



Linder Link

A publication for and about Linder Industrial Machinery customers • 2008 No. 1

Featured in this issue:

BIO TECH ENVIRONMENTAL SERVICES

This company handles maintenance needs for all commercial water and wastewater entities

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ORION CONSTRUCTION COMPANY, INC.

New Smyrna Beach, Fla., company takes on challenging pipe job

See article inside...



Co-owners Tom and Rita Mehegan

Featured in this issue:

GOLD COAST EQUIPMENT

Ocala, Fla.-based equipment-rental operation specializes in personalized service

See article inside...

KOMATSU



VP Sales Tim Thomas (left) and Operations Manager Patrick Killian

A MESSAGE FROM THE PRESIDENT



Jeff Cox



To Our Customers,

A new year always brings with it a sense of anticipation and hope. So it is with 2008. Construction forecasts vary as to what the year will bring. Some are predicting another small decline while others believe the construction economy will rebound. At Linder Industrial Machinery Company, we're determined to help make it a successful year for you and your company.

We at Linder are particularly excited about becoming your Wirtgen, Vögele, Hamm dealer. As always, we will support you with well-trained technicians and parts people, broad inventories of machines and parts, and our sales force that is ready to meet your needs.

Komatsu will be coming out with many new models designed specifically to improve performance and lessen fuel consumption. Komatsu's goal is to produce machines that are demonstrably superior to competitive units. If you're in the market for a new piece of equipment, we invite you to demo a Komatsu machine and discover the difference for yourself.

Meanwhile, all of us at Linder are committed to providing you with the parts and service support you need to keep your machines productive and reliable throughout the year. As always, if there's anything you need, don't hesitate to contact us. Our sales, parts and service personnel at all of our branches are here to help you in any way we can.

Sincerely,
Linder Industrial Machinery Company

A handwritten signature in black ink that reads "Jeff Cox". The signature is fluid and cursive, with the first and last names clearly legible.

Jeff Cox
President & CEO



**RELIABLE
EQUIPMENT**

**RESPONSIVE
SERVICE**



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LINDER INDUSTRIAL MACHINERY COMPANY

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1601 S. Frontage Road • P.O. Box 4589 (33564) • Plant City, FL 33566
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OCALA, FL

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KOMATSU

A SALUTE TO A CUSTOMER

ORION CONSTRUCTION COMPANY, INC.

New Smyrna Beach, Fla., company takes on challenging pipe job



Tom Mehegan,
Co-owner



Rita Mehegan,
Co-owner

A couple of years ago, Tom Mehegan made a major change in his company, Orion Construction Company, Inc. For the better part of 20 years, Orion had specialized in laying power lines and fiber-optic cable — much of it at Venetian Bay Town & Country Club, a large community under development in New Smyrna Beach, Fla. When the pipe contractor doing the work at Venetian Bay went bankrupt, the developer approached Mehegan and asked him to take over the pipe work for the job.

"I've known this developer and his partner for more than 30 years, since back when I was in the pipe business myself," Mehegan recalled. "They came to me and said, 'You're about the only guy we know and trust to be able to come out here and actually do this.' At first, I told them I wasn't interested."

There were a few reasons Mehegan was reluctant to take on the job.

"For one thing, this is a big job and we only had seven or eight people working for Orion at the time — and that included me, my wife, Rita, and our two sons. We were going to need

a large number of men and a lot of equipment and it would be an expensive undertaking. Also, I knew it was going to be a tough job because of bad ground conditions — there's water to deal with at all times. The other thing is, I'd become fairly comfortable and could take a few days off whenever I wanted to. This was going to be a major commitment with a lot of hard work and long hours to get it up and going."

Despite all the drawbacks, Mehegan eventually agreed to take it on.

"The developers basically promised five to eight years worth of work right here on this one piece of ground. No moving around. No bidding other jobs. Just working right here. That's a big plus. I know some people might think it's also a risk, that we've put all our eggs in one basket, but I don't really see it like that. For one thing, I have a lot of faith in the developers to do what they plan to do. But if construction here slows or stops, I believe we can survive. I've been President of the Central Florida Underground Utilities Association for several years and I know many people in the business. If I have to, I can go out in the market and find a place to fit in."

Another factor influencing Mehegan's decision to take on the Venetian Bay pipe work was his confidence. "I knew the job would be a challenge, but I also knew the ground and I knew we could do the work successfully."

Good people for a difficult job

To get started, Orion hired what it considered the best employees from among those that were already working at Venetian Bay, and has added new people as necessary. Today, the company has about 40 employees.

"We've been blessed with some really good people," acknowledged Mehegan. "My General

Orion is doing all the pipe work at Venetian Bay, a development under construction near New Smyrna Beach.





Operator Terry McDaniel appreciates the power and speed of Orion's Komatsu PC300LC-7. "We're in bad conditions here and we need a machine that can get in and get the work done fast, and Komatsu excavators do that."



Superintendent, Frank London, has been with me a long time and he's the backbone of what we do. We have many talented operators who help us keep production where it needs to be for the development to proceed on schedule. I also owe a lot to my sons, Tom L. and Chris, both of whom are Vice Presidents of the company. They've really stepped up and delivered since we took this on. They were already working for Orion, but this gives them the chance to see if they like pipe work and if they like the company as a small business or a larger one."

Mehegan's wife, Rita, does all the office work for Orion Construction and owns 50 percent of the business. Their son Tom oversees the Venetian Bay job and is in charge of a directional drilling crew that installs conduit elsewhere in the region. Son Chris handles equipment maintenance and minor repairs, and is in charge of a separate sewer and storm-drain inspection and cleaning business.

Orion Construction is doing all the water, sewer, reuse, storm drain, power and fiber optic for Venetian Bay, which will eventually be an 1,800-residence, Italian-theme, golf and lifestyle community.

"The ground conditions here are the worst I've seen in 35 years," said Mehegan. "It's actually scary at times. We have a level of clay and muck with tremendous water pressure underneath it. That means if we have to lay pipe 10 feet deep, we end up digging down 14 feet to dry it and get below it, then put in three or four feet of rock under the pipe. We average a half a ton of rock per foot of pipe."

The right equipment and the right dealer

After taking over the Venetian Bay job, the first thing Orion needed was equipment. "Back then, there wasn't much equipment to be had," Mehegan noted. "It was in tight supply. I tried a brand that I could get, and wasn't very happy with the results. Years earlier, I had dealt with George Carr at Linder, so I called him and explained our situation. He put me in touch with



Orion co-owner Tom Mehegan credits this Komatsu PC750LC-7 for giving the company the production it needs to stay ahead on the fast-track Venetian Bay job. "With the PC750, we're able to average more than 300 feet of deep sewer per day, more than double what the preceding company on the job was getting on a good day."



Operator Don Williams uses Orion's Komatsu WA320-5 wheel loader to unload de-watering units from a truck. "I've operated a lot of wheel loaders and this is excellent. I love it," Williams said.



Alan Nucci, who, at the time, was the Orlando Branch Manager, and that's when things began to happen for us."

Nucci and Linder Sales Representative Matt Aultman supplied Orion with a Komatsu PC300LC-7, as well as a Komatsu dozer and a Komatsu wheel loader.

"That got us going and we started to get the production we needed to make money, but we weren't there yet," said Mehegan. "We still needed a large excavator for our deep cuts. I wanted a PC750, but Linder didn't have one. They sent me a brand-new PC600 — a beautiful machine — but it just couldn't deal with the ground conditions we have. Remember, we have to move a lot of excess material to get below the water, and it's all very heavy. Well, eventually, Linder found us the PC750 we needed, and since then, we've been extremely productive."

