

# LINDER@LINK

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

# 65

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Linder Industrial Machinery celebrates  
65 years as a solutions provider

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## MESSAGE FROM THE PRESIDENT



John Coughlin

**Committed  
to being your  
solutions  
provider**



Dear Valued Customer,

Linder Industrial Machinery Company celebrates its 65th anniversary this year, and we know that this milestone is a result of the support and dedication that we receive from each and every one of you. Since 1953, it has been our mission to provide customers with the equipment and service they need to run successful operations. You are at the top of our organizational chart. It is a philosophy that has guided us for 65 years, and one that we will remain committed to.

In this issue of your Linder Link magazine, you can read more about our company and follow its proud history. From the time we opened our first location in Lakeland, Fla., and during our expansion into the Carolinas, having a first-class roster of well-trained employees has been a top priority. Staff members like Product Support Assistant B.J. Chastain, who has been with us for 44 years, are the lifeblood of our company and the reason we stand out from the competition.

We are devoted to providing ongoing training for our service staff because the construction industry is in the midst of an evolutionary leap forward with technology that will soon make its way onto jobsites. You can rest assured that our staff will be ready to meet your needs.

In addition to great service, we know that customers expect the best machinery equipped with the latest technology. Fortunately, we are aligned with two manufacturers who share that view. Komatsu is the world leader in GPS-integrated *intelligent* Machine Control equipment, as well as its SMARTCONSTRUCTION initiative, a program designed to help customers unlock the full capabilities of today's innovations. Just as impressive is the Wirtgen Group's Vögele Super Series pavers, which offer screeds for every application. Each machine comes equipped with the ErgoPlus operating system, for maximum user-friendliness. In addition, the advanced design of the Super Series pavers provides precise material handling, while an innovative and reliable drive concept provides excellent traction behavior. Linder is proud to represent both the Komatsu and Vögele products and hope you check them out.

From all of our 460 employees and 18 branch locations across Florida and the Carolinas, I would like to say thank you. We will continue to work every day to be a partner in your business and help bring solutions to your jobsites.

Sincerely,  
Linder Industrial Machinery Company

John Coughlin,  
President and CEO

# LINDER & LINK

A publication for and about Linder customers

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## MILESTONE CELEBRATION

# HERE FOR YOU

## Linder Industrial Machinery celebrates 65 years as a solutions provider



John Coughlin,  
President and CEO

In 1953, James Cox and Scott Linder, Sr. opened a heavy equipment dealership in Lakeland, Fla., and named it Linder Industrial Machinery Company. From that original facility, the company has grown throughout Florida and expanded into North and South Carolina. Today, the firm operates 18 branches with 460 employees in those three states. Sixty-five years later, businesses of all sizes still look to Linder to help them successfully and efficiently deliver projects every day.

"We are a solutions-based company that works closely with our customers and the challenges they face in the field," said President and CEO John Coughlin. "It's our goal to help them perform their jobs in the most cost-efficient ways possible."

"We have the experience and the people to serve this market," Coughlin said. "We are a customer-driven solutions provider."

As Linder celebrates its 65th anniversary this year, Coughlin says that it would be impossible for the company to have enjoyed long-term success without loyal customers, dedicated employees and a rich history.

### Growth and expansion

Before Linder Industrial Machinery's reach extended along the southeastern Atlantic coast, it formed roots in central Florida. One year after the business opened its doors, Cox sold his interest to Linder, who for 33 years managed the company that bore his name.

With steady growth throughout the first two decades, one of the earliest flash points for the company came in 1975 when it was named the exclusive distributor for Komatsu construction equipment in the state of Florida, excluding the Panhandle.

With a complete offering of top-flight equipment, Linder Industrial Machinery kept building its reputation during the 1970s and through Scott Linder's retirement in 1986. In 1989, the company merged with Dresser dealer H.F. Mason Equipment Company – the first of two significant events in the company's history – to help cement its status as Florida's premier heavy equipment distributor.

The second was its acquisition of Mitchell Distributing Company, which had 10 locations in North and South Carolina, extending



A display at Linder Industrial Machinery's headquarters highlights the 65-year history of the organization. Linder supplies Komatsu construction equipment in addition to Konecrane material-handling products and Wirtgen Group paving equipment. It recently added the Carlson commercial paver line to its seven Florida branch locations.





Linder Industrial Machinery Company opened its newest location in 2017, the North Charleston branch in Ladson, S.C.

the company's reach to more than a dozen locations in three states.

"Our background, as well as our customer-centered leadership focus, provides the tools and vision needed to maintain the success of the past and move the company forward," noted Coughlin.

Linder has continued to expand, opening its newest location – North Charleston – in Ladson, S.C., in the spring of 2017 to better serve the needs of an area that is among the 10 fastest growing in the country. It also plans to debut a 44,000-square-foot, state-of-the-art branch in Concord, N.C., next year.

"Businesses want top-of-the-line equipment, and we offer that," said Coughlin. "Our lineup combines cutting-edge technology with dependable machinery that has a solid reputation among users."

Today, Linder supplies Komatsu construction equipment in addition to Konecrane material-handling products and Wirtgen Group paving equipment. The company recently became an exclusive dealer for Cemen Tech concrete solutions and added the Carlson commercial paver line of equipment to its seven Florida branch locations. Linder also carries Superior Broom sweepers; Etnyre tack trucks and chip spreaders; Terramac crawler carriers; Mantsinen material handlers; Atlas cranes and excavators; Al-Jon equipment; and attachments from several manufacturers. In addition, the material-handling group at Linder now offers Teberg tractors.

Linder has repeatedly earned recognition as one of the nation's leading distributors,

winning Komatsu's Chairman's Award and President's World Class Award, among other accolades.

## Dedicated staff

Carrying premium equipment has been part of Linder's success, paired with outstanding employees who are trained to assist customers to get the most out of their equipment.

"Our employees are the reasons for our past and future success," noted Coughlin. "Their willingness to do what's right for our customers is what makes Linder the powerhouse that it is."

Longtime employee B.J. Chastain echoes that sentiment. Chastain started in the parts department with H.F. Mason in 1974 and stayed with Linder after the merger. Nearly 44 years later, the Product Support Assistant says her favorite part of the job remains the same.

"I've stayed here because of the people," she said. "I love my co-workers, and the company treats everyone so well. Linder has a great reputation and is a terrific place to work. The people here are amazing."

At the other end of the employee tenure spectrum is Rayford Whitehead, a Customer Fleet Advisor at Linder's new North Charleston branch. Whitehead recently celebrated his one-year anniversary with the company. This Navy veteran has heavy-equipment experience in both the military and private business and says that two things initially sparked his interest in working for Linder.



**B.J. Chastain**  
Product Support  
Assistant



**Rayford Whitehead,**  
Customer Fleet  
Advisor

*Continued . . .*

# Linder is dedicated to industry-leading service

... continued



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"First are the good products they offer, and second was the chance to get back into the product-support side of the industry. I'm embracing the opportunity," he shared.

