

LINDER LINK

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



Feature Stories:

RIPA & Associates pg. 4

Emery Sealco, Inc. pg. 8

Four new product lines
available through Linder pg. 19

New WA480-8 wheel loader pg. 21

LINDER
65
ANNIVERSARY

KOMATSU[®]

 **WIRTGEN GROUP**

MESSAGE FROM THE PRESIDENT



John Coughlin

**Komatsu's
innovation
goes beyond
intelligence**



Dear Valued Customer,

As Linder continues to commemorate its 65 years of service, we are excited to celebrate with those who make this milestone possible – our customers and employees. We want to welcome you to one of our 65th Anniversary Open House events hosted at your nearest full-service Linder branch. Visit www.Linder65.com for complete event details and registration. I hope to see you there!

In this issue of your Linder Link magazine, read how Linder strives to serve customers better with new product lines from four leading manufacturers. In addition to expanding our wide array of equipment options, we recognize that personalized service and customer support are what truly set Linder apart from the competition. Dedicated staff members, like Parts Counter Representative Ivonne Vizcaino and Service Manager TJ Iannacone, ensure that our customers stay productive on their jobsites. Enjoy getting to know Ivonne and TJ and what makes them successful as part of the Linder family.

As your business partner, we are proud to share in the success of our customers. Learn how we support Emery Sealco, Inc., a North Carolina paving company, as they extend the life of roads using a cost-effective, chip-sealing technique. Tampa-based construction firm RIPA & Associates, a longtime Linder customer, also details their 20-year journey in the industry and how Linder helps to position them for future growth and sustainability.

This year marks the five-year anniversary of Komatsu's *intelligent* Machine Control debut. The first-of-its-kind technology set the bar for integrated GPS dozing, and Komatsu has since delivered a second generation of its original D61i dozers. It has also added several other models, offering a broad range of products to move dirt from rough cut to finish grade on a variety of jobsites.

Operators can do the same with Komatsu's *intelligent* Machine Control excavators. Four models are part of the family, including the second-generation PC210LCi-11. All are excellent for digging trenches and basements, building ponds, handling mass excavation work and a host of other applications. Read more about the excavators and dozers in this issue.

As always, if there's anything we can do for you, please call or stop by!

Sincerely,
Linder Industrial Machinery Company

John Coughlin,
President and CEO

LINDER & LINK

A publication for and about Linder customers

IN THIS ISSUE

RIPA & ASSOCIATES pg. 4

See why this flourishing Tampa contractor is always eager to tackle something new.

EMERY SEALCO, INC. pg. 8

Read how this North Carolina family business extends the longevity of roads with chip-sealing services.

CUSTOMER EVENT pg. 13

Check out a recap of Demo Days where Linder customers tested a variety of *intelligent* Machine Control equipment.

A CLOSER LOOK pg. 14

Examine the optimism regarding how the new tax law may benefit the construction industry and its employees.

GUEST OPINION pg. 17

Find out why exploring the arts can help members of your work force improve their creativity and productivity.

SERVING YOU BETTER pg. 19

Learn about four new product lines Linder recently added to its offerings – Al-Jon, Cemen Tech, OLKO Maschinentechnik and Terberg.

NEW PRODUCT pg. 21

Get an in-depth look at Komatsu's fuel-efficient, productive WA480-8 wheel loader.

SPECIAL RECOGNITION pg. 23

Review the history of Komatsu's *intelligent* Machine Control technology five years after its debut.

AT YOUR SERVICE pg. 27

Komatsu CARE, a complimentary maintenance program, recorded its 100,000th service interval. See this article for the details.

YOUR BUSINESS PARTNERS pg. 28

Meet Ivonne Vizcaino, Parts Counter Rep at the Pembroke Pines branch, and TJ Iannacone, Service Manager at the Concord branch, and discover why they enjoy assisting customers.

Published by Construction Publications, Inc. for



www.Linder.com

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

Central Florida

Orlando

23 Taft Vineland Road
Orlando, FL 32824
407-849-6560
Fax: 407-422-2342

Plant City

1601 South Frontage Road
Plant City, FL 33563-2014
813-754-2727
Fax: 813-754-0772

Eastern North Carolina

Aurora

24922 NC 33 Hwy East
Aurora, NC 27806
919-628-2210

Greenville

100 Staton Road
Greenville, NC 27834
252-695-6200
Fax: 252-695-6205

Raleigh

6515 Chapel Hill Road 54
Raleigh, NC 27607
919-851-2030
Fax: 919-859-3859

Wilmington

3252 U.S. Highway 421 N.
Wilmington, NC 28401
910-254-2031
Fax: 910-254-2035

Western North Carolina

Asheville

1 Business Park Circle
Arden, NC 28704
828-681-5172
Fax: 828-684-5972

Concord

5128 Davidson Highway
Concord, NC 28027
980-255-8345
Fax: 980-777-8378

High Point

600 Pegg Road, Suite 101
Greensboro, NC 27409
336-665-0110
Fax: 336-665-0525

North Florida

Jacksonville

110 Halsema Road South
Jacksonville, FL 32220
904-786-6710
Fax: 904-781-5732

Ocala

2441 SW 57th Avenue
Ocala, FL 34474
352-629-7585
Fax: 352-629-2810

South Florida

Pembroke Pines

20900 Taft Street
Pembroke Pines, FL 33029
954-433-2800
Fax: 954-433-2901

Ft. Myers

4656 Elevation Way
Ft. Myers, FL 33905
239-337-1313
Fax: 239-337-0134

Riviera Beach

7221 Haverhill Business
Parkway, Space #105
Riviera Beach, FL 33407
561-863-0570
Fax: 561-863-0575

South Carolina

Columbia

3109 Charleston Highway
West Columbia, SC
29172
803-794-6150
Fax: 803-739-8889

Fort Mill

300 Springhill Farm Rd,
Suite 108
Fort Mill, SC 29715
803-832-2103
Fax: 803-548-0154

Greer

525 Old Jones Road
Greer, SC 29651
864-877-8962
Fax: 864-877-8157

Ladson

285 Treeland Drive
Ladson, SC 29456
843-486-8080
Fax: 843-486-8090

KOMATSU®

A SALUTE TO A LINDER CUSTOMER

RIPA & ASSOCIATES

Tampa firm celebrates 20 years in business, opens sister asphalt-paving company



Chris LaFace,
President and CEO

So often the best things in life happen when you take a chance and try new things.

Frank Ripa was running a successful contracting business with several partners when he decided to go it alone and start RIPA & Associates. Based in Tampa, Fla., the small company focused on city and municipal work, but quickly grew and landed the sanitary sewer maintenance contract for the City of Tampa. Twenty years later, RIPA & Associates is stronger than ever.

"Frank put a lot of hours into building this organization," noted his son-in-law, Chris LaFace, who is President and CEO of the company. "He established the culture and laid the groundwork for where we are today."

LaFace got his start with RIPA & Associates in 2004, when he found himself behind the wheel of an end-dump truck on one of Ripa's jobsites, just one week after graduating from the University of Florida with a business degree.

