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A publication for and about Linder Industrial Machinery customers • February 2023



Pictured above: BJ Excavating Enterprises Inc. uses a Komatsu PC210LC excavator to clean up a Florida community that was damaged by Hurricane Ian.

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A Message from Linder



John Coughlin

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Dear Valued Customer:

CONEXPO-CON/AGG — the largest equipment show in North America — is about to return. We're excited to learn about the latest innovations in machines and technology for the construction industry. If you've attended before, you understand the value of the show. If you haven't, we encourage you to check it out. This issue includes a preview of CONEXPO-CON/AGG that has information about where our manufacturing partners' exhibit spaces will be located.

As one of the leading manufacturers at CONEXPO-CON/AGG, Komatsu will showcase some of its most innovative machines and Smart Construction solutions. Inside, you will find an article about Komatsu's largest intelligent Machine Control (iMC) 2.0 excavator, the PC490LCi-11, which offers sophisticated productivity-enhancing automation.

Drones can also be a solid investment for your business. We can help you learn about using Komatsu's Smart Construction Drone to survey and measure your sites.

There are also articles that feature new products that can help your business increase production, including Komatsu's new HD1500-8E0 mechanical haul truck, 951-1 harvester and PC230F-11 swing machine.

As always, if there is anything we can do for you, please feel free to contact one of our branch locations.

Sincerely,
Linder Industrial Machinery Company

A handwritten signature in dark ink, appearing to read 'JC Coughlin', written over a faint, stylized line graphic.

John Coughlin,
President and CEO

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BJ Excavating Enterprises Inc. provides emergency cleanup for communities impacted by Hurricane Ian



Mark Austin,
President/Owner

When Hurricane Ian made landfall near Fort Myers, Fla., as a Category 4 hurricane on September 28, 2022, the approximately 12-foot storm surge and 150-miles-per-hour sustained wind speeds left two million people without power.

Within hours of the storm surge receding, strategically placed equipment was deployed to assess damage and begin cleanup.

One of the companies called upon was BJ Excavating Enterprises Inc., a Naples, Fla., first responder for hurricane damage cleanup.

"Our forte is general civil sitework," noted President Mark Austin. "After the hurricane, we've focused on high-rise dewatering, demolition, excavating, foundation backfilling, beach cleanup and erosion control. Our crews are spread out from Sanibel Island to Marco Island."

Residents mostly returned to unrecognizable properties. Blowout walls on modern properties left first floors exposed to the elements, while older homes that were built before Hurricane Andrew transformed Florida's building codes suffered more severe structural damage.

"We're slated for 103 demos so far, and that number continues to grow," stated Austin. "The demolition process starts with tearing down the house, separating the C&D (construction and demolition waste), removing the concrete, then reaching into the ground and pulling out the foundation, footing and piling. We'll likely be here for two or three years."



With a Komatsu PC210LC-11 excavator, an operator picks up C&D from a beachfront home along Bonita Beach, Fla.

Hurricane Ian made landfall near Fort Myers, Fla., as a Category 4 hurricane on September 28, 2022, and the approximately 12-foot storm surge and 150-miles-per-hour sustained wind speeds severely damaged properties and wiped out the first floors of many homes in the community.





► VIDEO

BJ Excavating Enterprises Inc. provides emergency cleanup in Florida. "After the hurricane, we've focused on high-rise dewatering, demolition, excavating, foundation backfilling, beach cleanup and erosion control," said President Mark Austin. "Our crews are spread out from Sanibel Island to Marco Island."

At one of the communities along Bonita Beach, BJ Excavating was on-site within 24 hours of the storm subsiding.

"The community is roughly 15,000 acres and was coated in a 3-foot sheet of sand," explained Austin. "Our first item was providing access for the homeowners. We removed sand from the roads, homes and gardens, and we stockpiled it to be power screened and replaced along the beach. Early on, one of the major challenges was the general debris mixed in with the sand and seaweed. After clearing the roads, we separated debris and removed sand to locate transformers. Then, we backfilled the area, so FPL (Florida Power & Light) could access the site and restore power."

Austin also notes that turtles quickly reclaimed their nests once his company removed the sand, and employees have been careful not to disturb them.

Linder support

BJ Excavating was not spared from the damage brought on by Hurricane Ian. The unprecedented storm surge damaged a significant portion of the company's fleet, resulting in a total loss of more than 10 excavators. To replace the equipment, BJ Excavating worked closely with Linder Industrial Machinery Company and Ray Henry, a Linder sales representative.



After Hurricane Ian, BJ Excavating uses a Komatsu PC210LC-11 excavator to demolish buildings and sort material along Bonita Beach, Fla.

"Linder and Komatsu were the only equipment distributors that didn't give us a long lead time to replace the machines," stated Austin. "They went the extra mile to work within their dealer network and find what we needed. Within five weeks, we replaced every machine we lost."

The Komatsu equipment BJ Excavating replaced included multiple PC55MR-5,



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TheLinderLink.com

Continued...

'There's full community involvement and support'

... continued



BJ Excavating uses a Komatsu PC210LC-11 excavator to move material for a new home in Florida. "We're excited to continue working together and building this community back stronger than before," said President Mark Austin.

PC78US-11, PC138USLC-11 and PC210LC-11 excavators.

"We prefer Komatsu equipment because it's sturdy, safe and reliable," explained Austin. "The service behind the machines is dynamite, so we're happy. Whenever we call, either Ray or somebody at their shop answers the phone. They ask questions, and you can tell they care about us."

Moving forward

"Hurricane Ian had a significant impact on the community, but we're ready to tear things down, so we can rebuild and get people back to their homes," said Austin. "The community has been very appreciative of our work. They see our crews working long hours and bring them food and water throughout the day. There's full community involvement and support."

Austin added, "A lot of these properties were people's dream homes, and we want to help them through this difficult process. Komatsu is as big a part of helping these people as we are. We're excited to continue working together and building this community back stronger than before." ■

An operator removes material along a Florida beachfront property with a Komatsu PC210LC-11 excavator. "We prefer Komatsu equipment because it's sturdy, safe and reliable," said President Mark Austin.



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Available Through Linder Industrial Machinery

Trans Florida Development Corp. has established itself as a major turnkey site developer in southern Florida



**Javier Melo,
Vice President**

When Aquilino Melo made the journey from Cuba to the United States at 16 years old, he didn't speak English and lived out of his car. With only a shovel in hand, Aquilino found a job as a laborer and learned the ins and outs of the construction industry. In January of 1996, Aquilino once again bet on himself and established Trans Florida Development Corp.

"My dad (Aquilino) started the company 27 years ago with my mother (Lourdes), my brother (Frank), and a grader operator who's still running equipment for us today," said Vice President Javier Melo. "They started out hauling fill with trucks before they earned an opportunity to clear some land in Pembroke Pines. Once my father realized that the developers needed somebody to install the underground utilities, he added that to the business. By 2002-2003, the company had grown to 300 employees."

Today, Trans Florida Development provides turnkey site development services for residential and commercial heavy civil contracts. Its office near the Miami Executive Airport offers a central location for its approximately 20 active projects, which stretch from St. Lucie County to the Florida Keys.

"We've recently expanded our territory north to follow the larger site development projects," explained Javier. "We have several consistent clients who keep us busy with a 50/50 split between residential and commercial jobs.

Because my father is still heavily involved in the day-to-day operations of the company, I had to show him why it was important for us to continue growing and taking on the jobs our clients brought to us."

Armed with an MBA from NYU Stern School of Business, Javier is comfortable in either boots or blazers.

"My father wanted me to learn the business the same way he did, with a shovel in hand," stated Javier. "From sophomore to senior year of college, I would fly between Florida and New York to take classes twice a week, then work on a crew either in the trench or operating a machine. Once I graduated college, I moved from being on the field to more of an administrative position. My goal for the first year was pretty much cutting costs and seeing where I could tighten up. I spent a lot of time on business development and acquiring new clients. Now, I'm out in the field every morning. I try and hit all of our jobs, and then I'll be back at the office in the afternoon."

Currently, the company has about 200 employees. Javier notes that putting the right people in those positions has been crucial to the company's success.

"Our people are everything," asserted Javier. "Having people on our staff who recognize when drawn plans and reality don't align allows us to manage projects efficiently. We rely 100% on the people we hire. We consider everybody family."

Surpassing production goals

As Trans Florida Development began to take on jobs further away from Miami, Javier believed it was time to add GPS-equipped machines to the company's fleet.

"We were a very old-school company that was efficient at doing things the way they had always been done," said Javier. "I have an insatiable ambition to be successful and am always looking for new ways to become more efficient and productive, which led us to GPS-equipped machines. The technology has become an integral part of our process by reducing the wait time for layout and survey and significantly boosting our production timeline. We're able to meet and surpass our production goals."

At a warehouse job site, an operator cuts dirt to grade with a Komatsu D61PXi-24 intelligent Machine Control (iMC) dozer.





► VIDEO

Operators work in tandem with a Komatsu WA475-10 wheel loader and a Komatsu D61PXi-24 iMC dozer. "The 475 has proven to be a more versatile machine than we thought was possible," noted Trans Florida Development Vice President Javier Melo. "It's a great machine that we wish we would have added years ago."

At a job site in Port St. Lucie, the firm is completing the sitework for a 1,000,000-square-foot warehouse. The scope of work includes reaching subgrade, stabilizing the soil, laying base rock, paving, and curbing. To meet the client's ambitious timeline, the firm relies on its experienced employees and multiple pieces of Komatsu intelligent Machine Control (iMC) equipment from Linder Industrial Machinery Company, including a D61PXi-24 dozer and a D71PXi-24 dozer.