Whitehead's favorite part of his job is meeting with Linder customers. "I really love going out to the customers' places of work, interacting with them and using our resources to make a difference for their companies," he revealed.

One way the organization maintains top-notch staff members, like Chastain and Whitehead, is through its commitment to ongoing training, something Coughlin believes is paramount for bringing solutions to customers.



APAC-Southeast, Inc., uses a Vögele 5203-2 paver it purchased from Linder Industrial Machinery. "We've worked with Linder for a number of years, and they do an excellent job," said Jack Roberts, Equipment Manager for APAC-Southeast, Inc., a South Florida paving company. "We have them 'on-call' for all of our jobs, and we may have one of their technicians on site for our highest-profile projects – just in case."



(L-R) United Brothers Development Project Coordinator Derek Dostie, President David Dostie, Office Manager Heather Dostie and Project Coordinator David Oliver Dostie meet with Linder Sales Rep David Peacock. "All I have to do is call our Sales Rep David Peacock, and I know he's going to take care of us," said David Dostie.

"Continued sales, parts and technical training allow us to stay on the cutting edge of emerging technology and the changing needs of our industry," said Coughlin. "The product lines we carry would not have the same value without a knowledgeable staff standing behind them. Customers trust that we are going to help solve their problems. We take that very seriously."

## Partners in business

For Coughlin and Linder, measuring success often comes from customer feedback – and the proof is in the pudding.

"We've worked with Linder for a number of years, and they do an excellent job," said Jack Roberts, Equipment Manager for APAC-Southeast, Inc., a South Florida paving company. "We have them 'on-call' for all of our jobs, and we may have one of their technicians on site for our highest-profile projects – just in case."

Satisfied customers across all industries, who see Linder as a partner in their businesses, repeat testimonials like that time and time again.

"Linder provides excellent parts and service support," shared David Dostie, President of Jacksonville-based United Brothers Development Corp. "All I have to do is call our Sales Rep David Peacock, and I know he's going to take care of us."

## Excellence into the future

With 65 years under its belt, Linder is devoted to providing the same industry-leading customer service on which it has built its reputation. While it will continue to serve as a solutions provider with excellent equipment and employees, Linder will also evolve to meet the needs of the market.

"As we look to the future, we will keep delivering a platform from which our company and customers can grow," said Coughlin. "Jobs are getting more complex, and users are moving into different types of applications with their equipment. It is our job to anticipate those changes and offer a diverse set of equipment and services. That means that we need to work with our manufacturers to develop and carry the best possible products and parts in the industry, while striving to match it with our service. Our commitment to our customers will never change." ■



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## A SALUTE TO A LINDER CUSTOMER

# RYANGOLF CORPORATION

## Florida contractor offers unique blend of heavy civil, golf course construction services



Jason Coffman,  
Vice President of  
Operations



James "Tiny"  
Whitfield,  
West Florida  
Operations Manager



Chris Whidden,  
Superintendent

More than 50 years ago, William Ryan extended the family construction operation to the Florida market, continuing the Ryan legacy dating back to 1884 with roots in Wisconsin. That was fortunate timing as the business was well-positioned to take advantage of Florida's booming golf industry in the 1970s.

Under the leadership of President Fidel Garcia, Deerfield Beach-based Ryangolf Corporation originally built golf fairways and greens in the limestone of southern Florida, but as large tracts of land became less available, the company expanded its operations north along the Gulf Coast between Tampa and Marco Island. The firm has constructed a large number of high-profile courses throughout the years, including many associated with top designers such as Tom Fazio and Rees Jones and professional golfers Arnold Palmer and Gary Player.

Today, Ryangolf creates one to two new courses annually, and renovates four to five between April and August.

"Course usage peaks during the winter, so we focus our attention elsewhere during that time," explained Vice President of Operations Jason Coffman. "Large-scale, fast-track residential sites are our primary focus."

Ryangolf has evolved into a full-service earthwork and civil contractor. The firm takes pride in its efficiency and scale of production.

Coffman added that the blend of golf course work and residential construction gives Ryangolf Corporation a unique selling point.

"Many developers are adding a golf course amenity for the residents in their larger

neighborhoods," noted Coffman. "We're able to handle projects from start to finish because we are responsible for complete site development, including clearing, mass excavation, infrastructure installation, road construction and fine grading, along with complete golf construction. Our clients appreciate having a single point of contact and that we control the schedule."

### Staff is the backbone

Coffman credits the more than 100 staff members at Ryangolf Corporation for its accomplishments. West Florida Operations Manager James "Tiny" Whitfield and Superintendent Chris Whidden, as well as other key supervisory personnel have been crucial to the success of the business.

"Employees are the backbone of any company, and we believe that ours are the best in the business," Coffman emphasized. "We have a track record of people staying with us long term. A big reason why is that they are empowered to make decisions, and, more often than not, they make the right ones, benefiting both us and our customers."

Whidden added, "Our staff members have the experience and knowledge that let us approach any project with efficiency and maximum production in mind. That keeps our per-yard costs down, which increases our competitiveness in the market. It also ensures that our customers are getting the best bang for their buck. They know we will deliver on time and on budget."

### D51PXi dozers are a 'no-brainer'

Ryangolf's history with Komatsu equipment dates back about 20 years, when the firm tested an early version of a GPS system for Komatsu



## ► VIDEO

A Ryangolf Corporation operator pushes material with one of the company's Komatsu *intelligent* Machine Control D51PXi dozers on a residential project. "The *intelligent* Machine Control does the work, ensuring maximum blade load with every pass. It eliminates any guesswork involved with staking. Everything has been spot-on."

dozers. Coffman decided the timing wasn't right for Ryangolf Corporation to purchase the system, but he kept tabs on advancements in the technology. When looking to acquire two dozers for a recent residential project, Coffman consulted Linder Sales Rep Randy Dominguez. Their conversation led to Ryangolf's lease of four Komatsu *intelligent* Machine Control D51PXi dozers.

"Randy was informative throughout the process, and he provided us with numerous opportunities to try out the machinery before making a final decision," said Coffman. "We wanted dozers with good power and stability, and the D51PXi dozers exceeded our expectations from those standpoints. More importantly, they have improved our operators' efficiency and eliminated the expense of staking or the need for a surveyor."

Ryangolf Corporation is currently developing a 900-acre residential site within Lakewood Ranch, Fla., moving more than one million cubic yards of earth to make way for nearly 800 new residences. Part of the project involved constructing 12 lakes. Everything to date has been accomplished without the use of stakes.

"All the operators have to do is load the file into the machine and get after it," Whitfield shared. "The *intelligent* Machine Control does the work, ensuring maximum blade load with every pass. The operator just has to steer and make sure that the material is placed in the proper location. It eliminates any guesswork involved with staking. Everything has been spot-on."

The original two D51PXi machines performed so well that Ryangolf Corporation added two more. "It was a no-brainer," Coffman stated. "Any reservations I still had were gone as soon as I saw the accuracy of the iMC dozers."