"I'm still one of the best end-dump drivers in the city," joked LaFace. "I started in the field for eight months and tried everything, so I could understand what the company does. Then I transitioned to the office and worked in various departments. It was a quick learning curve."

When Ripa started thinking about retirement four years later, LaFace began leading the enterprise's mass earthwork, utility installation and roadway construction endeavors throughout central Florida. Projects include residential subdivisions, apartment sites, highways and road improvements, retail centers and malls, hospitals, schools, sports facilities and office buildings. LaFace takes on this wide array of challenges because he has confidence in his staff.

"Generally, when I make a major decision for the business, it's a result of a suggestion from somebody around me," explained LaFace. "I'm definitely by no means a genius, but I have a lot of trust in my employees. I surround myself with great people who push me and this company to try new things."

Today, RIPA & Associates has more than 750 employees and covers an area from Ocala to Venice and as far east as Orlando. It has 60 or more projects going at a given time, which requires a large volume of material. Controlling costs and supplies is vital for such a large-scale operation, so the company has expanded to support that mission. Some of the newer additions include an IT department; drone, pump and utility-cleaning divisions; and a move to fully electronic time sheets and production reports.

Building new communities

The rejuvenated economy and migration of baby boomers southward has resulted in heavy demand for houses and apartments in the

The Etnyre Centennial 2000 asphalt distributor is essential to Florida Asphalt Contractors, LLC (sister company to RIPA & Associates). "I don't have to use a torch with the machine," explained Tack Operator Michael Shutt. "The pump and circulation work perfectly, and it shoots a clean line."





► VIDEO



Edgar Roman
an Operator for
Florida Asphalt
Contractors, LLC, a
RIPA & Associates
sister company, guides
a HAMM HD+ 70i VO
double-drum, vibratory-
oscillation roller on the
company's first paving
job. "It gets the job
done efficiently."

Tampa area. RIPA has been happy to establish the groundwork and infrastructure for the new residents moving to the region.

"A lot of former ranch land is being sold to make way for the new developments," reported LaFace. "We have 10 to 15 jobs of various sizes in Pasco County alone."

RIPA & Associates is also involved with creating the support services and amenities associated with growing communities. Notable recent projects include The Mall at University Town Center in Sarasota, a Bass Pro Shop, several St. Joseph's Hospital buildings, and a Topgolf Center in Tampa. Currently, crews are completing a 35-acre complex for USAA there as well.

"Much of our success happens because we try to do things the right way," noted LaFace. "Winning every battle isn't important; it's about taking care of customers in any situation. We've achieved a lot with that philosophy."

Due, in part, to satisfied customers, the firm began working on the Bexley Ranch housing development in 2015, its seventh such site along a stretch of highway north of Tampa. The 1,700-acre project is typical for the organization and includes the creation and installation of ponds, roads, drainage, utilities and pads.

"This spring, an opportunity to get into asphalt paving presented itself, so we decided to create a separate, sister company, Florida Asphalt Contractors, LLC," recalled LaFace. "We put everything together overnight and

were quickly paving. When we try something new, we do it at 100-percent commitment."

Linder always prepared

LaFace had a tight time line to purchase paving equipment, so his first call was to Linder Industrial Machinery Sales Rep Randy Thomas, who acted swiftly to find the right pieces.

"We bought three new machines in one night," recalled RIPA & Associates General Superintendent David Drew. "Randy had them delivered the next morning with staff to train our operators. It was a very smooth and efficient process."

That equipment purchase included two HAMM HD+ 70i VO double-drum, vibratory-oscillation rollers and an Etnyre Centennial 2000 asphalt distributor. Linder's team of product support experts spent several hours explaining the features of each machine, making sure that operators were comfortable with the functionality before putting the equipment to work. Linder also provides a full-time product support rep dedicated to Florida Asphalt's fleet and has an asphalt specialist available for additional assistance.

RIPA relies on Linder to keep its fleet of 50 Komatsu, Wirtgen Group and Etnyre machines running smoothly.

"We're fortunate to have a solid relationship with Randy and Linder," said LaFace. "Because we have a great deal of machinery, limiting downtime is exceptionally important. Randy has provided excellent support through the years."



David Drew,
General
Superintendent



Discover more at
TheLinderLink.com

Continued . . .

'Well-positioned for the future'

... continued

A dependable fleet is a must for RIPA & Associates, especially with numerous large-scale assignments. At one jobsite, operators are using a Komatsu WA320-8 wheel loader and a D39PX-24 crawler dozer to move earth. Crew members appreciate the dozer's power, compact size and

RIPA & Associates President and CEO Chris LaFace (left) depends on Linder Industrial Machinery Sales Rep Randy Thomas for all of his equipment needs.



A RIPA & Associates operator uses a D39PX-24 crawler dozer to cut to final grade along the edge of a pond on the Bexley Ranch housing development in Land O'Lakes, Fla. The company's operators appreciate the dozer's power, compact size and maneuverability.



maneuverability, which make it an easy choice for busy jobsites.

"Our operators love the wheel loader," noted Drew. "It handles exceptionally well and has a lot of power. When we load trucks, it's efficient and saves time."

At the end of the day, LaFace knows he can turn to Thomas for any new, used or rental equipment.

"We're very much a relationship business," shared LaFace. "Randy has been a valuable part of our company, and we're excited to continue that relationship."

Community involvement

RIPA & Associates is also committed to assisting multiple local charities, including NephCure Kidney International and the Make-A-Wish Foundation.

"Giving back to the community is important to us," stated LaFace. "We try to work with a variety of groups to be a good partner for the Greater Tampa Bay area."

With a booming local economy that shows no signs of slowing down in the foreseeable future, RIPA & Associates hopes to grow with its surroundings.

"There's a great amount of development to do in Florida in the next 10 to 20 years," predicted LaFace. "I believe people will continue to come here, especially because of the tax situation compared to other states. We're well-positioned for the future." ■



Operator J.R. Brewer unloads dirt with a Komatsu WA320-8 wheel loader. "It has the finish pin-on bucket, so it picks up everything nice and clean. The loader has lots of power and stability."

► VIDEO



KOMATSU®

WORKS FOR ME™

**"I'VE USED THEM ALL AND
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."



KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com

© 2018 Komatsu America Corp. All Rights Reserved



028

A SALUTE TO A LINDER CUSTOMER

EMERY SEALCO, INC.

Western North Carolina firm extends life of roads using cost-effective, chip-sealing technique



Chad Emery

Road construction is in Chad Emery's blood. He is the fourth generation to work for the family paving business, founded by his great-grandfather in 1949. Today, the Asheville, N.C., company goes by Emery Sealco, Inc. and focuses on chip sealing roads.

"My great-grandfather, John Noland, started with mostly grading," explained Chad, who serves as Vice President of Emery Sealco, Inc. "After my grandfather, Clint Emery, took over, he mainly focused on hot-mix asphalt in the 70s and 80s. Then, in the mid-80s, he and my dad, Mike Emery, began chip-sealing projects to supplement business.

"On their first road they did everything from the bed of a pickup truck," shared Chad. "In 1981, they decided to buy their first Etnyre standard-width chip spreader. That's when people began to notice – the end result was a quality and

affordable product that fixed their pavement needs; the business has grown from there."