"Both dozers have performed phenomenally on this job site," stated Javier. "There was a lot of cut and fill where we moved dirt from one side of the job to the other, which is where the D71 excelled. The size of the blade and the machine's power and efficiency with GPS grade control allowed our operators to maximize their productivity and meet timelines."

Javier continued, "The D61, which is slightly smaller, does not fall short. It's also incredibly powerful, and we've used it to spread about 100,000 tons of base rock across the job site. Using grade stakes, it would have been nearly impossible for our operator to reach that level of precision. The slanted-nose design on both dozers provides our operators maximum visibility of the blade and further enhances their capabilities."

The two dozers often work in tandem with a Komatsu WA475-10 wheel loader.



Trans Florida Development relies on its Komatsu D71PXi-24 iMC dozer to move large quantities of material. "There was a lot of cut and fill where we moved dirt from one side of the job to the other, which is where the D71 excelled," said Trans Florida Development Vice President Javier Melo. "The size of the blade and the machine's power and efficiency with GPS grade control allowed our operators to maximize their productivity and meet timelines."

"The 475 has proven to be a more versatile machine than we thought was possible," noted Javier. "At the beginning, we were using it to load out everything that the D71 and 61 had cut. Once we got all of that material out of there, we were using it to load out a pile that was about 30,000 bank yards of base rock material on-site, and we were loading our end dumps with that loader. What truly impressed me was that our operator was able to use the WA475 to pick up a window that a motor grader left behind while



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Continued...

'We've built a family atmosphere that values everybody'

... continued

fine grading — without burying the blade in the rock once. You couldn't tell that a loader had been through there. It's a great machine that we wish we would have added years ago."

Service, relationships and availability

Before adding GPS-equipped machines, Javier demoed multiple brands of equipment. He met with Randy Dominguez, a Linder sales representative, and after seeing the equipment's iMC capabilities and understanding the dealership support Trans Florida Development would receive, he decided to buy Komatsu machines from Linder.



Trans Florida Development's Javier Melo (left) chats with Linder's Randy Dominguez. "Randy has been not only a sales rep for us, but a massive aspect of our support as well," stated Javier. "If I have a question at 6:30 a.m. on a Saturday, he picks up his phone and will get me an answer quickly."

With a Komatsu WA475-10 wheel loader, an operator places material into the bed of a haul truck.



"When we purchase a new asset for Trans Florida, we primarily look for three things: service, relationships and product availability," explained Javier. "The material shortages in today's market place a premium on availability. Having a dealer like Linder behind us that has the availability when we need it has been a crucial part of our success and ability to deliver for our clients."

Javier added, "Randy has been not only a sales rep for us, but a massive aspect of our support as well. If I have a question at 6:30 a.m. on a Saturday, he picks up his phone and will get me an answer quickly. Linder TSE (Technology Solutions Expert) Chris Brazel has also been a lifeline for us as we transition to iMC machines. He's provided support and training for our operators and will remotely solve problems when we have a question. Our company would not have achieved our current level of growth or success without the support of both Randy and Chris."

Javier notes that Komatsu Care — a complimentary, factory-scheduled maintenance program for the first three years or 2,000 hours of a machine's life — has reduced the stress on Trans Florida Development's mechanics.

"Their service department tracks our machine hours and contacts us when they need routine maintenance," said Javier. "They work around our schedule, which allows us to focus on productivity. We trust them to handle it, and they've been Johnny-on-the-spot every time."

Continued growth

At 78 years old, Aquilino remains an integral part of Trans Florida Development's day-to-day operations.

"My dad has no plans on retiring, nor do I think we'd ever let him," said Javier. "He loves this company and the people who make it successful."

The firm plans to continue its current growth trajectory and adapt to the market. For Javier, finding the competitive edge remains an essential part of the business.

"The future looks very bright," said Javier. "We've got a lot of work coming up and are growing at a significant rate. Part of that is due to adding new technology, but what really separates us is our people. We've built a family atmosphere that values everybody, and we'll be continuing forward with that mentality for the foreseeable future." ■



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Adding iMC machines helps Patton Construction Group Inc. complete projects faster, cut costs



**Austin Patton,
Vice President**

In 2008, after multiple decades of working for a construction company, Jim Patton and two business partners founded Patton Construction Group Inc. in Arden, N.C. During the Great Recession, the company went through hard times, and in 2010, both partners abandoned the business and left Jim to steer the ship alone. Utilizing years of industry knowledge, Jim guided the company to safe harbor and set it on its current growth trajectory.

"We are a general contractor — with an unclassified/unlimited license — where 80% of revenue comes from sitework, which is grading, water, sewer, underground utilities, storm drainage and concrete flatwork," explained Vice President Austin Patton, Jim's son. "The other 20% of our business is standard vertical construction. We have about 30 to 35 employees and still self-perform all of the work, which allows us to control the site and schedule and build the vertical structure accordingly."

The firm takes on a variety of jobs within an hour radius of Arden.

"Occasionally we do a project that requires our crew to stay out of town, but our preference is

for them to go home at the end of every shift," stated Austin. "Due to the recent demand for housing, we've completed a number of turnkey residential site development jobs that include demolishing any existing structures; bulk grading the site; installing underground utilities; adding storm, drain and water; then putting down curb, gutter and asphalt before turning it over."

Patton Construction did exactly that for a 4-acre site at 66 Long Shoals in Arden. The job included demolishing the existing structure and bulk grading approximately 9,000 yards of import to make way for two split-level apartment buildings. Patton Construction was also responsible for installing all underground utilities, storm and sewer, curb, gutter, and sidewalks as well as paving.

Adding technology

Keeping projects on schedule can be challenging when you are competing with unseasonably rainy weather, so to help offset time loss, the company added Komatsu intelligent Machine Control (iMC) equipment to its fleet: a D39PXi-24 dozer, a D61PXi-24 dozer and a PC210LCi-11 excavator.



Foreman/Superintendent Michael Wilde cuts to grade with a Komatsu D61PXi-24 intelligent Machine Control (iMC) dozer, while another operator moves material with a Komatsu PC210LCi-11 iMC excavator. "The D61 is my baby," Michael remarked affectionately. "It's a comfortable machine. It will come up on an 18-ton load of material and knock it down, then I can turn on automatics, hit the pile again, and it's on grade. I love it."

▶ VIDEO





At Patton Construction's apartment complex job site, an operator undercuts a bench with a Komatsu PC210LCi-11 iMC excavator. "The machine allows us to control costs when we're digging ditches and adding stone," said Vice President Austin Patton. "If our estimate says that the bottom of the ditch needs 6 inches of stone backfill that totals 400 tons, the 210 iMC excavator allows us to hit that number exactly."

"We can't control the weather, and when you combine that with the tight labor market, we knew we had to find a solution that would allow us to increase our productivity," noted Austin. "Our goal with the Komatsu iMC machines was to replace manual grade checking with GPS-equipped machines, which would essentially allow us to expand our workforce without having to hire additional people. After adding our first iMC dozer, the D39PXi, it became apparent that the more we implemented technology, the more efficiently we worked."

"The D61 is my baby," Foreman/Superintendent Michael Wilde remarked affectionately. "It's a comfortable machine. It will come up on an 18-ton load of material and knock it down, then I can turn on automatics, hit the pile again, and it's on grade. I love it."

Michael also appreciates the dozer's visibility and mobility.

"You can see your full blade from the seat, which allows you to work more efficiently because you know what's in front of you," said Michael. "The zero-turn radius allows you to work in tighter spots."

As someone who is "old school," Michael admits that he has become a better operator since the company added iMC machines to its fleet.

"Once you get to trusting the machine, it's great," said Michael. "You don't worry about it. When that blade comes up, you're done. You know it's right. It's just so much easier than having to pull a grid or run a rotating laser."

After seeing how the iMC dozers positively impacted Patton Construction's productivity, Austin says that the PC210LCi-11 iMC excavator was a natural progression.

"We initially demoed the PC210 at a job in Brevard that had a 5-foot undercut 26 feet wide and 130 feet long for a pad," explained Austin. "We didn't have a model designed yet, but we knew what the elevation had to be at the start, which allowed us to enter a 5-foot offset and let the operators start working. By pairing the PC210 with the D39, which put the fill back in lifts, we were able to complete the same amount of work that would have taken us a day and a half in 6 hours."



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Continued...

'They go above and beyond'

... continued

After adding the PC210 to its fleet, Austin quickly realized other ways the iMC excavator could save money.

"The machine allows us to control costs when we're digging ditches and adding stone," said Austin. "If our estimate says that the bottom of the ditch needs 6 inches of stone backfill that totals 400 tons, the 210 iMC excavator allows us to hit that number exactly. Even the best operators will get a little wavy without the GPS control, and we might end up using 500 tons of stone. That extra 100 tons is an unnecessary cost we're able to avoid through GPS precision."

Support from Linder

Before adding iMC equipment to its fleet, Austin and Patton Construction built a relationship with Linder Industrial Machinery Company and Drew Blankenship, a Linder sales representative.

"Drew was very persistent about getting the iMC machines in our operators' hands, which is something we needed," said Austin. "Our relationship has grown because I'm able to call him and tell him what I need, and he turns around and provides us with the best solution in a timely manner. It's only one phone call, and I know that he'll get back to me."