Coffman tracks measurable data on his Komatsu equipment through the KOMTRAX telematics system, looking for information such as fuel burn and idle time. He keeps tabs through an app on his cell phone, using the knowledge to address potential issues.

"KOMTRAX and iMC technology are lowering our ownership and operating costs," said Coffman. "So is Komatsu CARE. The regular maintenance provided by Linder has limited the machines' downtime. Their



Discover more at  
TheLinderLink.com

*Continued . . .*



# Technology lowers ownership and operating costs

... continued



(L-R) Ryangolf Corporation Vice President of Operations Jason Coffman and Superintendent Chris Whidden meet with Linder Industrial Machinery Sales Reps Randy Dominguez and Mike Pettus. "Linder has gone out of its way to help us," said Coffman. "Providing excellent service is one of the many ways that they have helped our business grow."

technicians have gone out of the way to make sure any issues are resolved quickly. Providing excellent service is one of the many ways that Linder has helped our business grow."

## Expanding size and footprint

Ryangolf will continue to follow the new developments being built further north and inland in Florida. The firm also hopes to supplement its core residential business with an eye toward the large-scale earthmoving contracts associated with South Florida flood control coming up in the area.

"We believe our rich history has helped us become one of the top earthmoving companies throughout the state, and we want to build on that success," said Coffman. "We think that focusing on larger projects will help us continue to grow and expand the size of our company as well as its footprint. We're optimistic about the future." ■

Ryangolf Corporation uses four Komatsu D51PXi dozers from first pass to last. "Any reservations I still had were gone as soon as I saw the accuracy of the iMC dozers," affirmed Vice President of Operations Jason Coffman.





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KOMATSU IS THE BEST."**

TAD GRIFFITHS / ROYAL T ENTERPRISES / UTAH

"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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## A SALUTE TO A LINDER CUSTOMER

# COX INDUSTRIES

## Commitment to efficiency keeps this Eutawville, S.C., industrial pole plant humming



Roger Adkins,  
Plant Manager

Driving across the country, tall poles that support electrical lines are just as common a sight as asphalt and clouds. Roger Adkins knows that those poles didn't get there by accident. As Plant Manager at Cox Industries' Eutawville, S.C., facility, which specializes in producing the poles, he has helped customers populate the eastern part of the nation with these roadside fixtures.

"We're the industrial pole plant for Cox Industries," detailed Adkins. "The main things we make are poles for power companies. From here they go all over the East Coast, from Maine to Florida."

The Eutawville location manufactures other items as well, mainly piling for marine use. Adkins estimates that nearly 40 percent of the lumber coming into the plant is slated for marine pilings.



Brad Singleton,  
Assistant Plant  
Manager

Cox Industries' Eutawville, S.C., industrial plant dries, treats, frames and ships approximately 48,000 electrical poles and marine pilings annually.

"The only difference between a power pole and a piling depends on what end the customer puts into the ground," explained Adkins. "We just change how we treat the wood. Other than that, it's really the same thing."

In 1954, Cox Industries opened as a family-owned wood-preserving company in Orangeburg, S.C. Today, the firm has expanded to include dozens of locations across the United States with each specializing in creating an array of goods.

Lumber has been focus of the Eutawville site since it opened in 1982. Thirteen years later, Cox Industries bought it, making this its main industrial pole production site in 1995. Today, the plant has 23 employees and treats roughly 48,000 poles annually.

### No waste

In order to produce that quantity of poles, the operation is committed to maximizing efficiency to ensure that the facility operates at top productivity.

"Nothing is wasted here," declared Adkins. "From the forest to the delivery truck, we get as much out of the lumber as we can. It keeps our costs down and makes us profitable."

That no-waste philosophy begins before a tree is harvested. Foresters visit tracts and select trees, typically Southern Yellow Pine, for their straightness and lack of limbs. Trees are de-limbed and cut to length in the forest and sent to Cox Industries' Bowman, S.C., operation for de-barking. Both the bark and tree are then delivered to Eutawville.

"When the poles arrive here, we put them in dry kilns for two to four days," explained







▶ VIDEO

Komatsu WA380 wheel loaders keep the Eutawville, S.C., plant working efficiently for Cox Industries. “The WA380 has a comfortable ride and has the power I need to move poles,” said Loader Operator Jerrell James. “The rearview camera is also helpful for getting around in the tight spaces on the yard.”

Adkins. “We use the bark to burn in our boiler and create steam to power the kilns.”

Once the poles are dry, they are inspected and framed to customer specifications. Finally, they are treated with CCA (chromated copper arsenate), branded for the customer, tagged with a radio frequency identification device and shipped to the jobsite.

“When our goods arrive on a site, they are ready to go,” said Adkins. “We pre-drill holes to fit our customers’ hardware and the wood is pressure-treated. We have the capacity to treat poles from 30 to 80 feet in length, but our most common sizes are 40 and 45 feet. We can treat as many as 60 poles in less than two hours.”

Eutawville’s commitment is nonstop.

“We’re running all the time here,” stated Adkins. “Someone is stationed on the boiler 24/7 because we don’t stop the kilns. We operate 24 hours a day during the week and then have an eight-hour shift on Saturday as well as a 12-hour shift on Sunday.”

## Reliable loaders

For the Eutawville plant to meet its demanding schedule, it needs reliable equipment. That’s why it made the switch to Komatsu WA380 wheel loaders from Linder Industrial Machinery Company and Salesman Michael Malloy.

Cox Industries decided to bring in Komatsu machines after years of running loaders from several manufacturers.



Linder Industrial Machinery Company outfitted Cox Industries’ Komatsu WA380 wheel loaders with customized grapples. They are equipped with larger cylinders on each side and a longer nose to help with picking up and separating poles.

“Two-and-a-half years ago we were looking for a new loader, and we asked for quotes,” recalled Adkins. “The numbers came in, and it was pretty clear that the Komatsu package from Mike and Linder was the best for us.”

The WA380s have lived up to their billing.

“Our operators love running the WA380s,” declared Assistant Plant Manager Brad Singleton. “The suspension is very smooth, and they can handle anything we throw at them. We have limited space in the yard, and the rearview cameras help the operators navigate safely.”



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Continued . . .



# KOMTRAX serves as teaching tool

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Singleton joked that of all the excellent features on the WA380, one stands out above the others for the employees – the air conditioned cabs. “They are our first wheel loaders with air conditioning, now the operators won’t get in one without it.”

Linder outfitted the loaders with customized grapple attachments designed for Cox Industries to help it handle the poles and pilings.

“The grapples are fitted with larger cylinders on the sides and a longer nose for separating the poles and picking them up off the ground,” explained Singleton. “They’re great for us. We can carry as many as 15 poles in a load. They keep everything moving.”