The company employs 35 people, who are divided into two crews. In 2017, the firm sealed 230 miles of road, its best year to date. North Carolina Department of Transportation contracts make up 80 percent of Emery Sealco's calendar, with a mix of private and federal contracts comprising the remaining 20 percent. Business takes them as far west as Macon County.

"It's a cost-effective solution that doesn't break the bank, versus conventional, hot-mix asphalt," explained Chad. "We can extend the life of the road at a fraction of the cost to replace it. The demand for chip-sealing services is growing."

Through the decades, family remains an important part of the company's success. Chad's mom, Kathy; wife, Kathryn; dad, Mike; and brother, Clint, are involved in all the day-to-day activities of the company.

"We all have a passion for it," explained Clint. "Whenever we're together outside of the office or jobsite, we end up talking about the business. It's important to all of us to see the company succeed."

Challenging terrain no problem

The foothills of the Appalachian Mountains create a unique demand for Emery Sealco's services. Many of the roads are winding and stretch into the mountains, making the process of replacing them a difficult and expensive task. The firm is happy to provide a cost-effective and time-sensitive solution to repair or extend the life of the roads.

"We encounter varying surface and weather conditions because of the elevation changes and mountainsides," noted Chad. "The roads



Clint Emery

Kneading rock into the emulsion is an important step in the chip-sealing process. The HAMM GRW 180i-20 pneumatic tire roller provides 100-percent coverage on the first pass. "The wheels (on this roller) are offset so that a single pass creates the necessary stone retention," explained Emery Sealco, Inc. Vice President Chad Emery.





► VIDEO

Emery Sealco operators use one of the firm's adjustable-width Etnyre Quad chipspreaders to lay aggregate on top of a layer of emulsion along the Blue Ridge Parkway near Asheville, N.C. "The machine can adjust widths to make a single pass through any section of road. It provides a consistent spread, even if you have to change the width while operating," noted Emery Sealco, Inc. Vice President Chad Emery.

aren't standard and are likely to go from nine-feet wide in one section to 26-feet wide around a switchback curve. You have to pay attention constantly."

Because the terrain for every assignment is different, crews have learned to adapt quickly while still operating efficiently. In June 2018, Emery Sealco began chip sealing 75 miles of federally contracted roads through the Blue Ridge Parkway. The project requires a heavy application of CRS-2P emulsion followed by approximately 25 pounds of clean aggregate on top. The new surface is compacted by two rubber-tire rollers and a combination steel/rubber-tire roller.

"The traffic coming in and out of the park limits how quickly we can work," explained Chad. "We're also competing with the weather in the mountains. The project has to be laid dry, so if there is any rain in the forecast, we tend to hold off sealing. We're averaging two and a half to three miles of a single-application, single chip seal per day."

Once the chip seal is laid, crew members wait 48 hours before vacuuming any loose debris. A distributor truck then sprays a CRS-1H diluted emulsion on the clean surface to act as a fog seal, creating a smooth black finish to be

striped. The pavement-preservation project will save taxpayers \$6-10 in future costs for every dollar spent and extend the life of the road by up to 10 years.

Whether working in the nearby mountains or venturing beyond for private jobs, Emery Sealco takes pride in producing a high-quality product. To accomplish that, Chad recognizes that much of the company's success can be attributed to his employees' work ethic.

"I think our team is rare," noted Chad. "We're very efficient in what we do because many of our people have been with us 10-plus years. They can lay down a seven-mile stretch of double treatment in a day and then head to an upscale neighborhood to handle a driveway that requires precise attention to detail. We have great people who know the way things move and operate."

Linder, Wirtgen and Etnyre deliver

Two years ago, Emery Sealco was in the market for a new chipspreader. While the firm tried multiple brands in the past, they now turn to Linder Industrial Machinery Sales Rep Tug Nix and Etnyre for their equipment.



Discover more at
TheLinderLink.com

Continued . . .

'It's the best brand on the market'

... continued

"We've used competitive brands and saw decent results, but nothing has come close to Etnyre's quality," noted Chad. "All of our chip-sealing equipment is from Etnyre. Tug and Linder have always been there to make sure that we get the best product available."

The company purchased an Etnyre Quad variable-width chipseader in 2017. The results led to a second purchase earlier this year to meet growing demand. The machines have been valuable assets on the recent Blue Ridge Parkway project.

"The Etnyre machine can adjust widths as it lays material, which means we need only one pass when the road gets wider or narrower, instead of backtracking and creating joints," explained Chad. "At the end of the day, six months from now, even in a year, you can see the effect that has on the road and how good it still looks."

Before laying the chip seal, Chad's team will use an Etnyre Black-Topper Centennial asphalt distributor to spray the emulsion on the existing asphalt. The machine provides streamlined

performance and maintenance and has an adjustable-width spray bar that is easily controlled from the cab to maximize efficiency.

"It's the best brand on the market," stated Clint. "It outperforms others in quality and efficiency. We wouldn't use anything else."

When Emery Sealco was awarded the Blue Ridge Parkway contract, Chad knew stone retention would be a major factor in the success of the project. Instead of typical small rubber-tire rollers, he decided to purchase a HAMM GRW 180i-20 pneumatic tire roller from Tug as well.

"I'm impressed with the setup and weight of the roller," recalled Chad. "The wheels are offset so that a single pass with that rubber-tire roller will knead rock into the emulsion, creating the necessary stone retention. We liked it so much that we decided to purchase a second one the next week. The HAMM rollers are making a noticeable difference in the results we're achieving."

Chad relies on Linder for more than high-quality equipment. If a machine needs a repair, Linder is quick to take care of the issue and limit any downtime.

"I can pick up the phone and things happen quickly to get us back on the road," noted Chad. "We have a great relationship with Linder's service department. They are exceptionally knowledgeable and go out of their way to help us stay on track."

Sustained growth

The future also looks bright for a fifth generation to enter the family business.

"I have a seven-year-old who thinks he can run a crew right now," joked Chad.

He estimates that the company will chip seal 300 miles of road this year and at least 350 miles in 2019. Continuing to grow while providing the best product available is important to the Emery family.

"We'd like to continue expanding west and add more crews and equipment to provide coverage for the entire western side of North Carolina," said Chad. "We want to get additional product on the ground to show people that chip seal is an excellent option for a variety of pavement-preservation projects." ■

Emery Sealco, Inc. Vice President Chad Emery (left) turns to Linder Industrial Machinery Sales Rep Tug Nix for the company's Etnyre and Wirtgen Group equipment.



A crew member with Emery Sealco, Inc. uses this Etnyre Black-Topper Centennial asphalt distributor to lay down an emulsion base on top of an existing road on this project near Asheville, N.C. The emulsion is part of the chip-spreading technique that will extend the life of the road up to 10 years.



CLOSE TO OUR CUSTOMERS

 **WIRTGEN GROUP**



For your success.

ROAD AND MINERAL TECHNOLOGIES. The WIRTGEN GROUP owes its strength to the excellence of its product brands - WIRTGEN, VÖGELE, HAMM and KLEEMANN - with their unique wealth of experience. Put your trust in the WIRTGEN GROUP.

