

LINDER LINK

A publication for and about Linder Industrial Machinery customers • January 2018

NEW WA200-8 WHEEL LOADER

Learn how parallel-lift linkage and change-on-the-fly couplers provide versatility



Feature Stories:

Pipeline Contractors, Inc. pg. 4

Southard Brothers
Construction pg. 8

New Concord Branch pg. 12

Carlson Products Added pg. 13

MESSAGE FROM THE PRESIDENT



John Coughlin

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spectrum of
products**

LINDER

Dear Valued Customer:

Technology continues to advance rapidly in the construction industry. From machine control to virtual-reality simulators, it seems there's something new every day that involves machinery. At Linder it's our belief that we carry the most technologically advanced equipment in the market from outstanding manufacturers such as Komatsu. It remains miles ahead of the competition when it comes to *intelligent* Machine Control and monitoring to make you more productive, efficient and profitable.

This issue of your Linder Link highlights a few of the machines across the wide range of industries that Komatsu serves. There is an article on the new WA200-8 wheel loader that is well-suited for construction, small quarries, agriculture, landscaping and more. Another talks about the mining-class D375A-8 dozer that can also be used for large construction projects.

Still more point out the advantages of new rigid-frame trucks for hauling mass amounts of material and showcase Komatsu Forest's highly productive lineup of new forwarders that provide excellent production.

Linder and Komatsu want you to get the most out of your machines. That's why we offer comprehensive training and can put you in touch with Komatsu's Business Solutions Group. If you have a question on how to better your operations, if a particular machine is the right fit or something else is on your mind, this team can provide the answers. Read more about the Business Solutions Group inside.

Another valuable resource is Komatsu Financial. The Komatsu & You article on new President Rich Fikis gives insight into how Komatsu Financial works with you to provide the right terms and rates to meet your particular needs when purchasing or leasing equipment.

We thank you for your business in 2017, and hope for your continued prosperity in 2018 and beyond. As always, if there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,
Linder Industrial Machinery Company



John Coughlin
President

LINDER & LINK

A publication for and about Linder customers

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A SALUTE TO A LINDER CUSTOMER

PIPELINE CONTRACTORS, INC.

Northern Florida company thrives by helping meet region's growing housing demand

With a wife and infant son to support, Ron Denmark reached a crossroads in his professional life at just 28 years old. After working in the insurance industry for eight years, Ron, like many other independent agents in Florida, felt the effects of a liability crisis that was weighing down the industry. When another agency offered to buy his firm, he readily accepted.

With a modest start-up fund from the sale of his insurance business in hand, Ron set his sights on a new career as a utility contractor. Although he had no experience in construction, Ron's stepfather, Roy Meredith, had worked in the field for years. "I thought with his connections and my business background, we would set the world on fire," laughed Ron. "Looking back, I wasn't prepared for construction; I learned the hard way."

Nonetheless, Ron opened his contracting company in June 1987, and, in time, it became Pipeline Contractors, Inc. "When we started out, we intended to focus on utilities, but discovered early on that if you don't bid the whole site package, you aren't going to get the job," recalled Ron.

Crawl before walking

What he lacked in experience, Ron made up for by working tirelessly to ensure that his business survived and eventually prospered. "If there's anything I can teach others, it is that a successful person will do what the unsuccessful person doesn't want to do," he shared.

For Ron, some of those things include tackling paperwork late into the evening at his kitchen table or devoting each Saturday morning to answering email. He says that many new business owners today expect instant success without putting in the long days. "They don't want to crawl before they walk. They want to start off walking and being successful," said the President/Owner of Pipeline Contractors.

Today, the company is more than walking; it's running on all cylinders as it specializes in civil construction, including basic land clearing; earthwork; installation of water, sewer and storm lines; as well as concrete work. The majority of Pipeline Contractors' projects take place near the organization's headquarters in Starke, Fla., which is located in Bradford County between Gainesville and Jacksonville. Ron says that this part of the state is seeing the early stages of what he hopes will be steady growth.

"We have some major manufacturing operations and businesses coming into Jacksonville," he reported. "They're planning two huge distribution warehouses and are expected to employ 5,000 people or more."

New job opportunities in the region are fueling a demand for services to support a growing population, which is good news for firms like Pipeline Contractors. "People will need apartments, homes and everything that comes with sustaining a community, from retail to doctors, dentists and schools," predicted Ron.

(L-R) Some key members of Pipeline Contractors, Inc. include President Ron Denmark (with grandson Tripp), Office Manager Jo Ann Denmark, Marketing Manager Katy Outlaw, Project Manager Marney Best, Human Resources Director Tonya Johnson, Estimator Linda Brown, and Construction Surveyor Terry Qualls.





A Pipeline Contractors crew digs a trench with the company's Komatsu PC360LC-11 excavator. "It gives us 60 more truck loads per day compared to other excavators of the same size," shared Field Superintendent Evan Denmark.

To help meet local housing needs, the company has been involved in preparing subdivisions ranging from 60- to 120-lots and apartment complexes with 200 to more than 400 units each. "Apartments are in high demand in the Southside District of Jacksonville thanks to several new office complexes that opened nearby," he said. "So far, we've built three complexes within a half a mile of that district."

Recently, Pipeline Contractors' crews also cleared a wooded 22-acre site for another multi-family complex in the Southside District that will feature 420 units within nine buildings. They also installed nearly 3,000 feet each of storm, water and sewer lines.

In addition to its work with subdivisions and apartments, both of which are typically geared toward millennials and young families, the organization has had a hand in creating housing options for the older generation. "We do a lot of assisted living facilities (ALFs) because they are a hot commodity in this area. We have five ALFs under contract now," Ron explained.

The company's calendar normally shows 13-15 active projects at various stages, and, in most cases, each takes several months to complete. "Approximately 99 percent of our jobs are for private customers and last roughly 12 months because we're the first one there and the last one to leave. Our average project is somewhere between \$1 million and \$1.5 million," reported Ron.



► VIDEO

A Komatsu D61PX-23 dozer is put to work preparing a site for a 420-unit apartment complex near Jacksonville. "This is the best dozer out there," said Pipeline Contractors Field Superintendent Evan Denmark. "Its stability, comfort and power make it an all-around dozer."

Changing to Komatsu

In the early days, Ron was loyal to a competitive brand of equipment, but that didn't prevent Linder Industrial Machinery Sales Rep Chuck Colarusso from routinely checking in to share information about the latest innovations with Komatsu equipment. "Chuck was persistent, and it paid off because one day, more than 20 years ago, I gave him a shot," recalled Ron. "From then on, I bought a lot of equipment from Chuck and turned from one brand to basically 100 percent Komatsu."

Today, Linder's North Florida Regional Manager Jim Nucci and Sales Rep Jacob Brown take care of Pipeline Contractors' equipment needs. Ron appreciates the ease of getting parts from Linder as well as the prompt service. "If Linder tells me something will be done or



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Continued . . .

PC360 excavator increases jobsite production

... continued

available, I can take it to the bank,” declared Ron, who considers Linder a key partner in his business. “It’s good to know that if I pick up the phone and call Jacob for whatever I need, he will have it to us the next day.”

Throughout the years, Pipeline Contractors’ fleet has featured a variety of Komatsu equipment all purchased, leased or rented from Linder. Last year, within the course of six months, Ron purchased six Komatsu machines, including three WA270-8 wheel loaders as well as PC210LC-11 and PC360LC-11 excavators. He also invested in a D39PXi-24 *intelligent* Machine Control dozer. Ron noted that the built-in GPS system on the D39PXi offers several advantages compared to aftermarket systems. “It shortens the time to set up and take down and reduces the liability – both the chance of theft or damage,” said Ron.