"Any time an error code comes up or I have a question about the machine, I make a call to Drew, and within a day, he or somebody in their

shop has an answer for me," added Michael. "When they send out their mechanics to perform routine maintenance on the machine, they go above and beyond. They check the machine from end to end to make sure there's nothing we missed and that we can maximize our uptime. Even for something small, they'll run full diagnostics. That matters to us."

Looking ahead

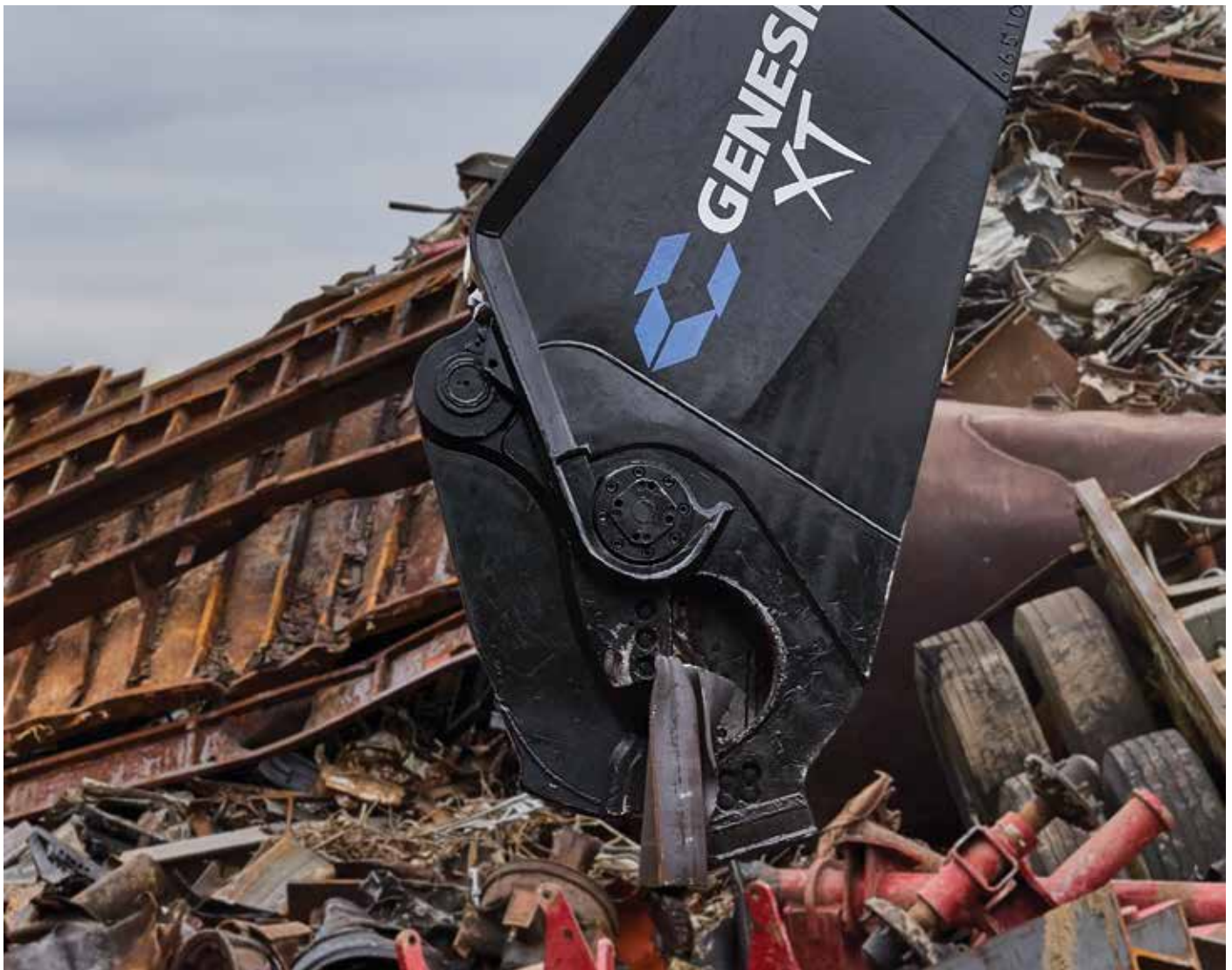
Patton Construction is on stable footing, so Jim has begun to reduce his daily role within the company. He and Austin have entered a buyout plan that will eventually make Austin the owner of the company.

"My father is partially retired, and our buyout plan went into place last year," explained Austin. "He'll never fully retire, nor do I want him to. This company is as much his hobby and passion as it was his job. He'll stay partially retired and continue to be a part of this company into the foreseeable future."

Austin concluded, "What's most important to both of us is providing a livelihood for all of our employees. We would like to continue growing and taking on larger projects but don't plan to leave our current territory. As long as we can find organic growth and continue to provide a high quality of life for our employees, that's good by us." ■

(L-R) Patton Construction's Michael Wilde and Austin Patton work closely with Linder's Drew Blankenship for their equipment needs. "Our relationship (with Drew) has grown because I'm able to call him and tell him what I need, and he turns around and provides us with the best solution in a timely manner," said Austin.





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All Scrap – Fort Myers Inc. recycles materials, helps local community recover from Hurricane Ian



Gray Johnson,
Owner

Gray Johnson and his wife, Persephone, moved to Fort Myers, Fla. from New England with an entrepreneurial spirit and a desire for warmer weather. The couple soon discovered peddling recycled materials and established All Scrap – Fort Myers Inc. in 2000.

"When we moved to Florida, I was curious about the pool cages and their purposes, which led me to look at the life cycle of a pool cage," explained Johnson. "That was my first toe in the water in the recycling industry. I found it fascinating that the different metals could be separated, melted down, repurposed and put back in the market. I started digging around into how I could build a business in the industry."

All Scrap's fleet includes an Atlas 300 MH material handler. Owner Gray Johnson stated, "We use a magnet attached to the Atlas 300 to sort HMS (heavy melting steel) down to a preferred size, which makes moving heavy metals around the yard and unloading the trucks easier."

Johnson's initial curiosity was the catalyst for his three scrap metal recycling facilities in Fort Myers, Naples and Venice, which collectively cover a territory stretching from Sarasota to Marco Island. Primarily, the facilities accept recycled material then sort, break down and sell the material to the best buyer.

Hurricane Ian impact

When Hurricane Ian's path collided with Fort Myers, Johnson knew his facility could help handle the wide range of destroyed metal products, including the pool cages that first piqued his interest. All Scrap was so busy that Johnson didn't even notice that Hurricane Ian had blown the roof tiling off the office until days later.

"Directly following the hurricane, we sorted a lot of pan roofs and pool cages," explained Johnson. "There were also a lot of white goods, which are your washers, dryers and refrigerators. We accepted a fair amount of non-ferrous material as well, which ranges from brasses from your plumbers to wires from your electricians. Due to the flooding, a lot of cars were totaled, and we're able to repurpose a lot of the material inside of there."

In addition to typical All Scrap customers, Johnson notes that there was a large increase in first-time peddlers.

"We created a plan to efficiently manage material and safely move people in and out of the facility," stated Johnson. "We've also educated people about the value of what they're bringing us. While it's tough to see the destruction, there's also hope that once we're able to clean up the material, Fort Myers will rebuild, and new businesses will flourish."

New machines, support from Linder

To handle the influx of material arriving at the facility, All Scrap utilizes an assortment of heavy equipment. The company partnered with Linder Industrial Machinery Company and LMH (Linder Material Handling) Group to add two Atlas material handlers to its fleet: a 300 MH and a 400 MH. Carlos E. Gomez, a sales representative for Linder and LMH Group, helped All Scrap find the right machines for its operation.





▶ VIDEO

An operator places scrap material from Hurricane Ian into a pile with an Atlas 400 MH material handler at All Scrap's yard in Fort Myers, Fla. Owner Gray Johnson said, "The Atlas 400 has a 1.25-yard grapple attachment to load piles into open top trucks and help customers unload material from smaller beds."



"Sorting and breaking down the material is very labor and equipment intensive," stated Johnson. "As the All Scrap facility grew, we needed larger machines to handle the weight and quantity of material arriving daily. I wanted to add machines that could handle large quantities of material to reduce our manual labor workload and increase our efficiency. After we met with Carlos and saw the support Linder offered after purchase, we decided to add the Atlas 300 to our fleet. We use a magnet attached to the Atlas 300 to sort HMS (heavy melting steel) down to a preferred size, which makes moving heavy metals around the yard and unloading the trucks easier. Based on the success we had with the machine and the support from Linder, we recently added the Atlas 400. It has a 1.25-yard grapple attachment to load piles into open top trucks and help customers unload material from smaller beds."

All Scrap has been satisfied with Linder's support.

"Working with Carlos and Linder has been easy," Johnson. "The sales response, service

and support have been excellent. We tell Linder what we want to accomplish, and they help us find a viable option that fits our needs and budget. Because these machines work in a rough environment handling rough material, things are bound to break. Their parts and service departments have been great about responding to our calls and maximizing the machines' uptime."

Both the Atlas 300 and 400 are wheeled with outriggers for increased lifting capacity. The machines feature lift cabs, which allow the operator to extend the cab vertically and improve visibility.

"When the cab is raised up, the operator has a bird's eye view of the job site and can see everything going on around them,"



Discover more at
TheLinderLink.com

Continued...