 Find out more: www.wirtgen-group.com/america

WIRTGEN

/

VÖGELE

/

HAMM

/

KLEEMANN

65 **LINDER**
ANNIVERSARY

www.Linder.com

Florida

Ft. Myers • 239-337-1313
Jacksonville • 904-786-6710
Ocala • 352-629-7585
Orlando • 407-849-6560
Pembroke Pines • 954-433-2800
Plant City • 813-754-2727
Riviera Beach • 561-863-0570

North Carolina

Asheville • 828-681-5172
Aurora • 919-628-2210
Concord • 980-255-8345
Greenville • 252-695-6200
High Point • 336-665-0110
Raleigh • 919-851-2030
Wilmington • 910-254-2031

South Carolina

Columbia • 803-794-6150
Fort Mill • 803-832-2103
Greer • 864-877-8962
Ladson • 843-486-8080

KOMATSU®

WORKS FOR ME™

**"THERE'S NOTHING THIS
HI-TECH OUT THERE!"**

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!"



KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com

© 2018 Komatsu America Corp. All Rights Reserved



029

FULL SHOWCASE

Demo Days makes it easy for customers to test latest Komatsu equipment

More than 250 current and prospective customers attended Komatsu's spring Demo Days at its Cartersville Customer Center in Georgia. Mornings began with a tour of the Chattanooga Manufacturing Operation, where many of the Komatsu excavator models are assembled. After lunch, attendees listened to a brief informational tech session before heading to the recently renovated demonstration site to check out the latest equipment that Komatsu has to offer.

"The Demo Days event is a great opportunity for customers to see the facility and operate a wide range of Komatsu products," explained Director of Training and Publications Bill Chimley. "Customers can get first-hand experience with the newest *intelligent* Machine Control capabilities as well as a variety of our other equipment with experienced staff readily available to answer any questions."

New excavator included

The event showcased the full lineup of *intelligent* Machine Control dozers and excavators, including the new PC390LCi-11 excavator. In total, 26 machines were available for customers to operate, including wheel loaders, haul trucks, excavators, dozers and a motor grader.

"It's a great event," said BC Construction President Ray Borges, who came from Hawaii to attend Demo Days. "There are a lot of machines

to try out. Operating the equipment and seeing how it's assembled was worth the trip."

The updated demo site includes gravel walkways to increase safety between machine operation zones and permanent stairs. The various zones allow current and potential customers to test each machine to its fullest capabilities. ■



Bill Chimley,
Komatsu Director
of Training and
Publications



(L-R) Seth Farthing and Chris Helms of Centerline Contractors
and Bill Cross and Andrew Lee of Linder Industrial Machinery



Ginain Grayes,
Linder Industrial
Machinery

The recently renovated Cartersville Customer Center features several safety updates, including new gravel walkways between working zones and permanent stairs.



Discover more at
TheLinderLink.com

Jason Coffman, VP of Operations at Ryangolf Corporation
and Mike Pettus, Linder Sales Rep



TAX LAW SPURS OPTIMISM

Lower rates and faster write-offs could provide major boost to contractors

Editor's note:

This article is based on data from Associated General Contractors of America and is for informational purposes only. It does not reflect all changes under the tax law. You should seek advice from a professional tax adviser on how the legislation affects you and/or your business.

Tax reform took firm hold this year, affecting both individuals and businesses, including major changes for some in the construction industry as Congress passed and President Trump signed H.R. 1, The Tax Cut and Jobs Act, last December. This legislation, in most cases, increased take-home pay, lowered corporate tax rates and included provisions designed to increase expensing limits.

The signature piece of the legislation may be a reduced corporate tax rate, which was slashed from 35 to 21 percent and was made permanent. Personal-services corporations are also now taxed at 21 percent.

Pass-through businesses – those that are structured to allow owners to include profits on their personal tax returns such as partnerships, S Corporations or sole proprietorships and are taxed at the individual's marginal income tax rate – received significant savings, too. A section

was added to the tax code (199A) that provides a 20-percent deduction on such income through 2025. Limitations do apply such as phase-outs at certain income levels.

“Lowering the tax rate provides substantial savings that allow us to keep more capital to invest in new equipment and pay off machinery that we have financed sooner,” said Don Satoski, President/Co-owner of Landmark Materials, LLC, of Union Mills, Ind. “Those are excellent benefits for us.”

Service businesses, including architecture and engineering firms, are eligible for a deduction, but are excluded from receiving the 20-percent deduction above \$157,000 for individuals and \$315,000 for married filing jointly. Phase-outs apply as does the expiration after 2025.

Section 179 doubled, made permanent

The Tax Cut and Jobs Act affects business expensing in a variety of ways, such as temporary full expensing for property currently eligible for bonus depreciation for five years. That applies to property placed in service after September 27, 2017, including new and used equipment.

“The tax plan is great for us, especially on equipment purchases,” shared David Bussman, Vice President of MGL, Inc., a utility contractor based in Cullman, Ala. “Combine that with the zero-percent financing on the machines we bought last fall, and the savings are significant.”

Section 179 Expensing – which allows taxpayers to deduct the cost of certain property types as an expense rather than

Construction workers saw a boost in take-home pay, because the law reduced most tax rates and increased amounts subject to new and unchanged percentages. A Business Insider analysis showed laborers' average federal tax owed would drop by nearly 20 percent.





The Tax Cut and Jobs Act affects business expensing in a variety of ways, such as temporary full expensing for property currently eligible for bonus depreciation for five years. This applies to property placed in service after September 27, 2017, including new and used equipment.

being capitalized and depreciated – was permanently increased from \$500,000 to \$1 million with a \$2.5 million phase-out and is indexed to inflation. The definition of property now includes roofs as well as HVAC, fire protection, alarm and security systems added to non-residential buildings already placed in service.

Employee take-home pay rises

While the final legislation reduced nearly all tax rates for individual and married filers alike, there are still seven brackets. Two remain the same, including the lowest at 10 percent; however, the amount subject to that rate increased from \$0-9,325 to \$0-9,524 for single filers and from \$1-18,650 to \$0-19,049 for married filing jointly. Previously, income above \$9,325 and \$18,650 would have been subject to a 15-percent rate. The 35-percent bracket also increases the amount subject to it.

All other previous tax brackets were lowered, including the top rate, which went from 39.6 percent to 37 percent. The biggest change was to the previous 28 percent rate, which dropped to 24 percent. The 15-percent and 25-percent brackets were each reduced by 3 percent to 12 and 22 percent respectively. The 33-percent rate decreased to 32 percent.

A Business Insider analysis showed the average annual pay for construction laborers is \$37,890, which made their previous federal tax \$3,645. Under the new bill, it estimates a reduction to \$2,916, for a savings of nearly 20 percent.

Along with rate changes, the standard deduction nearly doubled to \$12,000 for individuals and \$24,000 for those married filing jointly. Previously it was \$6,350 and \$12,700. The new standard deduction and tax rates are temporary and expire at the end of 2025.