The Komatsu PC360LC excavator has proven its worth in a short time by significantly increasing jobsite production. “It gives us

60 more truck loads per day compared to other excavators of the same size,” said Field Superintendent Evan Denmark. “That adds up to 300-400 more loads a week, which saves money in the long term.”

In addition to improved production, Pipeline Contractors appreciates the value and peace of mind that Komatsu CARE provides by covering scheduled services for the first 2,000 hours or three years on Tier 4 machines. “I want Komatsu CARE on any equipment I buy because I don’t have to worry about scheduling maintenance, and it reduces the work load on our mechanics,” Ron explained.

Family ties

Although Ron’s stepfather is retired and no longer involved with the business, two other family members, in addition to Evan, play central roles. Ron’s wife, Jo Ann, handles the accounting duties and daughter, Katy Outlaw, is responsible for payroll and marketing. Other key employees include Project Manager Marney Best, Human Resources Director Tonya Johnson, Estimator Linda Brown, Lead Surveyor Wayne Whipple, Construction Surveyor Terry Qualls, Lead Mechanic Daniel Rosier, Mechanic David Johnson and Field Superintendent Paul Huff.

Currently, the company employs 60-70 people, fewer than its all-time high of nearly 100 in 2007, but a stark contrast to the challenging recession years when just five employees kept the organization moving forward. Ron is thankful that he was able to re-hire many of the loyal employees who he had to let go during the downturn. “Our employees are our most valuable assets,” declared Ron.

The employee roster is primed for continued growth as Pipeline Contractors recently reintroduced concrete services. A new concrete crew took shape late last fall and Ron predicts that he will hire an additional crew in the near future to keep pace with customers’ needs.

At the age of 59, Ron says he has no desire to retire any time soon, although he would like to scale back his hours eventually. “Every person I know who’s retired has gone downhill quickly,” he quipped. “You need a purpose, and my purpose is to keep this going for the kids and grandkids.” ■

(L-R) Linder Industrial Machinery North Florida Regional Manager Jim Nucci and Sales Rep Jacob Brown meet with Pipe Superintendent Paul Huff and Field Superintendent Evan Denmark of Pipeline Contractors, Inc. The business, based in Starke, Fla., recently purchased six Komatsu machines within the course of six months.



An operator with Pipeline Contractors moves materials on a jobsite using the firm’s Komatsu WA270-8 wheel loader. “Everyone loves it. If that’s what keeps them happy, that’s what we get them,” said Pipe Superintendent Paul Huff.

► VIDEO



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"We have a Komatsu PC210LCi, and it's been better than I even expected. The speed and time you save just having your line work and not having to worry about over excavating—that's huge. I hated those bigger commercial jobs where you'd have hundreds of stakes marking all your corners, offsets and gridlines. And to not have a need for any of that, especially if it's an export site or it doesn't even really have to be, just room for your spoil piles. Keeping track of corners—major time saver! I'd say, with iMC, I'm about a third faster getting the job done."

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SOUTHARD BROTHERS CONSTRUCTION

Siblings bring father's company into next generation



Lee Southard,
President



Jason Southard,
Vice President

Jason and Lee Southard grew up working in their father's business, Cooper River Construction. After learning the industry and honing their craft, the duo opened their own trucking company – the aptly named Southard Brothers – in 2000. When the siblings wanted to add construction services to their company in 2009, their journey came full circle.

"Dad was getting ready to retire, and the recession had taken its toll on his company, so we bought him out," said Jason. "We had built a pretty good reputation with our name, so we closed Dad's business and used what was left to start the construction side of our company."

Despite the acquisition and name change, Jason and Lee still view Southard Brothers Construction as a continuation of their family's firm.

"Bryan Ware, Jacob Lopez, Jason Herpolsheimer, Gail Black and William Rogers worked for Cooper River and came with us

after we took it over. Jermaine Gadsden joined us when we started Southard Brothers," noted Jason. "They're all as much a part of the family business as Lee and I. For some of them, this is the only job they've ever had."

The expanded company's first large construction job came in 2013 when it began work on an athletic complex for the town of Moncks Corner, S.C., where the firm is headquartered. Southard Brothers Construction built four baseball fields and a 150-spot parking lot during the initial phase. The project is ongoing as the company broke ground on the final phase of the facility last spring.

"The complex was a great job for us," noted Lee. "Moncks Corner decided to go ahead with it just as the economy was beginning to rebound. We were fortunate enough to land the contract, and it helped get our construction division going."

Southard Brothers Construction has continued to grow and evolve its construction operation. It focuses on \$3 to \$8 million site-development projects in and around Moncks Corner and has contracts to work at local landfills as well. No matter the task, the firm brings a dedication to quality work, done fast.

"Everyone in our company does whatever it takes to get the job completed," said Lee. "There is no specialization, it's all about doing what needs to be done. Jason and I follow that, too. We aren't the type of owners who come in at 9:00 or 10:00 a.m. and push a pen. We want to be on machinery. We don't golf, we don't fish – we work. That's what we love doing."

Large-scale construction

In 2017, Southard Brothers Construction embarked on its largest endeavor to date, a watershed project at the site of a new 6,500-acre

A Southard Brothers Construction operator uses a Komatsu PC360LC excavator to load a Komatsu HM400 articulated truck at a jobsite in Berkeley County, S.C.

► VIDEO





► VIDEO

Komatsu *intelligent* Machine Control pieces like the PC360LCi excavator (above) and the D65PXi dozer (right) perform on a Southard Brothers Construction site-development project in Berkeley County, S.C. “The *intelligent* Machine Control pieces are amazing,” said President Lee Southard. “We added them last year, and the results were immediate. The operators who run the machines are hooked.”

commercial campus in Berkeley County, S.C. The company cleared the land, dug drainage ponds and built embankments.

“We put in nearly 100 acres of ponds and canals,” detailed Lee. “We also created a 750-acre impoundment to help control water levels on the overall site.”

“We started in May of 2017 and will complete it in March of 2018,” added Jason. “We cleared roughly 200 acres of trees, which we logged and grubbed. When that was done, we removed 95 percent of the organics – roots and other material that remained after the logging – from the topsoil. To do that, we brought in clean fill material and mixed it with the existing soil, which was a long process. Fortunately, the weather cooperated with us on this phase.” Lee estimated his crews have moved more than 400,000 yards of material at the development.

Another large project Southard Brothers Construction has been involved with is the Foxbank Plantation, located between Moncks Corner and Goose Creek.

“Our initial focus was on wetland mitigation,” said Lee. “The project was interesting, and a family friend recommended us to the owners, Matt Brunner and Jeff Randolph. They have been really great, and it’s a relationship we value.”



► VIDEO

The firm has remained at Foxbank Plantation for the last three years, completing other phases as needed, such as utility-pipe installation and site development.

“This is a large-scale project, and we wouldn’t have been successful without our relationship with Truluck Construction out of Charleston,” said Lee. “They provided us with some needed manpower in the beginning, and we subbed out the finishing work to them. It’s a great partnership. We will return the favor and work with them on utility installation for a few of their projects each year as well.”

Linder comes in first

When Lee and Jason decided to get into the construction business, they needed to upgrade their fleet, so they contacted major distributors for quotes. One local distributor came in well ahead of the competition.

“Within a couple of days, Linder came to us with a clear plan, so we made a deal with them,”



Jason Herpolsheimer,
Operator/Foreman



Jermaine Gadsden,
Driver

Continued . . .