Continued . . .

Orion Construction: a can-do company

... continued



Tom L. Mehegan,
Vice President



Chris Mehegan,
Vice President

Job Administrator Kathy Lamar and General Superintendent Frank "Big Frank" London, who runs the PC750, are two Orion employees that the Mehegans count on to keep the Venetian Bay job running smoothly.

With the PC750, Mehegan says Orion is averaging more than 300 feet of deep sewer per day, more than double what the preceding company was getting on a good day.

"You've got to give your people the right equipment to do the job, and with Linder's help, we were able to do that. I firmly believe that we would not be where we are today if it wasn't for the staff at the Linder Orlando branch. They've treated us like a partner. Now, when I call them for anything, they make it happen."



Operator Lester Williams uses a Komatsu PC138 tight-tail-swing excavator to dig a trench at Venetian Bay.



Linder Industrial Machinery Sales Representative Matt Aultman (left) and Executive V.P. Alan Nucci (second from left), along with PSSR Johnny Bass (far right), work closely with Tom Mehegan to ensure that Orion gets the equipment and service it needs to be successful. "I don't believe we'd be where we are today if it weren't for Linder," said Mehegan. "They treat us like a partner."



In addition to the PC750, Orion's current Komatsu excavator fleet includes a PC300, a PC150, a PC138, a PC78 and PC50. The company also owns a Komatsu WA320-5 wheel loader and a D41 dozer.

"We've been pleased with all our Komatsu equipment, especially the track hoes," said Mehegan. "A big advantage of the Komatsu excavators is that we can multitask with them. In other words, our operators can lift and swing at the same time, which gets the dirt out quicker, which is how we make money. Another aspect is fuel efficiency. We tested our PC300 against a leading competitor and the Komatsu uses less than half the fuel of the other brand."

Can-do company

With the right equipment and right people in place, Mehegan says the Venetian Bay job is now going very well.

"We're a key part of the team because we have to do our job before the others can do theirs. So my position is, you tell us what you need from us and we'll do our best to get it done."

"I think some of what we bring to this job is a can-do attitude," said Mehegan's son Tom, who oversees work at Venetian Bay. "We're honest and straightforward with our customer. We're well-organized, which keeps us productive, and we maintain very low overhead — our headquarters is basically a trailer on the jobsite."

"Also, there's no substitute for hard work, and we're willing to work hard," added Chris Mehegan. "We start early. We stay late. We do whatever it takes to deliver our end of the project so roads can be paved and houses and stores can be built."

As for the future of Orion Construction, after Venetian Bay, Mehegan says it's up to Tom and Chris.

"My plan is to see this project through. After that, it will be up to the boys to determine what they want to do with the business. I'm happy that both of them wanted to work here. They're both certainly assets to the company. We didn't give them anything except a job and they've grown from there. My guess is that they'll want to continue in the pipe and dirt business after this job is over." ■



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A SALUTE TO A CUSTOMER

GOLD COAST EQUIPMENT

Ocala, Fla.-based equipment-rental operation specializes in personalized service



Tim Thomas,
VP Sales



Patrick Killian,
Operations Manager

Matt Vilella grew up in the equipment and crane-rental business as part of Gold Coast Crane. When his family sold the aerial-lift division of Gold Coast Crane to a large, national rental house in the late 1990s, Vilella was part of the deal.

"I worked for them for about four years in management capacities," said Vilella. "As part of the sale, I had a non-compete agreement with them. But in 2002, I got out of the non-compete. I immediately came back to my hometown of Ocala, Florida, and decided to get back into the business that I knew best — renting aerial work platforms and forklifts to commercial contractors."

Vilella and his Vice President of Sales, Tim Thomas, opened Gold Coast Equipment in 2002 with themselves, one truck driver, one mechanic and about 100 pieces of equipment. Today, just five years later, the company has two locations (Ocala and Plant City), 50 employees, six transports, five service trucks, and about 550 pieces of aerial equipment plus another 75 pieces of earthmoving equipment.

"Our growth was very rapid," said Vilella. "The name Gold Coast is well-respected throughout the region so it wasn't exactly like starting from scratch. But we still had to prove ourselves to customers. I'm pleased to say I think we've done a good job of that."

Customer-first attitude

Gold Coast Equipment serves commercial contractors throughout central/north Florida — basically anything north of Fort Myers and Fort Pierce.

"What we bring to the table for our customers that the big consolidator rental houses can't match is personalized service and a customer-first attitude," said Vilella. "With Gold Coast Equipment, you're more than just a number. We build relationships. And we do that, not just by meeting their needs, but by going above and beyond the call of duty to get them what they need, when they need it."

"It's really all about customer service," added VP Sales Tim Thomas. "We're a large, independent rental house. Our equipment is at least as good as, and probably better than, the chains. We have excellent availability, our pricing is competitive and our delivery time is comparable. We're big enough to meet customers' needs, but small enough to actually care about their business. Plus, if you have a problem with anything, it's very easy to reach somebody in upper management at Gold Coast Equipment who can make things right."

In addition to Vilella and Thomas, key personnel at Gold Coast include Operations Manager Patrick Killian, Ocala branch Service Manager Tom Fercolow, Plant City Branch Manager Carolyn Prescott and Plant City Branch Service Manager Ron Lovell.

Headquartered in Ocala, Gold Coast Equipment also has a location in Plant City and plans to open one in Orlando soon.



Komatsu earthmoving equipment

When Villella started Gold Coast Equipment, he offered primarily JLG aerial work platforms. About a year ago, he added Komatsu compact earthmoving equipment from Linder Machinery's utility sales division. The 75-machine Komatsu fleet consists of compact excavators, backhoe loaders, compact track loaders and track skid steers.

"We went with Komatsu because, number one, we wanted quality equipment," said Villella. "That's the way we want our customers to view us. When they think of Gold Coast Equipment, we want them to think of us as the gold standard of equipment, and there's no question that Komatsu is one of the top names in the equipment industry."

"The other reason we went with Komatsu was because of Linder Industrial Machinery. They were very fair in our dealings and provide outstanding service."

Ocala Service Manager Tom Furcolow agreed. "Linder has given us excellent support. If we've got a question, they come right out. I also appreciate the ease of serviceability of the units and the user-friendly 'My Komatsu' Web site, where we can look up and order parts."

Long-term optimism

Villella says Gold Coast Equipment has certainly felt the effects of the slowdown in Florida's construction economy during the past year to year and a half. He expects it to continue to be slow-going for a time while the housing situation straightens itself out.

"We're in a cyclical industry and that's just the way it is. I'm hopeful that we may start to see an upswing after the election this year. In the meantime, we're making whatever adjustments we have to make and doing our best to stay as busy as we can."

Long term, Villella remains very optimistic.

"We have a game plan for growth," he said. "We already know we're going to open a branch in Orlando and have already picked out the location. Beyond that, we'll look



Gold Coast Equipment added Komatsu earthmoving equipment (compact excavators, compact track loaders, and backhoe loaders) to its rental fleet last year. "We went with Komatsu because we wanted quality equipment and Komatsu is one of the top names in the industry," said Owner Matt Villella.



With six transport trucks, Gold Coast Equipment delivers machines to customers throughout north Florida. "Our calling card is personalized service and a customer-first attitude," said Owner Matt Villella. "With Gold Coast Equipment, a customer is more than just a number."