'The 300 and 400 have been excellent additions'

... continued

explained Johnson. "That's great for the safety of our employees and the customers. We've found that matching the right-size machine to the right job has further increased our safety, because the operator is not overextending the Atlas capabilities to handle material."

Johnson added, "We have a 30-year operator that has never been more efficient than with the new Atlas 400. Even with the increased volume from the hurricane, he's able to efficiently move material around the yard and help unload customers' vehicles, which would have been a struggle without this size of material handler. Overall, both the 300 and 400 have been excellent additions to our operation."

Green footprint

Since diving headfirst into the recycling industry, Johnson has found a greater appreciation for its positive ecological impact.

"In the grand scheme of things, we're a processor converting materials that would have otherwise ended up in a landfill into broken down parts that the next buyer will convert into a usable product," said Johnson. "Sometimes I scratch my head and wonder where all the material comes from. At the end of the day, it's good to know that we're turning trash into gold and reducing the amount of waste. Hopefully, some of what is recycled here from Hurricane Ian will end up helping rebuild what was destroyed." ■



(L-R) All Scrap's Gray Johnson meets with Linder's Kevin Belflower and Carlos E. Gomez at All Scrap's recycling facility in Fort Myers, Fla. "Working with Carlos and Linder has been easy," said Johnson. "The sales response, service and support have been excellent. We tell Linder what we want to accomplish, and they help us find a viable option that fits our needs and budget."

A first-time peddler unloads material for an All Scrap operator to sort with an Atlas 400 MH material handler. Owner Gray Johnson commented, "We have a 30-year operator that has never been more efficient than with the new Atlas 400. Even with the increased volume from the hurricane, he's able to efficiently move material around the yard and help unload customers' vehicles."





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CONEXPO-CON/AGG will return to Las Vegas with additional exhibit space, focus on latest industry innovations

North America's largest construction trade show is right around the corner. CONEXPO-CON/AGG will return to the Las Vegas Convention Center on March 14-18, 2023. Held every three years, it features the latest in innovation and equipment from all sectors of the industry.

In addition to the approximately 1,800 exhibitors spread across 2.7 million square feet of exhibit space, the show will also have more than 150 educational sessions that highlight the latest topics and industry trends. The sessions are grouped into tracks such as aggregates, asphalt, business best practices, earthmoving and site development, equipment management and maintenance, and more.

During the last show in 2020, construction of the new West Hall and adjacent Diamond Lot on the site of the old Gold Lot was underway, as was the Tesla-powered underground people mover called the LVCC Loop. Both projects are now completed, and CONEXPO-CON/AGG and the co-located International Fluid Power Exposition (IFPE) will make full use of them.

"AEM (Association of Equipment Manufacturers, a co-owner and operator of CONEXPO-CON/AGG) and our show committees of industry leaders are working to take advantage of everything that has changed in Las Vegas to deliver a top-notch event delivering the latest innovations and best practices to help construction pros take their businesses and careers to the next level," said Dana Wuesthoff, Show Director of CONEXPO-CON/AGG 2023. "Between the West Hall and Diamond Lot bringing a lot of displays

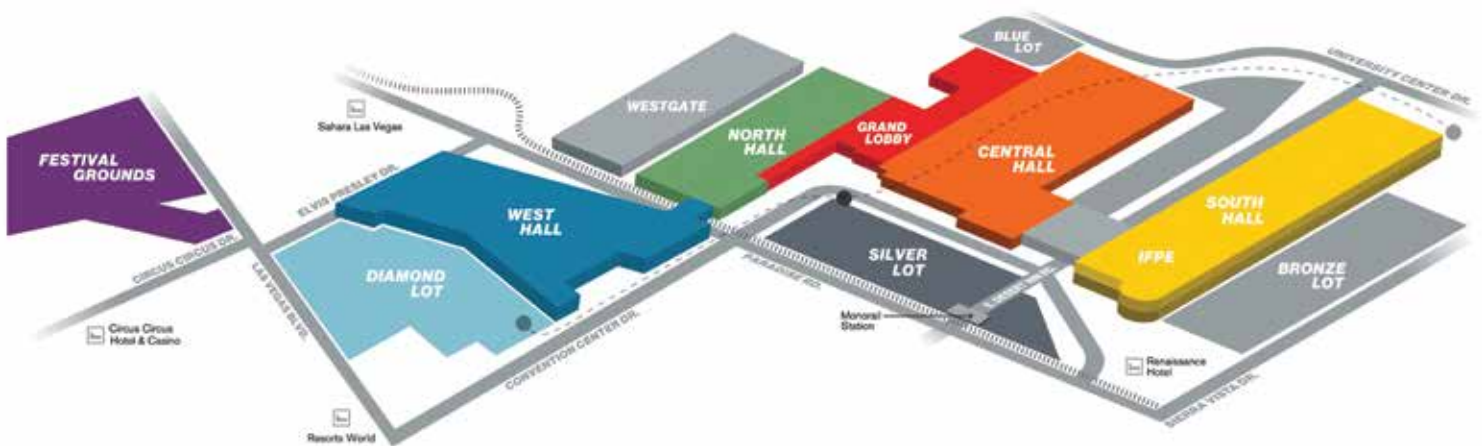
Manufacturer	Booth Number
BOMAG	C30221
ESCO WEIR	W42201
FECON	N12101 & D1456
Genesis Attachments	C30034
Hensley Industries	W42028
INDECO	W43257
Komatsu	W42044
Kubota	W40545
Rammer	C20439
Rockland Manufacturing Company	W41367
SMH Group (Atlas/Mantsinen)	F9552
Stanley Infrastructure (Paladin)	W41068
Superior Broom	C31975
Terramac	F8840
Topcon	W43445

CONEXPO-CON/AGG gives attendees the opportunity to see and learn about the latest machinery and innovations in the construction industry. The experience includes the ability to climb inside of equipment and talk with industry experts.



OVERVIEW MAP

CONEXPO
CON/AGG



CENTRAL HALL

Aggregates
Asphalt
Concrete
Safety

DIAMOND LOT

Business Operations
Concrete
Engines & Drivetrains
Hauling
Infrastructure Maint.
Jobsite Support
Land Clearing
Portable Power
Safety
Technology Solutions
Trucking
Underground

FESTIVAL GROUNDS

Earthmoving
Lifting

NORTH HALL

Business Operations
Earthmoving
Hauling
Jobsite Support
Land Clearing
Lifting
Safety
Technology Solutions

SILVER LOT

Aggregates
Asphalt

SOUTH HALL

1ST LEVEL
Equipment Components
Infrastructure Maint.
Portable Power
Trucking
Underground
2ND LEVEL
IFPE
Engines & Drivetrains

WEST HALL

Earthmoving



Komatsu will have one of the largest booths (W42044) in the West Hall with close to 20 machines and its Smart Construction solutions on display.

closer to the rest of the show as well as serving as a connector to the Festival Lot and the LVCC Loop making it effortless to get across the entire Las Vegas Convention Center, it's never been easier for attendees to see everything they want to learn about when they get here."

Easier to get around

With an additional 1.4 million square feet of indoor space — including 600,000 square feet of "technologically advanced" exhibit space — the West Hall will be a hub for earthmoving and material handling displays. Komatsu will have one of the largest booths (W42044) in the West Hall with close to 20 machines and its Smart Construction solutions on display.

The Diamond Lot will have a variety of exhibits such as business operations, hauling, portable power and underground construction.

The LVCC Loop will transport attendees and make stops in the South Hall, the Central Hall and the Diamond Lot. Attendees can use the on-site shuttle service to get from the West Hall to the Festival Lot, which has the show's largest exhibits.

Next Level Awards

Another new feature at CONEXPO-CON/AGG and IFPE is the inaugural Next Level Awards

Program, which will celebrate exhibiting companies that are pushing the boundaries to develop next-level products, technologies and services that advance the construction industry. During the show, 10 finalists will be highlighted, and attendees can vote on-site to determine the Contractors' Top Choice.

The awards program is open to all 2023 exhibitors in good standing that have created products or services for the construction industry that have one or more of the following characteristics:

- Addresses a common industry need in a unique and innovative way
- Benefits the industry across multiple applications for industrywide adoption
- Positively impacts the safety, sustainability and workforce of the industry

"We are excited to recognize the innovative construction products that are taking the industry to the next level," said Wuesthoff. "Exhibitors, large and small, have an opportunity to be recognized for driving ideas and developing products or services to advance the industry. This is an exciting addition to CONEXPO-CON/AGG and IFPE, and we strongly encourage exhibitors to enter." ■



Register for the show at
CONEXPO-CON/AGG'S
website: <https://www.conexpoconagg.com>.

Which tight tail swing excavator is right for the job?



Kurt Moncini,
Senior Product
Manager,
Komatsu

Ensuring high production when digging in tight spaces and confined job sites can be challenging. Machines with traditional counterweights may not be ideal because of the likelihood they could swing into an obstruction, making tight tail swing excavators a much better fit. However, with so many tight tail swing sizes and models available, choosing the right one for the job takes some careful consideration.

"Tight tails allow operators to be more efficient because they typically have better situational awareness and can concentrate on the task at hand while reducing the chances of swinging into an obstruction or into a lane of traffic," stated Kurt Moncini, Senior Product Manager, Komatsu. "Typically, the upper structure is revolving within the confines of the undercarriage, which is why they are great for a variety of tasks in urban areas, or where space is limited."

To increase versatility, consider adding attachments such as blades or breakers to your tight tail swing excavators. Most of the machines are already plumbed and ready to run the right-sized attachments.