Technology saves time and money

... continued



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explained Lee. "We eventually heard back from the other dealers, but it was weeks later. From that moment, we've been loyal to Linder. They treated us like we were their most important customer. That's why when you come to one of our jobsites it has Linder equipment. Period."

The relationship has remained strong since that first meeting. The company continually turns to Linder and Sales Rep Brian Chappell for Komatsu and Wirtgen Group equipment.

The firm's loyalty to Linder has resulted in the operation of what Lee believes is the best equipment in the industry.

Southard Brothers
Construction
Superintendent
Bryan Ware (left)
meets with Linder
Industrial Machinery
Technology Solutions
Expert Tracy Skipper.



Wirtgen Group products, like this WR 240 soil stabilizer (left) and Hamm H 11i rollers (right) clean debris and compact after removing trees at a jobsite.

(L-R) Southard Brothers Construction President Lee Southard and Vice President Jason Southard call on Linder Sales Rep Brian Chappell for all their Komatsu and Wirtgen Group needs.



"Komatsu dozers are hands-down better than anything else on the market," he stated. "They are operator-friendly, smooth and we can use them for so many applications. I think the word is getting out, too, because Komatsu is taking over the market here. That's pretty clear when you drive from Greenville to Charleston."

The company has seven Komatsu dozers ranging from D39s to D65s as well as several Komatsu excavators, articulated trucks and a GD655 motor grader.

The fleet is also fully equipped with GPS systems, including two *intelligent* Machine Control pieces, a D65PXi dozer and PC360LCi excavator.

"We are big believers in GPS technology – you won't be successful in this business without it," said Lee. "Most of our equipment is fitted with aftermarket TOPCON systems, but the *intelligent* Machine Control pieces are amazing. We added them last year, and the results were immediate. The operators who run the machines are hooked."

The technology has also saved the company significant time and money by eliminating stakes on their projects. At the 750-acre commercial campus in Berkeley County, Southard Brothers completed the project without using any grading stakes.

"I'm pretty old-school, but the GPS technology is completely worth it," said Jason. "We still perform spot-checks at the site to make sure everything is right, but we don't use stakes anymore. It's much more efficient."

Southard Brothers Construction also deploys a Wirtgen WR 240 soil stabilizer and Hamm H 11i smooth drum and padfoot rollers for site-development work.

A true team

The brothers know that the best way to achieve continued success is to invest in their employees.

"We can look at our bottom line and bank accounts to see if we're profitable, but to be successful is different," said Lee. "We do our best to create an environment where our employees feel appreciated by going above and beyond for them. That's all that matters to us. Without them we couldn't do it; we're a team. As long as we have a solid group of employees who work hard and take pride in this company, we will do well." ■

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BRANCHING OUT

BIGGER AND BETTER

New state-of-the-art Concord facility will serve as flagship for the company



Ray Williams,
Senior Project Manager



Andrew Lee,
Vice President, Western
North Carolina



Gene Landers,
General Parts Manager,
Carolinas

The Charlotte metropolitan area is historically one of the busiest locations for Linder Industrial Machinery Company. In order to meet the needs of the customers in this region, the company has unveiled plans for a new, state-of-the-art branch in Concord, N.C., which is slated to open in early 2019.

"This facility has been a goal for a long time," said General Parts Manager, Carolinas Gene Landers. "It will be great for our company, and more importantly, our customers."

The 44,000-square-foot floor plan will be situated on 18 acres in Carbarus County, and is designed to deliver the ultimate service experience to customers. It will feature a 12-bay garage, with two of those bays dedicated to oil applications with lube, pumps and reels. It will also include an ultra-modern wash bay that recycles all of the water used during cleaning.

"The garage is the one of the most unique elements of the building," noted Senior Project Manager Ray Williams. Plans call for it to be large enough for our pre-delivery inspection trucks to pull through to load and unload, no matter the weather conditions. It will have 10-ton cranes, a separate tool room and dedicated second-floor space for our service techs' classroom training as well."

This facility will serve as the central training home for all of Linder's North Carolina and South Carolina branches. It will also boast a 5,800-square-foot parts warehouse with a drive-up dock and four dedicated parts counter employees, in addition to a separate machine demo area.

Modern, efficient design

"The new branch will be the flagship of the company and will reflect the future for Linder," described Williams. "It has an energy-efficient design with LED lighting, precast concrete shell, membrane roof and high insulation."

Approximately 25 service technicians will staff the Concord site, with the majority of those traveling to service customers' equipment in the field.

"This building represents our continued dedication to our customers and is an investment back into the market," said Vice President, Western North Carolina Andrew Lee. "The facility will help us address our customers' needs in a timely and professional manner."

The Concord site will be the largest of the company's branches. Blythe Development will perform the site development with David E. Looper and Company handling construction. ■



Artist renderings provide a preview of Linder Industrial Machinery's branch planned for Concord, N.C. "The new branch will be the flagship of the company and will reflect the future for Linder," said Senior Project Manager Ray Williams.



PAVING THE WAY

CARLSON PRODUCTS ADDED

Linder Industrial Machinery named exclusive Carlson paver dealer for majority of Florida

Carlson Paving Products, Inc. recently named Linder Industrial Machinery Company as the exclusive distributor of the CP-line of commercial pavers for the state of Florida, excluding the panhandle. Carlson's full line of commercial platforms, parts and service will be offered through Linder's seven branch locations in Florida.

"We are proud to partner with Linder Industrial Machinery Company and are excited for the bright future this relationship paves the way for," stated President of Carlson Paving Products, Inc. Chris Colwell. "Linder's focus on customer service and commitment to the needs of contractors aligns closely with our philosophy and brand identity."

"After visiting the factory and observing the manufacturing process, it was clear that Carlson has a definite advantage over the competition," commented Linder CEO John Coughlin. "Our customers will experience longer equipment life as Carlson builds these units to last. The quality and safety culture I observed is very evident in the products they produce. Carlson products line up perfectly in Linder's offering to bring our customers the highest quality and most productive machines available," Coughlin mentioned.

Quality engineering

Carlson's commercial-class paver platforms deliver longer life cycles, greater operator focus and unmatched mat quality. Now offering a full line of four separate platforms, the company's products range from the high-production, economical CP75 II to the class-redefining CP130.

"Linder has always aimed to align with manufacturers that build the highest-quality

products offered in our industry. After visiting with Carlson and seeing their pavers, it was clear this was the perfect choice for Linder. The quality of engineering, attention to safety and people supporting the products that Carlson has in place gave me all the confidence that these pavers are going to be well-accepted by our customers. I am looking forward to representing these products in the Florida market," noted Linder Executive Vice President Chris Wilkes.

Linder Industrial Machinery Company, founded in 1953, is Florida's leading road-building equipment dealer. Representing other premiere equipment brands, including Komatsu, Wirtgen Group and Etnyre, Linder has been recognized for its customer-centric focus and leading support to contractors. ■

The economical CP75 II is one of Carlson Paving Products' commercial pavers now offered by Linder Industrial Machinery.



SAFETY NEVER GOES OUT OF STYLE

Personal protection is about more than wearing a hard hat and vest



Kirstyn Quandt,
Communications
Manager, NCCER

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The NCCER Blog"
at blog.nccer.org.*

If you are unfamiliar with the construction industry, you may assume that a sturdy pair of boots, hard hat and well-equipped tool belt constitute proper safety on the jobsite. And, while all of the above are very important steps on a craft professional's daily checklist, there are many additional precautions to take.

