

LINDER LINK

A publication for and about Linder Industrial Machinery customers • July 2021



Pictured above: Linder and Downrite Engineering Corp. employees examine the Komatsu D71PXi-24 dozer's rover station.

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A Message from Linder



John Coughlin

**Hope for an
infrastructure
boom?**

LINDER

Dear Valued Customer:

It's no secret that our nation's infrastructure needs to be updated. There appears to be growing optimism, and even confidence, that real support for this will happen. Congress continues to work on plans that will hopefully be passed sooner rather than later. Long-term legislation is in the works to replace the current Fixing America's Surface Transportation (FAST) Act that expires at the end of September.

That could be a boon for the construction industry. There would be a significant increase in the need for aggregate products, concrete and earthwork. If you service any of those or related industries, we have the equipment you need to get your job done more productively and efficiently.

That equipment includes the latest dozers, such as Komatsu's new D71-24 base and intelligent Machine Control (iMC) 2.0 D71i-24 models. Previewed at CONEXPO last year, they were introduced to rave reviews. Advanced technology in the iMC models allows operators to run in automatics from grass to grade. This saves time, labor, surveying and staking. As one Komatsu product manager said, "They are equally adept at precise, high-speed grading and rough dozing."

If you are working in tight quarters, such as a lane of traffic or against a building, a compact excavator is a great choice. Check out the new PC88MR-11 which has several updated features that increase productivity and efficiency – including a swing boom that moves independently of the cab. This allows operators to get right next to what needs to be dug without worrying about the counterweight swinging into something.

There are also product support articles that I think you will find valuable, including one on why Supercoolant is a great choice for your machines.

As always, if there's anything we can do for you, please call one of our branch locations.

Sincerely,
Linder Industrial Machinery Company



John Coughlin,
President and CEO

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Get tips on how using the proper coolant at correct intervals helps ensure that your equipment delivers the maximum performance.

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Harrison Construction Company dually successful as an aggregate supplier and paver for Tennessee and North Carolina



Scott Bennis,
Equipment Manager
for Harrison
Construction,
Candler, N.C., Branch



Rick Buckner,
Shop Foreman for
Harrison Construction,
Candler, N.C., Branch



Brandon Coggins,
Waynesville Quarry
Superintendent

Harrison Construction Company's history extends back to 1928, when E.J. Harrison incorporated the company out of Pittsburgh. E.J.'s son, Max, established the Maryville Asphalt Plant and Concrete Plant in Alcoa, Tenn., in 1939. This marked the company's introduction to the paving industry.

In 1972, Harrison Construction was acquired by Ashland Inc. and became an APAC operating company, but it retained Harrison Construction as a trade name. In 2006, the Harrison Division was added to Appalachian Materials Group (AMG) and brought under the CRH umbrella, which is a leading global supplier for building materials.

Today, Harrison Construction is headquartered in Knoxville, Tenn., and has facilities throughout eastern Tennessee and western North Carolina. It is a paving and milling provider as well as an aggregate material, asphalt and ready-mix concrete supplier for the region.

"Harrison Construction functions as two companies under one name," explained Candler, N.C., branch's Equipment Manager Scott Bennis. "We have paving crews, asphalt plants and quarries across western North Carolina. In eastern Tennessee, our operation includes the same services, as well as ready-mix plants and trucks.

"DOT (Department of Transportation) jobs comprise the majority of our paving work in North Carolina," continued Bennis. "We have four crews focused on DOT projects and a fifth crew that does all of our non-governmental private work, which is mainly smaller roads and parking lots. When it comes to our material supply

division, we're vertically integrated. That means our quarries fully support our asphalt division, which fully supports our paving operations. We sell our excess asphalt, crushed stone and ready-mix concrete to third parties."

Between its Tennessee and North Carolina divisions, Harrison Construction tops 500 employees. "Our biggest strength is our people," stated Bennis. "We have a team of men and women that work hard and make safety their number one priority. We also place quality of work over quantity. We want to make sure we do everything right the first time."

"Even though we fall under a larger corporate entity, Harrison Construction is still a family-oriented company," added Candler, N.C., branch's Shop Foreman Rick Buckner. "If I have a need or notice a way to improve our operation, our management team listens. We have a unified goal to help each other out, stay safe on the job site and maximize our productivity."

From quarry to paving

In total, Harrison Construction operates 16 asphalt plants, eight quarries and 14 ready-mix plants. To meet the high demand for materials, the firm's quarries are always busy.

"We typically crush 5,000 tons of material per day at this location," noted Waynesville Quarry Superintendent Brandon Coggins. "We'll also move anywhere from 1,500 to 3,000 tons of material through our scale house. We're a busy operation. In order to stay productive and grow our business, it's important that we have the right machines in place to maximize our output and minimize costs."

Over the last two years, the quarry has added a pair of Komatsu HD465-8 articulated trucks. The two 724-horsepower trucks each provide 61 tons of capacity to move large quantities of rock around the quarry.

"Primarily, we use the trucks to haul shot rock from the face to the crusher," explained Coggins. "We switched from a competitive brand truck and are able to haul material up the hill twice as fast using the Komatsu machines. We're also able to weigh the material while it's in the truck bed, which means we're no longer estimating how much rock we're moving per load."

Operators prepare to empty material into a crusher using a pair of Komatsu HD465-8 articulated trucks at Harrison Construction's Waynesville Quarry.





► VIDEO



Operator James Davis empties a bucket of material into a truck using a Komatsu WA500-8 wheel loader at Harrison Construction's Waynesville Quarry. "The loader handles material well and is operator-friendly. It has plenty of power and speed, which allows us to move around the yard between piles without holding up trucks," said Davis.

"Switching to Komatsu allowed us to go from running three trucks to only needing two," added Bennis. "The change has increased our time savings and reduced our operating expenses."

The quarry also switched from two competitive brands of wheel loaders to two Komatsu WA500-8 wheel loaders. "It's still early in the machines' life cycles, but we've had no issues with them," noted Bennis.

"We mainly use the machines to load customers' trucks," said operator James Davis. "The loader handles material well and is operator-friendly. It has plenty of power and speed, which allows us to move around the yard between piles without holding up trucks."

At its paving division, Harrison Construction's Candler, N.C., branch added a WIRTGEN W 120 XFi cold milling machine to its fleet. The compact machine's standard drum width of 3 feet, 11 inches makes it a versatile tool for the crew.

"We have one crew that works year-round and another crew that is always ready to go, weather permitting," said Bennis. "During the summer, we have five active crews in North Carolina and three in Tennessee. Some of the job sites are 24/7 and having a machine like the WIRTGEN W 120 allows us to be responsive and efficient on any number of projects."