Gold Coast Equipment has its own mechanics and full-service shop to repair and maintain equipment.



Tom Furcolow,
Service Manager



Ward Bell,
New/Used
Equipment Sales

to open other locations as the time is right. Fortunately for us, it looks like much of the future growth may be in north Florida because there's much more open land up here. As that growth occurs, we want to be in place to take advantage of it." ■

A SALUTE TO A CUSTOMER

BIO TECH ENVIRONMENTAL SERVICES

This company handles maintenance needs for all commercial water and wastewater entities

Bio Tech Environmental Services is owned by Utilities, Inc., one of the largest privately owned water and wastewater utilities in the nation. Utilities, Inc. owns hundreds of utilities, primarily throughout the Midwest and southeastern states.

With offices and operations in Columbia, S.C., and Charlotte, N.C., Bio Tech Environmental Services is responsible for building and plumbing well houses, laying pipe, and setting tanks.

"We do some new construction — take out old force mains and put in new ones — but most of what we do is rehab work," said Allen Baker, who does mechanical maintenance for Bio Tech. "We keep well houses running and

we repair lines that break. We're also on call 24 hours a day and seven days a week for emergencies."

The Columbia Bio Tech Environmental operation services customers from the Columbia area to Georgetown, on the Atlantic coast. Including management personnel, the company employs about three dozen people.

Komatsu compact excavators

Bio Tech Environmental doesn't lay miles of large-diameter pipe, so it doesn't need large equipment — but the company does use utility-size machines for its digging, pipe laying and repair, and cleanup needs. A couple of years ago, when looking for a compact excavator, Bio Tech demo'd three top models including a Komatsu PC35.

"There really was no comparison," said Baker. "The Komatsu significantly outperformed the other compact excavators. It's smooth. It's powerful. It has a high and a low range of gears, which I like. And something we really appreciate is a four-way blade, which angles to the right or left and makes it much easier to cover ditches back up."

"I really like the PC35," agreed Bio Tech Environmental operator Reymundo Villegas. "It's a comfortable machine, it runs great, and with the zero tail swing, I can really get into some tight spaces and still have room to work. Best of all, the pivot point for the bucket lets me push material at an angle, rather than just straight ahead."

Shortly after getting the first PC35, Bio Tech bought a second one, plus a WB140 backhoe loader.

"All three Komatsu utility machines have been bulletproof — no problems whatsoever,"

Bio Tech Environmental Services owns two Komatsu PC35 hydraulic excavators, primarily to install, repair and service water and sewer lines.





Bio Tech Environmental Services operator Reymundo Villegas uses a Komatsu PC35 compact excavator to clear brush around a well house near Columbia, S.C. "I demo'd three top brands when we started looking for a compact excavator and the Komatsu significantly outperformed the competition," said Allen Baker of Bio Tech.

reported Baker. "We probably have more than 3,000 hours on them at this point, and mechanically, it's all original equipment. Swing-boom cylinders, tracks, everything's still in good shape."

Bio Tech also appreciates the dealings it's had with Linder Industrial Machinery and Sales Representative Matt Caldwell.

"Matt's been great and Linder is very easy to work with," said Baker. "We've never needed any service or major parts because the machines have worked so well. But Linder's Columbia branch always has the oil, filters and routine items we need and they've been helpful in any way we've needed them."

Future growth likely

Bio Tech Environmental has been in the Columbia area for almost 20 years, but initially was only involved in sludge removal. It wasn't until four or five years ago that the company got into the maintenance of water systems.

Bio Tech currently has three "dig crews" operating out of Columbia and Charlotte, N.C. Baker says that number will probably grow to five or six in the coming years.



Allen Baker of Bio Tech (left) worked with Linder Industrial Machinery Utility Sales Rep Matt Caldwell in purchasing two Komatsu PC35s and a WB140 backhoe loader. "Matt and Linder have been great, but we've never needed service or major parts because the machines have worked so well."

"Utilities Inc., which operates in 17 states, is the second-largest corporation in the country in the water and wastewater industry. At Bio Tech Environmental, we're growing and we certainly want to keep growing. That's the idea for the future. We believe we have a lot to offer our clients and their customers regarding water services." ■

UTILITY FOCUS

UTILITY EQUIPMENT EXPERTS

Linder's already substantial commitment to the utility market grows considerably



Michelle Fain,
Utility Sales
Manager

When Komatsu started marketing utility-size equipment in the U.S. about a decade ago, Linder Industrial Machinery was one of the first distributors to get on board. Linder's commitment to Komatsu Utility has only grown from that beginning. Today, Linder has 16 sales representative dedicated solely to utility equipment sales.

Last year, Michelle Fain was hired as Linder's Utility Sales Manager. Michelle's background includes 10 years with Ingersoll Rand, four of which she worked in the utility division. In her last year with IR, Michelle served as the Attachments District Sales Manager for the South Atlantic Region.

"As District Sales Manager, Linder was one of my customers and I was always

extremely impressed with their commitment to the utility business, coupled with their customer-focused philosophy," said Fain. "When Jeff Cox (Linder President) approached me about the job, I knew this was a team I wanted to be a part of."

Recently, Linder has demonstrated its commitment to the utility business by increasing its utility sales force by more than 50 percent. "It's easy to add people — the key is to add the right people," said Fain. "I'm convinced we've done that. The people we've brought on are knowledgeable, experienced professionals who will be able to help our customers find equipment solutions that will provide value and profitability to their business." ■





Christina Clark



Larry Beaver



Phillip Hilton



Brandon Ray



Barry Magoon



Tom Holcombe



Matt Caldwell



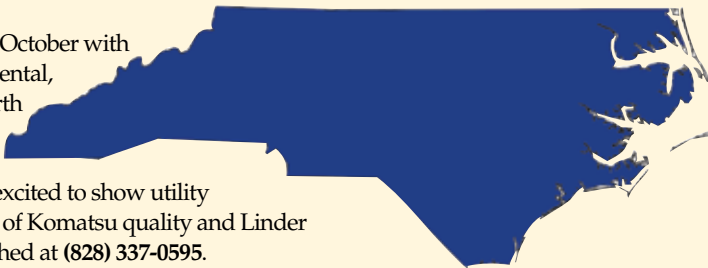
Edwin Bailey



Chad Thompson

Linder Utility Sales Team North Carolina

Christina Clark joined Linder Machinery in October with nearly eight years of experience in equipment rental, including utility equipment. She covers six North Carolina counties — Henderson, Transylvania, McDowell, Rutherford, Buncombe and Haywood — from the Asheville branch. "I'm excited to show utility customers in my territory that the combination of Komatsu quality and Linder support is tough to beat." Christina can be reached at (828) 337-0595.



Before joining Linder three years ago, **Larry Beaver** worked nearly 13 years in the equipment-rental industry and got to know Komatsu's reputation for quality very well. "It always had a good name in the industry for its larger equipment, and now it's building on that with quality utility machines. Linder has dedicated itself to growing that side of the business." Beaver works from the Charlotte branch and covers Mecklenburg, Gaston and Cleveland counties. Larry can be reached at (704) 400-0396.