In the past few months, I have become well-versed about proper personal-protective equipment, and when I see someone not properly tied off or without their gloves, safety glasses, etc., I cringe a little on the inside. While safety is critical in all aspects of life, it is an integral part of the construction industry. Just look at any jobsite and it is clear the profession necessitates immense focus. Safety dictates the quality of work produced, and it also directly affects the lives of the men and women on the jobsite, surrounding communities and every individual who sets foot in the structure thereafter.

A hard hat and safety vest are critical pieces of personal protection on the jobsite, but Kirstyn Quandt, Communications Manager for NCCER, says they are only part of the equation. She encourages everyone to take proper precautions, such as planning, tying off, and wearing gloves and safety glasses to prevent personal injury.

Multitasking to blame?

Unfortunately, we live in a fast-paced society. Our simplest wishes are granted and delivered right to our doorstep, and it's easy to lose sight of proper precautions. In an Occupational Health and Safety article, "Building a Culture of Safety at Construction Companies," Jim Stanley wrote, "Multitasking has evolved from a talent to a necessity to maintain the pace of everyday productivity."

Interestingly enough, this article was written in 2010 and, if anything, society has become even more reliant on multitasking. You're driving down the road and someone is scarfing down a half-pound burger as he drives while also adjusting his GPS, or you head to the gym and catch sight of a woman running on the treadmill in jeans and flip-flops as she FaceTimes her best friend. At times it's scary to step back from the craziness of our everyday lives and take an honest look at the unsafe habits we have all become accustomed to.

If you recall the monumental lessons learned in life, there is almost always a safety warning put in place that hopefully changes your actions and thought processes moving forward. "Wear your seat belt." "Don't run with scissors." The list goes on and on.

I encourage you to pause and reflect on the first time you carelessly reached into the oven without a mitt. Whether your mind was too consumed with the task on your list, or you thought your newly acquired superpowers could deflect the heat, we've all done it. What's important is taking that same sense of overwhelming precaution that washes over us from the next few minutes and channeling it into our everyday work because in several industries, including construction, there are many people who depend on it. ■





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CONSTRUCTION GOES HIGH TECH

Wearable technology that monitors health, safety, jobsite data gains prominence

Editor's note:

This article is about changes taking place in the industries we serve.

It is for information only and is not intended to promote any particular product or brand.

Wearable technology such as "smart watches" is now widely used in the construction industry. Companies are developing items like smart safety vests and hard hats, that are specifically related to the industry.

Nearly a decade ago, the use of electronic devices to transmit information about equipment operation earned widespread acceptance throughout the construction industry. Now called "telematics," it was first used for tracking equipment. Data collected from machinery in this manner is beneficial in several ways. For example, companies can use telematics to detect a production problem and adjust practices to correct the issue. They might track individual operators and help those who need additional training on how to best utilize a machine or when to shut it down rather than letting it idle.

In its earliest inception, telematics offered information such as location and fuel usage. Throughout the years, manufacturers have built upon that rudimentary data, and their telematics now offer more comprehensive tracking, which includes everything from production numbers to a machine's health.

But, what about the health and safety of workers? There are ways to monitor those critical items as well, with the use of wearable technology.

At approximately the same time as machine telematics began earning favor, the advent of wearable tech occurred. Most people are familiar with it, thanks, in large part, to devices such as "smart watches" and fitness trackers that monitor everything from steps taken to heart rate to the number of calories the wearer consumes. A global forecast from CCS Insight predicts the wearables market will be worth \$25 billion by 2019. According to the article, "Invest in Wearables for Increased Worker Safety," posted on CONEXPO-CON/AGG's website, the global protective work-wear market will grow at a rate of nearly 5 percent in the next four years.

"The construction industry has always seen the potential of wearable technology to improve safety and increase productivity," wrote Sarah Falk in her piece "Top Wearable Technology to Watch for in 2017," which appears at esub.com. "However, the difficulty of implementation posed a challenge that affected adoption by the construction industry. Suppliers of wearable technology have responded to this barrier and are now trying to make construction wearables feasible for any construction company. To do so, suppliers of wearable technology must ensure that the equipment is affordable, easily transferable from worker to worker and user-friendly. As suppliers continue to improve their products to fit the needs of the construction industry, widespread adoption...is expected to grow exponentially."

Falk states in her article that advancements in wearable technology will impact the construction industry in a number of ways, with safety and productivity as the primary factors. She notes that wearables' ability to monitor and report biometrics and dangerous





The smart helmet is a type of wearable technology that could become common on jobsites. One company, DAQRI, designed a wearable with a processor for multimedia and augmented reality. Its heads-up visor display allows instructions and jobsite models to be superimposed in their real-world environment, allowing the wearer to see how a future finished project will look upon completion. Photo courtesy of DAQRI.

environmental conditions provides a more immediate response to safety issues.

“Wearable technology will also increase productivity in construction by allowing each worker to have the most accurate and detailed information at his or her fingertips at all times,” Falk wrote. “According to Rackspace, wearable technology in the construction industry can increase productivity by 8.5 percent. Wearable technology allows all team members to be in constant communication and eliminates any information discrepancies between team members.”

Health-monitoring options

Information from wearable devices, such as fitness trackers, is useful for helping people make better lifestyle choices and eliminate detrimental habits. The construction industry hopes for the same with wearable technology, such as smart hard hats and safety vests, that can monitor and track everything from workers’ whereabouts to practices they use to perform specific tasks to their current health data.

“Heart rate, body temperature, perspiration levels, geophysical location, time in motion and even EEG brain waves are being incorporated into wearable construction technologies designed to improve workers’ safety, boost productivity and comfort as well as generate valuable human behavioral data for optimizing

jobsites large and small,” noted Tyler Riddell in his *esub.com* article “Wearable Devices Bring Human Data to the Connected Jobsite.”

“Born partly from the global success of Fitbit® ... hardware and software engineers see enormous market opportunity for wearables in the construction industry as contractors look to leverage the technology for keeping jobsites working safely and smoothly,” he continued.

Researchers at Virginia Tech University have been working on a safety vest that will alert road construction workers if a car is approaching a construction zone too quickly or too closely, hopefully giving workers time to avoid a potentially deadly situation. Other vests may offer built-in systems to keep workers cool during hot weather or warm them up in frigid temperatures, alert co-workers if someone trips or falls and more.

Hard hats, glasses and goggles

Several other devices that fit under the construction wearable technology umbrella, and perhaps the most easily noticed is a smart hard hat.

One company, DAQRI, designed a wearable that includes a processor for multimedia and augmented reality (AR). The company’s website says its Smart Helmet® with a heads-up visor can display instructions and jobsite models that are superimposed in a real-world environment.

Continued . . .

Wearables help recruit, retain talent

... continued

This allows the wearer to see how a future finished project will look upon completion. The device can also record video and alert the wearer, if it detects a problem. Other manufacturers have created eyewear, such as glasses that offer similar functions and features as the Smart Helmet visor display, to pair with traditional hardhats.

Another area not necessarily considered in the wearable category for construction, but perhaps that should be, is virtual reality (VR). Several companies are developing VR goggles for uses such as operator training and jobsite modeling.

Transparency is vital

Wearable technology is not without its detractors. There are those who see it as another way that “Big Brother” is watching and fear that data collected could be used against them. The argument is something that the construction industry will need to address as technology continues to advance.

In her article, “With Wearable Tech, Trust is Paramount,” author Susannah Levine quotes several experts who say that businesses should have clear intentions for utilizing wearables.

“The degree to which companies can successfully collect data pivots on trust,” Levin writes. Her article goes on to quote

Lockton Companies Vice President, Risk Control Consulting Practice Leader Bill Spiers, “Companies must be transparent about what data they’re collecting and how they will use it.”