Dealer support key

When adding the new Komatsu and WIRTGEN machines, Harrison Construction worked with Linder Industrial Machinery Inc. and sales representative Drew Blankenship to find the right machines. The service Harrison Construction received from Linder after purchasing the machines played a key role in the relationship.



Candler, N.C., branch's Equipment Manager Scott Bennis (left) and Candler, N.C., branch's Shop Foreman Rick Buckner (right) work closely with Linder sales representative Drew Blankenship to find the correct Komatsu and WIRTGEN equipment for its jobs.

"We've had very few issues come up, and when they do arise, they're addressed quickly," said Bennis. "The support after the sale is more important than getting the machine itself. If a paver goes down, there could be 10 trucks lined up that are on a timer. That creates a fire-drill situation where we have to get the paver working again as fast as possible. Linder understands that, and we've been extremely satisfied with their support for our paving and quarry equipment."

Room to grow

Staying content is not in Harrison Construction's DNA. It plans to continue growing and expanding its reach throughout Tennessee and North Carolina.

"We're constantly planning and looking at areas for growth," said Bennis. "We have the capability to expand, the work is available, and we can do it. We're just looking for the right, skilled people that will help grow our company and increase our footprint." ■



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TheLinderLink.com

Downrite Engineering Corp. self-performs a wide range of large projects from Miami to Palm Beach



**Sam LoBue,
President/Owner**

Growing up around the construction industry, Sam LoBue learned the value of hard work and initiative at an early age. At 18 years old, LoBue founded his own construction company, Downrite Engineering Corp., and has spent the last 40 years building it into one of the largest contractors in Florida.

"I was raised laying asphalt for my uncle's paving company," recalled LoBue. "When I started Downrite, I would complete underground utility contracts for a cable company and FP&L (Florida Power & Lights). Initially, it was only me. Eventually, my brother and parents all joined the business. While we have grown considerably since then, we continue to keep that family mentality today."

Currently, the 700-employee company takes on \$200 million in contracts annually. Even though Downrite Engineering is based in Miami, its territory encompasses a 95-mile radius that stretches along Florida's coast from Homestead to Palm Beach.

"Downrite started growing the day I founded the company and never slowed until the

recession in 2008," said LoBue. "We've regained momentum the last couple of years and are currently focused on commercial and residential projects in the private sector. We will also take on municipal jobs and public works projects to supplement our workload."

"We're able to separate ourselves from other contractors through our ability to self-perform every aspect of a project," continued LoBue. "That allows us to work according to our own schedule without relying on subcontractors. Our mix of manpower and speed allows us to stay aggressive when seeking work without compromising our quality."

When customers have a question, LoBue is the first person to answer the phone.

"I'm proud of my company," stated LoBue. "Our customers continue to work with us because they know they can pick up the phone 24/7, and I'll answer the call. We negotiate a majority of our work because our customers know that when they work with Downrite that means they get Sam LoBue. The buck stops with me."

D71PXi dozer increases efficiency

Downrite Engineering has played an integral role in some of the largest projects throughout its territory. Recently, it completed work in Fort Lauderdale on DRV PNK Stadium for Fort Lauderdale CF, an affiliate team of Inter Miami CF playing in USL League One. Downrite Engineering will soon begin work on Inter Miami CF's new facility, Miami Freedom Park. Once completed, it will include a 25,000-seat soccer-specific stadium, retail shops, hotels, restaurants and a training center.

"Our portion of the Fort Lauderdale project encompassed \$8 million, which is not uncommon for us," noted LoBue. "The facility serves as an interim stadium for Inter Miami CF until their new stadium and the surrounding complex is completed. We're getting ready to start work on that project, which is a \$50 million job for us."

The firm often takes a job site from first cut to final grade. "Many of our jobs involve clearing, demucking, stripping and moving large amounts of material," explained GPS Superintendent Lincoln Dacosta. "We need strong, durable

An operator for Downrite Engineering moves material using a Komatsu D71PXi-24 dozer at the County Line Phase Four job site. "For an operator without much experience, the design and technology of the machine gives them the tools to be successful from day one," said GPS Superintendent Lincoln Dacosta. "Experienced operators are able to blow through any job because the D71 gives them the power to move large quantities of material and the control to take a pad to final grade."





► VIDEO

(L-R) Linder Industrial Machinery Company TSE Eric Moraguez, Downrite Engineering GPS Superintendent Lincoln Dacosta and Linder sales representative Randy Dominguez examine the rover station that communicates with the new Komatsu D71PXi-24 dozer. "At our County Line Phase Four job site, the machine has cut our grading time in half. The power combined with the integrated 2.0 intelligent Machine Control GPS technology allows us to move large quantities of material and cut the pad to grade without stakes or masts," noted Dacosta.



machines that have the power to push large quantities of dirt, but we want to do it efficiently."

The firm's fleet — approximately 300 pieces of equipment — includes four Komatsu D71PXi-24 dozers to help meet the demands of larger jobs.

"The D71 is the way of the future," said Dacosta. "At our County Line Phase Four job site, the machine has cut our grading time in half. We have several other Komatsu dozers with integrated GPS technology, but the D71 has stood out. The power combined with the integrated 2.0 intelligent Machine Control GPS technology allows us to move large quantities of material and cut the pad to grade without stakes or masts.

"The 2.0 technology makes a difference when you're stripping a site and there's a ditch, because the dozer will know there's supposed to be a cut there," continued Dacosta. "When you go back over that location, the dozer will follow the dip and take the material away, instead of blading over the ditch and dumping

the material at the end of the pass. The 2.0 technology is faster and more efficient than the previous version and has increased our operators' efficiency."

Dacosta also noted that the machine's slant-nose design with a rear radiator provides excellent vision for the operator and makes the job site safer.

"It's important to be aware of everything happening around you when operating a machine, and the slant nose gives you an unobstructed view of what's happening in front of the dozer," said Dacosta. "The design means you're able to see your blade, which is unique for a dozer in this class. With the radiator in the rear, you don't have to worry about dust or water coming through the front of the machine. For an operator without much experience, the design and technology of the machine gives them the tools to be successful from day one. The machine can help them learn how to grade. Experienced operators are able to blow through any job because the D71 gives them the power



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Continued...

'We've established a great relationship'

... continued

to move large quantities of material and the control to take a pad to final grade."

Excellent support from Linder

When LoBue looks for new equipment, parts supply, service and price all play a factor. That's why when Downrite Engineering added 22 pieces of equipment to its fleet, LoBue worked with Linder Industrial Machinery Company and sale representative Randy Dominguez.