## Valuable service

One thing is a given for any piece of equipment at the Eutawville plant, it will be

(L-R) Cox Industries’ Eutawville, S.C., Plant Manager Roger Adkins, Assistant Plant Manager Brad Singleton and Loader Operator Jerrell James rely on Linder Industrial Machinery and Salesman Michael Malloy for all of their Komatsu equipment and service needs.



Cox Industries Framer Corey Johnson drills holes into a pole at the company’s Eutawville, S.C., facility to meet specifications for a customer’s order.



worked hard every day. The Komatsu wheel loaders have been up to the task.

“The WA380s get a workout,” said Adkins. “We don’t have concrete or asphalt in our yard either, so they are running through dirt, rocks, mud – you name it. We’ve put some serious hours on them, and they keep producing.”

Linder has been an asset in making sure that the WA380s are in peak operating condition via the Komatsu CARE program, which provides complimentary service on Tier 4 equipment for the first three years or 2,000 hours of machine operation.

“We blow out the filters, check fluids and grease daily, but having Komatsu CARE for everything else has been great,” shared Adkins. “Linder comes at a time that works for us, which is important because we only have a couple of small windows when the wheel loaders aren’t running. They are able to do the scheduled maintenance, without creating any downtime.”

Komatsu’s telematics program, KOMTRAX, also plays a key role in keeping the operation functioning smoothly.

“With KOMTRAX, we can teach our operators how to use the wheel loaders in the best way possible,” detailed Adkins. “We noticed one machine was idling 50 percent of the time, so we talked to the operator and explained what he needed to do. We also saw that some employees were burning up the brake pads by keeping a foot on the pedal. KOMTRAX has allowed us to save on fuel, parts and warranty hours.”

## Changes ahead

Other than lumber, Adkins himself is one thing that has been a constant at the Eutawville plant, as he’s worked there since it opened. While the product may not change, he acknowledges that his presence there will eventually come to a close.

“I plan on hanging around as long as they let me,” kidded Adkins. “I really enjoy what I do, but I won’t be here forever. We have a succession plan in place with Brad (Singleton), and he is learning fast. He will do a great job when I finally head out. Brad has to wait a few years, though. I’m not ready to leave yet.” ■

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## A CLOSER LOOK

# NEW OSHA RULES

## Standards reduce silica dust exposure limit, add compliance requirements



**James R. Waite, Esq.,  
Attorney at Law**

*James R. Waite, Esq. is an equipment industry attorney. He authored the American Rental Association's book on rental contracts and represents equipment sellers and lessors throughout North America on a wide range of issues.*

A new Occupational Safety and Health Administration (OSHA) rule regarding respirable crystalline silica dust in the construction industry requires covered employers to comply with stricter exposure limits and take steps to protect workers. OSHA reduced the exposure for construction activities to 20 percent of the previous permissible limit (from 250 micrograms per cubic meter of air to 50) averaged throughout an eight-hour shift. The previous standard had been in place since 1971. These new regulations for the construction industry went into effect last fall.

Crystalline silica is a common earth mineral that can be found in sand, stone and other materials. Respirable crystalline silica – very small particles, at least 100 times smaller than ordinary sand – is generated when cutting, sawing, grinding, drilling and crushing stone, rock, concrete, brick, block and mortar, among others, as well as in general excavation. The smaller the particles, the deeper they penetrate into the respiratory tract.

Respirable crystalline silica is generated when cutting, sawing, grinding, drilling and crushing stone, rock, concrete, brick, block and mortar, as well as in general excavation. About 2.3 million people in the United States are exposed to silica at work annually.



"Silica particles are thrown into the air, and at 10 micrograms they get into your mouth and the top of your throat," said attorney and author James R. Waite, Esq., who helps companies comply with regulatory standards. "At three to five micrograms, it gets into the chest area and under 2.5, silica dust settles into the lungs and never leaves, which can lead to silicosis and other conditions."

Silicosis is an incurable lung disease that can lead to death or disability. Lung cancer, chronic obstructive pulmonary disease and kidney disease can also result from respirable silica dust exposure. OSHA estimates the updated standard will prevent 600 deaths and more than 900 cases of silicosis annually.

### Options, added steps

About 2.3 million people in the United States are exposed to silica at work each year. Employers have options to meet the standard such as using water to keep dust from getting into the air and proper vacuum dust-collection systems that include HEPA filtration. Utilizing approved respirators with an assigned protection factor of at least 10 under certain conditions, such as sawing more than four hours per day outside or anytime inside, is required.

Additional requirements of the new OSHA standard include:

- Assessing employee exposure to silica, if it is at or above an action level of 25 micrograms per cubic meter of air averaged throughout an eight-hour day and limiting access to high-exposure areas.
- Establishing and implementing a written exposure-control plan, which identifies tasks that involve exposure as well as methods used to protect workers, including procedures to restrict access to work areas where high exposures may occur.





- Designating a competent person to implement the written control plan.
- Restricting housekeeping practices that expose workers to silica, such as the use of compressed air without a ventilation system to capture the dust and dry sweeping where effective, safe alternatives are available.
- Offering medical exams – including chest X-rays and lung-function tests – every three years for workers who are required by the standard to wear a respirator for 30 or more days in a given year.
- Training workers on the health effects of silica exposure, workplace tasks that can bring them into contact with silica, and implementing alternative means of limiting exposure.
- Keeping records of workers' silica exposure and medical exams.

OSHA training requirements for workers must include instructions on the health hazards of silica dust, a list of workplace tasks that can result in exposure, steps their employer has taken to protect employees and the purpose of the medical exams. Workers should be able to demonstrate knowledge of the topics during an OSHA investigation. Penalties include a fine of \$12,741 per violation, generally assessed per day for failure to abate and \$124,709 per violation for "willful" or "repeat" violations.

"No one can tell by just looking if they're at or above the monitoring level, so it's best

to monitor," said Waite. "If you are below 25 micrograms per cubic meter, great. If not, it's critical to meet the requirements to avoid violations and potential liability that could lead to legal claims."

Waite said there are additional steps that companies can take to protect themselves and workers such as putting stickers on equipment that warn of potential exposure and posting signs at all entry and exit points to and from regulated areas. When cleaning equipment, individuals should never use compressed air and the person(s) performing the task should wear protection such as a proper respirator.

## No excuses

A separate standard was created for general and maritime industries. It, along with rules for hydraulic fracturing, goes into effect June 23, 2018.

OSHA has programs that provide assistance to help small- and medium-size firms comply with the standards. It also has fact sheets available online at [osha.gov](http://osha.gov).

"Contamination and the associated legal liabilities are nothing new," said Waite. "But, when governmental agencies like OSHA begin modifying long-accepted standards, business owners are wise to take action. Enhanced focus on regulations tends to yield similar enhancements in enforcement, making arguments such as, 'We've done it this way for 30 years,' largely irrelevant." ■

A new Occupational Safety and Health Administration rule regarding respirable crystalline silica dust reduced the previous exposure limit to 50 micrograms per cubic meter of air averaged throughout an eight-hour shift. Employers have options to meet the standard such as using water to keep dust from getting into the air, proper vacuum-dust collection systems and approved respirators.



