operate the recently introduced 204,148-pound, 543-horsepower PC900LC-11 excavator that's designed for heavy construction, demolition, material handling, deep digs, large mass excavation and quarry/mining applications.

"We wanted to compare it to a competitive brand of a similar size," said Van Remmen. "The speed was very fast for a machine that big."

With more bucket and lifting capacity, the PC900LC-11 increases productivity up to 40% compared to its predecessor, the PC800LC-8.

"The PC900LC-11 is ideal for those working in applications that involve moving large amounts of material efficiently," said Casey Zbinden, Product Marketing Manager, Komatsu. "It's been a popular attraction at Quarry Days because customers see so many potential uses for it. With an optional counterweight removal system, it's more easily transported."

Smart solutions

In addition to equipment, Komatsu representatives from its Smart Quarry solutions and My Komatsu teams were available to show customers the advantages of incorporating technology into their operations.

"Smart Quarry is designed to improve and optimize production, which includes site studies and our new Smart Quarry Site," said Craig McGinnis, Senior Business Solutions Manager, Komatsu. "What's great about Site is that it's brand-agnostic, so it can be used with Komatsu and non-Komatsu equipment. It's plugged into the machine and transmits actionable data that can be used to improve practices and increase productivity."



Watch the video

Continued...

'The savings are significant'

... continued



Watch the video

McGinnis continued, "For example, we did a case study and identified that a quarry was only putting about 89 tons on a 100-ton truck during loading. We determined that if they added about six more tons that it would equate to more than 13,000 tons per month in added production with the same fuel burn and time. The savings are significant."

Great conversations

The ability to network with other contractors doing similar work is another advantage

of events like Quarry Days, according to Moroni Wardell, who along with his three brothers owns and operates Wardell Brothers Construction in Morgan, Utah. The full-service construction company manages two gravel pits and currently runs several Komatsu loaders and excavators.

"Sharing information is very valuable because it gives us insight into how others are using the equipment and the production they get from it," said Wardell. "All new iron looks pretty and runs really well — but talk to a customer that has 10,000 or 12,000 hours, and you will see where the results really are. We have been able to network with a lot of other customers that stand behind Komatsu equipment."

Chad Mikulec, Regional Operations Manager with Permian Basin Materials, said the ability to talk with Komatsu personnel was another positive aspect of Quarry Days.

"The attentiveness of the people out here, wanting to talk to us and hear what we have to say and be actively engaged is very meaningful," said Mikulec. "It makes me feel good as an end user that they listen to us. Our opinion matters, and what we say is taken into consideration for new products." ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of this end user under certain conditions. Your results may vary.*



▶ VIDEO

Komatsu personnel provide information about technology such as Smart Quarry Site, which is designed to help increase efficiency and production.

At Komatsu's Quarry Days, attendees move material with a Komatsu D71PXi-24 Intelligent Machine Control (IMC) dozer and a Komatsu D475A-8 surface mining dozer.



Smart Quarry Study provides insightful information designed to help operations optimize productivity with the proper equipment

Is your fleet the right size to maximize your quarry operation? Are you most effectively hauling from the face to the crusher? Do you know your hourly costs and how your practices are affecting them?

Questions like these and more can be answered with Smart Quarry Study, one of the Smart Quarry solutions offered by Komatsu. Smart Quarry Study provides:

- Knowledgeable support when job planning
- Valuable insight tailored for your operation
- Confidence that your fleet is right for the job

"Ideally, Smart Quarry Study is a boots-on-ground meeting with customers at their location or locations to get a complete understanding of what they want to achieve," said Craig McGinnis, Senior Business Solutions Manager for Komatsu, noting that remote study analysis is a possibility. "Maybe they are thinking about replacing equipment, want to increase production, or expand their pit. Through a Smart Quarry Study, we look at their operations and make recommendations designed to help them reach their goals."

Unique, local factors

McGinnis added that Smart Quarry Study can help operations better understand how equipment and other factors affect performance, to assist in

the making of cost-effective purchasing decisions. He also emphasized that it's brand agnostic.

"By comparing different class sizes, we can give you information related to more efficient costs per hour, per ton and per yard," McGinnis explained. "Everything is based on each operation's unique factors, and the resulting recommendations are tailored to them, no matter what equipment they use. We crunch the numbers and come up with a total cost of ownership. We really get down to a unit cost or dollar per ton of material moved and ways to improve those."