"Linder has grown to over 25% of our fleet," noted LoBue. "Since Randy joined the company, we've established a great relationship and have felt confident to add a number of Komatsu pieces to our fleet, including the four D71 dozers. The Komatsu Care service they provide also takes the responsibility of factory-scheduled, preventative maintenance out of our hands, which has been helpful."

"If I have to call Linder about one of our machines, they're out here to fix the problem immediately," added Dacosta. "I've made calls to their service department and guys that are on vacation will answer my call to help us resolve the problem. We feel very comfortable with Linder's support and their ability to maximize our uptime."

Continued growth

Similarly to the previous 40 years, LoBue plans to continue expanding Downrite Engineering. With a number of projects already secured, the firm's growth seems inevitable.

"We currently have over \$200 million in projects to be completed," said LoBue. "We're set up well for the next couple of years, and we plan to continue growing as the economy rebounds and projects continue to become available." ■

At the County Line Phase Four project, an operator pushes material using a Komatsu D71PXi-24 dozer with iMC 2.0 technology. "The 2.0 technology makes a difference when you're stripping a site and there's a ditch, because the dozer will know there's supposed to be a cut there," said GPS Superintendent Lincoln Dacosta. "The 2.0 technology is faster and more efficient than the previous version and has increased our operators' efficiency."

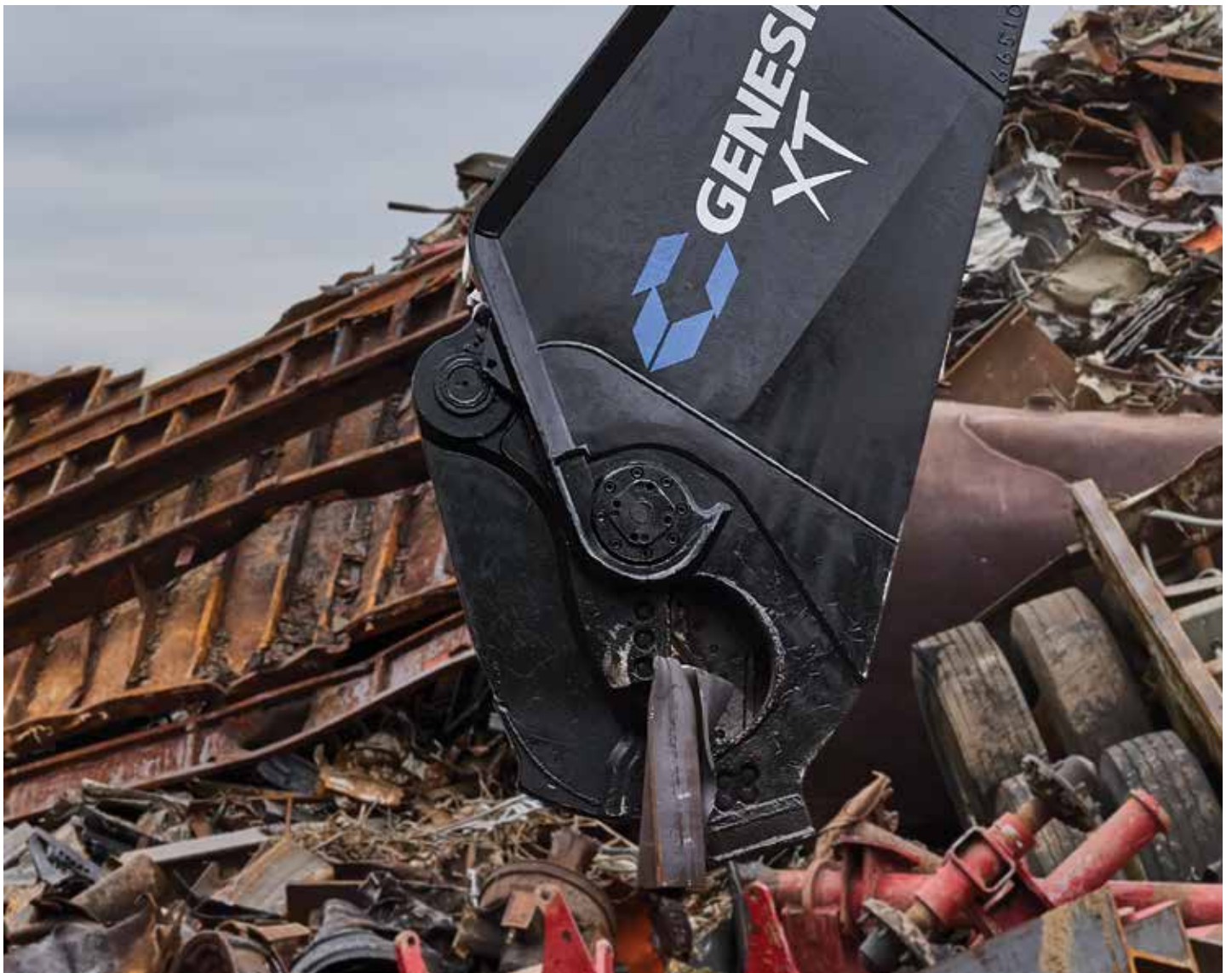


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Value engineering should empower project teams to optimize designs by examining all functions and their associated costs

Completing construction projects on time and within budget can seem like a daunting task. With additional pressures like fluctuating material costs, skilled labor availability and operational costs, clear and creative planning from the start become even more crucial. This is where value engineering can offer several benefits.

When value engineering is referenced in our industry, our minds may immediately go to a process that reduces project cost by slashing the scope or decreasing the quality of materials used. However, that is not necessarily what the definition should be.

In construction, value engineering empowers project teams to improve value by examining the function of each element and its associated cost. By examining the cost-benefit ratio, integrated design and construction teams can make suggestions for alternate delivery methods, designs or materials that enhance project value.

It's critical to note that boosting the value of projects does not mean reducing costs. It means optimizing project components through an analysis of all factors – cost, upkeep, wear and tear, aesthetic value, etc. To provide truly advantageous value engineering, design and construction teams must first understand the project as a holistic effort. Every project is different, as is every business' definition of value.

Live and breathe entire project life cycle

Value engineering assesses the functionality of a product, good or service in relation to cost. With this service, consideration is provided right from the beginning of the project regarding availability of materials, labor and material costs, construction delivery methods, construction site constraints and more. By evaluating these factors upfront and limiting possible difficulties that could arise during the project, owner expenses may be reduced, and the schedule can be tightened.