Firms hiring

Now is a good time for workers seeking employment in the construction industry. Seventy-five percent of construction companies plan to expand their payrolls in 2018, according to results of an Associated General Contractors of America (AGC) survey, *Expecting Growth to Continue: The 2018 Construction Industry Hiring and Business Outlook*.

“Construction firms appear to be very optimistic about 2018 as they expect demand for all types of construction services to expand,” said Stephen E. Sandherr, AGC’s Chief Executive Officer, upon release of the survey results. “This optimism is likely based on current economic conditions, an increasingly business-friendly regulatory environment and expectations that the Trump administration will boost infrastructure investments.”

There is hope that the tax law will help with the latter as it kept a provision for Private Activity Bonds, which will assist with financing transportation infrastructure as well as low-income housing and other public construction and public-private partnership projects, according to AGC. ■

TURN I-BEAMS INTO DOLLARS.



Division of
IES INTERNATIONAL
EQUIPMENT
SOLUTIONS

genesisattachments.com

GENESIS
The Promise of Performance.

YOUR PRODUCTIVITY IS OUR TOP PRIORITY.

To maximize your uptime and material processing efficiency, we build a 20-year dedication to performance, innovation, quality and technical support into every Genesis shear. Because we understand that if you're not running, you're not making money. **Genesis Attachments. Profit from our performance.**



Visit us
on YouTube

LOCATIONS:

Florida

Ft. Myers · 239-337-1313
Jacksonville · 904-786-6710
Ocala · 352-629-7585
Orlando · 407-849-6560
Pembroke Pines · 954-433-2800
Plant City · 813-754-2727
Riviera Beach · 561-863-0570

North Carolina

Asheville · 828-681-5172
Aurora · 919-628-2210
Concord · 980-255-8345
Greenville · 252-695-6200
High Point · 336-665-0110
Raleigh · 919-851-2030
Wilmington · 910-254-2031

South Carolina

Columbia · 803-794-6150
Fort Mill · 803-832-2103
Greer · 864-877-8962
Ladson · 843-486-8080

BUILD A HEAD OF 'STEAM'

Adding the arts to technical skills can generate more productivity, innovation

In 1871, engineer James Watt patented a steam engine that produced continuous rotary motion. Steam engines both figuratively and literally drove the Industrial Revolution and introduced the expression “build a head of steam.”

When critical pressure is applied to pistons, things happen. Construction-sector professionals and organizations must strive to achieve the same momentum by building a head of STEAM – that is, by adding the “A” to STEM, the already-developed skill levels of science, technology, engineering and mathematics.

That “A” is knowledge of and skill in the arts. The combination may seem odd to those who have a technology-focused education. But, by embracing the broad and exploratory STEAM mindset and engaging both sides of our individual and collective brains, we can generate more personal and organizational productivity, innovation and enhanced service for clients, customers and stakeholders.

Promotes better connections

A STEAM perspective provides a clearer understanding of how almost everything connects with everything else to the extent that science, technology, engineering, art and mathematics help us comprehend the increasingly complex world in which we live. The “everything is connected to everything” realization enables individuals and organizations to be more aware of the consequences of actions and empowers us to recognize many and varied opportunities.

Studies show that homogeneous teams – made up of those only STEM-skilled or only arts-oriented – tend to experience high communication effectiveness and require little time to make decisions. Unfortunately, they

may produce results that are low in creativity or innovation. In contrast, heterogeneous teams comprised of both STEM and arts members take longer to make decisions but may arrive at more creative and innovative results.

If you’re deeply into STEM by virtue of interest or vocation, on a whim, enroll in a one-day drawing class or sign up for ballroom dancing lessons. Urge deeply arts-focused colleagues to read some science and engineering articles, audit an engineering class or visit an automobile manufacturing plant. To those in leadership or management positions, help your personnel understand STEAM and how embracing it could benefit them, their employers and those they serve. Ask colleagues to share their art or STEM passions at “brown bag” lunch sessions. You and others will be surprised and inspired by the variety of talents in your midst. ■

Stuart G. Walesh, independent consultant, teacher and writer says that embracing a science, technology, engineering, arts and mathematics mindset along with engaging both sides of the brain generates more productivity and innovation.



**Stuart G. Walesh,
PhD, PE**

*Stuart G. Walesh is an independent consultant, teacher and writer who has worked in engineering, government and academia. This viewpoint is adapted from his book **Introduction to Creativity and Innovation for Engineers**. An edited version also appeared in *Engineering News-Record's* magazine in December 2017.*



ALION

LANDFILL COMPACTOR RANGE

ADV500

ADV525

ADV600



**Three models from 84,170 to 127,000 lbs.
(38,179 kg - 57,606 kg)**

- Best in class combination of compaction and production.
- Extra heavy duty steel construction with sealed undercarriage.
- Easy component access for fast, efficient service and maintenance.
- All-wheel hydrostatic drive.
- Choice of wheel design and cleat configurations to suit specific site requirements.
- Up to 5 year/10,000 hour wire wrap and extended power train warranties.

65 LINDER
ANNIVERSARY

www.Linder.com

Florida

Ft. Myers • 239-337-1313
Jacksonville • 904-786-6710
Ocala • 352-629-7585
Orlando • 407-849-6560
Pembroke Pines • 954-433-2800
Plant City • 813-754-2727
Riviera Beach • 561-863-0570

North Carolina

Asheville • 828-681-5172
Aurora • 919-628-2210
Concord • 980-255-8345
Greenville • 252-695-6200
High Point • 336-665-0110
Raleigh • 919-851-2030
Wilmington • 910-254-2031

South Carolina

Columbia • 803-794-6150
Fort Mill • 803-832-2103
Greer • 864-877-8962
Ladson • 843-486-8080



KEEPING IT SIMPLE. BUILDING IT STRONG.

FOUR NEW PRODUCT LINES

Al-Jon, Cemen Tech, OLKO Maschinentechnik and Terberg deliver effective, affordable jobsite solutions

Linder Industrial Machinery has extended its already wide array of equipment options by adding products from four leading manufacturers.

Al-Jon

Three new lines of landfill compactors, the ADV 500, ADV 525 and ADV 600, reintroduce Linder Industrial Machinery to the solid-waste market. The Al-Jon compactors are equipped with 503 hp or 603 hp Tier 4 Final engines with either 15'3" or 17'3" straight bulldozer blades on 48- to 52-inch coned or I-beam cleated wheels. An ergonomic cab design increases operator efficiency while providing a safe and comfortable work space.

"We look forward to once again providing our customers with the best solid-waste products and guaranteed support," said Linder President & CEO John Coughlin. "We anticipate a strong and positive response from markets throughout our entire footprint."

Cemen Tech

The C and M series all-in-one volumetric mixer and mobile batch trucks from Cemen Tech offer an environmentally friendly and versatile concrete-pouring solution for municipalities and contractors. Rock, sand and water are stored separately on the mobile batch truck until mixed on-site within the same tolerances as a barrel mixer, eliminating the need for large batch trucks. An on-board computer stores thousands of concrete mixes and automates the mixing process, increasing operator efficiency.

"The mobile truck is an excellent choice for remote repairs and specialty mixes, such

as fast-setting concrete for busy roads," said Cemen Tech Director of Sales and Marketing Mark Rinehart. "We're excited for the future with Linder and to show customers how technology can eliminate waste while increasing profitability."