McGinnis is part of Komatsu's Smart Quarry team. Each member has extensive knowledge in quarry operations.

"The best way to get started is to contact your Komatsu distributor, who can help get a Smart Quarry Study set up," said McGinnis. "From there, we reach out to the customer and gather some information about what they want to accomplish, then schedule the study at a convenient time. Once we have all the data put together, we present it to the customer to help them make more informed decisions."

"If you want to monitor your operation in more detail with continual tracking tools, we also offer Smart Quarry Site," McGinnis continued. "This tool, which is also brand agnostic, can help you understand if you're getting the most from your equipment and operators, to help improve production and performance, as changes occur." ■



Craig McGinnis,
Senior Business
Solutions Manager,
Komatsu

*To learn more
about Smart Quarry
solutions, visit [https://
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smart-quarry/](https://www.komatsu.com/en/technology/smart-quarry/)*

**Smart Quarry Study
assesses your current
operation and goals to
provide a comprehensive
analysis designed to
help give you insight into
the proper equipment
combinations and
practices that will help
you achieve them.**



Region Sales Manager JJ Lee enjoys building relationships with customers



JJ Lee,
Region Sales Manager,
Linder



Watch the video

Linder Industrial Machinery Company recently hired JJ Lee as a region sales manager covering North Florida and Southeast Georgia. JJ brings seasoned professionalism to the role and is passionate about building lasting relationships and delivering exceptional service.

"I started 20 years ago actually working for a competitive construction equipment dealer and then worked my way through various agricultural equipment manufacturers," JJ recalled. "I'm excited to transition back to a construction equipment dealer. Instead of covering vast geographical regions of the U.S., I'm able to focus on a specific territory and have a meaningful impact on our customers' businesses. Linder is a great company with a great atmosphere. There's a lot of opportunity for growth and expansion."

Culture of excellence

With a focus on creating a culture of excellence and ownership, JJ is committed to building a highly impactful sales team

and fostering a sense of teamwork within the organization.

"Every day, we need to move with a sense of urgency and own every aspect of our day," JJ emphasized. "We've got to keep the customer up and running, because if they're not in the dirt working, then we aren't holding up our end of the bargain. We have to make sure that we take care of our customers because they take care of us."

For JJ, success in sales is rooted in genuine connections and integrity.

"Building and creating relationships with the customers is the most important part, and it's fun," commented JJ. "Sales are sales. People are people. People are always going to buy from people. We still get to work in an industry where a handshake means something. Trust and relationships still matter."

Outside of work, JJ loves spending time with his family and embracing the outdoors. ■

Dana Titus drives excellence in fleet operations



Dana Titus,
General Manager of
Fleet Operations,
Linder



Watch the video

Dana Titus, General Manager of Fleet Operations at Linder Industrial Machinery Company's Plant City, Fla., corporate office, brings nearly three decades of experience and a deep commitment to customer service to his role. Managing a team responsible for corporate sales and logistics, Titus plays a pivotal part in ensuring smooth operations and exceptional service delivery.

"My main role is answering the phone every day and supporting all of the branches throughout Linder's footprint," Titus explained. "Our team oversees in-house orders, allocates machines and attachments, handles logistics, and troubleshoots issues as they arise."

Reflecting on his journey, Titus credits his diverse background, including years

spent as a mechanic on tugboats and fuel barges, for shaping his versatile skill set.

"When I came to work for Linder in 1995, the one thing that was most important to me was the ability to advance my career, and the company has allowed me to do that and then some," stated Titus. "I've seen the parts side. I've seen the sales side. Obviously, I've seen the service side. Not that I'm an expert at any of them, but I can talk to them, in all positions, and I think that's helped me be more well-rounded and better able to find effective solutions. It's also allowed me to find fulfillment in what I do because no two days are the same, and I'm constantly learning and problem-solving."

Outside of work, Titus enjoys spending time with his five grandchildren. He also loves to travel with his wife, Karen, and play golf with his friends on the weekends. ■

Linder expands its Kubota dealer network with the purchase of Southern Tractor & Outdoors

Linder Industrial Machinery Company has acquired Southern Tractor & Outdoors. The three branches in southwest Georgia — Leesburg, Moultrie and Valdosta — will be rebranded as Linder Turf & Tractor branches, joining Linder's growing network of Kubota dealerships across the Southeast.