In combination with value engineering, the best way to achieve successful results during a project is to have a fully integrated design and construction team that lives and breathes

the entire project life cycle. The design, construction and, ultimately, the end user need to be joined together on every decision, from design inception through training and turnover. This allows the team to not only suggest innovations and value propositions during the project, but also to offer solutions for the most efficient yet reliable results for years to come. ■

Author bio: John Maranowicz oversees design-build projects ranging from major airport expansions to work involving industrial manufacturing, food and consumer products, aerospace, and surface transportation at Burns & McDonnell. He is experienced in every facet of construction management, including preconstruction, estimating, design management, value engineering, scheduling and direct supervision of self-perform projects.

Editor's note: This article is excerpted from a blog by John Maranowicz at Burns & McDonnell. To read the piece in its entirety, visit: <https://blog.burnsmcd.com/optimizing-construction-projects-with-value-engineering>.



John Maranowicz,
Regional
Construction/
Design-Build Group
Manager, Burns &
McDonnell

John Maranowicz, Regional Construction/Design-Build Group Manager with Burns & McDonnell, says, "Value engineering empowers project teams to optimize designs by examining the function of each element and its associated cost. By examining the cost-benefit ratio, integrated design and construction teams can make suggestions for alternate delivery methods, designs or materials that enhance project value."



AGC, Fisher Phillips offer guidance to employers about policies related to COVID-19 vaccinations

In February, President Joe Biden said that the United States would have enough COVID-19 vaccines to inoculate 300 million Americans. That would mean everyone in the country could potentially be vaccinated by this summer – which is significant considering the drive to put shots in the population's arms began in late 2020.

The plan to vaccinate Americans included phasing the shots in with essential frontline workers, such as healthcare professionals, in Phase 1A. Those in the construction industry were slated for Phase 1C, which was expected to begin in late spring of this year.

The Associated General Contractors of America (AGC) and the law firm Fisher Phillips put together a document to help construction employers answer questions with regards to vaccines and their employees. The piece is for informational purposes and should not be considered legal advice or recommendations, according to the organization and attorneys. Here are a few of the highlights.

Can we require employees to be vaccinated?

The Equal Employment Opportunity Commission (EEOC) issued updated guidance on this issue in December of 2020. The agency's updated FAQs do not unequivocally state that "employers can require the vaccine." However,

it repeatedly answers questions discussing what actions employers can take in response to various circumstances after an employer has mandated the vaccine. This language plainly suggests there are circumstances where employers may require vaccine immunization of their workers without violating the Americans with Disabilities Act (ADA), Title VII, and other federal anti-discrimination laws.

The only scenario explicitly described by the EEOC as a permissible basis to mandate vaccination under the ADA is when a worker poses a "direct threat" to themselves or others by their physical presence in the workplace without being immunized.

Should we require our employees to get a vaccine? AGC takes no position. This is a decision that employers should make based on their particular legal obligations and business needs.

One factor to consider is the "general duty" clause of the OSH Act, which requires that employers "shall furnish to each of his employees employment and a place of employment which are free from recognized hazards that are causing or are likely to cause death or serious physical harm to his employees."

If we decide not to require employees to be vaccinated, how could we best encourage

In February, President Joe Biden said that the United States would have enough COVID-19 vaccines to inoculate 300 million Americans. Those in the construction industry were slated for Phase 1C, which was expected to begin in late spring of this year.





The Associated General Contractors of America and the law firm of Fisher Phillips put together a Q&A for construction employers to give them guidance on employee vaccinations. To view the entire piece, visit https://www.agc.org/sites/default/files/Galleries/enviro_members_file/Vaccine%20QAs.pdf.

employees to get vaccinated? Employers can and should educate themselves and their employees regarding the benefits and safety of the vaccine, especially compared to the risks of not being vaccinated. They should also explore ways to make it easier for employees to get access to the vaccines, such as providing information about local vaccination providers, arranging for mobile units or clinics at or near job sites, paying for any vaccination costs, and allowing employees to get vaccinated during paid work hours.

What should employers consider before requiring employees to be vaccinated?

Employers should ensure that they can articulate the reason for the mandate, specifically how the vaccination is job-related and consistent with business necessity. Employers should also ensure that policies fully inform employees of applicable requirement and explain how employees may seek an exemption as an accommodation, based on a medical condition or a sincerely held religious belief. If an employee seeks an exemption on either or both bases, employers must engage in and document an interactive exchange with the employee to determine whether a reasonable accommodation would enable them to perform their essential job functions without compromising workplace safety.

Are there state and local laws that should be considered? Yes. Fisher Phillips has a 50-state chart on vaccines, exemptions and related issues.

If we require our employees to be vaccinated, are we liable for any adverse reaction an employee might have from taking the vaccine?

Individuals who experience adverse side effects may assert claims against the manufacturer, the pharmacy or provider who administers it and possibly the employer, depending on the facts. This does not mean the claims would be successful. In most states, workers' compensation is the exclusive remedy for illness or injury acquired at work, in the absence of an intentional action or gross negligence.

Do we have to pay for our employees to get a vaccine? If the employer requires the vaccine, the employer must ensure the employee pays no cost. Further, the most conservative approach would be for the employee to be paid for the time spent getting the vaccine in that scenario. ■

Editor's note: Information provided here is excerpted from a piece by the Associated General Contractors of America and the law firm Fisher Phillips. The full piece can be accessed at https://www.agc.org/sites/default/files/Galleries/enviro_members_file/Vaccine%20QAs.pdf.

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Want a single mid-sized dozer that saves you time, lowers your costs and makes your new operators more effective?

Do bigger jobs always require larger or multiple machines? What if you could get the same amount of work done with a mid-sized dozer that allows you to push large loads while also giving you the ability to get to finish grade? How much savings in time, owning and operating costs would that give you?

"These are considerations you should take into account when approaching every project," said Jon Jennings, Komatsu Product Marketing Manager. "Choosing the right machinery makes a significant difference in production, efficiency and profitability. A single dozer that can push, side cut, finish and work in soft ground gives you a real advantage."

Jennings added that technology such as GPS systems can make the dozer and the operator even more effective at moving dirt productively and efficiently. These systems decrease the time it takes to get to grade, which reduces staking and surveying costs, and virtually eliminate overcutting and the need for expensive fill.

"GPS systems and additional technologies continue to reduce owning and operating costs," stated Jennings. "They are also helping new operators become productive faster. With a shortage of skilled operators, that's a tremendous help."

Manufacturers such as Komatsu are factoring in all of these needs as they design and build new machines, according to Jennings. Komatsu

introduced its first intelligent Machine Control (iMC) dozer with factory-integrated GPS about eight years ago and has developed several new models with additional technology since. This includes their new iMC 2.0 models with added satellite systems to improve satellite coverage – which gives operators the ability to work in more challenging areas, such as near woods or on urban job sites.