Levin’s piece also notes that Spiers calls pre-loss data technologies ‘exciting tools to prevent injury’ but sees potential for litigation if they’re misused.

That fear, along with costs, may make some organizations hesitant to invest in wearable technology right away. In the article “Top 6 Wearables for Safety at the Jobsite,” which appears on CONEXPO’s website, Hagen Business Solutions Owner Carol Hagen suggests that companies should consider the learning curve, what competitive advantage the tech offers in the short term and what is the long-term future, if a business buys into wearables.

“You may find these technologies not only win you more work and increase productivity, but also make it easier to recruit and retain talent with measurable workforce development benefits,” Hagen said, adding, “Measurable results may change more than the work environment; they can make the priorities obvious. The ability of technologies to share data, identify actionable items and create a continuous improvement loop can make the industry safer and leaner.” ■

While not necessarily in the wearable category, virtual-reality goggles can provide the wearer with jobsite models, and can be used for operator training.



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NEW WA200-8 WHEEL LOADER

Parallel-lift linkage, change-on-the-fly coupler provide versatility

One machine, multiple applications. That's what Komatsu's versatile new WA200-8 wheel loader provides as the all-around performer handles tasks on construction sites, farms, saw mills and warehouses among others, with ease.

With parallel-lift linkage and high breakout force, the WA200-8 tackles everything from pallet handling to hard digging. Equipped with a 126-horsepower Tier 4 Final engine, it's also more fuel-efficient, reducing consumption by up to 4 percent in V-cycle and load-and-carry applications.

The WA200-8 has a fourth-generation hydrostatic drivetrain with variable traction control, and its S-mode delivers excellent traction control to reduce wheel spin in snowy, icy or slippery conditions.

"An available hydraulic coupler lets you swap attachments quickly, so moving bales, loading pallets or mixing feed can be done with ease," said Frank Nyquist, Komatsu Product Manager. "The WA200-8 also offers a massive upgrade in operator comfort, with a high-back, heated, air-suspension seat that softens machine vibration."

Dialing in the right speed

A mechanism on the right-hand console easily controls creeping in first gear, allowing the operator to dial in travel speeds from 3.2 to 8.9 miles per hour. This feature is ideal for running attachments such as brooms.

Operators can select modes through the 7-inch, LCD color monitor, which also indicates vital data such as diesel exhaust fluid (DEF) level, fuel consumption and performance information collected and sorted by operator ID. Field and

office personnel can track the same information with Komatsu's KOMTRAX telematics system via computer, tablet or a smartphone app.

"Scheduled factory maintenance is complimentary with the Komatsu CARE program for the first three years or 2,000 hours, and each service interval includes a 50-point inspection," said Nyquist, noting that Komatsu provides two complimentary selective catalytic reduction maintenance services and DEF tank flushes in the first five years. "Komatsu CARE lowers ownership costs, raises resale value and improves equipment uptime and availability." ■



Frank Nyquist,
Komatsu Product
Manager

Quick Specs on Komatsu's WA200-8 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA200-8	126 hp	25,827-26,489 lbs	2.6-3.1 cu yds

Komatsu's new WA200-8 wheel loader features a parallel-lift linkage and impressive breakout force that make it a versatile jobsite tool. With a change-on-the-fly coupler, operators can quickly go from buckets to forks and back for pallet handling, digging, backfilling and much more.



UPDATED TRUCK MODELS

Komatsu Traction Control System improves production; engine lowers fuel consumption



Rob McMahon,
Komatsu Product
Marketing Manager

Every new Komatsu product provides upgrades and enhancements, and the rigid-frame HD325-8 and HD405-8 trucks continue the tradition with a higher-horsepower engine and a Komatsu Traction Control System (KTCS) that improve productivity. The trucks replace the Dash-7 models with a 514-net-horsepower Tier 4 Final engine that also lowers fuel consumption by as much as 9 percent for the HD325-8 and up to 6 percent for the HD405-8, compared to their predecessors.

The now-standard KTCS automatically applies independent brake assemblies to

achieve optimum traction in varying ground conditions. Because the system operates without the need for differential lock-up, steering performance is maintained.

Additional new standard features include better cab access with sloped stairs and handrails in front that replace the previous ladder configuration. The quiet cab has a 7-inch, LCD color monitor, as well as a dedicated rearview monitor and a premium heated and ventilated operator’s seat with air suspension. Enhanced, integrated payload-meter data is available on the main monitor and remotely via the web. Tire size for the HD405-8 increased from 18.00 R33 to 21.00 R33 for extended-wear properties.

Quick Specs on Komatsu’s HD325-8 and HD405-8 Trucks			
Model	Net Horsepower	Gross Vehicle Weight	Payload Capacity
HD325-8	514 hp	155,999 lbs	40.3 tons
HD405-8	514 hp	170,671 lbs	44.1 tons

Komatsu’s new HD325-8 and HD405-8 rigid-frame trucks feature higher horsepower engines and a Komatsu Traction Control System (KTCS) that improve productivity. KTCS automatically applies independent brake assemblies to achieve optimum traction in varying ground conditions.



HD325-8



HD405-8

Modes to optimize performance

As with previous models, the HD325-8 and HD405-8 have Komatsu Advanced Transmission with Optimum Modulation Control Systems (K-ATOMiCS) that adjust shifting performance according to demand, providing a more comfortable ride and reduced material spillage. Automatic Retard Speed Control maintains a selected downhill travel speed – rather than engine RPM – that is appropriate for the grade. Power and Economy modes allow the operator to optimize the performance required for operation.

“The updated truck models retained their industry-leading steering performance and retarding capacity for maximum production,” said Rob McMahon, Komatsu Product Marketing Manager. “The addition of Komatsu’s latest fuel-saving technologies and the all-new cab lower the cost to maximize production and significantly enhance operator comfort at the same time.” ■

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NEW MINING-CLASS DOZER

D375A-8 delivers with 20 percent more horsepower in reverse



Joe Sollitt,
Komatsu Product
Manager

Dozer operators know that faster cycle times improve production. Komatsu’s new D375A-8 dozer boosts productivity thanks to a Tier 4 Final engine that delivers 20 percent greater horsepower in reverse, allowing users to make more passes and move a greater amount of material with each shift.

The powerful engine creates 609 net horsepower in the forward direction and 748 net horsepower in reverse. A three-speed transmission with an automatically engaging

lockup torque converter advances fuel efficiency and provides faster ground speed during long pushes.

“Whether it’s reclamation, large construction or production mining applications, the D375A-8 is the right machine for the job,” said Komatsu Product Manager Joe Sollitt. “Durability improvements to this new model lower the total cost of ownership while the more powerful Tier 4 engine significantly increases performance and production.”

The mining-class D375A-8 dozer comes with structural enhancements for better durability of the mainframe and track frame. It also features an enhanced suspended undercarriage, larger viscous cab mounts and a new air-suspension heated and ventilated seat for overall operator comfort.

Single-link blade support, larger trunnion

Additional performance upgrades include a new single-link blade support and larger trunnion bearings that reduce maintenance, increase blade stiffness and minimize blade shake. Improved visibility to the cutting edge and ripper point, blade auto-pitch, ripper auto-return and shoe-slip control reduce operator fatigue and ramp up productivity.

“The changes to the undercarriage, cab suspension and operator interface will make D375A-8 operators more comfortable and effective throughout their shifts,” said Sollitt. “We encourage anyone needing a larger dozer to check it out and see the benefits.” ■

Quick Specs on Komatsu’s D375A-8 Dozer

Model	Net Horsepower	Operating Weight	Blade Capacity
D375A-8	609 hp	165,655 lbs	28.8 cu yds

Komatsu’s new D375A-8 dozer yields 20 percent more horsepower while the machine is in reverse for faster cycle times that improve productivity. A three-speed transmission with an automatically engaging lockup torque converter increases fuel efficiency and provides faster ground speed during long pushes.