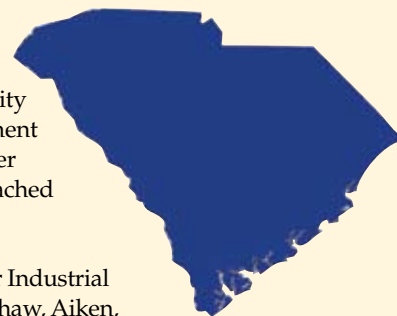
Phillip Hilton is the newest member of the Linder utility sales team. Phillip joined Linder the end of October after three years of outside sales with a rental company. He will work with North Carolina customers in an area primarily east and south of Charlotte. "I'm familiar with the territory and many of the customers. I look forward to working with them in my new capacity because I know Komatsu makes excellent equipment and Linder is great at backing it up." Phillip can be reached at (704) 201-3283.

Based out of the High Point branch, **Brandon Ray** covers Guilford, Randolph, Forsyth and Davidson counties. He started with Linder in October, bringing four years of experience in selling equipment with him. "Having worked in the industry, I know that Komatsu has quality equipment. That's a big reason why, when I chose to get back into selling equipment after being out of the industry for a while, Linder appealed to me." Brandon can be reached at (336) 451-6058.

When **Barry Magoon** joined Linder in October, he brought 15 years experience in compact equipment with him. Now serving Wake, Johnston and Durham counties from the Raleigh branch, he sees many of the same customers he had before. "The use of utility equipment is expanding greatly, and Linder is taking a head-on approach to show customers the benefits Komatsu machines have." Barry can be reached at (919) 227-6860.

Linder Utility Sales Team South Carolina

Tom Holcombe has been covering upstate South Carolina for three years from the Greer location. His territory includes Greenville, Spartanburg, Pickens and Anderson counties. He now works with customers on their utility equipment needs, after spending several years selling other types of equipment before joining Linder. "Linder has always been known for outstanding dealer support, which I think will impress many utility customers." Tom can be reached at (864) 449-7246.



Matt Caldwell covers the Midlands territory of South Carolina for Linder Industrial Machinery out of its Columbia branch, including Richland, Lexington, Kershaw, Aiken, Orangeburg and Newberry counties. He joined Linder in November of 2002 with a background in landscaping and irrigation work. "It's a pleasure to help my customers find the right equipment to fit their needs. With Komatsu, I truly believe we're getting them the best." Matt can be reached at (803) 600-6457.

Edwin Bailey joined Linder in August of 2007 after working in sales for another equipment dealer in Nashville, Tenn. He works out of the Conway office and covers Horry, Florence, Darlington and Marion counties. "I grew up in South Carolina, so coming to Linder was an opportunity to come back home. Plus, it was a chance to work for a quality organization selling a topnotch product. That really made it an easy decision." Edwin can be reached at (843) 296-8324.

Chad Thompson can be found promoting utility sales in the Low Country of South Carolina, covering much of the coastal area. He's been working out of the Charleston office since May 29 and joined Linder after working with his father-in-law in construction in Connecticut. "With my experience in construction — and also selling compact utility machines for another manufacturer — I know the value of this equipment. I'm glad I can use that knowledge to benefit our customers." Chad can be reached at (843) 296-5821.

Linder's utility experts

... continued



Peter Lippis



Dan Allen



Tom Pyne



Steve Schneider



David McQuiston



Adrian D'Arts



Bob Minervini

Linder Utility Sales Team Florida

Peter Lippis works out of the Pembroke Pines office, covering Miami-Dade and Monroe counties, including the Florida Keys. He started with Linder on Aug. 13, 2007, after spending the previous three years selling equipment for another manufacturer in Miami. "I liked the Komatsu brand because I used to go up against them and I used to lose a lot because they had a good product and a good price. So I said 'If you can't beat them, join them.'" Peter can be reached at (305) 216-8970.

Dan Allen is in his second tour of duty with Linder, having served as a main-line Sales Rep from 1979 to 1990. He returned to the company as a Utility Sales Rep in July of 2003, working out of West Palm Beach and covering Palm Beach, Martin, St. Lucie and Indian River counties. "I've had experience selling other lines of equipment and I can tell you Komatsu quality ranks with the best. I wouldn't have come back to Linder if that wasn't the case." Dan can be reached at (561) 722-0879.

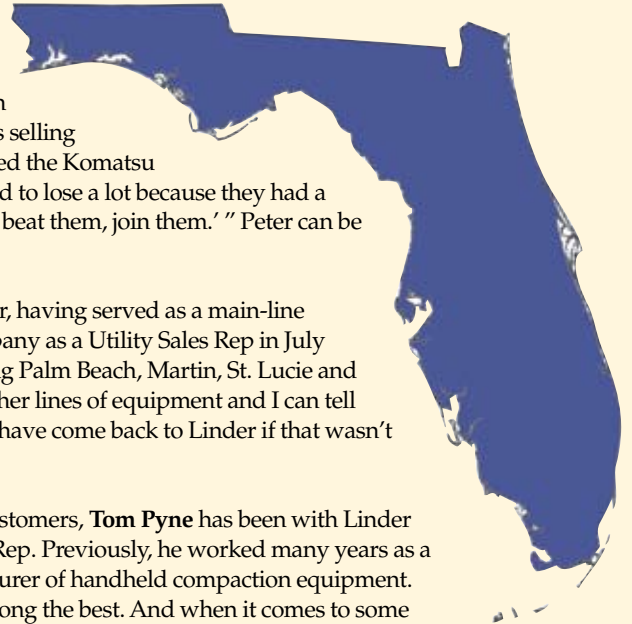
Based out of Fort Myers and serving Gulf Coast customers, **Tom Pyne** has been with Linder Industrial Machinery for five years as a Utility Sales Rep. Previously, he worked many years as a factory rep with the Wacker Corporation, a manufacturer of handheld compaction equipment. "Product-wise, there's no question — Komatsu is among the best. And when it comes to some machines, specifically compact excavators, I don't think anybody else is even close." Tom can be reached at (239) 633-0301.

Steve Schneider joined the Linder utility team in Plant City in April 2006, following more than 10 years of equipment-rental and compact-sales work, mostly in west-central Florida. "Komatsu utility equipment is very good. Plus, at Linder, we have competitive prices and aggressive financing programs. When you look at bang for the buck, I think it would be hard to top what we have to offer." Steve can be reached at (813) 299-1284.

David McQuiston, Utility Sales Rep for the Tampa area, has only been with Linder since late last summer, but he has more than 12 years of experience in the utility equipment industry. "I've spent more than a decade in utility sales in the region, and I can tell you, Linder has a great reputation for customer service and overall support. That's why, when the opportunity arose to come to work here, it was a pretty easy decision for me." David can be reached at (813) 781-3289.

Based in Orlando, **Adrian D'Arts** made his first utility sale in August 2000. "I was Linder's first Utility Sales Rep and I think I might have been the first, dedicated Komatsu utility salesman in the country. I took the job because I used to vacation here frequently and every time I came, I was amazed at how much Komatsu equipment I'd see out on jobs. I figured it must be good equipment and Linder must be a good company. I've certainly found that to be the case." Adrian can be reached at (407) 467-9081.

Bob Minervini works with customers in east Orlando, as well as Brevard, Volusia and Seminole counties. Bob has considerable experience in compact equipment, and has been with Linder for six years. "I think what sets Linder apart from the competition is its commitment to service and parts. Because of that commitment, it's a lot easier for a sales rep to take care of his customers and that was a big factor for me in coming to work here." Bob can be reached at (407) 467-7822.





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PRODUCT NEWS

WHEELS OR TRACKS?