New technology features

The newest iMC 2.0 D71EXi-24, D71PXi-24 and D71PXi-24 Wide dozers combine several features designed to further increase production. Among them are:

- Lift layer control that optimizes earthwork productivity with the press of a button. It maintains compaction quality by automatically controlling lifts to the desired height. Excess fill is eliminated as automatic blade control follows the finished surface once lifts have reached finished grade.



Discover more

Continued...

Quick Specs

Model	Net horsepower	Operating weight	Blade capacity*
D71EX-24	237 hp	49,824 lb	5.8 cu yd
D71PX-24	237 hp	50,927 lb	6.1 cu yd
D71PX-24 Wide	237 hp	52,690 lb	6.6 cu yd
D71EXi-24	237 hp	50,045 lb	5.8 cu yd
D71PXi-24	237 hp	51,147 lb	6.1 cu yd
D71PXi-24 Wide	237 hp	52,911 lb	6.6 cu yd

* Power angle tilt blade

The new D71i-24 intelligent Machine Control 2.0 dozers feature the super-slant nose design that offers outstanding visibility to the cutting edges. "Seeing the front of the machine with reduced blind spots increases awareness of the job site," said Jon Jennings, Komatsu Product Marketing Manager.



Patent-pending Proactive Dozing Control logic

... continued

- Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing and reduces operator steering input by up to 80%.
- Quick surface creation lets operators create a temporary design surface with the press of a button. Combined with other iMC 2.0 functions, crews can begin stripping or spreading using automated input while waiting for the finish grade model.

"The D71i-24s also have our patent-pending Proactive Dozing Control logic that enables even less-experienced operators to cut/strip automatically from existing terrain," said Jennings. "The dozer measures the terrain while tracking over it and uses that data to plan the next pass, improving productivity by up to 60% compared to previous-generation models. The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation. Proactive Dozing Control decides on the action of the blade — such as whether to cut and carry material, spread or fill that material or whether it should finish grade."

Better visibility for more efficient grading

Jennings said visibility plays an important role in operator productivity. Being able to see the

blade's cutting edges increases production, especially during fine grading work near curbs. The D71i-24 is now the largest of Komatsu's hydrostatic dozers, and it maintains the unique super-slant nose design.

"Seeing the front of the machine with reduced blind spots increases awareness of the job site," said Jennings. "That's important when running a large machine such as the D71, which has the biggest standard blade in its class size. It increases operator confidence and, in turn, their ability to be more productive."

In addition to the iMC 2.0 D71i-24 models, base D71-24 dozers are also available. EX dozers have a ground pressure of 6.3 psi. With a ground pressure of 5.8 psi, the PX models work well in soft conditions; and for highly sensitive areas, PX Wide models with a ground pressure of 5 psi are available.

"With the D71-24s, we specifically matched the track shoes' width to the blade length to ensure optimal performance," said Jennings. "Additional new performance features include improved steering response and maneuverability. In the new Fast Mode during turns, the outside track speeds up while the inside track slows down."

"From golf course construction to highway projects, the D71-24s are all-around crawler dozers," said Jennings. "Equally adept at both precise, high-speed grading and at rough dozing, they are designed to provide outstanding wearability and functionality with a high-capacity, wear-resistant dozer blade. We encourage anyone looking for a solid mid-sized dozer with the versatility to perform on practically any job site to contact their distributor to set up a demonstration." ■

New technology combined with integrated intelligent Machine Control allows automatic grade control from rough cut to finish grade on a wide range of job sites. "Choosing the right machinery makes a significant difference in production, efficiency and profitability. A single dozer that can push, side cut, finish and work in soft ground gives you a real advantage," noted Jon Jennings, Komatsu Product Marketing Manager.





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Are you looking for an excavator that can get close to structures, traffic without the worry of a large counterweight?



Jonathan Tolomeo,
Komatsu Product
Manager



Discover more

Tight job sites present unique challenges. In order to be the most productive in those instances you have to carefully consider the type of equipment to use. For instance, an excavator with a large counterweight could swing into an obstruction or into a lane of traffic.

"Tight-tail-swing and compact excavators continue to gain popularity because they are a great solution for these kinds of sites," said Jonathan Tolomeo, Komatsu Product Manager. "On projects where space is at a premium, such as urban areas or during highway reconstruction where you can only work in a single lane, they deliver outstanding production results in a small package. They are also great for tasks that require you to place the machine very close to a house or other type of building."

Tolomeo added that not all tight-tail-swing and compact excavators are right for every limited-space situation. Take foundation repair for example. He emphasized that the best fit for the job is a machine with a swing boom that can work independently of the cab.

"The operator positions the tracks very close to the structure, then only moves the boom," Tolomeo explained. "This allows for digging at various angles while the cab stays in a fixed position. There is virtually no chance of a counterweight swinging into the house or other building as you dig and pile dirt."

Attachments increase versatility

Komatsu recently introduced its latest model, the PC88MR-11, with a host of new features that improve production and fuel efficiency with a viscous fan clutch.

"An improved design of the standard blade rolls material better for more efficient dozing or backfill work, which increases the PC88MR-11's versatility and may provide costs savings by not having to use an additional machine," said Tolomeo. "You can further increase versatility with attachments such as hammers and grapples."

The excavator has two-way auxiliary control with a dual-stage relief valve, as well as a thumb mounting bracket – so it will run practically any tool in the industry. That capability increases its availability and gives you additional applications and potentially better profitability and return on investment."

He added that productivity increases when you can set hydraulic pressure and flow from inside. The PC88MR-11 lets operators do that, which is a change from the previous model. Additional upgrades include better serviceability with larger service doors and centralized ground-level access to filters located within a common area.