Continued . . .



The Al-Jon ADV 525 landfill compactor has a 503 hp Tier 4 Final engine, 15'3" straight bulldozer blade and 48" I-beam cleated wheels.



The Cemen Tech M series all-in-one volumetric mixer and mobile batch truck pours fast-setting concrete that is ready for vehicle traffic within two hours.

Best products along with guaranteed support

... continued



OLKO-Maschinentechnik

A pontoon-design undercarriage from OLKO-Maschinentechnik provides a creative option for excavators operating in rough ground conditions or environments with low-ground-bearing capacity, including swamps and marshlands, lakes, rivers and coastal areas. Drilling, transporting and lifting are commonly done in tandem with the amphibious attachment, which is customizable depending on application. The undercarriage connects seamlessly to the existing upper carriage structure of all premium manufacturers, creating a watertight seal.

“The ability to couple this undercarriage with any excavator upper carriage truly offers an innovative solution for working in extreme conditions,” said Coughlin.

Terberg

Linder offers three models of the Terberg Yard Tractor, the YT182, YT222 and YT202-EV. These tractors efficiently move trailers in distribution and transport centers, shipping terminals and airports. The YT series can support up to 126.75 tons and has a fixed, forward-facing cab with panoramic visibility. The YT202-EV runs an environmentally friendly Siemens 138 kW engine powered by electricity, while the YT182 and YT222 use Cummins and Volvo Tier 4 Final engines, respectively.

“We’re pleased to introduce another premier-level product line for our material handling division,” noted Linder Material Handling Division General Manager Tom Hickson. ■



(Above) The OLKO-Maschinentechnik pontoon-design undercarriage on this Komatsu PC240LC improves stability in challenging environments with low-ground-bearing capacity such as swamps, rivers and coastal areas. (Left) Terberg yard tractors are well-suited for hauling trailers at distribution centers, shipping terminals and airports.

THE RIGHT FIT

New wheel loader for specialized needs offers improved production and fuel efficiency

To do a job right, an operator needs the correct equipment. For a certain set of customers, that machine is the Komatsu WA480-8 wheel loader.

“The WA480 fills a need for a select group of users,” said Komatsu Product Marketing Manager Craig McGinnis. “For them, the WA470 isn’t big enough, but the WA500 is too much. The WA500 is approximately 20 percent larger than the WA470 when it comes to horsepower, tipping and other metrics, while the WA480 is closer to 8 percent bigger, providing a much better fit.”

The 56,262-pound WA480-8 wheel loader replaces its Dash-6, Tier 3 predecessor and sports a 299-horsepower Tier 4 Final engine that delivers as much as 20 percent greater fuel efficiency. Komatsu’s dual-mode Engine Power Select System lets operators choose between two standard options: E-Mode for greater fuel efficiency during general loading or P-Mode when they require maximum power output for hard digging operations or uphill climbing. The E-Mode Light option, which is selectable from the monitor, further reduces fuel consumption.

The WA480-8 is equipped with a steering wheel, but customers can opt to replace it with Komatsu’s Advanced Joystick Steering System (AJSS), which allows operators to handle steering and directional travel through wrist and finger control.

Buckets of efficiency

Komatsu further enhanced the productivity of the WA480-8 by adding an auto-dig function that enables the machine to automatically lift the boom and curl the bucket when in a pile – a feature that was previously offered only on the larger WA500 and WA600 models. The WA480-8

also includes a redesigned bucket that is available in 6.0- or 6.5-cubic yard capacities.

“We reconfigured the curves in both the front and back of the bucket to increase productivity by as much as 7 percent compared to the previous model,” detailed McGinnis. “The design enables material to flow into the bucket easily and also helps with load retention to prevent material from spilling over the sides.”

In-cab experience

In addition to enhanced engine performance and overall design, the WA480-8 delivers upgrades that improve the operator experience. The cab boasts a low-noise design, an Electronic Pilot Control air-suspension seat, an auxiliary jack, a pair of 12-volt outlets and two 7-inch, high-resolution, color monitors. One displays machine diagnostics and menus while the other is for the rearview camera. ■

The new Komatsu WA480-8 has a 299-horsepower, Tier 4 Final engine that boosts fuel efficiency up to 20 percent and a redesigned bucket that increases productivity by as much as 7 percent.



Craig McGinnis,
Komatsu Product
Marketing Manager



Discover more



KOMATSU®

WORKS FOR ME™

"THE TECH MAKES ME FASTER."

JEROME HAYCRAFT / ASPLIN INC. / FARGO, ND

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."

SMARTCONSTRUCTION

KOMATSU

THAT'S WHY I AM KOMATSU

komatsuamerica.com



'INTELLIGENT' ANNIVERSARY

Komatsu marks five years of saving customers time, money with integrated machine-control technology

To say that Komatsu is observing the five-year anniversary of *intelligent* Machine Control is slightly misleading. While the first dozer made its debut in 2013, the genesis of its factory-integrated GPS equipment goes back much further.

"Research and development started many years earlier," shared Jason Anetsberger, Senior Product Manager, SMARTCONSTRUCTION and *intelligent* Machine Control. "Komatsu uses the

Continued . . .



Jason Anetsberger,
Komatsu Senior
Product Manager,
SMARTCONSTRUCTION
and *intelligent*
Machine Control



Mike Salyers,
Komatsu Senior
Product Manager,
SMARTCONSTRUCTION



Ron Schwieters,
Komatsu Product
Manager, *intelligent*
Machine Control



Komatsu's *intelligent* Machine Control excavators feature semi-automatic operation that goes beyond traditional indicate-only systems. Once target elevation is reached, the system limits the machine from digging deeper, eliminating overexcavation and the need for expensive fill material.



Quick acceptance results in repeat customers

... continued



Discover more

PDCA (Plan, Do, Check, Act) model for continuous improvement to ensure that each machine it brings to market will meet customer expectations for productivity and support. From an *intelligent* Machine Control standpoint, that included having technology solutions experts (TSEs) at each distributor to educate customers on how to set up and implement the technology."

No masts or cables

The first model was the D61i-23 – since replaced with a second-generation D61i-24 – which ushered in fully automatic blade control from rough cut to finish grade.

Because it's integrated into the machine, *intelligent* Machine Control eliminates the masts and cables associated with traditional aftermarket systems, so operators gain production time that was previously lost in setting up and tearing down at the beginning and end of each day.

"Eliminating the need for operators to climb on the machine or blade to mount components is a big plus, too," said Mike Salyers, Senior Product Manager, SMARTCONSTRUCTION. "The bottom line is that customers are moving dirt faster, more efficiently and at lower costs."

Komatsu introduced *intelligent* Machine Control five years ago with the original D61i dozers. Today, that model is in its second generation, the D61EXi-24, pictured here.



Komatsu quickly augmented its *intelligent* Machine Control lineup. In 2014, it brought the D39i and D51i dozers to market. It has since added D65i, D85i and D155AXi models. Additionally, more than 100 TSEs are in the field to provide customers with a wide spectrum of support options.