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# INTELLIGENT EXCAVATOR

## New model offers added stability, excellent over-the-side lift capacity in efficient combo package

Have you ever wanted more? The PC390LCi-11 excavator from Komatsu provides more stability, achieving excellent balance among power, speed and fine control. This machine utilizes the upper structure and engine of the PC360LC models and the undercarriage of a 400-class machine. Now, Komatsu has taken that concept and made it intelligent with the introduction of its new Tier 4 Final PC390LCi-11.

“The *intelligent* Machine Control PC390LCi-11 delivers the exceptional production and speed of the PC360LCi-11, with full-factory, 3-D Global Navigation Satellite System machine control along with increased stability from its up-sized undercarriage,” said Komatsu Product Specialist Renee Kafka. “This makes for the perfect combination in applications such as utility or wherever heavy lifting occurs.”

The 257-horsepower PC390LCi-11 is the fourth installment in the *intelligent* Machine Control excavator lineup. It leverages the proven technology first introduced on the PC210LCi-10, including semi-automatic operation that goes beyond traditional indicate-only systems. Once target elevation is reached, the machine keeps the operator from digging deeper, eliminating overexcavation and the need for expensive fill.

### **intelligent Machine Control benefits**

The Steer-to-Polyline feature helps operators actively dig to a center line, keeping a utility trench on track and minimizing waste. It’s also easy for operators to create simple surfaces quickly for pipe runs by themselves.

“To increase comfort and convenience, the PC390LCi-11 comes standard with the machine-control-enhanced joysticks that were initially introduced on the PC210LCi-11,” noted Kafka. “Whether it is production excavating, utility trenching or heavy-attachment work, this machine helps make operators’ jobs easier, while reducing material costs by minimizing overexcavation.” ■



Renee Kafka,  
Komatsu Product  
Specialist

### Quick Specs on Komatsu’s PC390LCi-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC390LCi-11	257 hp	87,867-90,441 lb	.89-2.91 cu yd

Komatsu’s PC390LCi-11 delivers the exceptional production and speed of the PC360LCi-11, with full-factory, 3-D Global Navigation Satellite System machine control along with increased stability from its up-sized undercarriage, making it a great fit for trenching or heavy-application work.





## PRODUCT IMPROVEMENT

# TIGHT-TAIL-SWING PERFORMANCE

## New excavator delivers outstanding lift capacity; KomVision bird's-eye-view camera available



Andrew Earing,  
Product Manager,  
Tracked Machines



Discover more

You can get dynamite performance in a small package. Komatsu's Tier 4 Final PC238USLC-11 proves it with a heavy counterweight mass and rounded cab that provide true tight-tail-swing performance and greater lift capacity than most conventional excavators of the same size. And, it boosts productivity up to 4 percent compared to the Dash-10 with a new viscous fan clutch that lowers engine parasitic loads.

"The PC238USLC-11 maintains the tight-tail-swing radius of its predecessor, making it well suited for utility and highway

applications and when working in confined spaces," said Andrew Earing, Product Manager, Tracked Machines. "The machine's contoured cab profile and sliding door allow the cab to swing within the same radius as the counterweight. The additional counterweight remains standard, giving the PC238USLC-11 equal or better lift capacity than conventional models in the same size class."

The PC238USLC-11 is available with Komatsu's new KomVision, a bird's-eye-view camera system that combines input from three cameras into a surround-view image of the machine and its environment that improves operators' situational awareness.

### Monitor panel improvements

Komatsu upgraded the high-resolution, LCD monitor panel, incorporating the standard rearview camera display with gauges. "Ecology Guidance" provides fuel-saving information to the operators, and they can still choose from six working modes to most effectively match the application, attachment and working conditions.

"In addition to the PC238USLC-11 measuring 40 percent shorter than the conventional PC210LC-11, this machine offers class-leading serviceability with quick access to the DEF pump and filter, PPC valves, batteries and aftertreatment components," said Earing. "Durability is second-to-none, with thick-plate steel used on the revolving frame, heavy-duty boom and arm structures, and easy-to-access cooling-system-debris screens. Overall, the PC238USLC-11 is a true purpose-built, short-tail excavator designed and crafted to outlast the competition." ■

Komatsu's PC238USLC-11 excavator features a heavy counterweight mass and rounded cab that provide true tight-tail-swing performance and better lift capacity than most conventional excavators of the same size. A new viscous fan clutch lowers engine parasitic loads, increasing productivity up to 4 percent.

### ► VIDEO





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### INTELLIGENT MACHINE CONTROL

"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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ANTHONY CARLTON / OWNER / CARLTON, INC / ALPINE, UT

"Using and understanding the new product technology, available from Komatsu for our business, made me apprehensive at first. But our dealer and their technical support have worked with us to help us make the tech work for our needs. I am seeing the benefits now. I'm on board and love it!"



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029

# GETTING TO GRADE FASTER

## Earthwork, pipeline contractor eliminates overcutting with Komatsu PC490LCi-11 excavator

When Randy Ellis and his wife, Trisha, prepared to build a home on the family's ranch, he was shocked at the price to purchase 300 loads of dirt for the pad. Instead of paying for the material, Ellis bought a dump truck and a rubber-tire backhoe, dug a pond on his property and used the dirt for the house pad. While he didn't realize it at the time, this was the origin of what today is a successful earthwork and pipeline business, R&T Ellis, Inc.

Nearly a year ago, R&T Ellis purchased its first Komatsu excavator, an *intelligent* Machine Control PC490LCi-11.

"We already had used Topcon aftermarket GPS, so I liked that Komatsu integrated it into its *intelligent* Machine Control products," said Ellis. "It saves us time and money by eliminating the need to put up and take down the masts, and we no longer worry about them getting damaged or stolen."

R&T Ellis recently put the PC490LCi to work on a project that involved digging a canal from a river to a treatment plant in preparation for bringing a new supply of drinking water to a major U.S. city. The company's role included clearing 350 acres, building a six-and-a-half mile gravel access road to the canal, installing piping and moving more than 650,000 yards of earth.

"It's like a knife through butter," shared R&T Ellis Operator Sergio Bellestros about his experience in digging with the excavator on the canal project. "With the built-in GPS, I can get to grade without worrying about overcutting or having to leave it at a certain elevation for a dozer to finish."

### Plug in plans and go

The excavator utilizes 3-D design data loaded into the machine's monitor to accurately display machine position relative to target grade. When the bucket reaches the target surface, automation kicks in to limit overexcavation.

"What stands out (about the PC490LCi) is the increased production and efficiency. We simply plug the plans into the machine and go to work. With minimal staking, we can put everything to grade faster and without the concerns about overcutting or needing someone to constantly check grade," noted Ellis. ■



Randy Ellis,  
President



Discover more at  
TheLinderLink.com

R&T Ellis Operator Sergio Bellestros loads trucks with a Komatsu *intelligent* Machine Control PC490LCi-11. "It's like a knife through butter," described Bellestros of digging with the excavator. "With the built-in GPS, I can get to grade without worrying about overcutting or having to leave it at a certain elevation for a dozer to finish."