What to consider before you buy a compact track or skid steer loader

Wheels or tracks?



Both compact track loaders (CTL) and rubber-tire skid steers (SSL) offer numerous advantages to help make your business efficient and productive. Use the chart below as a guide when consulting with your Komatsu sales professional about the purchase of a new or used CTL or SSL.

In Comparison

Komatsu Models	SK1020-5	CK30-1	SK1026-5	CK35-1
Machine Type	SSL	CTL	SSL	CTL
Rough Terrain		X		X
Poor Ground Conditions		X		X
Pavement	X		X	
Snow and Ice	X		X	
Materials Yard	X		X	
Hard Surface-Recycling	X		X	
Gradeability		X		X
Tight Turns-Spin Turns	X		X	
Flotation		X		X
Max Travel Speed	X		X	
Rated Operating Capacity/lbs.	2,000	2,485	2,650	2,755
Percent of Tipping Load	50	35	50	35
Tipping Load/lbs.	4,000	7,100	5,300	7,870

Brief Specs

Model	SK815-5	SK820-5	SK1020-5	SK1026-5	CK30	CK35
Loader Type	Radial	Vertical	Radial	Vertical	Radial	Vertical
Rated Capacity	1,550 lbs.	1,900 lbs.	2,000 lbs.	2,650 lbs.	2,485 lbs.	2,755 lbs.
Power	54 hp	54 hp	84 hp	84 hp	84 hp	84 hp

In the last five years, the market demand for Compact Track Loaders (CTL) has more than doubled in size, speaking volumes for the capability and versatility of these rubber-track machines. Because of this surge in sales, many in our industry speculated that the track machines would completely replace rubber-tire skid steer loaders (SSL). After gaining experience with both types of machines, owners and manufacturers have learned that each machine (SSL or CTL) has its place.

The skid steer loader is very agile and quick, making tight and spin turns easily. It operates well on solid or relatively dry soils and on hard and abrasive surfaces. Tires are considered a maintenance item and can be economically and quickly replaced when worn.

Compact rubber-track loaders excel not only on dirt, but in less-than-ideal traction conditions. The CTL can work effectively in wet, muddy and soft soil or where wheels can't go. The key to their success is the added flotation provided by the large surface area of the tracks riding over the ground. The long and wide track surface also allows CTLs to work on slopes where a wheeled machine would tip.

Compact track loaders are not as well-suited as skid steer loaders to applications that require tight turns (spin turns) or on abrasive surfaces. Although they will work effectively on abrasive surfaces, track wear will accelerate and new tracks cost about four times more than new tires.

"The best suggestion we can make to prospective purchasers is to clearly understand the strengths of the SSL versus the CTL, and have a clear picture of the machine's intended work environment before deciding which machine will be best suited for those purposes," said Bob Beesley, Komatsu Product Manager. ■

NEW PRODUCTS

NEW SMALL WHEEL LOADERS

Variable traction control system gives Dash-6 models firmer footing

Improving on what was already a good thing is never easy, but Mike Gidaspow, Komatsu Product Marketing Manager for Wheel Loaders, says Komatsu did it with the launch of its new Dash-6 models of the WA200, WA250 and WA320 wheel loaders. The main reason: they now offer the advantage of variable traction control.

Variable traction control allows operators to fine-tune the machine to match ground conditions. The traction control switch reduces the tractive effort of the machine when traveling at low speed. Combined with torque proportioning differentials, or optional limited-slip differentials, the variable traction control provides several benefits.

"The WA200, WA250 and WA320 have long been trusted, versatile machines in road work, utility, agricultural and a host of other applications," noted Gidaspow. "With the enhancements we've made, such as variable traction control and Tier 3 engines, users are going to find them to be even more effective and productive."

Each loader has three variable traction control modes (A, B and C) that offer different levels of traction control. The A mode allows for 75 percent tractive effort, B provides 65 percent and C offers approximately 55 percent.

"The previous models had only one level of traction control, which was basically on or off. With the new WA200-6, WA250-6 and WA320-6, users get three," noted Gidaspow, who added that parallel tool carrier versions will be coming very soon. "The variable traction control offers an advantage when operating on soft ground where the tires are apt to slip. It eliminates excessive bucket penetration and reduces tire slippage during stockpile loading to improve the work efficiency."

"Komatsu's hydrostatic loaders have always had a great deal of pushing power, and these are no different," Gidaspow added. "Usually, that's good, but sometimes it can be too much power. In those instances, the tires tend to spin, so the power isn't going to the ground. With the variable traction control, the operator can reduce the pushing power and the spin. Reducing tire slippage will extend tire life, and with tire prices climbing, that will make a big difference in the bottom line."

S-mode, Max. traction

An S-mode is also standard, and provides optimum driving force for operation on



Mike Gidaspow,
Product Marketing
Manager Wheel Loaders

Continued . . .

Brief Specs on Komatsu Dash-6 Wheel Loaders				
Model	Net hp	Operating weight	Bucket Capacity	Breakout force
WA200-6	126 hp	23,160-23,457 lbs.	2.2-3.2 cu. yd.	18,298-23,038 lbs.
WA250-6	138 hp	25,441-25,904 lbs.	2.5-3.5 cu. yd.	24,250-30,535 lbs.
WA320-6	167 hp	31,590-32,070 lbs.	3.0-4.2 cu. yd.	24,870-33,380 lbs.

Komatsu's new small wheel loaders have variable traction control, which allows operators to fine-tune the machine to match ground conditions. Each loader has three variable traction control modes that offer different levels of traction control from 75 percent to 55 percent tractive effort.



New features offer efficiency, operator comfort

... continued

slippery road surfaces. "Many contractors also do snow removal in the winter, and the S-mode is well-suited for those conditions," said Gidaspow. "It changes the tractive effort curve to reduce slipping when traveling at a low speed."

A Max. traction switch is also standard and is located on the work equipment control lever, so it's easy for the operator to turn it on or off. When the traction control is on or S-mode is selected, pushing the Max. traction switch cancels the setting of the traction control temporarily and increases the tractive effort to full. Pushing the switch or changing from forward to reverse again automatically returns the tractive effort to its set value. That's useful for operations such as stockpile work, which requires temporary, large tractive effort.

Like Komatsu's other Dash-6 models (WA380 through WA480), the new WA200, WA250 and WA320 are powered by ecot3, Tier 3-compliant, turbocharged engines that reduce emissions without reducing power or fuel efficiency. Each model got a boost in horsepower and operating weight that helps increase tipping loads compared to its predecessor.

Also new is a hydraulically driven, auto-reversible fan. When the switch is in the automatic position, the fan intermittently revolves in reverse for two minutes every two

hours and can be easily reprogrammed for other cycles.

"The auto reverse fan works great in high-debris applications by keeping the radiator cleaner and reducing the amount of time the operator has to spend outside the machine cleaning it out," Gidaspow said. "It works automatically, but the operator can also manually reverse the fan if he feels it is necessary, depending on conditions."

An outstanding choice

Less time cleaning the radiator means more time in the cab, which is larger and more operator-friendly. Komatsu moved the air-conditioning system from the back to the front to allow more space for seat adjustment. An electronically controlled directional lever lets the operator change direction with the touch of a finger, without removing his hand from the steering wheel, which is on a tiltable steering column. A multifunction control lever, integrated with a forward and reverse switch, allows easy operation to reduce fatigue and increase controllability. An adjustable wrist rest is standard, as is a right-side control panel where the operator can control the speed range, maximum travel speed in first gear, tractive effort and reversible fan. Wide, pillarless, flat glass provides excellent front visibility.