Excavators introduced

Early 2014 saw the introduction of the world's first *intelligent* Machine Control excavator, the PC210LCi-10. PC360LCi-11s and PC490LCi-11s followed soon after, along with a PC210LCi-11 to replace the original. Komatsu recently launched the PC390LCi-11. Each features semi-automatic operation that goes beyond traditional indicate-only systems. Once target elevation is reached, the machine limits the operator from digging deeper, eliminating overexcavation and the need for expensive fill material.

"Our data indicate that *intelligent* Machine Control has been a resounding success," said Ron Schwieters, Product Manager, *intelligent* Machine Control. "As more and more customers saw the positive results, the word spread. Five years ago if you mentioned machine control, Komatsu was likely left out of the conversation. Now, we are at the forefront. This technology has changed the industry."

Today, there are more than 2,000 *intelligent* Machine Control dozers and excavators combined that are moving earth across North America. Anetsberger noted that a large percentage of users were new to GPS technology before they tried one of Komatsu's integrated machines.

"Skeptical is a good way to describe some of them," Anetsberger reported. "After they operated one and experienced its accuracy, production and simplicity, acceptance came quickly. Throughout the years, many became repeat customers. They bought one piece of *intelligent* Machine Control equipment, saw the time and material savings and added more. I think this evidence speaks volumes to the value that *intelligent* Machine Control provides business owners and operators on a daily basis." ■

KOMATSU®

SMARTCONSTRUCTION

The Komatsu PC490LCi is revolutionizing the work site. This intelligent excavator increases production, improves the profitability of other machines, saves time and doesn't need a dozer to support it.

Make the dozer work for you

Supporting an excavator with a dozer used to be necessary, but not profitable. The Komatsu PC490LCi can handle its business all by itself, now you're free to use your dozer to increase production.

Do it faster

Save an extra

31

Hours of production
time each month

372

Hours per year

46.5

8-hour work days

Conventional Construction



Material needs to be moved two times

SMARTCONSTRUCTION

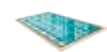


Excavator achieves both tasks

More yards

Move an extra 220,118 yards per year

That's enough to fill:



66 Olympic-size
swimming pools



4.5 National
rotundas



75 hot-air
balloons



30 Goodyear
blimps

Increased profitability

Intelligent Machine Control by Komatsu saves you



31 cents
per yard



\$31,000
per month



\$372,000
per year

KOMATSU®

LINDER

KOMATSU®

WORKS FOR ME™

"THEIR FINANCE PROGRAM ROCKS!"

LANCÉ LANNOM, RACHELLE REIGARD & EDUARDO MORALES / GRADE A CONSTRUCTION / LEBANON, TN

COMPETITIVE AND FLEXIBLE

KOMATSU
FINANCIAL

"Komatsu has been a great partner for us. They've been with us through the years, even when we started small and not many other places wanted to talk to us. They believed in us and helped us grow. From a custom financing plan to tech like KOMTRAX, to customer service and Komatsu CARE, and of course reliable products—they offer everything to help our bottom line grow." **Rachelle Reigard, President**

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com

© 2018 Komatsu America Corp. All Rights Reserved



KOMATSU CARE

Technicians complete 100,000th complimentary maintenance visit to customer's jobsite

When Komatsu's first Tier 4 construction-size machines rolled off the assembly lines in 2011, they came with Komatsu CARE, a pioneering, complimentary maintenance program providing service for the first three years or 2,000 hours of operation. This spring, the program marked its 100,000th service interval, performed on a PC228USLC-10 excavator owned by J. Fletcher Creamer & Son.

The program includes scheduled factory maintenance, oil sampling of each lubricated reservoir, a 50-point inspection at every service and up to two complimentary Komatsu Diesel Particulate Filter exchanges in the first 9,000 hours for qualified machines. Having the experts at Komatsu perform this maintenance has benefits well beyond free service.

"Komatsu CARE demonstrates our commitment to meeting customers' needs. It's the most comprehensive offering in the marketplace, and we are extremely proud of

this milestone," said Mike Hayes, Director of Service Marketing & Distributor Development for Komatsu.

More than complimentary service

"This program is an asset to us because we know that our distributor is taking care of our Tier 4 equipment," said Michael Schuhlein, Equipment Manager at J. Fletcher Creamer & Son. "With Komatsu servicing those machines, it frees us up to work on other maintenance. It makes us more efficient.

"We have 58 machines, and most of them are covered by Komatsu CARE or were under it," continued Schuhlein. "Having the experts from Komatsu in our garage keeps them familiar with our equipment, and it helps our service technicians learn and stay on top of the latest technology. Also, when a machine receives proper service at the recommended maintenance intervals, it ensures that it will reach the full potential of its life cycle." ■



Mike Hayes,
Director of Service
Marketing &
Distributor
Development,
Komatsu



Discover more



Komatsu Director of Service Marketing & Distributor Development Mike Hayes (third from left) and Komatsu representatives present J. Fletcher Creamer & Son, Inc., with a certificate marking the 100,000th Komatsu CARE service interval that was performed on its Komatsu PC228USLC-10 excavator.

YOUR BUSINESS PARTNERS

Customer service is second nature to Ivonne Vizcaino



▶ VIDEO
Ivonne Vizcaino,
Parts Counter Rep,
Pembroke Pines, Fla.



Discover more at
TheLinderLink.com

Ivonne Vizcaino moved from Cuba to the United States when she was seven years old. She grew up in a large, multilingual family and developed a big personality, which shines through at the office. Vizcaino, a Parts Counter Rep at Linder Industrial Machinery's Pembroke Pines, Fla., branch, loves to create an environment that customers and co-workers enjoy.

"When I go somewhere, like a restaurant, I compare that experience to how I do my job," explained Vizcaino. "I notice the service and see how I can improve what I do every day. I really enjoy working with customers; it gives me a warm feeling when I can help them out."

Vizcaino has created solutions for Linder customers for 16 years. She is always the first person at the office in the morning and often helps customers waiting outside before the

shop is open. Going the extra mile is standard practice for her.

"I like building rapport with people, making them laugh or having a conversation," shared Vizcaino. "I'm always checking on customer orders and making sure deliveries are on track. When customers leave here, I want them to know that I did my best and that I'll take care of them when they come back."

Customer service is second nature to her. Learning the multitude of parts that she handles at Linder, however, took time and dedication. Vizcaino's team and Linder management have played a big role in her success.

"I've worked hard for and appreciate everything in my life. I'm thankful for all of the opportunities I've had because of Linder and am excited for the future," said Vizcaino. ■

TJ Iannacone enjoys assisting customers



▶ VIDEO
TJ Iannacone,
Service Manager,
Concord, N.C.

TJ Iannacone began his career as a mechanic in his father's garage. A hands-on learner, he quickly soaked up knowledge about how cars are put together. After successfully running the shop on his own for three years, he decided to make a change. It was then that he joined the rental department at Mitchell Distributing, which Linder Industrial Machinery purchased in 2001.

"Linder always helps me get better at my job," shared Iannacone, who is now the Service Manager at Linder Industrial Machinery's Concord, N.C., branch. "When they bought Mitchell, the first thing Linder introduced was a program to help technicians increase their pay. I worked my way up and became a shop foreman, and I've been the service manager for the last

three years. It's been a great opportunity to grow with the company."