What's the digging depth?

According to Moncini, digging depth is an important consideration when choosing the right-sized tight tail swing excavator.

"Pipe typically comes in multiples of 8-foot sections, so taking that into consideration, I always like to look at the 8-foot level bottom digging depth because that's the maximum depth I can dig and excavate an 8-foot flat bottom section of trench," said Moncini. "As an example, if the required pipe run trench depth is 10 feet, my most efficient machine size will be one that can excavate an 8-foot level bottom to that depth. I need

to size the machine accordingly and try to go with the smallest tight tail that will do the job most efficiently."

How much do I have to lift?

Lift capacity is another major factor in choosing the right excavator. While you want to be able to move the machine as little as possible, you need to consider what you may need to move on-site in addition to digging.

"If you are excavating utility trenches in an urban environment, there is a good chance you will have to handle trench boxes and set steel plates to cover up the trench at night, or you may have to pick up and install heavy concrete pipe or structures," said Moncini. "It's vital to have a machine with sufficient lift capacity to handle the job. Ideally, I really want to be able to handle over the side as much as I can lift in front."

Moncini added, "The heavier the required loads become, the bigger the machine I'm going to need. Having a machine that can also lift the materials off the trailer when they arrive is important too. I need to be able to lift, handle and place materials until it's time to use them, then have the ability to rehandle and lay them in the trench."

Do I want versatility?

"Most smaller machines come standard with a blade, which extends versatility," said Moncini. "The ability to push material and backfill is an added advantage and may be able to eliminate an extra machine on the job."

Moncini also added that a blade can help you get better over-the-front lift capacity.

Additional tight tail swing versatility can be achieved by equipping the excavators with attachments such as breakers, but you must properly size them to the machine.

"If the job calls for breaking up old pavement or other concrete structures, you should first size the breaker for the task, then ensure the excavator is big enough to handle it and has the correct hydraulic flow to operate it," said Moncini. "There are a wide range of attachments — from compactors to mowers and more — that you can use with a tight





Komatsu manufactures eight tight tail swing models, ranging in size from the approximately 6,800-pound, 24.4-horsepower PC30MR-5 to the roughly 54,000-pound, 165-horsepower PC238USLC-11. "Tight tails allow operators to be more efficient because they typically have better situational awareness and can concentrate on the task at hand while reducing the chances of swinging into an obstruction or into a lane of traffic," stated Kurt Moncini, Senior Product Manager, Komatsu. "They are great for a variety of tasks in urban areas, as well as others, where space is limited."

tail swing. The good news is that most are already plumbed and ready for attachments."

Which boom design is right for me?

Komatsu manufactures eight tight tail swing models, ranging in size from the approximately 6,800-pound, 24.4-horsepower PC30MR-5 to the roughly 54,000-pound, 165-horsepower PC238USLC-11. There are five MR (minimum-radius) models and three US (ultra-short) models.

"The MR excavators have a swing boom, and the US models have a standard boom," Moncini noted. "Our MR design allows the operator to pivot the boom left or right to get right next to a structure and dig parallel to the tracks, so they are much more versatile. The advantage of a standard boom is that it's a little lower price point. Additionally, the standard boom overextends toward the back of the machine to tuck the bucket in tight."

What about tracks?

Track selection may play an important role when working in urban environments.

You want to avoid breaking up pavement, damaging sidewalks and ruining grassy areas.

"Having to fix an existing surface could be a major hit to your profit," said Moncini. "Our smaller tight tail swing excavators come standard with rubber-belted tracks. Not only do they minimize ground disturbance, but they are quieter and faster than steel tracks. Road liners, or conventional tracks with rubber pads, are very popular in our midsize to larger models when working on improved surfaces."

Who can I talk to?

For additional information, Moncini suggests consulting with your Komatsu distributor.

"Our distributors have the knowledge and expertise to help you determine the right-sized machine to most effectively get the job done," said Moncini. "Tight tail swings can be excellent tools for limited-space job sites and can also offer high production in open areas too. If you are not using them, consider checking them out to increase your versatility." ■

Editor's Note: To learn more about Komatsu's tight tail swing excavators, visit <https://www.komatsu.com/en/products/excavators>.



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The optional ECONOMIZER system accurately tells the operator when optimum compaction has been reached. This avoids over-compaction and unnecessary passes, and saves time and money.

Available Through Linder Industrial Machinery

BOMAP Connect app provides greater efficiency with less passes to reach target compaction

Meeting compaction requirements is essential on earthwork and asphalt projects. Testing that ensures you have met proper density often involves stopping the machine and waiting for results, which slows productivity and increases downtime.

Technology, such as BOMAG's BOMAP Connect, is bringing compaction into the digital age. It prevents unnecessary passes while saving time, fuel and money. The intelligent app uses GPS to document roller passes and draws an intuitively readable map of compaction progress in real time.

The operator knows exactly what needs to be done and where to achieve results, without the need to stop and wait for tests. It digitally documents compaction output and makes it immediately apparent where optimum compaction has been achieved or whether further passes are necessary.

The BOMAP app is available on regular Android 7.0 and higher smartphones and tablets. It does not require special hardware, and you can download it for free from the Google Play Store. It is immediately ready to use on all earthwork and asphalt construction sites, and no training is required.

"The introduction of the BOMAP app in 2019 was a giant step forward for soil and asphalt compaction," said Bert Erdmann, a compaction industry veteran with more than 25 years in the business and a leading expert for BOMAG Americas. "Now, BOMAP Connect represents the next level of intelligent compaction, as it offers cloud storage and additional features."

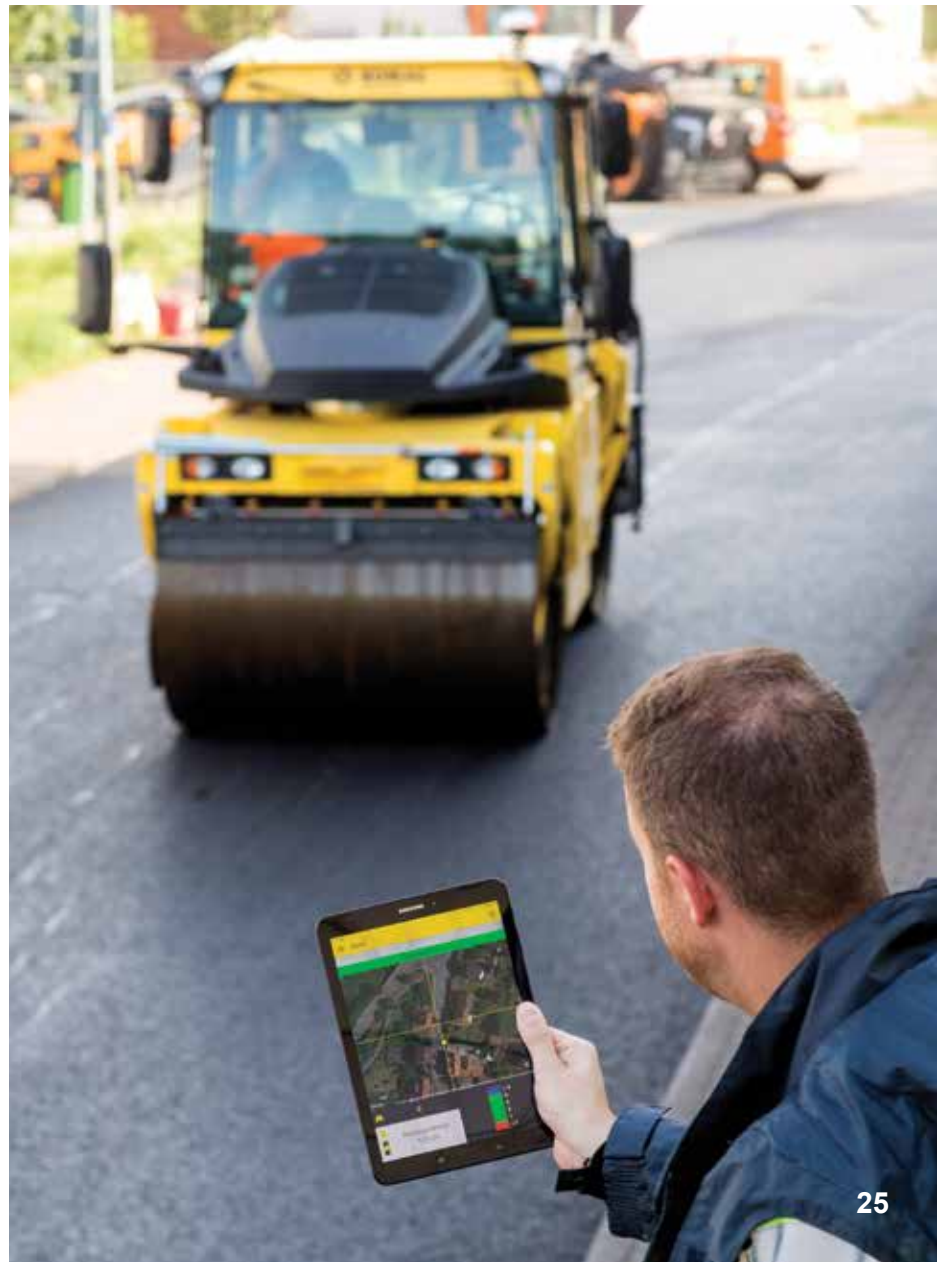
Live maps display real-time progress

Next level CCC (Continuous Compaction Control) can be monitored from your smartphone or tablet with BOMAP Connect. The entire compaction process of a construction project can be planned, controlled and documented for true Intelligent Compaction. After activating the smartphone or tablet in the roller, the app connects to the BOMAG JOBLINK Bluetooth interface and registers the machine parameters. The machine wirelessly transmits all relevant information, such as soil stiffness or temperature, to BOMAP Connect.