The improved Equipment Management Monitoring System (EMMS) is mounted in front of the operator for easy viewing, so he can check gauges, warning lights and feature functions, such as action-code displays and replacement-time notices.

"Also standard is KOMTRAX, Komatsu's remote monitoring system which can send location and other valuable information about the machine to a secure Web site, where Komatsu and its distributors can track error codes and schedule maintenance," said Gidaspow. "Komatsu offers five years of free service, which is unprecedented in the industry. It's just another advantage that Komatsu offers on these new machines. Along with all the other features the WA200-6, WA250-6 and WA320-6 have to offer, they are outstanding choices for anyone who uses these size classes of wheel loaders." ■

Komatsu added its ecot3, Tier 3-compliant turbocharged engines to the new WA200-6, WA250-6 and WA320-6 wheel loaders for better fuel efficiency with lower emissions.





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NEW LINE

LINDER ADDS NEW PAVING LINE

The Wirtgen Group is world's No. 1 producer of mobile road-construction equipment

Linder Industrial Machinery is pleased to announce that it now carries the industry-leading Wirtgen Group of road construction products. The Wirtgen Group consists of Wirtgen milling, cold recycling and

stabilizing equipment; Vögele asphalt pavers; and Hamm soil and asphalt compactors.

With 70 percent of all mills, 40 percent of all stabilizers, 38 percent of all asphalt pavers and more than 10 percent of all rollers sold in the world — the Wirtgen Group of products is the clear world leader in commercial and highway-class asphalt-paving equipment.

The innovative products available through the Wirtgen Group include a full range of Vögele pavers, from highway class down to the Super 700, which is made for paving in tight quarters such as trenches, alleys and paths. Hamm rollers offer the exclusive "oscillation compaction" technique, in which the roller drum maintains consistent contact with the ground, as opposed to the traditional pounding method. As for milling machines and stabilizers, the Wirtgen name is synonymous with performance, as is indicated by the stunning market share both products command.

"We're excited to be able to offer Wirtgen Group products to our customers throughout Florida and the Carolinas," said Linder Industrial Machinery President Jeff Cox. "Vögele pavers, Hamm rollers and Wirtgen milling machines are renowned not only for their innovations, but also for their productivity and reliability. We look forward to getting the products in the hands of road-building customers so they can see the performance advantage for themselves."

Linder will, of course, provide full support services for all of the Wirtgen paving-related products, just as it does for all the earthmoving, material-handling and utility equipment it sells. ■



Part of the Wirtgen Group of road construction products, Vögele offers a complete line of commercial and highway-class asphalt pavers.



Wirtgen has a 70 percent share of the world milling machine market, making it a dominant number one in the industry.

Hamm rollers are also part of the Wirtgen Group of products, now available at Linder Industrial Machinery. Hamm makes a complete line of award-winning soil compactors, as well as asphalt rollers that utilize a unique oscillation technique for faster, more effective compaction.



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Asphalt Pavers



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because you always get what you pay for.

Now the best is all in one place! Linder Industrial Machinery Company is proud to add the Wirtgen Group to its product lineup to help your business succeed. The Wirtgen Group includes a full range of milling and cold recycle equipment, soil and asphalt compactors and asphalt-paving equipment that is built to last, made to perform and costs less to operate. Nothing's built like a Wirtgen; that gives you the competitive edge. Winning by Design!



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KOMATSU & YOU

"A GREAT TIME TO BE PRESIDENT"

Komatsu America Corp.'s new President views current construction economy as an opportunity



Hisashi "Jim" Shinozuka,
President/COO,
Komatsu America Corp.

This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.

In April 2007, Hisashi "Jim" Shinozuka was appointed President and Chief Operating Officer of Komatsu America Corp.

Born and raised in Osaka, Japan, Jim earned a law degree from Waseda University in Tokyo. Upon graduation in 1978, he joined Komatsu, starting in production control at the Oyama factory where Komatsu engines are made.

Since that initial job, Jim has held many positions, with numerous postings around the world, including stops in Mexico, Istanbul and Miami. Immediately prior to becoming President of Komatsu America, Jim served as General Manager, Americas and European Business Division at Komatsu Ltd. global headquarters in Tokyo.

Upon accepting the position of Komatsu America President, Jim and his wife, Hiroko, moved to Chicago, home to Komatsu's North American headquarters. The Shinozukas have two children, a married daughter and a son who's attending university in Japan.

"I'm pleased and excited to be a part of Komatsu America Corp.," said Jim. "Chairman Dave Grzelak and I work together as a team to set policy, implement strategy and to constantly monitor the construction equipment industry and our place in it. It's my job to see that Komatsu America is always moving in the right direction, and that we're taking the necessary steps that will allow us to best serve our employees, our distributors, and most of all, our customers."

QUESTION: You became President of Komatsu America Corp. in April of 2007. Is this a good time to be President of Komatsu America?

ANSWER: Clearly, it's a more challenging market than we've seen for the last three or four years, primarily because of the housing slowdown. Exactly how challenging remains to be seen. We're predicting that overall construction equipment sales in North America in 2008 will be decreasing from 2007. Due to substantial growth for Komatsu in Asia, in particular in China, that means North American sales will account for about 20 percent of Komatsu Ltd.'s total sales, whereas in recent years, it was about 30 percent.

That said, I think it's a great time to be President of Komatsu America. Any manufacturer can sell equipment when demand is booming. But in a somewhat tighter market, you need to be a cut above. I believe Komatsu and its distributors are a cut above, and our present economic environment presents an excellent opportunity to prove that to our customers.

QUESTION: In your opinion, what makes Komatsu "a cut above" its competition?

ANSWER: Quality and reliability are the keys to everything we do as a manufacturer. Our mission is to supply high-performance and high-quality products and services to our customers. We believe we have the most productive and most efficient machines in the world. Our effort now is to improve our customer relationships. Of course, we have always tried to work with our customers to meet their needs, but this is a renewed point-of-emphasis for us this year.

QUESTION: How do you go about improving relationships with customers?



With the KOMTRAX machine-monitoring system, which is installed on virtually all Tier 3 Komatsu machines, contractors can track their equipment's performance from a laptop or office computer.

ANSWER: We believe our KOMTRAX machine-monitoring system is tremendously beneficial for our customers and will go a long way toward cementing a relationship. The KOMTRAX system provides the customer with information, including location, service-meter readings and fuel efficiency reports. With the customer's approval, his Komatsu distributor also has access to the information and can use it to take care of basic maintenance services, track machine performance and offer advice regarding possible repairs or component replacements that will save money, lessen downtime and improve performance over the long term.

With KOMTRAX, Komatsu, our distributors and our customers are working together as a team to improve machine performance, productivity and owning and operating costs. We see it as a win-win-win relationship that improves communication and benefits everybody.

QUESTION: Don't most manufacturers have a similar machine-monitoring system?

ANSWER: Many do offer such a system, but there are big differences between their systems and ours. For example, KOMTRAX is standard, factory-installed equipment on virtually all new Tier 3 machines. It's not just offered as an add-on from the dealer. That's because Komatsu doesn't view KOMTRAX as a commercial product to sell, but rather as a tool that enhances communications among the customer, distributor and Komatsu. As a result, Komatsu can offer a better fleet-management opportunity to our customers. With KOMTRAX, customers can expect higher productivity and lower cost per ton.