"We are fortunate to have developed a close relationship with the owners of Southern Tractor & Outdoors," said John Coughlin, President and CEO of Linder. "This has been a well-run company for many years; we are excited to offer our additional product lines to the people of southwest Georgia."

Mike Horne, an owner of Southern Tractor & Outdoors, commented, "We are eager for this opportunity with Linder. Everyone we've worked with at the company has been exceptional; this is a great move for the people in our community."

The Linder Turf & Tractor locations in Georgia will add a range of BOMAG machines and Deutz-Fahr tractors to a lineup that already features a large selection of Kubota and Land Pride equipment.

Linder Turf & Tractor, an elite Kubota dealer, now has seven locations:

- Bradenton, Florida
- Leesburg, Georgia
- Moultrie, Georgia
- Valdosta, Georgia
- Fayetteville, North Carolina
- Greensboro, North Carolina
- Greenville, North Carolina ■



Southern Tractor & Outdoors' three locations in southwest Georgia will be rebranded as Linder Turf & Tractor branches.



Burlington-based Carolina United Grading LLC completes residential and commercial projects throughout North Carolina



Austin Adams,
Owner



Discover more at
TheLinderLink.com

Growing up with a general contractor for a father, Austin Adams quickly learned the ins and outs of the construction and excavation industries, knowledge he would later use to establish his own company, Carolina United Grading LLC. Founded in 2021, the company has quickly established itself as a versatile player, tackling residential and commercial projects throughout North Carolina, including Mebane, Graham, Burlington, Chapel Hill, and all surrounding areas.

"Starting with just a used skid steer, we quickly realized the importance of customer service and equipment quality, leading us to Kubota and a growing relationship with Linder Turf & Tractor," Adams shared. "In just two and a half years, we've grown significantly, and we now own nine pieces of equipment and have expanded our project scope."

Today, Carolina United Grading specializes in grading, excavation, forestry mulching, drainage, and road construction. The company's success, according to Adams, is rooted in a commitment to customer service and integrity.

"Hearing from clients about their past negative experiences with contractors, we've focused on reliability and doing the right thing, even at a loss to us, to maintain our reputation and build trust," Adams remarked.

Partnering with Linder Turf & Tractor

Carolina United Grading's Kubota KX080-4 compact excavator and two Kubota SVL97-2 track loaders that were acquired from Linder Turf & Tractor have proven to be indispensable for Adams and his crew. The versatility of the track loaders, combined with the excavator's robust performance, allow the company to tackle a wide variety of jobs with confidence.

Currently, Carolina United Grading is developing a 100-acre site, which involves the construction of a Class A gravel road and the preparation for 10 10-acre homesites. This project, the largest undertaken by the company so far, showcases Carolina United Grading's ability to manage complex, large-scale operations within tight timeframes.

"This is a three- to four-month project," Adams noted. "Right now, we're clearing the smaller trees with the Kubota KX080-4, which is about the perfect size for the task, and it doesn't make too big of a footprint. Having reliable equipment like our Kubota excavators and track loader not only boosts our efficiency but also ensures we can meet the project's demands head-on, maintaining the high-quality standards we're known for."

Carolina United Grading's strong relationship with Linder Turf & Tractor has been a key factor in this equipment choice.

"Working with our sales representative at Linder, Jacob Nester, has not only provided us with top-notch machinery but also the support and service we need to keep our operations running smoothly,"

With a Kubota SVL97-2 track loader, Austin Adams unloads material to prepare the site for a road.

► VIDEO





An operator uses a Kubota KX080-4 compact excavator to clear trees.

commented Adams. "He always calls to check up on us and will answer any question I have. He's kind of like having a friend to talk to. Jacob and everyone at the service department care about my company and want to help support me. That's the reason we stick with Kubota and Linder."

Optimistic future

Moving forward, Adams is cautious yet optimistic. He envisions a moderate expansion that maintains the company's commitment to community and quality.

"I want to continue focusing on our local area, possibly with a few more crews, while staying true to our core values of doing quality work and ensuring customer satisfaction," Adams concluded. ■

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Linder Turf & Tractor's Jacob Nester (left) provides support to Carolina United Grading's Austin Adams.

Deutz-Fahr partners with Linder Industrial Machinery Company dealerships in the Southeast



Watch the video

Linder Industrial Machinery Company and Linder Turf & Tractor have partnered with PFG America, the American distributor of premium European-made Deutz-Fahr tractors and Stoll loaders. From April 1, Linder will represent Deutz-Fahr and Stoll at 22 new locations across the Southeast.