Discover more



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"Komatsu's i-machines definitely make my operators better at what they do. I mean, we haven't been using this technology for the past twenty years, so it's pretty new. But this tech makes it easier to do our job—makes it so that my operators can work more efficiently, and we get a better finished product."



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POWER AND PERFORMANCE

All new forwarder lineup boosts productivity and broadens product range



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

Each forestry job is unique, and that's why Komatsu carries an extensive lineup of products to handle a wide variety of logging applications. To up the ante, there are now four new Tier 4 Final forwarders that increase performance, operator comfort, convenience and serviceability, compared to predecessor Tier 4 Interim models.

"We've significantly upgraded our former three-model forwarder lineup to provide increased productivity," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "Plus, we now have a model in the smaller size range, which gives us additional market coverage."

New 855, 875, and 895 forwarders replace the 855.1, 865 and 895, and deliver 9 to 15 percent greater horsepower. The 875 and 895 also produce 9 percent more engine torque, and all models offer lower fuel consumption. The 845 model makes its debut in the 12 metric-ton (13.2 US) payload class.

Along with increased horsepower, the engines feature high-torque backup, high-capacity cooling systems and lower noise levels for greater performance and production. A new front blade arm design improves front-end ground clearance.

Greater tractive effort

Komatsu enhanced rough-terrain capability with larger hydrostatic transmission (HST) pumps and/or motors producing 3 to 11 percent greater tractive effort. The intelligent HST control unit continually responds to changes in terrain, load, engine power output and crane usage. This HST combines with the proven Komatsu Comfort Bogie system – which has high portal offset, +/-42-degree articulated steering, more than 1-inch greater ground clearance and a V-shaped, high-strength steel-frame bottom – to create the ideal combination of traction, speed, maneuverability and comfort in all driving conditions.

The rugged, updated Komatsu F-series family of parallel cranes on the forwarders feature high lifting and slewing torque for excellent productivity. The 875 has 14 percent more lifting torque and 32 percent more slewing torque, and the 895 has best-in-class lifting and slewing torque. Komatsu's exclusive ProTec system provides outstanding grapple hose protection for increased reliability.



Discover more



The new Komatsu 845, 855, 875 and 895 Tier 4 Final forwarders have rated payload capacities of 12, 14, 16 and 20 metric tons, respectively.

A new, more robust FlexBunk system, with multiple frame lengths, optimizes the load space to further maximize productivity. Two rugged headboards are available in the new lineup. The latest version of Komatsu's patented FlexGate headboard, which "flexes" if hit by the crane or a log, is standard on the 845 and 895, and it's optional on the 855. Komatsu's proven fixed headboard with hydraulic telescopic upper gate is standard on the 855 and 875.

Improved operator comfort and convenience

A premium modern cab serves as the center point for exceptional operator comfort and convenience. Large windows deliver outstanding 360-degree and upward/downward line-of-sight visibility, giving the operator a "widescreen" working view. Fourteen powerful LED working lights give excellent illumination for improved productivity in low-light conditions.

An air-suspension, air-vented seat; fully adjustable ergonomic armrests and hand controls; and an automatic, four-season climate-control system, keep the operator comfortable in all working conditions. The spacious cab has multiple covered and open storage areas, including separate heating/cooling boxes for food and beverages in the 855, 875 and 895 (optional on the 845). The unique Komatsu Comfort Ride hydraulic cab suspension system option on the 855, 875 and 895 greatly reduces operator fatigue via its smooth-ride characteristics.

A new, more powerful computer and Komatsu's advanced MaxiXplorer control and information system allow the operator to track production, machine functions and status, as well as adjust machine settings. A deluxe AM/FM/CD/MP3 stereo radio with Aux/USB, Bluetooth and hands-free microphone, comes standard.

Ground-level maintenance and service

All daily maintenance checks and service points can be performed at ground level. Filters are now vertically mounted to minimize spills and simplify replacement. The electrically actuated hood tilts 90 degrees to give full access and serves



The 845 forwarder is Komatsu's new entry into the 12-metric-ton-capacity class. It offers the latest version of Komatsu's patented, rugged FlexGate headboard, which "flexes" if hit by the crane or a log (also standard on the 895 and optional on the 855).

Quick Specs on Komatsu's Four-Model Forwarder Family

Model	Net Horsepower	Operating Weight	Payload Capacity
845	188 hp	36,957 lbs	12 metric tons (13.2 US)
855	228 hp	39,683 lbs	14 metric tons (15.4 US)
875	248 hp	43,872 lbs	16 metric tons (17.6 US)
895	282 hp	51,588 lbs	20 metric tons (22.0 US)

Komatsu's new 875 forwarder is unique with a 16-metric-ton-capacity, and has 15 percent greater horsepower and a new, more powerful 145F crane compared to the prior 865 it replaces.



as a work platform (manually actuated hood on the 845). Separate hydraulic tank and crane service platforms allow easy access to these component areas. Eight service hatches under the front and rear frames offer excellent drivetrain component access.

"The product upgrades take us to the next level," said Yoltz. "The additional 845 model allows us to serve more of the market. We encourage anyone looking for a new forwarder to check these out. They will find that these forwarders provide exceptional, superior production." ■

MEETING YOUR SPECIFIC NEEDS

Real help and a variety of options for financing more than equipment are available, says Komatsu executive



**Rich Fikis, President,
Komatsu Financial**

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.

Rich Fikis joined Komatsu Financial upon graduation from Illinois Wesleyan University in Bloomington where he played both football and baseball. With a degree in accounting, the West Chicago native began his career in collections with Komatsu Financial. Fikis believes that financing is about more than simply lending someone money to buy or lease equipment.

"I started in underwriting in August 2001, right before the economy took a major hit," recalled Fikis. "I learned a lot during that downturn, about helping customers by creatively structuring and restructuring deals, so they could continue to keep their machines and their operations going. That built bonds, relationships and loyalty, which continue today. Ultimately, I learned this is a people business."

Fikis spent four years in collections before moving into credit and then to a regional manager position. Approximately three years ago, he took a role in financial planning and analysis (FP&A) for Komatsu America.

"FP&A gave me a different perspective of the construction and mining markets and was a really good angle for me to see the company from," said Fikis. "It was excellent experience, and combined with my previous positions, prepared me well for this new role as president of Komatsu Financial, which I moved into a few months ago."

Rich and his wife, Tami, have three sons who are active in sports, so he does a little coaching, and they enjoy attending their boys' athletic events.

QUESTION: From a customer's point of view, what makes Komatsu Financial an option to consider when looking for financing?

ANSWER: We have competitive rates and options, and we are also unique in that everything we do is related to equipment. Komatsu Financial understands the construction industry and our customers better than other lenders who finance everything from homes to cars, etc. We know there may be times when a customer's business drops due to weather or other unforeseen circumstances, which may affect cash flow. Our goal is to find solutions that allow customers to keep the machinery until they are in a better financial position.

We also offer financing for Komatsu Certified and other types of used machines. Additionally, we will finance parts and service. If customers need repairs but don't have the funds on-hand to pay for them, they can have the machines fixed, and we will work with them on payment terms.

Other lenders may not be willing to go that extra mile, and because we are, Komatsu Financial has developed many repeat customers throughout the years.

QUESTION: Where does the process to finance a Komatsu machine begin?