"The list of enhancements, improvements and upgrades is long, and we encourage anyone who is looking for a productive compact excavator that increases versatility, to contact their distributor for a comprehensive list and a demonstration," said Tolomeo. ■

Quick Specs

Net horsepower
68 hp

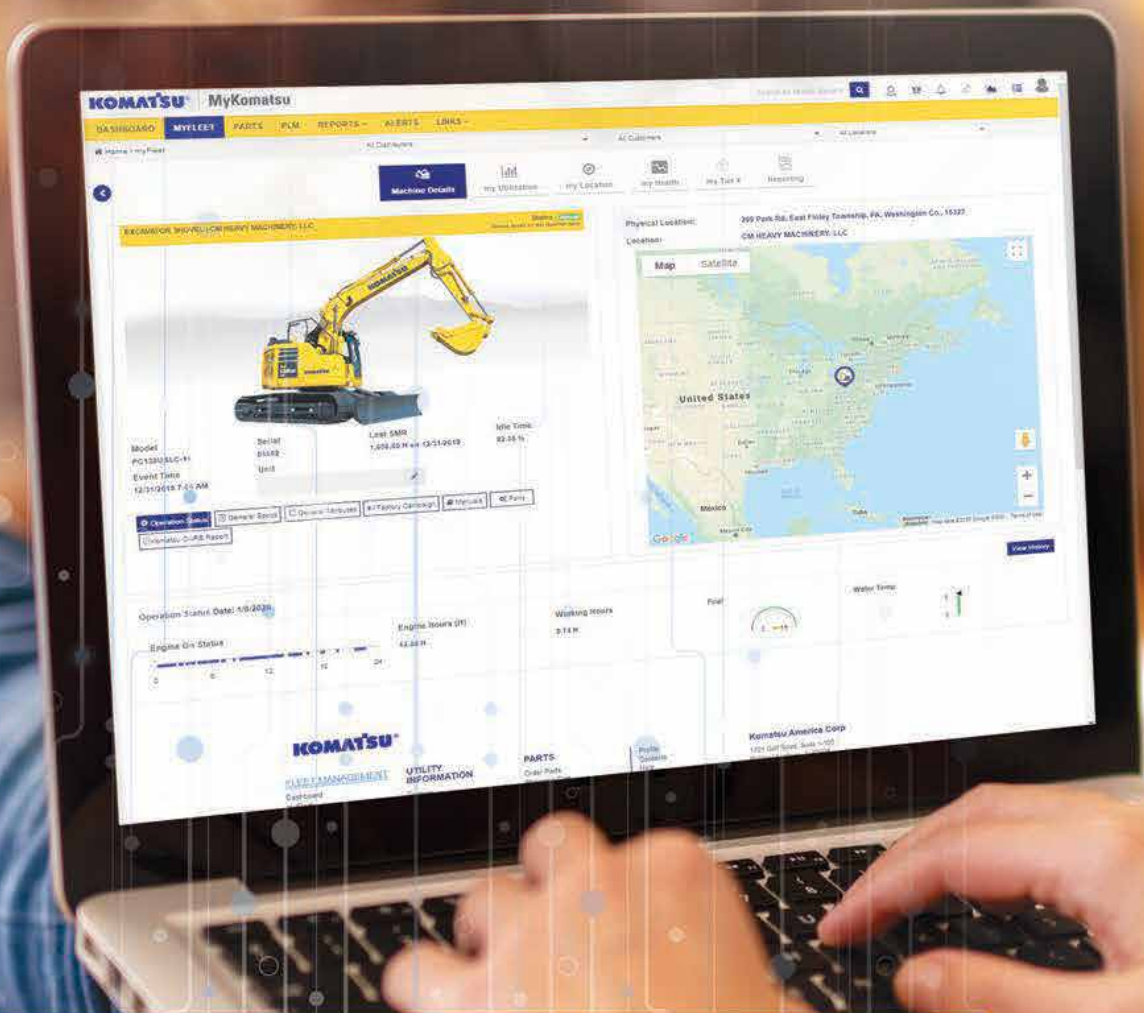
Operating weight
18,739-19,224 lb

Bucket capacity
0.12-0.26 cu yd

The new PC88MR-11 with a swing boom lets operators position the tracks very close to the structure, then only move the boom. "This allows for digging at various angles while the cab stays in a fixed position," said Jonathan Tolomeo, Komatsu Product Manager. "There is virtually no chance of a counterweight swinging into the house or building as you dig and pile dirt."



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CG Jones LLC Construction looks to technology to help take projects from concept to finish, on time and on budget



Trey Alexander,
Co-owner



Brad Williams,
Co-owner

In 2013, civil engineers Trey Alexander and Brad Williams started a business to meet the overwhelming demand for project design solutions in their area. Their stated goal was to offer quality civil engineering and surveying services as well as common-sense solutions.

Through the next five years, clients expressed the need for new site and civil general contractors, so in 2018, Alexander and Williams formed CG Jones LLC Construction to provide innovative solutions to complicated problems. It has since grown to 20 employees.

"We'll take on any public or private civil construction project, but our forte is design-build," expressed Alexander. "By partnering with the engineering side of our company, we're able to take our clients' projects from concept to finish. We've built a reputation on ensuring that whatever our clients need, we'll finish on time and on budget."

Alexander said a major factor in their ability to do that is due to the machines the company runs. Because of his experience through a former employer, he knew industry-leading technology would play an integral role at CG Jones Construction. That's why the firm utilizes Komatsu dozers and excavators with

integrated intelligent Machine Control (iMC) GPS systems. Its fleet includes D51PXi-24 and D61PXi-24 dozers, as well as PC210LCi-11 and PC290LCi-11 excavators.

"The first piece of equipment I bought was an intelligent machine because the entire precept of our business is built on using leading-edge technology," explained Alexander. "The iMC capabilities make hitting grade easier for our operators and also make them more productive. I expected we would be more efficient with an iMC machine, and that's proven true."

Operators prefer iMC machines

During the past few years, Alexander and Williams have acquired other companies. A crew from one of them was accustomed to operating a competitive brand of equipment. They now prefer Komatsu, according to Alexander.

"They realized they're much more productive in the Komatsu equipment because they know where they are (in relation to target elevation) at all times," Alexander said. "They know what a job site is supposed to look like when it's done, and they're able to achieve that more efficiently with the iMC equipment. Every operator I've put in the seat of an iMC machine, no matter how much experience they have, prefers them." ■

A CG Jones Construction operator grades with a Komatsu D51PXi-24 dozer.

"Our operators have realized they're much more productive in the Komatsu equipment because they know where they are (in relation to target elevation) at all times," said Co-owner Trey Alexander. "They know what a job site is supposed to look like when it's done, and they're able to achieve that more efficiently with the iMC equipment. Every operator I've put in the seat of an iMC machine, no matter how much experience they have, prefers them."





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Available Through Linder Industrial Machinery

Could a new extended warranty program help you better determine total cost of ownership over the life of large machinery?



Felipe Cueva,
Manager,
Genuine Care

Understanding total cost of ownership (TCO) over the lifetime of a machine helps you make highly informed decisions about which equipment to buy. Several factors go into calculating TCO. Some costs are fixed, such as the initial purchase price, while other costs – repair and maintenance, fuel and operators' hourly wages, for example – fluctuate.

Making the variable costs more predictable can help with budgeting and avoiding large, unplanned expenses. It also contributes to higher accuracy in estimating, bidding and determining operating expenses. One way to make costs predictable is by purchasing an extended warranty and extended periodic maintenance with fixed costs for maintenance and repairs.