Continuous documentation and visualization mean operators are less likely to make one pass too many or too few. BOMAP Connect offers operators reassurance that they are consistently achieving excellent quality and optimizing time management as BOMAP Connect displays live maps of the construction site. A color scale marks compaction progress at all times.

Continued...

With BOMAP Connect, the entire compaction process of a construction project can be planned, controlled and documented. It shows site managers and every operator on the project the current compaction status of the entire job site.



'BOMAP Connect documents everything'

... continued

"Fewer passes translate into less wear on your equipment and improved on-site management," said Erdmann. "An added bonus is that it reduces your carbon footprint."

The operator passes over green and red areas until the target density has been reached, which is indicated by the map turning blue, eliminating guesswork and minimizing downtime. The color scale display can be adapted to any construction site. The number of passes and other values, the degree of compaction, and/or temperature can also be displayed.

"Think about it like this: in asphalt compaction, there is a narrow window of time once the material is laid to gain optimal compaction because the material is cooling," said Erdmann. "Using the app, a foreman can assess the material at a glance by color and then direct, for example, a finish or intermediate roller to an area before it cools off to help ensure the best

compaction results are being achieved – and BOMAP Connect documents everything. This interconnectivity creates the ideal conditions for next-level intelligent compaction."

Projects are stored in BOMAP Connect and can also be archived there and viewed at any time. When the work is finished, you can save your documentation in a PDF file or export it in various formats for detailed analysis, including in VETA format. Highly qualified analysis and/or further processing of the results in your own IT system is possible.

Compatible with other manufacturers

BOMAP Connect can be used on all compaction equipment, including competitive machines. It shows site managers and every operator on the job the current compaction status of the entire job site.

When using the optional open interface BOMAG JOBLINK Bluetooth connection on BOMAG equipment, BOMAP Connect enables access to all process-related data such as EVIB or ECONOMIZER value, frequency, amplitude, temperature, speed and direction.

With the optional BOMAP antenna, the map display of the compaction process achieves GPS positioning with "track-to-track" precision accuracy of up to 20 centimeters (7.8 inches). This guarantees exact results on all sites even in poor visibility and weather conditions. Even on complex and inner-city job sites where space is at a premium, you receive highly accurate compaction results and documentation.

The antenna is simple to use and connect to BOMAP via Bluetooth. It can be mounted on BOMAG and competitive rollers alike with a magnetic base and is supplied with a universal wire harness, which provides 12V power to the antenna.

Third-party machines in the fleet also interconnect and help to generate a compaction record across the construction site for pass counting and mapping, meaning you have the ability to meet any future tender requirements such as Continuous Compaction Control. BOMAP Connect can also interface directly with systems such as VETA for reporting requirements.

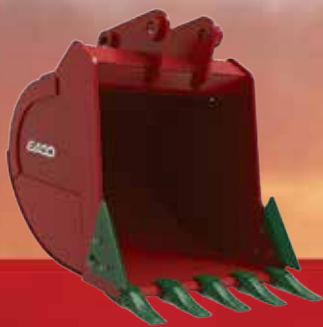
"Mixed fleets can be monitored and tracked without extensive equipment or added costs," said Erdmann. "BOMAP Connect offers everything in one solution for maximally efficient soil and asphalt compaction, providing all the data you need when you need it, on site or in the office." ■

Smartphones and tablets with the BOMAP Connect app can be mounted inside the machine's cab, and operators can see real-time compaction data.





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LINDER

Customer conversations drive improvements that lead to greater productivity with the new BOMAG BM 1200/35-2 cold planer

Successful milling projects involve several factors. You need power to handle large volumes, the flexibility to match machine performance to the task at hand, efficient operation, and the ability to do it all cost-effectively.

"For the new BM 1200/35-2, we listened to our customers and improved the machine on necessary points," said Dennis Frenzies, Product Manager for Milling Machines, BOMAG. "We improved visibility, so the operator has a better view of the area in front of the machine, which enables them to maneuver the mill into position more easily, especially in narrow areas such as parking lots. We reorganized some of the functions to make operation more comfortable."

The compact-class cold planer also has BOMAG's Easy Level system, which includes a 7-inch screen that displays all major operating parameters while milling to offer intuitive leveling and control of milling functions.

The 350-horsepower, second-generation BM 1200/35-2 offers greater productivity with a 164-feet-per-minute maximum milling speed. It has a cutting width of 47.2 inches and a maximum cutting depth of 13 inches. The mill optimizes engine output to milling speed to maximize efficiency.

Fine tune cutting speeds

Three milling drum speeds — 85, 95 and 107 revolutions per minute (rpm) — help fine tune cutting speeds to job site conditions.

BOMAG's quick-exchange drum design lets you easily switch drums to match the project.

Optional drums include a fine milling drum with more cutting tools that increases the skid resistance on smooth road surfaces; removes light ruts, uneven areas and road marking; and prepares sites for laying thin layers. POWER DRUMs are available for hard materials. They offer 30% higher performance than the standard drum in that application.

BOMAG's unique BMS 15 L holder system is slimmer than other systems and lowers resistance, which reduces fuel consumption and improves advance rate. Material is efficiently moved from the cutter housing to haul trucks with the large conveyor at capacities of up to 235 cubic feet per hour. The conveyor swivels 45 degrees to the left or right for flexibility in positioning haul trucks. It offers a maximum discharge height of 224.4 inches.

"We want maximum uptime, so setup time is fast, and service is done at ground level with easy access to service points," said Frenzies. "We decreased the machine's weight, so it can be transported more easily. The BM 1200/35-2 is a great all-around mill for parking lots, roads and highways. We encourage anyone who mills to try it and see for themselves." ■



Dennis Frenzies,
Product Manager
for Milling Machines,
BOMAG



Watch the video

► VIDEO

The improved visibility on BOMAG's BM 1200/35-2 allows operators to maneuver the mill into position more easily. The machine also has BOMAG's Easy Level system, which includes a 7-inch screen that displays all major operating parameters while milling to offer intuitive leveling and control of milling functions.



Five ways drones can help reduce costs and increase efficiency on construction sites

As technology continues to change the construction industry, a potentially dynamic investment companies can make isn't iron on the ground, but a drone in the sky.

Drones are more accessible than ever with relatively affordable prices and simple operating controls, which make it possible for any organization to start drone operation.

If you're ready to expand your fleet, here are five ways drones can help reduce costs and increase efficiency on your job sites.

1. Streamline communications

Being able to streamline information and connect your entire staff can help increase your workplace and job site efficiency.

With a timeline function, drones can take photographs from the same coordinates during the duration of a project to provide a timelapse of the progress. This can keep everyone up to date on the project's status.

"The drone technology allows us to have somebody go out and drone sites two to three times a week," said Greg Sutton, Vice President of Operations at Aspen Earthworks Inc. in Reno, Nev. "Even if I can't get out here and see what production has

happened on a site, I still feel like I visited the job site through the drone technology."

2. Spend less time surveying

Depending on the site, conventional surveying can take days — with drones, it can take minutes.

"I think the greatest change after adopting drones or being exposed to drone usage is using the high accuracy survey grade data that they provide," said Jason Anetsberger, Director of Customer Solutions at Komatsu. "Instead of having to walk a site or drive a site to map it terrestrially, they can now fly the site in a much larger area, in much higher resolution, in much less time, and get a highly accurate survey of that terrain. It has opened a whole new world for contractors to extract value from utilizing a drone."

A company can quickly and accurately collect objective data of its job site with a drone, and that information can be used to help increase productivity and efficiency in the field.

3. Get accurate material estimates

Having the incorrect number of materials for a project can waste time and money. On construction sites, drones can quickly provide a precise representation of the area, so you can get an accurate estimate of everything you will need for the project.

During a preconstruction flight, you can compare the real site to the engineer's model, which allows you to fix any miscalculations. By correcting those errors, companies can quickly see a return on investment.

"We had a customer recently who realized they had to move 40,000 cubic yards more than what the engineer quantities were saying they needed to do at the beginning of the job," said Jim Petry, Construction Project Modeler for Komatsu. "For them, that was a big revelation. That was the first time that they used a drone. They quickly found a lot of value in it. They can see where their cut and fills are on the site, where that is taking place, and if it's a large site, they can make better decisions on equipment."

With more accurate measurements in the early stages of projects, companies can adjust their

Drones are more accessible than ever with relatively affordable prices and simple operating controls, which make it possible for any organization to start drone operation.





With a drone, a company can quickly and accurately collect objective data of its job site, and that information can be used to help increase productivity and efficiency in the field.

fleets accordingly to help increase production and have more precise data collection throughout the process.

"Komatsu's Smart Construction Drone has enabled Aspen Earthworks to reach new levels," said Aspen Earthworks President Ryan Dustin. "With day-by-day information, it's enabled us to really dial in our estimating and our production rates that I believe have helped put us near the top of our market, and it was incredibly easy to get started. With that moment-by-moment information and real-time data, we can work with our project manager and superintendents to help us reorganize and redo the way we approach our dirt and utilities projects to increase efficacy."

4. Connect clients to every site

You can also use drone technology to quickly and accurately connect beneficiaries to the job site, which can help save time, avoid future headaches, and secure repeat clients.