In his current role, Iannacone enjoys assisting Linder customers.

"I'm always upfront with them," stated Iannacone. "I don't sugarcoat anything because it's important to directly address any issues customers may have with their equipment."

Iannacone prides himself on creating a positive and trusting environment for his staff. He also makes sure to put in as much effort as he expects from others.

"I have a good work ethic," said Iannacone. "My goal is for everybody to enjoy coming to work. Having fun is important, but in the end, I want to help our customers and see the company succeed." ■

NEWS & NOTES

U.S. airports flying ahead with new construction

U.S. airports are getting an upgrade, with more than \$70 billion in spending expected for aviation infrastructure during the next three years. An Architectural Record article by Erin Hudson reported that current renovations primarily focus on terminals where passengers' impressions of a city are made. The upgrades include work on amenities such as restaurants and retail options at more than 50 airports.

"These major airports have squeezed as much blood out of a stone as possible," said T.J. Shulz, President of the Airport Consultants Council in the article "U.S. Sees Rise in Airport Construction." "Airport authorities and designers have done all they can do to account for differing airline service trends and new technologies coming into play, and now they're in a position where they either refurbish or rebuild." ■

Study reports mobile technology improves projects

Mobile technology enhances contractors' ability to collect and distribute timely and accurate jobsite data, according to a new Dodge Data & Analytics and B2W Software study. Respondents said better access to project data trends was the

top benefit to mobile connectivity. Significant numbers said it improves communication; helps with budget and scheduling, fleet management, maintenance, efficiency and uptime; and increases productivity. ■



PALADIN
POWERFUL ATTACHMENT TOOLS

The Power of Combined Excellence®

**PALADIN OFFERS
THE WIDEST BREADTH
OF ATTACHMENT
SOLUTIONS ACROSS ALL
APPLICATIONS**

**CONSTRUCTION
MATERIAL HANDLING
VEGETATION MANAGEMENT
LAND CLEARING
LANDSCAPING
AGRICULTURE MATERIAL HANDLING
SNOW REMOVAL
ENERGY
DEMOLITION**

BRADCO CP CUSTOMWORKS CWS FFC HARLEY JEWELL J:B KODIAK McMILLEN SWEEPSTER



Division of
IES INTERNATIONAL
EQUIPMENT
SOLUTIONS

www.paladinattachments.com



DISCOVER THE DIFFERENCE.

Conquer even the most inaccessible jobsites imaginable with the Terramac family of crawler carriers. Thanks to their rubber tracks, these machines boast a low ground pressure that protects sensitive ground conditions. The highly maneuverable RT6, versatile RT9 and massive RT14 are easily customizable with a range of attachments from hydro seeders to welders, while the RT14R offers a dump bed and 360-degree rotation for precision even in confined spaces. And they're all backed by our highly trained service and support professionals, so you'll stay up and running no matter how difficult the job.

Visit **Terramac.com** to learn more or demo one today at your nearest Linder location.



RT6

RT9

RT14

RT14R



LINDER

Find a **LINDER** location near you!
www.Linder.com/locations

LINDER USED EQUIPMENT

(813) 754-2000 or usedequipment@linder.com

For current list
scan QR or visit
Linder.com/used



WHEEL LOADERS

2006 KOMATSU WA80-5, Stock# E00044557, S/N H50109, 6,774 hrs\$28,500
2017 KOMATSU WA80M-7, Stock# E00044486, S/N H62295, 5 hrsCall

DOZERS

2017 KOMATSU D39PX-24, Stock# E00044647, S/N 95434, 975 hrs Call
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 \$178,500
2017 KOMATSU D61PXi-24, Stock# E00045070, S/N B60232, 1,994 hrsCall

EXCAVATORS

2017 KOMATSU PC360LCi-11, Stock# E00044656, S/N 90289, 1,698 hrs Call

PAVERS/COMPACTORS/CRUSHERS/MILLING

2015 KLEEMANN MS19Z, Stock# E00036276, S/N K0540278, 310 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

OFF-ROAD TRUCKS

2012 KOMATSU HM300-3, Stock# E00043437, S/N 3117, 6,122 hrs \$168,000
2015 KOMATSU HM300-5, Stock# E00043470, S/N 10016, 2,524 hrs \$249,500
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

MATERIAL HANDLERS

2015 ATLAS 300MH, Stock# E00034812, S/N 300M301270, 49 hrsCall
2015 ATLAS 520MH, Stock# E00048789, S/N 520M301282, 36 hrs Call
2015 MANTSINEN 70, Stock# E00034161, S/N 2671, 0 hrsCall



2017 KOMATSU D61PXi-24, Stock# E00045070
S/N B60232, 1,994 hrs.....Call



2006 KOMATSU WA80-5, Stock#E00044557
S/N H50109, 6,774 hrs.....\$28,500



2012 KOMATSU HM300-3, Stock#E00043437
S/N 3117, 6,122 hrs.....\$168,000

Your Used Equipment
Solutions Provider
LINDER



For additional information, please contact your local sales representative.

denotes Komatsu Care certified machine

Availability is subject to prior sales.

65 LINDER
ANNIVERSARY

www.Linder.com

Florida

Ft. Myers • 239-337-1313
Jacksonville • 904-786-6710
Ocala • 352-629-7585
Orlando • 407-849-6560
Pembroke Pines • 954-433-2800
Plant City • 813-754-2727
Riviera Beach • 561-863-0570

North Carolina

Asheville • 828-681-5172 High Point • 336-665-0110
Aurora • 919-628-2210 Raleigh • 919-851-2030
Concord • 980-255-8345 Wilmington • 910-254-2031
Greenville • 252-695-6200

South Carolina

Columbia • 803-794-6150 Greer • 864-877-8962
Fort Mill • 803-832-2103 Ladson • 843-486-8080



KOMATSU®

W WIRTGEN

W VÖGELE

W HAMM

W KLEEMANN

GENESIS®
The Promise of Performance.

**Superior
Broom**

MIDLAND
MIDLAND MACHINERY CO., INC.

KONECRANES®

ATLAS
CRANES & EXCAVATORS

TERRAMAC

MANTSINEN

Etnyre

**65 LINDER
ANNIVERSARY**

3 States | 8 Locations

www.linder.com

#Linder65



Florida

Ft. Myers: 239-337-1313
Jacksonville: 904-786-6710
Ocala: 352-629-7585
Orlando: 407-849-6560
Pembroke Pines: 954-433-2800
Plant City: 813-754-2727
Riviera Beach: 561-863-0570

North Carolina

Asheville: 828-681-5172
Aurora: 919-628-2210
Concord: 980-255-8345
Greenville: 252-695-6200
High Point: 336-665-0110
Raleigh: 919-851-2030
Wilmington: 910-254-2031

South Carolina

Columbia: 803-794-6150
Ft. Mill: 803-832-2103
Greer: 864-877-8962
Ladson: 843-486-8080

FOLLOW US on Social Media



@lindermachinery



@lindermachinery



facebook.com/linderindustrialmachinery