ANSWER: Fortunately, we have a very strong distributor network with excellent finance managers at each location. If customers want to lease, buy or rent, they should start a conversation with their local sales representative and finance manager.



More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. Nearly 70 percent of Komatsu Financial's business is from repeat customers.

More than likely, they will refer customers to Komatsu Financial.

QUESTION: What percentage of your business is repeat?

ANSWER: Seventy plus. Customers with whom we have longstanding relationships and who have a solid history of on-time payments and credit are often approved nearly instantaneously when they want to finance another machine.

The balance of our business comes from new customers. We take great pride in attracting and building relationships with them, too. Typically, we can provide answers to their financing inquiries within a day.

QUESTION: What are the most popular financing terms for machinery?

ANSWER: Zero percent interest for 36 months has become somewhat of an industry standard, but every situation is different. In many cases, that may not be the best option. A customer may need or want a longer or shorter financing period. Our aim is to provide rates and terms to best suit each case. If necessary, we can look at customized plans. We're flexible and willing to do whatever we can to ensure that customers have what they need to be productive and profitable. ■



Komatsu Financial provides competitive rates and terms to finance purchases and leases.

In addition to equipment, Komatsu Financial offers parts and service financing.

PARTS & SERVICE SUGGESTIONS

NEW PRODUCT LINE

Komatsu General Construction undercarriage provides an additional replacement option



Jim Funk,
Komatsu Senior
Product Manager –
Undercarriage

The Komatsu Genuine Undercarriage line expanded in 2015 with the introduction of the General Construction (GC) product, which offers customers a new undercarriage replacement option. Jim Funk, Komatsu Senior Product Manager – Undercarriage, said the GC undercarriage is an excellent choice.

The initial release of the GC product line was specific to value-priced, track-link assemblies for PC200 and PC300 series excavators. Starting in late 2017 and in early 2018, the GC line will expand to dozers, with link assemblies available for the D51, D61 and D65 models.

“We place a strong emphasis on customer engagement, and as a result, we gain a lot of great feedback,” said Funk. “This dialogue helps us stay in touch with customers’ needs and identify where we have gaps. Our GC offering fits an area that we did not have in the past. For those customers who are evaluating production and are looking at their replacement undercarriage options in a variety of ways, we now have

another competitive-priced offering with a Komatsu Genuine Undercarriage that provides the best assurance coverage in the industry and the full support of their Komatsu distributors.”

High-quality standards

Funk emphasized that the competitively priced GC components are designed and built to the same high-quality standards as all Komatsu Genuine Undercarriage parts. The heat-treating process and hardness levels match other options available for similar machines. All GC components are interchangeable with non-GC parts, giving customers peace-of-mind that they are built to last as well as ensuring a proper fit.

“We are excited about this addition to our Komatsu Genuine Undercarriage line and hope this new product shows that Komatsu and Komatsu distributors have a breadth of products and a range of options to serve as a complete source for all undercarriage needs, no matter the status of the machine or where it may be in its life cycle,” said Funk. ■

Komatsu General Construction replacement undercarriage provides an assembly that is a direct fit for PC200 and PC300 series excavators as well as D51, D61 and D65 dozers. They are precision-machined and go through a heat-treating process to match the hardness depth to the standard links of a new machine.



A SOURCE FOR SOLUTIONS

Komatsu's Business Solutions Group offers customers bottom-line ideas to improve their operations

Making good business decisions is essential to the success of any business. That is particularly true with those relative to matching the right machines to the jobs done by construction equipment.

To help answer the real-world questions involved in finalizing those choices, Komatsu created the Business Solutions Group two years ago. Since then, the group has studied, considered alternatives and provided recommendations to support customers as well as Komatsu distributors and corporate personnel. Now, the group is seeking more customer questions to ponder.

"Our goal is to offer bottom-line tactics that improve production and efficiency," said Director Ken Calvert, emphasizing there is no charge for this service. "We assist all types of companies, large or small. For example, we might work with customers to determine if they have the right size machines for loading trucks in a quarry application or talk about fleet optimization."

Deputy Director Matt Beinlich shared that the group has developed a list of "common cases" it has tackled for customers. Helping provide solutions to these typical concerns gives the Business Solutions Group examples to draw from when helping customers with similar questions.

"We have identified and labeled six common cases, including what we call Goldilocks," said Beinlich. "That category focuses on customers who are looking for just the right size machine; one that's not too big or too small. Another is Sweet Spot, which answers the question of 'When am I putting more money into my machine than it's worth?'"

Putting experience to work

Additional common cases and the questions they address include: Bottlenecks – Are my loaders waiting on trucks or vice versa? Chicken or the egg – Are my operators or the application harder on the machines? Compatibility – What's the most efficient match between my loading and hauling equipment? What ifs – I wonder what would happen if...?

"Each customer is unique, but they may face a challenge or scenario similar to another, and our experience can help in making recommendations," said Calvert. "The Business Solutions Group is committed to helping companies improve their operations and bottom lines. We encourage customers to get in touch their distributors, who, in turn, can contact us to set up times to meet and discuss their challenges." ■

Komatsu's Business Solutions Group offers several services and has identified six common cases. "Our goal is to provide bottom-line tactics that improve production and efficiency," said Director Ken Calvert.



Ken Calvert,
Director, Business
Solutions Group



Matt Beinlich,
Deputy Director,
Business Solutions
Group



POOR PATHWAYS

TRIP report highlights significant deficiencies in America's rural roads, bridges

More than half of America's rural roads and bridges are significantly deficient, according to a report from TRIP, a non-profit transportation research group. Fifteen percent of such roads are rated poor, 21 percent are considered mediocre and 16 percent are deemed in fair condition.

The report, "Rural Connections: Challenges and Opportunities in America's Heartland," notes that 10 percent of rural bridges are structurally deficient, meaning there is extensive deterioration to their major components.

"Rural roads are overlooked far too often. With fatalities rising, repair and maintenance of the nation's roads must be a top priority

for legislators," said Kathleen Bower, AAA Senior Vice President of Public Affairs and International Relations upon the report's release. "By investing in improvements for today and tomorrow, we can deliver safer experiences for motorists and save tens of thousands of lives."

TRIP's data found that crashes and fatalities on rural non-interstate roads are disproportionately high, occurring at a rate more than two-and-one-half times greater than on other roads. In 2015, such roads had a traffic fatality rate of 2.18 deaths for every 100 million vehicle miles traveled, compared to 0.83 deaths on all other types of roads.

Smallest state in dubious spot

Rhode Island ranked first in roads with poor conditions at more than 41 percent. It also tied with Iowa and Pennsylvania for the largest percentage of structurally deficient bridges at 22 percent. At 3.82 fatalities per 100 million vehicle miles traveled, South Carolina was first in that category.

"The safety and quality of life in America's small communities and rural areas, as well as the health of the nation's economy, ride on our rural transportation system," said Will Wilkins, Executive Director of TRIP. "The nation's rural roads and bridges provide crucial links from farm to market; move manufactured and energy products; and provide access to countless tourism, social and recreational destinations. Fixing the federal Highway Trust Fund with a long-term, sustainable source of revenue that supports the transportation investment needed will be crucial to the modernization of our rural transportation system." ■

A substantial number of America's rural roads and bridges are structurally deficient or in poor shape, according to a recent report from non-profit transportation research group TRIP. The organization is calling on lawmakers to find a long-term funding solution.



On the light side



"And the award for the best script adapted from a text message or tweet goes to ..."



"What's the world coming to?
A robocop ticketing a driverless car."

Did you know?