Linder President and CEO John Coughlin commented, "After extensive research, we have finally found the right combination of quality and performance to serve the agriculture and construction markets. The standard options in Deutz-Fahr tractors are comparable to the top-of-the-line models from other manufacturers; this equipment is a game-changer in the U.S. market."

Coughlin elaborated, "We have been growing our agricultural business by delivering exceptional after-sales care but were missing a high-quality tractor line with excellence in the six-cylinder and specialty markets that are so important across the Southeast. After extensive research, including visiting two Deutz-Fahr factories in Germany and Italy, they checked all the boxes."

PFG America CEO Dan Cook stated, "Partnering with Linder is our largest dealer onboarding. It will open our high-quality Deutz-Fahr tractors to American farmers across previously unrepresented territories in Florida, the Carolinas and South Georgia. What's most exciting about our partnership with Linder is the incredible level of service capability they bring for our customers in the Southeast. We have been working closely together over the past year, and I am confident there is no better partner for our brand and customers. Linder brings exceptional dealership locations, the very best staff, systems and training. This is an organization with a team of six people, on call 24/7, dedicated to managing the service bookings for their fleet of over 200 service vehicles and 25 lube trucks, and 275 technicians; all techs are certified in products they represent, including Deutz-Fahr."

Coughlin concluded, "We have high aspirations for Deutz-Fahr and Stoll across our network and can't wait to show them to our existing and future customer bases." ■

From April 1, Linder will represent Deutz-Fahr and Stoll at 22 new locations across the Southeast.

► VIDEO



German Precision & Performance For The American Farmer

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Deutz-FahrAmerica.com



LINDER

Linder Parts Team places first in the 2023 Komatsu Parts Counter Challenge



Linder's Jose Quinones (left) and Aaron Mobley finished in the top eight of the nearly 400 representatives who participated in the 2023 Komatsu Parts Counter Challenge.

The Linder Parts Team proved their expertise by earning the top spot in the 2023 Komatsu Parts Counter Challenge, making it the second year in a row that they have placed first.

Team Linder is the only Komatsu dealer in the nation out of 28 to have a 100% participation rate in all four of the competition's categories, including Komatsu Academy, Sales Challenge, PSR Ride Along, and Komatsu Systems. Each challenge tested an employee's machine knowledge, parts counter best practices, and system training.

Two Linder employees, Aaron Mobley and Jose Quinones, finished in the top eight of the nearly 400 representatives who participated in the challenge. Their reward is a trip to the Komatsu facilities in Germany and Belgium. ■

Average hourly earnings near \$35 for construction workers

Average hourly earnings for production and nonsupervisory employees in construction rose to \$34.96 per hour, an increase of nearly 6%, according to the Associated General Contractors of America (AGC).

"The steep rise in pay for craft and other hourly workers [...] indicated that contractors are still struggling to find enough skilled workers," said AGC Chief Economist Ken Simonson. "The slowdown in employment is a sign of how tight the job market is, not an indication that construction demand is lagging."

An AGC analysis of government data showed construction employment in November 2023

totaled 8,033,000, seasonally adjusted, an increase of 2,000 from October 2023. The sector added 200,000 jobs during the previous 12 months. That was a gain of 2.6%, which outpaced the 1.8% job growth in the overall economy. Residential building and specialty trade contractors added 1,000 employees in November 2023 and 53,000 (1.6%) over 12 months. Employment at nonresidential firms — nonresidential building and specialty trade contractors along with heavy and civil engineering construction firms — climbed by 1,400 positions in November 2023 and 147,800 (3.2%) since November 2022. ■

Crux report: Changes in scope tops list of conflict causes

Changes in scope topped the list of causes of conflict on projects in the Americas, according to the sixth annual Crux insight report on global construction claims and disputes. Produced by HKA, a consultancy firm that specializes in construction risk mitigation and dispute resolution, the report analyzed 1,800 projects in 106 countries.

Incorrect design, deficiencies in workmanship, unforeseen physical conditions, and incomplete design rounded out the top five causes of conflict. According to the report, disputed costs on projects in the Americas averaged \$100 million, more than a third of their value. ■

Kinder Morgan Inc.'s Komatsu WA800 wheel loader surpasses 100,000 machine hours

Kinder Morgan Inc., which provides stevedoring services for Nucor out of its Berkeley County, S.C. facility, relies heavily on its fleet of heavy machinery to manage the rigorous demands of steel scrap and alloy transportation. While the company utilizes a range of Komatsu machines, one specific WA800 wheel loader stands out among the rest. The machine recently surpassed the monumental milestone of 100,000 operational hours, a reflection of the wheel loader's robustness and the strength of the partnership between Kinder Morgan and its equipment provider, Linder Industrial Machinery Company.