QUESTION: Other than KOMTRAX, what differentiates Komatsu equipment from the competition?



Komatsu America Corp. President Jim Shinozuka believes Komatsu's current product lineup is "the best it's ever been," and says the company's target is to have two-thirds of its products be "unique and unrivaled."



Komatsu commits a substantial amount of its annual sales to research and development, which allows it to remain a technological leader, producing advancements like the ecot3 engine.



ANSWER: We commit substantial spending on research and development (R&D) to ensure that we remain an industry leader, in particular regarding technologies that make our machines more productive and more efficient. This R&D commitment enables us to continually release new and updated products.

We believe right now our product lineup is the best in our history and we also think it's the best available. Our target during the next year or two is to have two-thirds of our product lineup be clearly and demonstrably superior to any competitive machine. The Japanese word for such equipment is "Dantotsu," which means it's unique and unrivaled.

QUESTION: Komatsu sometimes refers to itself as a "total solution provider." What does that mean?

ANSWER: It means we cover all the bases for our customers. We offer all types of machines and all sizes, from the smallest to the largest. It means that, in conjunction with our distributors, we're able to provide the parts and service support to keep that equipment up and running. And most of all, it means we're committed to helping our customers succeed, in any way we can. ■



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MANUFACTURING UPDATE

NEW PLANT

Hensley Industries' new foundry increases availability of ground-engaging tools for mining machines

Hensley Industries, part of Komatsu Ltd., officially inaugurated its new foundry in Dallas with a ribbon-cutting ceremony and tour of the facility last November. The new foundry will focus on ground-engaging tools for the mining industry and features a capacity of 1,300 tons of castings per month.

Ralph Huebner, Hensley's Executive Vice President for Sales and Marketing said there were two primary reasons the plant was needed. "Our products have gained worldwide acceptance, and with the explosion in the construction and mining industries in the past few years, this new foundry allows us to expand capacity and bring product to the market quickly."

With nearly 2,000 products, Hensley Industries has long been a leader in the manufacture of ground-engaging tools for earthmoving and mining equipment, including the KMAX tooth system, which features a reusable locking mechanism for quick installation and removal. Hensley also has an attachment division that produces such products as buckets.

"This plant sets up Hensley as a major supplier of mining castings for Komatsu, and offers consistent high-quality supplies with efficiencies for cost control to keep the plant viable for a long time," noted Paul Rudd, General Manager-Manufacturing for Hensley, who helped design the new foundry.

"We're very proud of what we accomplished. We set out to build a very modern facility that was environmentally friendly and an asset to our neighbors. We've done that by investing in such items as a dust-collection system and noise suppression. We also recycle nearly 100 percent of the waste products produced during the manufacturing process. It's truly state-of-the-art."

Kunio Noji, President of Komatsu Ltd., addressed the crowd and helped cut the ribbon, which was held by several local schoolchildren at the 40,000-square-foot facility. Komatsu America President Jim Shinozuka and Komatsu Ltd. President Customer Support Mamoru Hironaka also were among the more than 200 people attending the event.

During his address, Komatsu Ltd. President Noji noted the reasons for the company's investment in the plant. "There were three reasons we chose to partner with Hensley to promote the growth of our companies," Noji said, "First, the people of Dallas are friendly and warm. Second, the people working in the Hensley factory have a high level of skill. Finally, Hensley has the ability to quickly respond to customer requirements, including development and design work. It has a history of quality products and service." ■

Komatsu Ltd. President Kunio Noji (below right) spoke before the ribbon-cutting ceremony that officially inaugurated the new Hensley Industries foundry that makes ground-engaging tools for mining machines (upper left). Hensley General Manager-Manufacturing Paul Rudd (lower left) gives attendees a tour of the new facility.



Ralph Huebner,
Executive VP-Sales
and Marketing,
Hensley Industries



Paul Rudd,
General Manager-
Manufacturing,
Hensley Industries





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SERVING YOU BETTER

TOP TECHNICIAN TEAM

Linder techs win first place at nationwide Komatsu Advanced Technician Competition

A team of technicians from Linder Industrial Machinery won first place at the Komatsu Advanced Technician Competition (ATC), an annual event in which top technicians from across the country compete against each other in a troubleshooting contest. The ATC was held in February at the Komatsu Training Center in Cartersville, Ga.

Technical Trainer Ken Hyme (Charlotte, N.C.) and Technicians Scott Phillips (Greer, S.C.) and Jose Cardoso (Pembroke Pines, Fla.) took home the first-place trophy and prize money in the team competition. Technician Chris Smith (Fort Myers, Fla.) placed third in the D51 dozer competition.

"We're pleased with our performance," said Linder's Florida Technical Trainer Larry Lowe. "We do a little better every year of the event. We're especially pleased with the team title, which demonstrates how well our guys are able to work together to solve a problem."

Ken Hyme, Linder's Technical Trainer for the Carolinas, who was part of the three-man group that won the team competition, says the benefits of participating in the ATC extend well beyond the five technicians who compete.

"The technicians who represent Linder at the ATC are chosen based on their performance in an in-house contest that we conduct," said Hyme. "It involves a lot of studying manuals on their own, so we believe everybody who tries out improves as a result of the experience."

"It's a terrific learning experience for those who compete at the ATC," he added. "They come away with not only a lot of knowledge, but also much more confidence in their ability to get the job done quickly and efficiently for our customers. By reducing the time it takes

to accurately troubleshoot a machine problem, we're helping customers reduce downtime and reduce repair costs, and that's really the bottom line for us." ■



Komatsu VP Service Mike Tajima (far left) and Director of DataKom and Training John McFarland (far right) presented the ATC first-place trophy to the Linder team of (L-R) Jose Cardoso, Ken Hyme and Scott Phillips.



(L-R) Technical Trainer Ken Hyme, Technicians T.J. Iannacone and Chris Smith, Technical Trainer Larry Lowe, and Technicians Scott Phillips, Jose Cardoso and Kenneth Kimball represented Linder at the Advanced Technician Competition (ATC) at the Komatsu Training Center in Cartersville, Ga.

At the ATC, judges from the Komatsu Training Center observe and rate technicians on their troubleshooting skills.



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J.P. MURPHY

Fort Myers contractor turns to Linder for Komatsu Distributor Certified used equipment

Jim Murphy came to the Florida Gulf Coast in 1977, heading up a crew that was doing the underground work at Fort Myers Beach. More than 30 years later, he's still there, but now he owns one of the leading underground utility firms in the Fort Myers area.

"I started J.P. Murphy, Inc. about 11 years ago with just a handful of guys," Murphy recalled. "Today, we have about 60 people and we do large-scale commercial, residential and municipal pipe work, primarily in Lee and Charlotte counties."

J.P. Murphy specializes in installing sewer, water and storm drain. "We work for general contractors, developers, home builders and municipalities throughout the region," explained Murphy. "We've done roads and some site work, but I think we're always better off sticking with what we know best and for us, that's underground utilities. That's our specialty and it's mostly all we do anymore."

The company has done a significant amount of pipe work for the city of Cape Coral, which is in the midst of a multi-year effort to install sewer lines throughout the city. The company has also done utility work for numerous Home Depots as well as for Tern Bay, a large residential development in Punta Gorda.

"Our philosophy is to get the work done fast and give the customer top quality for the dollar," Murphy stated. "Our goal is to provide value for our customers and we must be doing a pretty good job of that because all our work is for repeat customers."