► VIDEO





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# BUSINESS SOLUTIONS GROUP

## Team assesses Madden Materials' operations; improvements save enough to buy additional equipment

Approximately two years ago, Joe and Sofia Regalado acquired Madden Materials, adding to the couple's already hefty work load as they operated a trucking company and another material supply business. The new venture came with challenges, so they turned to their local Komatsu distributor, who connected them with the Business Solutions Group to help formulate an action plan.

The Business Solutions Group offers bottom-line tactics that maximize production and efficiency. The group studies customers' existing operations, considers alternatives and provides recommendations. The service is complimentary.

In Madden Materials' case, the Business Solutions Group partnered with the distributor to conduct an Optimized Fleet Recommendation (OFR) study on how to move sand from the pit to a new wash plant most effectively. Members of the Business Solutions Group took into account the productive potential of various sizes of excavators, wheel loaders and trucks to identify the most efficient fleet, depending on production needs and other factors.

"They assessed the site – how we load, haul distance, tons of product the plant needed per hour – and determined that smaller units would be best," said Owner/Chief Executive Officer Joe Regalado. "They projected operating costs by considering fuel, operator pay, maintenance and more."

Before the study, Regalado was convinced he needed to add a large truck, possibly a 60-ton rigid frame, and pair it with an existing 50-ton-plus excavator. The Business Solutions Group showed him other options, including using a Komatsu 30-ton articulated dump truck and a PC360LC excavator.

### Money-saving strategies

"The same production with smaller equipment means less fuel and maintenance as well as lower overall costs," said Regalado. "The study saved us enough money that we could buy a second WA380 loader. The assessment was done at no charge. That's an incredible benefit, and they have finished a second OFR study to determine our present and future needs as we continue to expand and move farther away from the plant." ■



Joe Regalado,  
Owner/Chief  
Executive Officer,  
Madden Materials



Discover more at  
[TheLinderLink.com](http://TheLinderLink.com)

### ▶ VIDEO



Komatsu's Business Solutions Group recommended a smaller articulated haul truck, an HM300, as part of its assessment of Madden Materials' operations. "The same production with smaller equipment means less fuel and maintenance as well as lower overall costs," said Joe Regalado, Owner/Chief Executive Officer.



# NEW HORIZONS

## New Director of Training and Publications Bill Chimley aims for world-class results



**Bill Chimley, Director of  
Training and Publications**

*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.*

Bill Chimley took over as the Director of Training and Publications at the Komatsu Cartersville Customer Center in Cartersville, Ga., in October 2017. Prior to that, he served for five years as the General Manager of the Supply Chain Division at the Chattanooga Manufacturing Operation facility. "I am very excited to be here in this new position," said Chimley. "We host some incredible events for both our customers and employees. From Demo Days to daily training classes, we have a lot of traffic through this facility."

Chimley has 13 years of experience with Komatsu. He worked as a District Sales Manager covering multiple South Region distributors before moving to the Supply Chain Division in 2010 when he was named Manager of Customer Support and Logistics. In 2012, Chimley was promoted to the General Manager position, where he was responsible for the planning, ordering and logistics of mining, construction, utility and forestry machines in North America.

At each stop, Chimley has focused on improvement strategies. "Komatsu America practices a philosophy called 'Kaizen,' which means continual improvement," explained Chimley. "In every position, I've tried to raise the bar, whether that means implementing inventory forecasting process improvements or designing how we use technology to deliver training and publications materials, Komatsu is very supportive."

Away from the office, Chimley enjoys spending time with his wife and two teenage daughters. They love to travel and listen to music together. Chimley's ideal get away would be trout fishing in a cold mountain stream on a sunny spring day.

**QUESTION: How does Komatsu America's Training and Publications team lead the world?**

**ANSWER:** Due to the timing of the engine emission requirement in North America, we needed to develop new-model training and publication materials first. This means our training and publications development teams have blazed the trail since 2011. Because we have experience being content-development leaders, we also need to take the lead in using digital-learning platforms and the latest technologies available. We want Komatsu America Training and Publications to be a center of excellence.

**QUESTION: What is your vision for the Training and Publications area?**

**ANSWER:** Our vision is to continue a strong foundation of material development while using the latest technology to increase the effectiveness of our material delivery. Through technological advances, the speed and ease of learning is expanding exponentially, allowing Komatsu customers, distributors and employees to easily access our offerings.

**QUESTION: How do you plan to maximize the effectiveness of the Cartersville Customer Center?**

**ANSWER:** To anyone who has yet to visit the Cartersville Customer Center, we extend an open invitation. During the past 12 months, we have hosted the highest number of visitors since the facility opened in 2001. Our amenities include a 35-acre demo site; a beautiful 40,000-square-foot main building with multiple classrooms, offices and state-of-the-art auditorium; as well as a 20,000-square-foot shop – all situated on 600 acres just north of Atlanta. Visitors are absolutely blown away by this facility. Our primary goal



Spring and fall Demo Days are the two most visible events at the Cartersville Customer Center, according to Director of Training and Publications Bill Chimley.

is to share resources with our distributors and affiliate business partners by providing world-class training, demonstration and meeting facilities.

**QUESTION: Are other types of events held at the center?**

**ANSWER:** While the two most visible customer events are Demo Days each spring and fall, we also host approximately six major annual training events covering all aspects of our business. Filling in the day-to-day of our calendar are numerous technical, operator and sales class offerings. The center is a versatile facility with an incredible support staff that creates a safe and effective learning environment.

**QUESTION: How do you see the Cartersville Customer Center evolving in the next few years?**

**ANSWER:** We are in the process of upgrading our wireless network to enable full connectivity of people, machines and classrooms – even beyond our campus. A growth area in 2018 is live-streaming class videos, which will allow technicians, for example, to stay in the field and participate in training without losing precious days due to travel.

Last spring, we completely redesigned the theatre, which also doubles as our largest classroom. This winter, we made upgrades to the demo site, making it both safer and more functional, especially to support SMARTCONSTRUCTION technologies. Future visions for the Cartersville Customer Center include developing a quarry demonstration area to offer a more realistic operation experience, creating an executive briefing area where we can learn from our customers and share Komatsu's total business solutions, and making this facility a center of excellence for all of our publications. ■



Director of Training and Publications Bill Chimley (far right) listens as a group of Komatsu sales representatives participate in a training session inside the Cartersville Customer Center's newly renovated theatre.

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# NEW REMAN FACILITY

## Komatsu helps customers save money, boosts availability of high-quality remanufactured products



Michael Carranza,  
Product Manager



Goran Zeravica,  
Senior Product Manager

If you need to replace components, or even an engine, you want the most-cost effective solution possible. Oftentimes, that may involve using the high-quality remanufactured products available through Komatsu's reman facilities.