Komatsu Care Plus III is designed for total cost of ownership for businesses such as quarries or mines that keep equipment for 30,000 hours before rebuilding it or taking it out of service. "Like the other Komatsu Care programs, it covers scheduled maintenance and repairs," said Felipe Cueva, Manager, Genuine Care. "Care Plus III is even more comprehensive because it includes the equipment's consumables or wear parts such as brakes, hoses, pins and bushings."

"Machinery comes with a standard warranty that covers any repairs for the first 12 months," said Felipe Cueva, Manager, Genuine Care for Komatsu. "Once the machine hits those marks, the expenses can be unpredictable and are all covered by you. Car manufacturers started offering extended warranties years ago, and equipment manufacturers have taken up the concept more recently. The advantage is that for a relatively nominal monthly charge, you have the peace of mind that when service or repairs are needed, you won't be hit with a potentially big bill."

Cueva noted that there have been options available for up to 10,000 hours of extended maintenance and repair coverages for some time. Some examples are Komatsu's recently introduced Komatsu Care Plus and Komatsu Care Plus II, as well as its Advantage Coverage. Soon it will offer Komatsu Care Plus III for larger machines, including wheel loaders, rigid-frame trucks and dozers.

"What's been missing is a program designed for those businesses such as quarries or mines that keep equipment for 30,000 hours before rebuilding it or taking it out of service," said Cueva. "Our new Komatsu Care III is a full, comprehensive maintenance and repair program for the first life of the machine. Like the other Komatsu Care programs, it covers scheduled maintenance and repairs. Care Plus III is even more comprehensive because it includes the equipment's consumables or wear parts such as brakes, hoses, pins and bushings."

Clearer profitability picture

Cueva added that Care Plus III's cost is based on utilization. Customers pay a per-hour rate, and Komatsu tracks the machine's hours through its telematics systems. Coverage extends across the country, and contracts are transferrable.

"This is really the first commercialized TCO from a manufacturer," said Cueva. "It makes your profitability clearer because there are no surprises. We encourage anyone who would like to better know their lifetime costs to contact their dealer about any of the Care Plus programs." ■



WORK SMARTER WITH TRACK TRUCKS

The remote locations and challenging weather conditions of stream mitigation projects means North State Environmental relies on machines that can handle a heavy workload while minimizing their impact on the ecosystem.

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Darrell Westmoreland
Owner
North State Environmental



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- Digger Derrick/Pole Setter
- Aerial Lift



AVAILABLE THROUGH LINDER INDUSTRIAL MACHINERY

Organizations say new infrastructure measures could have a significantly positive effect on the construction industry

Dodge Data & Analytics said that a new comprehensive bill that invests heavily in public works projects would have high economic impact. It pointed out that 2002 was the peak in terms of constant dollars (i.e. adjusted for inflation) for public works construction at \$68 billion. Since then, the average has been \$59 billion annually adjusted for inflation.

"This is arguably the 'low hanging fruit' in any potential infrastructure plan," said Dodge Data & Analytics Chief Economist Richard Branch in a recent article for the organization. He added that additional economic "high-impact" areas would include transit/high-speed rail and renovation work. Renewables could have medium impact economically, while the impact from data centers and health care would be low, according to Branch's article.

The current surface transportation bill (FAST Act) expires Sept. 30 after being extended by a year in late 2020. Congressional committees are working on new long-term legislation that they hope will bring greater certainty to road and bridge funding.

The Senate's Environmental and Public Works (EPW) Committee held a hearing in February

that discussed expanding a five-year bill that was passed unanimously by the committee in July 2019. EPW Chairman Tom Carper said the five-year, \$287 billion plan was a great start, but he wanted to expand it further with provisions to deal with climate change and to make roads and bridges more resilient to natural disasters. The proposed 2019 legislation had \$10 billion in resilience authorizations.

"Much of our transportation infrastructure is in sorry shape," said Carper during the committee hearing. "Unfortunately, a lot of it is getting worse, not better."

Latest score: C-

Transportation is not the only infrastructure system in rough shape, according to the American Society of Civil Engineers (ASCE). It recently graded America's entire infrastructure as a C-, a slight improvement from 2017's D+. It said the overall long-term investment gap continues to grow and must be addressed.

"Much remains to be determined, but the possibilities for an infrastructure package on construction are significant," wrote Dodge Data & Analytics Chief Economist Richard Branch. ■

Investment in new and updated infrastructure, including roads and bridges, could have a significantly positive impact on construction, according to industry groups. Legislation is in the works for a new surface transportation bill to replace the FAST Act, which expires Sept. 30, 2021.



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*According to 2019 data from Off-Highway Research including all Kubota Group brand sales.

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Tim Hyland named vice president of material handling

Linder Industrial Machinery Company recently placed an emphasis on its material handling division. To drive its efforts, Tim Hyland was named vice president of material handling. Hyland's career has been focused on material handling, so he is quick to set goals for the division.

"First, I want our customers to see Linder's name and not just think about the yellow iron but also think of our orange and red material handling division," stated Hyland. "I want to make our division a major contributor to Linder's bottom line. And second, I want them to know that they're choosing a quality product that is backed by Linder's service and support."

The material handling division focuses on Atlas, Mantsinen, Konecranes and Terberg products for ports, scrap handlers, waste facilities, recycling facilities and forestry operations. When customers are interested in a product, Hyland says he and his team are ready to answer any questions.

"We believe our products are industry leaders for the material handling division and are excited for our customers to see them in the same light," said Hyland. "When customers see the equipment working and have questions, we want to be the first call they make. We're very knowledgeable about the products and are excited to make material handling one of the premier divisions for Linder." ■



Tim Hyland,
Vice President,
Material Handling

Doubling service shop at Jacksonville, Fla., branch

Recently, Linder decided to upgrade the service shop at its Jacksonville, Fla., branch. "We identified two priorities when choosing to upgrade the service shop," said Director of Facilities Ray Williams. "First, we wanted to add

service bays to increase turnaround time on the equipment that's being serviced there. Second, we wanted to move the track repair operation from a covered outdoor space to an indoor service bay that will better accommodate our technicians." ■



Ray Williams,
Director of Facilities

New Greensboro, N.C., branch

Linder purchased 32 acres of land for a new Greensboro, N.C., branch. "We're purchasing the property with the intention of building a 34,000-square-foot, full-service branch that will support our Komatsu, WIRTGEN, Kubota and other partner manufacturer lines," said

Director of Facilities Ray Williams. "The facility will include sales offices, parts and service, an indoor showroom, and a 10-bay service shop. The growing demand for equipment in this area led to the decision to upgrade from the current facilities." ■

New Fort Myers, Fla., branch

Lee-Mar Construction Corp. broke ground on Linder Industrial Machinery Company's newest facility: an 8-acre branch for the Fort Myers, Fla., area. "The new facility will be a home base for our in-house technicians," noted Director of Facilities Ray Williams. "It will have six operational bays and a setup for pre-delivery inspection (PDI) of machines. The facility will also include a larger warehouse and office area for sales, sales support, and parts and service support. We're projecting to open the facility in Spring 2022." ■



(L-R) Joe DeOreo,
Heath Draper,
Vincent Aguayo,
Tom Bauers,
Ray Henry and
Louis Escobar
break ground at Linder
Industrial Machinery
Company's Fort Myers,
Fla., branch facility.