"With drones, you can give clients confidence that they're getting the production that they're paying for," said Anetsberger. "That could help contractors secure future business. There's more trust in that relationship if you're feeding

them near-real-time data or opening a digital twin, so they can follow alongside."

Plus, drones can reduce the amount of time spent providing documentation for invoices.

"Instead of spending a day doing that conventionally, you're doing the flight in just a few minutes and can accurately compare that against the last flight to be able to put their invoices forward and get paid as progress moves along," said Petry.

5. Create dynamic marketing content

Aside from using drones for surveying, they can also be used to collect photographs and videos on job sites, or even at the office, that can be used for marketing, recruitment and public relations campaigns.

The maneuverability of drones can create dynamic photographs and videos that a person on the ground simply cannot easily replicate. Also, you don't have to cut into your marketing budget for a camera.

While any drone can adequately survey, photograph and record a job site, Anetsberger and Petry recommend a robust model if you want high accuracy with good stability to get the most out of your investment. ■

Customers connect with Linder Turf & Tractor employees, check out equipment at annual Field Event



Pete Lutjens,
General Manager,
Linder Turf &
Tractor



Discover more at
TheLinderLink.com

Linder Turf & Tractor recently hosted its annual Field Event at its Bradenton, Fla., branch. Located at 5504 15th Street East, the spacious facility provides an assortment of Kubota equipment, ranging from lawn mowers to excavators. During the Field Event, customers, employees and their families could test out a range of machines, try local food truck cuisine, and win door prizes.

"We plan to host an event like this every year to bring our community and customers together and allow some of our employees who don't get as much face time with customers the chance to create those connections," said General Manager Pete Lutjens. "It's a fun event, but also a chance to educate our current and potential customers about our products."

One popular stop for families was the petting zoo, which included baby goats, chickens and pigs.

"Typically, these events are focused around showing off our equipment and bringing people together," said Lutjens. "We wanted to include things for everyone of all ages to enjoy, including a petting zoo. It was a great day to be outside and interact with some of our customers in a less formal setting."

Linder Turf & Tractor has two additional locations in Burlington, N.C., and Greenville, N.C.

"We're a resource for a wide range of people and businesses in our communities," noted Lutjens. "We want to work with everybody — from your uncle who wants a new riding lawn mower to large site development companies. We can service everybody in between. We look forward to continuing to grow the business and welcoming new customers to our yearly Field Events." ■



A young girl, her mother and a zookeeper interact with various farm animals at the petting zoo. "We wanted to include things for everyone of all ages to enjoy," said Linder Turf & Tractor General Manager Pete Lutjens.



Along with door prizes, customers could take home branded hats and water cans.



During Linder Turf & Tractor's Field Event in Bradenton, Fla., customers, employees and their families could test out a range of Kubota machines.

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*According to 2021 data from Off-Highway Research including all Kubota Group brand sales. **Based on the 2021 Equipment Watch Awards for Highest Retained Value and 5-year residual value - Large Skid Steer Loaders. © Kubota Tractor Corporation, 2022. This material is for descriptive purposes only. Kubota disclaims all representations and warranties, express or implied, or any liability from the use of this material. For complete warranty, safety, incentive offer and product information, consult your local dealer or go to KubotaUSA.com.



20220211_08_Per_0007_01_011

Proprietary iMC 2.0 promotes significant productivity gains and is now available on Komatsu PC490LCi-11 excavator



Learn more

Quick Specs

Model

PC490LCi-11

Net Horsepower

359 hp

Operating Weight

105,670-107,850 lbs.

Bucket Capacity

1.47-4.15 cu. yd.

Designed to lessen the skills gap between new and experienced operators and help improve the bottom line for contractors, Komatsu's largest intelligent Machine Control (iMC) 2.0 excavator, the PC490LCi-11, offers sophisticated productivity-enhancing automation. An excellent match for excavation, trenching, slope work or fine grading, the PC490LCi-11 helps minimize over-excavation to empower operators to dig straight to grade quickly and accurately.

Built on Komatsu's iMC platform and developed with input from leading construction companies, iMC 2.0 offers additional new features.

Upgraded iMC monitor

A new 10.4-inch iMC monitor features increased memory capacity, processing speed and pinch-to-zoom functionality in a smaller lightweight package for improved performance and ease of use.

Bucket angle hold control

The new bucket angle hold control helps operators reach final grade with speed and precision. It automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Both features build upon the semi-automatic functions that were part of the first generation of iMC excavators, including the ability to switch from manual to semi-automatic mode. The existing technology and new features can help increase production and efficiency while reducing costs. ■

The PC490LCi-11 is Komatsu's largest intelligent Machine Control (iMC) 2.0 excavator. It's an excellent match for excavation, trenching, slope work or fine grading. New features include an upgraded iMC monitor and bucket angle hold control.





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Komatsu's HD1500-8E0 helps increase production at quarry, aggregate and mining operations, keeps operators comfortable

Does your operation need an efficient 150-ton haulage solution that can deliver performance on grade while providing energy-saving technologies to help achieve lower fuel consumption? Komatsu's rigid frame off-highway haul truck, the HD1500-8E0, is purpose-built for mining, quarry and aggregate applications.

Delivering performance with a 1,570-net-horsepower, Tier 4 Final Komatsu engine, the HD1500-8E0 helps drive high levels of productivity. It has a seven-speed, fully automatic transmission with two configurable reverse speeds. Komatsu's advanced transmission with an optimum modulation control system provides electronic shift control with automatic clutch modulation. Optimized clutch engagement at every gear provides smoother shifting without losing torque, which offers a comfortable ride and helps reduce material spillage.

To promote productivity and control the life cycle costs of the truck, an integrated payload meter manages the payload of each hauling cycle by analyzing production volume and the working conditions of the machine.

"When designing the HD1500-8E0, Komatsu's focus was improving performance and durability and helping reduce total cost of ownership," said Sebastian Witkowski, Product Manager, Komatsu. "In addition to best-in-class speed on grade, and downhill brake retarding performance, the truck has a host of new efficiency and operator environment technologies."

The HD1500-8E0 is equipped with hydraulic, wet, multiple-disc brakes on all four wheels that act as a highly responsive retarder, providing operators with confidence at higher speeds when traveling downhill. Operators can also control their downhill descent by setting a desired travel speed with the automatic retard speed control

(ARSC), which applies the brake retarder to maintain the desired setting.

Easy maneuverability

With a tight turning radius of 36 feet, 9 inches, operators in the HD1500-8E0 can maneuver in and out of tight spaces when spotting to be loaded or positioning to dump. Komatsu's Traction Control System (KTCS) provides excellent control in loose or slippery haul road conditions by monitoring the rear wheels for slippage and automatically applying pressure to the independent wheel brake assemblies.

The redesigned cab features a seat heater and ventilator, and the hydropneumatic suspension gives operators the smooth and comfortable ride they need for long shifts. Designed with a convenient layout, the ergonomic cab is equipped with an air-suspension seat to help dampen vibrations, and the low-noise engine, fan clutch and cab sealing provide a quiet, low-decibel operating environment. ■

Komatsu's new HD1500-8E0 mechanical haul truck delivers high performance with less fuel consumption than its predecessor. It is purpose-built to increase production and efficiency in multiple applications.



Sebastian Witkowski,
Product Manager,
Komatsu

Quick Specs

Model
HD1500-8E0

Net Horsepower
1,570 hp

Operating Weight
550,229 lbs.

Rated Payload
153.2 tons

Heaped Capacity
102 cu. yd.



Ways to retain employees during a labor shortage in the construction industry

To overcome the labor shortage in the construction industry, having a focus on employee retention and creating strategies to maintain your current workforce is paramount.

While the number of available construction projects continues to increase, a recent survey from the Associated General Contractors of America (AGC) found that 91% of construction firms are having issues finding and hiring employees.

Being short staffed can reduce production and increase costs, so the entire industry is feeling the effect.

"Construction workforce shortages are severe and having a significant impact on construction firms of all types, all sizes and all labor arrangements" said AGC Chief Economist Ken Simonson. "These workforce shortages are compounding the challenges firms are having with supply chain disruptions that are inflating the cost of construction materials and making delivery schedules and product availability uncertain."

Creating a quality environment for employees can help you get the most out of your current workforce and make sure that they stick around. While compensation is important to people, there are other ways to create a compelling workplace that employees want to remain a part of.

Identify employee engagement

One of the most important ways to retain quality employees is to keep them engaged. In Reno, Nev., Aspen Earthworks Inc. takes a proactive approach to engaging with its staff.

"We recognize our employees on a weekly if not bi-weekly portion," said Aspen Earthworks President Ryan Dustin. "The employees get their recognition sent throughout the company. Not only are we recognizing them, but it also serves as a model and benchmark for other employees."

Invest in your employees

From benefits to leadership development and training, showing that you want to take care of your employees and help them grow is an important aspect in internal retention to overcome labor shortages in the construction industry.

"You need to make sure to offer all the benefit packages you can," said Dustin. "My company is 6 years old, but we offer 401(k), retirement and all insurances. We offer a competitive wage for the market, and we treat our people well. We know that our core foundation is our people. We respect that and continue to move forward with the same amount of respect as we started from day one."

Aside from benefits, programs that develop leadership skills for in-house employees show a commitment to the staff that can pay dividends by creating positive leaders that aid in employee retention.