Recently opened, and located at the Chattanooga Manufacturing Operation, the reman facility grew out of a fact-finding effort in Komatsu's Reman/Overhaul Group led by Senior Product Manager Goran Zeravica and Product Manager Michael Carranza. One of their first steps involved talking with customers and Komatsu distributors to gauge their expectations.

"They provided valuable feedback to act upon, including the need for expanding our availability and offering of reman products," shared Zeravica. "That's one of the reasons

we opened a new reman facility; the other reason was to expand engine-testing ability for our customers. The new facility supplies like-new engines that meet Komatsu's stringent standards, so customers can rest assured they are getting quality, reliable products with long lives."

### Substantial inventory

Komatsu has already amassed an extensive inventory. Reman products are available from various sources such as the Ripley Parts Operation, Peoria Parts Department and regional parts depots.

"Availability and fast access are vital to minimizing downtime," said Carranza. "A good inventory ensures that when an order is placed, a replacement item is shipped right away. Once the repair is complete, the customer can send in their used component, and we will give them a credit for it."

### Quality confidence

Komatsu demonstrates its confidence in reman products by providing two warranties\*:

#### Komatsu Genuine Reman Warranty Coverage (Standard):

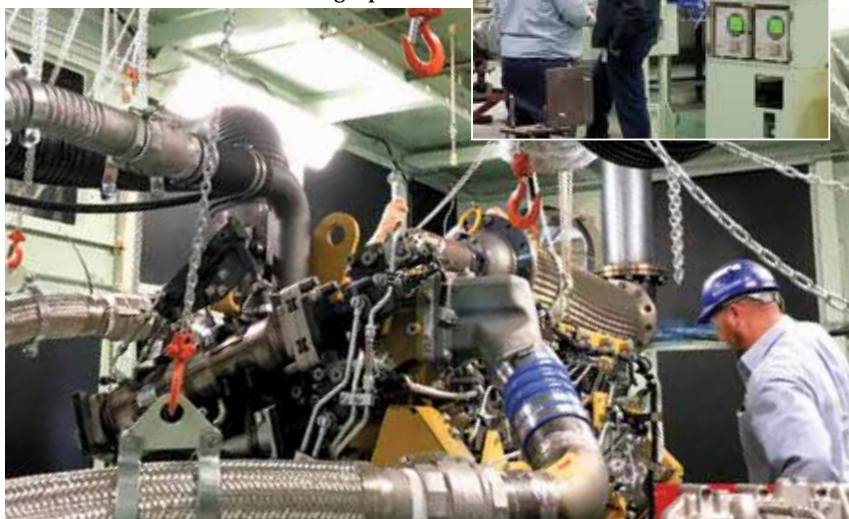
- Applies to Genuine Reman components
- One year
- Unlimited hours

#### Komatsu Genuine Reman Component Quality Assurance:

- Applies to engines, transmissions, torque flows, final drives, differentials, axle assemblies, travel motors and main hydraulic pumps
- Four years
- Prorated, up to 10,000 hours ■

*\* Additional qualifications are required. Talk to your Komatsu distributor for more information.*

Komatsu's new reman facility brings original equipment manufacturer expertise to the table, while boosting availability through reman and retesting capabilities.



## NEWS & NOTES

### Komatsu acquires Quadco, Southstar forestry heads

Komatsu acquired Quadco felling heads and Southstar large harvesting heads, adding them to its already stellar lineup of Log Max and Komatsu small and medium-size harvester heads. The acquisition allows Komatsu to offer customers a full range of forestry attachments.

Quadco and Southstar will continue to operate as independent companies within the Komatsu group and will maintain their existing sales networks. To improve value to customers, Komatsu is forming a forestry attachment division within Komatsu Forest AB, which will manage the Quadco, Southstar and Log Max brands. ■

### EIA: Wind to blow past hydro in renewable energy production

The U.S. Energy Information Administration (EIA) expects wind to surpass hydroelectric in domestic, renewable-energy production this year. EIA predicts hydropower will fall to 6.5 percent from 7.4 percent of the nation's overall energy output in 2018. Wind generated 6.3 percent last year, and EIA anticipates it will rise to 6.9 percent by 2019. Weather will play a big role in what the final numbers look like at the end of 2018.

"Because few new hydro plants are expected to come online in the next two years, hydroelectric generation in 2018 and 2019 will largely depend on precipitation and water runoff," EIA said in its analysis. "Although changes in weather patterns also affect wind generation, the forecast for wind-power output is more dependent on the capacity and timing of new wind turbines coming online." ■



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# NO FATALITIES GOAL

## Research suggests Safe System and Vision Zero traffic-planning approaches would save lives

Research from the World Resources Institute (WRI) and the World Bank concludes that if all countries adopted a Safe System or Vision Zero approach to safety and traffic infrastructure, nearly a million lives could be saved around the world each year. WRI analyzed data from 53 countries and found that using Safe System tactics achieved both the lowest rates of traffic deaths and the largest reduction in fatalities in a 20-year period.

The report, “Safe and Sustainable: A Vision and Guidance for Zero Road Deaths,” emphasizes the importance of committing to no fatalities, upholding the Safe System principles of shared responsibility and reducing human error; as well as instituting structural fixes like better sidewalks, bike lanes, high-quality public transportation, safer vehicles and faster emergency response, according to WRI. The study says that it’s important for planners to take those factors into account when designing roadways.

Traffic fatalities claim more than 1.2 million lives annually. WRI found that to eliminate road deaths, policymakers must adhere to

Safe System tenets: humans make errors and are vulnerable to injury; responsibility for the consequences should be shared, no death or serious injury is acceptable; and the best plan is a proactive, systemic one.

Sweden and the Netherlands began a Safe System program more than 20 years ago and have lowered their traffic fatalities to between three and four deaths per 100,000 residents annually, a decrease of more than 50 percent. The global average is 16.4 fatalities per 100,000 residents and 24.1 per 100,000 in low-income nations. More than 40,000 die on U.S. roadways every year.

### Multi-pronged plan

Approximately 30 cities in the United States are using Vision Zero, which is similar to Safe System. Vision Zero takes the view that traffic deaths and severe injuries are preventable by utilizing proven strategies such as lowering speed limits, redesigning streets, implementing meaningful behavior-change campaigns and enhancing data-driven traffic enforcement. It also demonstrates that planning fosters cross-disciplinary collaboration among local traffic planners and engineers, police officers, policymakers and public-health professionals.

“We can dramatically reduce and eventually eliminate road-crash fatalities if we follow a Safe System approach,” said Soames Job, who heads the World Bank’s Global Road Safety Facilities and is one of the report’s co-authors. “Vision Zero is becoming a popular policy to embrace, but what it really means is committing to zero deaths and building in safeguards. By designing transportation systems for inevitable human error and placing a greater responsibility on officials, road designers and decision makers, we can profoundly reduce road-crash fatalities.” ■

A report from World Resources Institute and the World Bank emphasizes a commitment to no fatalities and upholding principles such as reducing human error, and instituting structural fixes like better sidewalks, bike lanes, high-quality public transportation, safer vehicles and faster emergency response.