- All penguins live in the Southern Hemisphere; no penguins make their home at the North Pole.
- Dating all the way back to Ancient Egypt, concrete is the most used construction resource in terms of volume.
- Pumpkins are grown all over the world. In fact, six of seven continents (all except Antarctica) grow pumpkins.
- A panda spends 14-16 hours a day eating bamboo and its throat has a special lining to protect it from bamboo splinters.
- Approximately 77 percent of the entire population of Green Bay, Wis., could fit inside Lambeau Field, home of the Green Bay Packers.
- Children born between September and November are more likely to live to be 100 than those born at other times of the year.
- Sears previously sold entire houses in do-it-yourself kits.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.TheLinderLink.com

1. NALP _ _ _ _ _
2. DIBUL _ _ _ I _ _ _
3. ROTEW _ _ _ W _ _ _
4. MACPL _ _ _ _ M _ _
5. NILGIML _ _ _ L _ _ _ _ _

MORE INDUSTRY NEWS

Komatsu donates and matches contributions to help hurricane victims

Komatsu America has pledged \$250,000 to the American Red Cross in support of hurricane relief efforts. It will also match dollar-for-dollar, all contributions made by Komatsu America employees and subsidiary-company employees, including Komatsu Financial, Komatsu Mining, Modular Mining Systems, Hensley Industries and Komatsu Forklift.

The corporation noted that among manufacturing and foundry plants, distributors and other support functions, there are thousands of customers and Komatsu-affiliated staff members in the

states of Texas, Louisiana, Florida, Georgia and others affected by the massive storms.

"Speaking on behalf of the Komatsu family of companies, we have been moved by the stories of loss, courage and comradery coming out of the storm-damaged areas in the wake of recent hurricanes," said Rod Schrader, CEO of Komatsu America Corp. "We are pleased to support the American Red Cross in their efforts to help families and communities begin the journey toward recovery and rebuilding." ■



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2015 KOMATSU WA270-7, Stock #E00035874, S/N A27397, 3,497 hrs	CALL
2014 KOMATSU WA320-7, Stock #E00031925, S/N A36121, 3,101 hrs	CALL
2013 KOMATSU WA320-6, Stock #E00042374, S/N A35406, 1,339 hrs	\$132,000
2007 CAT 980H, Stock #E00042045, S/N JMS01929, 13,341 hrs	\$63,000
2012 CAT 980K, Stock #E00042042, S/N W7K00979, 7,422 hrs	\$209,000

DOZERS

2014 KOMATSU D61PXI-23 - UHF, Stock #E00031647, S/N 30902, 4,623 hrs	CALL
2016 KOMATSU D61PXI-23, Stock #E00042019, S/N 31616, 2,258 hrs	\$273,500
2014 KOMATSU D61PXI-23, Stock #E00042020, S/N 30444, 6,124 hrs	\$172,500
2013 KOMATSU D65PX-17, Stock #E00030386, S/N 1939, 5,708 hrs	CALL
2013 KOMATSU D65PX-17 w/ rake bracket, Stock #E00030161, S/N 1993, 5,046 hrs	CALL
2015 KOMATSU D39PX-23, Stock #E00032652, S/N 90599, 5,346 hrs	CALL
2015 KOMATSU D39PX-23, Stock #E00036289, S/N 90996, 2,586 hrs	CALL
2015 KOMATSU D65PX-18, Stock #E00036904, S/N 90048, 4,388 hrs	CALL
2016 KOMATSU D65PX-18, Stock #E00037163, S/N 90154, 2,847 hrs	CALL
1990 KOMATSU D21P-6, Stock #E00042009, S/N 69409, 2,827 hrs	\$17,500
2015 KOMATSU D39PX-23, Stock #E00042561, S/N 90681, 2,101 hrs	\$113,000
2016 KOMATSU D39PX-23, Stock #E00042562, S/N 91015, 234 hrs	\$132,000
2016 KOMATSU D51PXI-22, Stock #E00041545, S/N B14249, 1,719 hrs	\$199,500
2016 KOMATSU D51PXI-22, Stock #E00041547, S/N B14388, 1,991 hrs	\$199,500
2016 KOMATSU D51PXI-22, Stock #E00041556, S/N B14389, 1,539 hrs	\$199,500
2015 KOMATSU D51PXI-22, Stock #E00042819, S/N B14233, 1,988 hrs	\$184,500
2015 KOMATSU D51PXI-22, Stock #E00042927, S/N B14239, 2,566 hrs	\$180,000
2013 KOMATSU D51PX-22 w/ iMC-Trimble, Stock #E00030126, S/N B13153, 4,805 hrs	CALL

EXCAVATORS

2008 KOMATSU PC600LC-8, Stock #E00036378, S/N 55168, 10,103 hrs	CALL
2014 KOMATSU PC210LC-10 w/ hyd thumb, Stock #E00031919, S/N A10469, 4,031 hrs	CALL
2012 KOMATSU PC240LC-10, Stock #E00042459, S/N A20187, 6,920 hrs	\$79,000
2007 CAT 345CL, Stock #E00042046, S/N PJW02028, 11,000 hrs	\$43,500
2015 KOMATSU PC490LC-10 w/ counter weight remover, Stock #E00033759, S/N A40769, 3,400 hrs	CALL
2015 KOMATSU PC490LC-11 w/ counter weight remover, Stock #E00035645, S/N A41153, 2,939 hrs	CALL
2016 KOMATSU PC490LC-11, Stock #E00036512, S/N A41204, 4,293 hrs	CALL
2014 KOMATSU PC490LC-10, Stock #E00041592, S/N A40539, 5,342 hrs	\$153,000
2015 KOMATSU PC490LC-11, Stock #E00042000, S/N A41038, 5,077 hrs	\$205,500

PAVERS/COMPACTORS/CRUSHERS/MILLING

2013 HAMM H111-P compactor w/vibratory padfoot drum, Stock #E00040886, S/N H2110079, 843 hrs	\$65,500
2015 KLEEMANN MS19Z mobile screen, Stock #E00036276, S/N K0540278, 172 hrs	CALL

OFF-ROAD TRUCKS

2015 KOMATSU HM300-5, Stock #E00035211, S/N 10091, 3,184 hrs	CALL
2015 KOMATSU HM300-5, Stock #E00035214, S/N 10096, 2,776 hrs	CALL

LIFT TRUCKS

2015 KONECRANES SMV16-1200B, Stock #E00033547, S/N M10061, 72 hrs	CALL
2015 KONECRANES SMV25-1200B, Stock #E00033544, S/N M10064, 125 hrs	CALL
2015 KONECRANES SMV16-1200B, Stock #E00033548, S/N M9924-15760, 23 hrs	CALL

MATERIAL HANDLERS

2015 ATLAS 300MH, Stock #E00034812, S/N 300M301270, 49 hrs	CALL
2015 ATLAS 520MH, Stock #E00034879, S/N 520M301282, 36 hrs	CALL
2015 MANTSINEN 70-EM, Stock #E00034161, S/N 70M262913	CALL

ATTACHMENTS

KOMATSU ACC-HM400 body with lift cylinders, Stock #C00020047, S/N E00041559	\$4,500
KOMATSU ACC-HM400 body with lift cylinders, Stock #C00020048, S/N E00034033	\$4,500
FELCO 36-inch bucket for PC200, Stock #B00020476, S/N E00037537	\$1,750



2013 KOMATSU WA320-6, Stock #E00042374, S/N A35406, 1,339 hrs..... \$132,000



2014 KOMATSU PC490LC-10, Stock #E00041592, S/N A40539, 5,342 hrs..... \$153,000



2013 HAMM H111-P w/vibratory padfoot drum, Stock #E00040886, S/N H2110079, 843 hrs..... \$65,500

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