"The WA800 is a critical piece of our operation and handles a significant workload with unwavering reliability," said Terminal Manager Scotty Davis. "Its endurance is a direct result of the maintenance and support we've received

from Linder. They have been with us every step of the way, offering the parts and expertise necessary to keep our WA800 running smoothly."

The WA800 has faced its fair share of challenges due to the naturally harsh environment of the facility. From the corrosive saltwater-sprayed roads to the relentless dust and variable weather conditions, the machine's resilience is noteworthy.

"Despite the harsh conditions, our commitment to rigorous maintenance has been key to extending the life of our machines," commented Operations Supervisor Daryne Wall.

Longevity and support

Kinder Morgan acquired the WA800 in 2003, and over the years, the wheel loader has



Scotty Davis,
Terminal Manager,
Kinder Morgan



Daryne Wall,
Operations Supervisor,
Kinder Morgan

Continued...

An operator drives the 100,000-hour Komatsu WA800 wheel loader into a pile at Kinder Morgan's operation in South Carolina.

► VIDEO



'A testament to the quality of Komatsu's products'

... continued



Michael Ford,
Crew Leader,
Kinder Morgan



Matt Byram,
Product Support
Representative,
Linder



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[TheLinderLink.com](https://thelinderlink.com)

undergone three rebuilds, including new engines and transmissions, but it still has the original differentials and center section.

"I was the first operator to run this machine, and at 100,000 hours, I'm still here," shared Crew Leader Michael Ford. "Over the years, getting to know every nuance of its operation has been like learning the habits

of a close relative, enabling me to quickly identify and address any issues."

Linder Product Support Representative Matt Byram concluded, "The longevity of the WA800 is a testament to the quality of Komatsu's products, the diligence of Kinder Morgan's maintenance practices, and our commitment to supporting our customers." ■



Kinder Morgan, Linder and Komatsu work together to maintain Kinder Morgan's equipment and keep operations running smoothly.

Crew Leader Michael Ford picks up material with the Komatsu WA800 wheel loader that has surpassed 100,000 machine hours.



LINDER

USED EQUIPMENT



LINDER
Your Business Partner

Melissa Lara
Used Equipment
General Manager

(813) 205-9674
melissa.lara@linder.com



KOMATSU 2020 PC210LC-11
Hours: 1,513
E00062295
\$155,000



KOMATSU 2022 D39PX-24
Hours: 1,013
E00064852
\$165,000



TERBERG 2023 YT223
Hours: 3
E00063483
\$169,000



KOMATSU 2021 WA470-8
Hours: 4,340
E00062615
\$275,000



KOMATSU 2019 WA270-8
Hours: 3,036
E00064987
\$143,000



KOMATSU 2021 D51PXI-24
Hours: 4,193
E00062995
\$274,000



KOMATSU 2020 D51PXI-24
Hours: 4,161
E00058942
\$145,500



KOMATSU 2018 D61PXI-24
Hours: 5,897
E00064744
\$93,500



CATERPILLAR 2021 313GC
Hours: 301
E00062192
\$181,000



KOMATSU 2021 D51PXI-24
Hours: 4,426
E00063002
\$203,500



KOMATSU 2019 D61PX-24
Hours: 2,218
E00063325
\$165,000



KOMATSU 2022 PC88MR-11
Hours: 187
E00062840
\$109,000



KOMATSU 2018 D61PXI-24
Hours: 5,131
E00061362
\$184,000



KOMATSU 2022 D51PXI-24
Hours: 1,302
E00062727
\$280,500



KOMATSU 2018 D61PXI-24
Hours: 8,184
E00064637
\$71,000



KOMATSU 2018 PC490LC-11
Hours: 6,233
E00061223
\$189,500



TERBERG 2023 YT223
Hours: 4
E00063482
\$195,000



KOMATSU 2020 D61PX-24
Hours: 4,940
E00063572
\$159,500



KOMATSU 2020 WA380-8
Hours: 5,669
E00061285
\$179,500



KOMATSU 2021 D61PX-24
Hours: 4,085
E00061703
\$192,500

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