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2016 KOMATSU WA320-7, Stock# E00037354, S/N A36674, 3,661 hrs	Call
2017 KOMATSU WA320-8, Stock# E00043476, S/N 85009, 2,265 hrs	Call
2017 KOMATSU WA320-8, Stock# E00043486, S/N A38081, 1,980 hrs	Call
2017 KOMATSU WA380-8, Stock# E00043472, S/N A74304, 1,514 hrs	Call

## DOZERS

2014 KOMATSU D39PX-23, Stock# E00031124, S/N 90394, 4,127 hrs	Call
2015 KOMATSU D39PX-23, Stock# E00032652, S/N 90599, 5,664 hrs	Call
2015 KOMATSU D39PX-23, Stock# E00042561, S/N 90681, 2,107 hrs	\$94,500
2015 KOMATSU D39PX-23, Stock# E00036283, S/N 90900, 3,684 hrs	Call
2015 KOMATSU D39PX-23, Stock# E00036285, S/N 90910, 4,012 hrs	Call
2015 KOMATSU D39PX-23, Stock# E00036289, S/N 90996, 2,660 hrs	Call
2015 KOMATSU D39PX-23, Stock# E00036290, S/N 90997, 4,022 hrs	Call
2016 KOMATSU D39PX-23, Stock# E00042562, S/N 91015, 234 hrs	\$128,000
2016 KOMATSU D51PXi-22, Stock# E00041545, S/N B14249, 5,664 hrs	\$199,500
2016 KOMATSU D51PXi-22, Stock# E00041547, S/N B14388, 2,388 hrs	\$199,500
2016 KOMATSU D51PXi-22, Stock# E00041556, S/N B14389, 1,784 hrs	\$199,500
2016 KOMATSU D51PXi-22, Stock# E00041548, S/N B14414, 2,614 hrs	\$199,500
2016 KOMATSU D51PXi-22, Stock# E00041550, S/N B14435, 2,231 hrs	\$199,500
2015 KOMATSU D51PXi-22, Stock# E00042927, S/N B14239, 2,569 hrs	\$169,500
2014 KOMATSU D61PX-23, Stock# E00030671, S/N 30491, 4,514 hrs	Call
2015 KOMATSU D61PX-23, Stock# E00033958, S/N 31207, 3,562 hrs	Call
2016 KOMATSU D61PX-24, Stock# E00037109, S/N 40137, 3,912 hrs	Call
2016 KOMATSU D61PX-24, Stock# E00037159, S/N 40141, 3,589 hrs	Call
2016 KOMATSU D61PX-24, Stock# E00043422, S/N B60176, 1,839 hrs	\$199,500
2016 KOMATSU D61PXi-23, Stock# E00042019, S/N 31616, 2,397 hrs	\$273,500
2014 KOMATSU D61PXi-23, Stock# E00042020, S/N 30444, 6,126 hrs	\$146,500
2013 KOMATSU D65PX-17, Stock# E00030386, S/N 1939, 5,999 hrs	Call
2014 KOMATSU D65PX-17, Stock# E00030834, S/N 2269, 4,195 hrs	Call
2013 KOMATSU D65PX-17, Stock# E00030161, S/N 1993, 5,300 hrs	Call
2016 KOMATSU D65PX-18, Stock# E00035967, S/N 90032, 3,119 hrs	Call
2015 KOMATSU D65PX-18, Stock# E00036904, S/N 90048, 4,545 hrs	Call
2016 KOMATSU D65PX-18, Stock# E00037163, S/N 90154, 2,915 hrs	Call

## EXCAVATORS

2017 KOMATSU PC138USLC-11, Stock# E00043086, S/N 50770, 1,045 hrs	Call
2016 KOMATSU PC210LC-11, Stock# E00043480, S/N A12168, 1,819 hrs	\$166,000
2016 KOMATSU PC240LC-10, Stock# E00043620, S/N A20012, 7,072 hrs	\$79,500
2013 KOMATSU PC360LC-10, Stock# E00043333, S/N A33023, 5,138 hrs	Call
2014 KOMATSU PC360LC-10, Stock# E00032664, S/N A33722, 3,908 hrs	Call
2015 KOMATSU PC360LC-11, Stock# E00035869, S/N A35128, 4,664 hrs	Call
2016 KOMATSU PC360LC-11, Stock# E00037503, S/N A35328, 3,647 hrs	Call
2016 KOMATSU PC360LC-11, Stock# E00043274, S/N A35474, 2,300 hrs	\$255,000
2017 KOMATSU PC360LC-11, Stock# E00043487, S/N A35374, 2,348 hrs	\$263,500
2014 KOMATSU PC360LC-10, Stock# E00035398, S/N K64137, 3,393 hrs	Call
2014 KOMATSU PC490LC-10, Stock# E00030840, S/N A40641, 4,277 hrs	Call
2015 KOMATSU PC490LC-11, Stock# E00032989, S/N A41008, 5,520 hrs	Call
2016 KOMATSU PC490LC-11, Stock# E00036512, S/N A41204, 4,545 hrs	Call
2016 KOMATSU PC490LC-11, Stock# E00037140, S/N A41286, 4,107 hrs	Call

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2015 WIRTGEN W120CFi, Stock# E00043718, S/N 1810116, 1,165 hrs	Call
2015 WIRTGEN WR2000XLi, Stock# E00035612, S/N 09WR0028, 402 hrs	Call
2016 WIRTGEN WR2000XLi, Stock# E00037461, S/N 09WR0045, 685 hrs	Call
2016 WIRTGEN WR2000XLi, Stock# E00037462, S/N 09WR0046, 532 hrs	Call

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2015 KOMATSU HM300-5, Stock# E00043470, S/N 10016, 2,524 hrs	\$249,500
2015 KOMATSU HM300-5, Stock# E00035208, S/N 10075, 2,524 hrs	Call
2015 KOMATSU HM300-5, Stock# E00035209, S/N 10082, 3,915 hrs	Call
2015 KOMATSU HM300-5, Stock# E00035211, S/N 10091, 3,347 hrs	Call
2015 KOMATSU HM300-5, Stock# E00035212, S/N 10092, 3,690 hrs	Call
2011 KOMATSU HM400-2 WATER TRUCK, Stock# E00041559, S/N 2671, 8,260 hrs	Call

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2015 ATLAS 520MH, Stock# E00048789, S/N 520M301282, 36 hrs	Call
2015 MANTSINEN 70, Stock# E00034161, S/N 2671, 0 hrs	Call



2016 KOMATSU PC210LC-11, Stock#E00043480  
S/N A12168, 1,819 hrs.....\$166,000



2015 KOMATSU D51PXi-22, Stock#E00042947  
S/N B14239, 2,569 hrs.....\$169,500



2015 WIRTGEN W120CFi, Stock#E00043718  
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