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Linder Scholarship Recipient Hannah Jane Lucas wins NCEA National Championship

Hannah Jane Lucas's freshman year at the University of Georgia culminated in a 2021 National Collegiate Equestrian Association (NCEA) National Championship, where she competed in the reining division for the Bulldogs. In 2020, Hannah Jane was awarded Linder Industrial Machinery Company's annual college scholarship. Her "very proud" father, Scott Lucas, is a material processing specialist for Linder.

"We have one of the larger equestrian teams, with 67 people, and were ranked third in the nation. We were able to beat out TCU (Texas Christian University) and OSU (Oklahoma State University) before competing against SMU (Southern Methodist University) for the Championship," recalled Hannah Jane. "Receiving the Linder scholarship helped make up a portion of the out-of-state tuition, so I could attend Georgia and compete. I'm so appreciative and thankful of what the company has done to allow me to have these experiences."

Hannah Jane's dedication to the classroom and her ability to balance training and schoolwork resulted in a 3.9 GPA. While she considers her freshman year successful, Hannah Jane is not shy about the loftier goals she has set for herself.



NCEA National Champion Hannah Jane Lucas is the daughter of Linder Material Processing Specialist Scott Lucas. Last year, she was awarded Linder's annual college scholarship. Hannah Jane competes in the reining division for the University of Georgia.

"In the immediate term, I want to secure a starting spot on the team and receive some SEC (Southeastern Conference) accolades," said Hannah Jane. "I expect us to continue winning Conference and National championships as a team and create a dynasty at Georgia. In the long term, I plan to attend dental school and study to become an orthodontist, eventually opening my own practice." ■

FTBA college scholarship recipient

Carson Hales, the daughter of Linder sales representative Bobby Hales, received a Florida Transportation Builders' Association (FTBA) college scholarship. Carson is the first child of a Linder employee to be awarded the \$2,500 scholarship. Carson graduated from the Academy of the Holy Names in Tampa, Fla., and plans on studying Sports Management at Tennessee Tech University. ■



(L-R) Linder Industrial Machinery Company CEO/President John Coughlin and Vice President of Central Florida Vincent Aguayo award Carson Hales a Florida Transportation Builders' Association (FTBA) college scholarship. She is the daughter of Linder sales representative Bobby Hales.

Using the proper coolant at correct intervals helps ensure that your equipment delivers maximum performance



Alexis Crawford,
Komatsu Parts
Marketing
Associate

If you are looking to protect critical engine components and keep operating temperatures steady, you need the right engine coolant/antifreeze. While the word “antifreeze” implies protection from freezing, engine coolant is actually critical in all weather applications, because it transfers heat to prevent both freezing and overheating.

Choosing a coolant specifically designed to work with your machinery is your best option, as it’s been tested and developed for those particular systems. Not using the correct type can potentially create issues because each coolant brand has a unique formulation.

“It comes down to how that coolant performs with the other components of the cooling system,” said Alexis Crawford, Komatsu Parts Marketing Associate. “If the wrong coolant is used, you are introducing chemicals that may cause premature wear such as

leaking seals, which can ultimately affect machine performance.”

Each manufacturer has its own stated engine coolant life. Some claim that theirs will last the life of the machine. Crawford said that while this statement may be appealing, equipment users should be cautious about relying on it, as the protection will likely degrade over time. Coolant, like other fluids, should be monitored and replaced as part of your preventive maintenance schedule.

Komatsu distributors can provide oil and fluid wear analysis (KOWA) lab testing to show if there are metals or other minerals in the coolant that have leached in and may indicate a breakdown of internal components. Checking the coolant level daily can tell you if there is any evaporation due to a leak that needs to be addressed.

Product offering

Komatsu recommends using their genuine Supercoolant that is specifically designed to work across the entire product line. It offers two types: a 50/50 pre-mix product that is ready to use and a concentrate product that is mixed with distilled water. Its nitrite-free formula contains a blend of phosphate and organic acid technology (OAT) to help prevent corrosion and oxidation in modern engines. Supercoolant exceeds all ASTM D3306 and JIS K2234 standards, and is available from your Komatsu distributor or can be ordered directly through My Komatsu.

“Komatsu Supercoolant should be replaced every 4,000 hours but could extend up to 6,000 hours for our 50/50 offering,” said Crawford. “Your machine operation and maintenance manuals will tell you how much coolant (refill capacity) your machines need.”

Coolant color – why does it matter?

You will notice that Supercoolant has a distinctive blue color. It is important to never mix different brands or colors of coolant as this can cause contamination and damage to the cooling system. If you are using Supercoolant for the first time, be sure to perform a system flush to avoid contamination. ■



The right engine coolant/antifreeze keeps operating temperatures steady. Coolant, like other fluids, should be monitored and replaced as part of your preventive maintenance schedule. It is recommended that you use a genuine product manufactured specifically for your machinery such as Komatsu Supercoolant.



KOMATSU
\$151,500

6,534 HOURS
2017 PC360LC-11 #E00043487



HAMM
\$58,500

2,573 HOURS
2014 HD+120IVV #E00039703



VÖGELE
\$148,500

155 HOURS
2019 SUPER 700-3I #E00045604



TERRAMAC
\$173,000

1,193 HOURS
2017 RT14 #E00041655



KOMATSU
\$313,000

3,672 HOURS
2019 D155AX-8 #E00055755



KOMATSU
\$180,000

4,931 HOURS
2017 PC490LC-11 #E00038897



KLEEMANN
\$249,500

10 HOURS
2019 MS702I-EVO #E00047097



KOMATSU
\$155,000

2,048 HOURS
2019 D39PXI-24 #E00052622



KOMATSU
\$127,500

3,037 HOURS
2017 WA320-8 #E00038897



VÖGELE
\$201,000

46 HOURS
2019 SUPER 1300-3I #E00046457



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