Used equipment he can trust

As J.P. Murphy has grown, so has its need for reliable, productive equipment. For several

years, Murphy has turned to Linder Industrial Machinery and Fort Myers sales representative Pres Bliss for high-quality Komatsu Distributor Certified used machines. Today, the company has as many as 15 such units, including half a dozen Komatsu WA320 wheel loaders, numerous Komatsu excavators ranging up to a PC600, and a couple of small dozers.

Continued . . .



Jim Murphy's company, J.P. Murphy, is one of the leading underground utility contracting firms in the Fort Myers area.

Murphy estimates he owns at least 15 pieces of Komatsu Distributor Certified used equipment, including this PC600LC-6 at work on the Cape Coral sewer improvement project.



Quality used equipment for J.P. Murphy

... continued

"I've always been a fan of buying slightly used equipment as a way to let somebody else pay for the initial machine depreciation, so the Komatsu Distributor Certified program is a perfect fit for my company," said Murphy. "It lets me acquire equipment that I know I can trust, at an excellent price."

Specially trained technicians inspect and rate all Komatsu Distributor Certified used

machines. Late-model, low-hour machines, like the kind Murphy buys, qualify for extended warranties and special rates from Komatsu Financial. "The low interest rates are important to me because they make an affordable machine even more affordable," offered Murphy. "As a result, I've gotten some very good deals from Pres and Linder."

"But the best thing about the program is that I can buy a used machine with confidence because I know Linder is going to stand behind it," he added. "I trust that they're going to take care of me if anything goes wrong. They also have a great track record of providing excellent service to me through the years."

Murphy says virtually all the Komatsu Distributor Certified used machines he owns were less than a year old and had fewer than 3,000 hours when he bought them. "I believe in buying good machines, maintaining them well, and keeping them long term. With my Komatsu Distributor Certified pieces, I expect to get five to eight years out of them, at least."

Continued growth

Murphy says his company is continuing to grow, as is the entire Fort Myers area.

"Southwest Florida has really taken off in the past decade. There's been a little lull recently, but I think everybody's optimistic that in the long term, this area will continue to grow. I suspect we'll continue to grow right along with it." ■



J.P. Murphy's Komatsu Distributor Certified used equipment fleet includes a D39 dozer (above) and as many as half a dozen WA320 wheel loaders (below). "Komatsu Distributor Certified used equipment is a perfect fit for my company because it allows me to acquire equipment I know I can trust, at an excellent price," said Owner Jim Murphy.

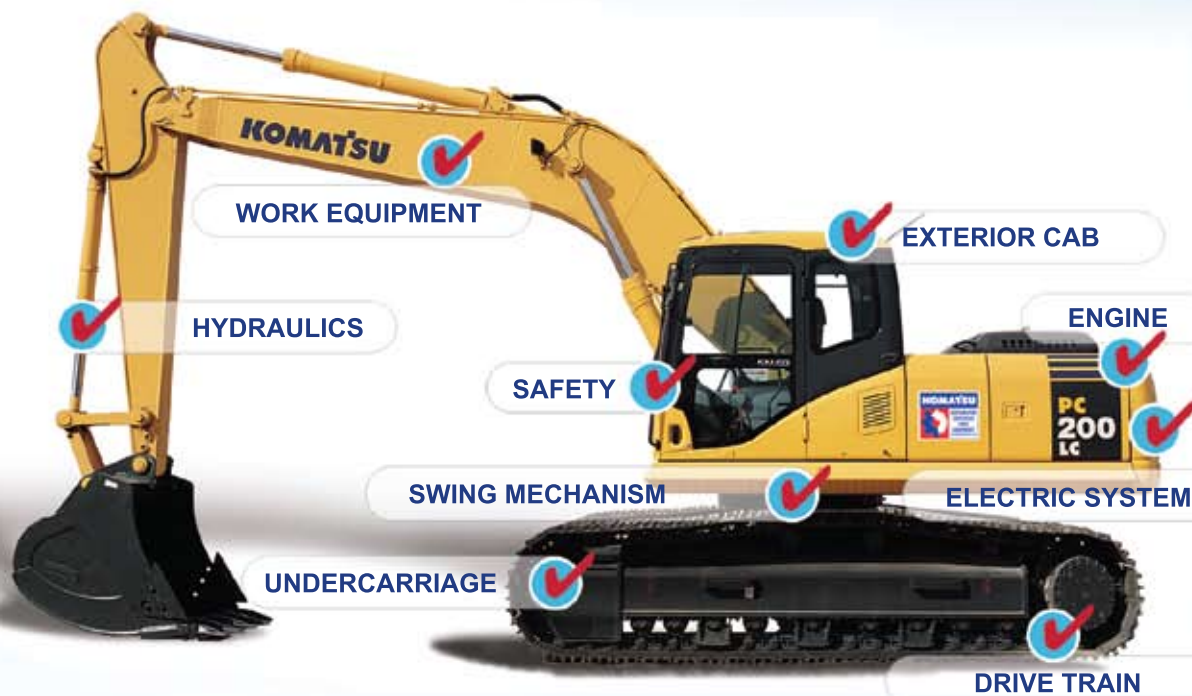


Jim Murphy (left) says Linder and Sales Representative Pres Bliss have always treated him very fairly, which gives him an extra level of confidence in Distributor Certified used machines.



KOMATSU DISTRIBUTOR CERTIFIED USED EQUIPMENT

The next best thing to new.



*If it can be measured,
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Whether you're looking for a high-quality machine that will become part of your fleet, or for a machine that will get you through the busy season, Komatsu Distributor Certified Used Equipment is your best alternative to buying new.

If it can be measured, we measure it! Specially trained Komatsu Distributor Certified evaluators check, measure and diagnose virtually every aspect of the machine. Once the machine meets Komatsu's high performance standards, your local distributor can tailor the machine for your site-specific needs. And to add to your peace of mind, most Komatsu Distributor Certified Used Equipment is eligible for special financing and warranty.

Purchasing Komatsu Distributor Certified Used Equipment makes sound business sense. You'll receive good value for your money and a reliable and productive machine that will get the job done for years to come — we guarantee it!

To learn more about Komatsu ReMarketing's Distributor Certified Used Equipment, contact your local Komatsu Distributor or go to our Web site at www.equipmentcentral.com and click on "used equipment."

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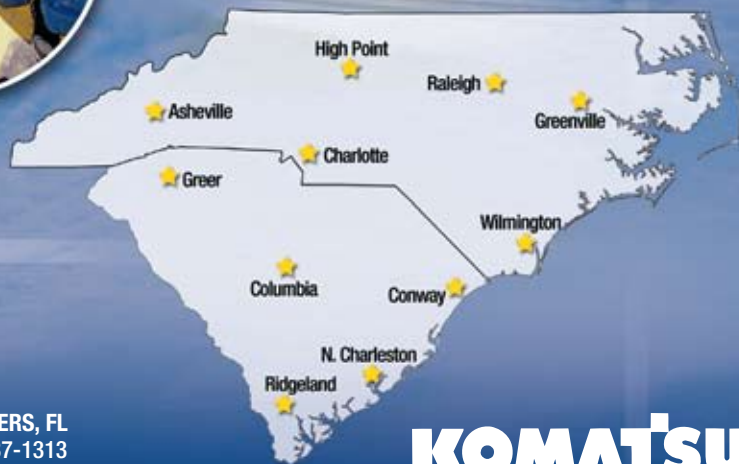
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