Plus, applicable training programs develop employees' skill sets, broaden their knowledge, and keep the workplace from feeling stagnant.

"One thing that we are doing here at Blue Mountain to retain employees is to cross-train," said Richard Stringham, Plant Manager at Blue Mountain Minerals in Columbia, Calif. "There are those that come to work and just want to do one job, and that's fine. We need those people. There are those that want to move up and around. I need those people as well, so my focus in the last 18 months that I've been here has been cross-training. They want new skills, and I appreciate them wanting new skills. I can use them after hours on weekends in jobs

One of the most important ways to retain quality employees is to keep them engaged.





From benefits to leadership development and training, showing that you want to take care of your employees and help them grow is an important aspect in internal retention to overcome labor shortages in the construction industry.

that they don't do all week, so it's something different for them. It's a two-way street that we provide the best job and environment for them to work in."

Find the right employees

It's important to think about how you can retain a potential employee during the hiring process. For companies like C.A.S.E. Construction Inc., which is based in Edinburgh, Ind., the strategy has been to prioritize character over experience when hiring.

"If we have the right people, then the company will always find work," said Jesse Smith, Vice President of C.A.S.E. Construction. "They don't need to have the knowledge right now, but they need the character we're looking for."

That character was found in operator Jesse Walker, who began his career working in diesel engine testing in Columbus, Ind. For him, excavating was a side business, and he mostly did smaller landscaping jobs. However, he decided to make it his full-time profession with C.A.S.E. Construction.

"I was brought in as a younger guy to learn from the ground up and create a foundation for the future of this company that I can be a part of," said Walker.

Bringing people into your company with adjacent experience can allow you to quickly reskill or upskill them, so they can do jobs safely and with a level of expertise.

Finding new employees by appealing to new demographics can also yield great results. With the majority of the construction industry being white and male, according to a McKinsey & Company report, there are a lot of different demographics companies can still reach. Only 11% of the country's construction workforce consists of women, according to the U.S. Bureau of Labor Statistics.

"It's absolutely an untapped market," said Brian Turmail, Senior Executive Director of Public Affairs for AGC, in an interview with CBS News. "We are fighting workforce shortages with one hand tied behind our back."

Since beginning a digital outreach program this year to attract women to the industry, AGC has received tens of thousands of applications from women interested in pursuing a career in construction.

Lastly, it's crucial to include and inform the younger generations because they are the future. You can appeal to students through recruiting programs that also engage with parents and guidance counselors. Show teenagers and young adults that the construction industry is a viable career option that can be just as rewarding as a four-year university degree. By developing relationships and connections with prospective members of your team, you can yield a new pipeline of employees for your company and combat the labor shortage in the construction industry. ■



Editor's Note: This is an excerpt. Access the full article here: <https://www.komatsu.com/blog/2022/employee-retention-in-the-construction-industry/>.

New Komatsu 951-1 six-wheeled harvester helps you harvest large hardwood trees



Rob Warden,
Senior Product
Manager,
Komatsu

If you work in the woods, you want to know that your machine will be productive, even on tough assignments. Best suited for large hardwood tree harvesting, Komatsu's 951-1 six-wheeled harvester has robust features such as a multifunction hydraulic system, a powerful yet efficient engine, and excellent cold-weather starting.

One of the largest harvesters on the market at 50,243 pounds, the heart of the 951-1 is a 287-net-horsepower engine that features an ideal mix of power, torque and fuel economy. Komatsu optimized the engine for low working speeds, including a broad powerband and high-torque backup for challenging operations.

Despite its size, the harvester has excellent maneuverability thanks to key drivetrain technologies such as the Comfort Bogie

system with high ground clearance and enhanced traction.

"Like our other harvesters, the 951-1 features an auto-level cab to help keep it level, whether the machine is on flat ground or steep terrain," said Rob Warden, Senior Product Manager, Komatsu. "That keeps the operator comfortable and increases visibility during all operations, so they can be productive throughout their shift."

The 951-1 can also be paired with several high-performance Komatsu harvester heads to meet your specific needs. The most popular options for the 951-1 are the C144 and C164 carry-style heads as well as the S172 squeeze-style head. The C164 can handle trees with diameters of up to 36 inches.

Additional key features of the 951-1 harvester include:

- A three-pump hydraulic system that enables operators to perform multiple crane and head functions at the same time at full power, even when moving
- A powerful parallel crane with single control lever movement that extends the boom/arm on a parallel path and provides excellent lifting and slewing torque plus an industry-leading ± 180 -degree cab/crane rotation
- A special diesel heater system that heats the batteries, engine coolant, DEF (diesel exhaust fluid) and hydraulic oil to help ensure easy starting in cold conditions
- A spacious, automotive-quality cab that includes a large front window, an ergonomic seat, automatic climate control, sound-deadening measures, and heated and cooled meal storage
- An electrically operated engine hood and service points, so you rarely need to climb onto the machine for maintenance

"We encourage anyone who is interested to contact their Komatsu distributor and learn more," stated Warden. ■

Quick Specs

Model	Net Horsepower	Operating Weight	Tractive Force
951-1	287 hp	50,243 lbs.	52,156 lbf.

Komatsu's 951-1 is one of the largest harvesters on the market at 50,243 pounds. Despite its size, the harvester has excellent maneuverability thanks to key drivetrain technologies such as the Comfort Bogie system with high ground clearance and enhanced traction.





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WEIGHT	59,524 lbs.	90,389 lbs.	78,264 lbs.	127,868 lbs.
CAPACITY	39,683 lbs	Longitudinal 13,277 lbs. Crossway 7,716 lbs.	66,138 lbs	Longitudinal 16,534 lbs. Crossway 8,818 lbs.
BOUANCY	580kN	580kN	850kN	850kN
TRANSACTION FORCE	410Kn	410Kn	530Kn	530Kn

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Your forestry crews need equipment that can deliver exceptional performance in difficult environments, control downtime and drive productivity. The robust design of Komatsu's new fuel-efficient PC230F-11 swing machine lets operators delimb, cut and stack.

Operators can more easily move large trees with the PC230F-11's powerful swing system and large swing circle. The machine has a reach of up to 29 feet and high maneuverability to help drive productivity. An extra-rugged exterior protects against falling limbs with a 1.26-inch-thick polycarbonate front window and metal designed to withstand demanding environments. Heavy-duty service undercover guards, thick rear compartment doors, and a right corner guard with a standard tree deflector help protect the processor.

Designed with a high and wide undercarriage, powerful swing motor and ability to withstand high-debris conditions, the PC230F-11 is backed by excellent service, easy access to parts and an industry-leading warranty. When operators are working in high-debris conditions, the wide-fin radiator is protected by heavy-duty forestry screens and a variable-pitch reversible fan that helps improve airflow.

Operators can quickly adjust to sudden changes in load weight without losing productivity with the Auto Power Max feature. It automatically senses the difference and reacts with a 7-second burst of additional horsepower to help pull the trees during the delimbing process.

Komatsu's new PC230F-11 processor features a powerful swing system and large swing circle. It has a reach of up to 29 feet and high maneuverability to help drive productivity.

More fuel efficient

To reduce operator fatigue, the PC230F-11 provides a quiet, comfortable work environment. Cabs are climate-controlled and equipped with Bluetooth technology. The cushioned air-suspension seat can be heated and cooled.

The PC230F-11 can achieve exceptional performance with low fuel consumption thanks to a powerful PC290LL-class-size, factory-installed Komatsu Tier 4 Final engine.

Plus, operators can spend more time on the job and less time refueling with the additional fuel storage on the PC230F-11. The tank is in the rear of the carrier and built into the counterweight, which delivers double the fuel capacity. Because the fuel tank was moved to the rear, there is a large tool storage area on the side for the operator to store an extra 5-gallon bucket of oil, extra chains and other tools. ■

Learn more about the PC230F-11 and other forestry products at <https://www.komatsu.com/en/products/forestry/>.



Discover more

Quick Specs

Model
PC230F-11

Net Horsepower
197 hp

Operating Weight
67,516 lbs.

Swing Torque
58,334 lbs.-ft.



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Darrell Westmoreland
Owner
North State Environmental



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Darryl Davis teaches next generation of technicians

Linder Industrial Machinery Company recently promoted Darryl Davis, who has been with Linder for about 34 years. As the new Carolinas technical trainer, Davis oversees classroom training for all skill levels of technicians — from apprentices through seasoned techs.

"I started with Mitchell Distributing Company in September of 1988 as a shop technician," recalled Davis. "From there, I moved to a field technician. In 2003, Linder bought Mitchell Distributing, and they offered my retention of years of service if I stayed with the company. I accepted their offer and have since held the role of field dispatcher, shop foreman, PSR, service manager, and now trainer."

Like a sponge, Davis soaked up knowledge from mentors in each role. He recognizes that it is now his turn to pass the information along to the next generation.

"I've never claimed to know everything, because I believe we learn something new every day," stated Davis. "It's important to pass along that information where I can, and as the trainer, I get to impart that knowledge onto groups instead of individuals. Typically, we use group discussions to provide the most benefit for everyone in the training session."

Linder's growing training staff consists of a training general manager, four technical trainers, three technical communicators, and an operator trainer.

"We expanded the training department to educate our technicians faster and more efficiently," stated Davis. "That leads to better knowledge and fluidity across the company, saving both Linder and the customer time and money. Our goal is to teach our technicians how to find and solve the root problem instead of addressing the symptoms — which, ideally, will limit rework and maximize the customer's uptime." ■



Darryl Davis,
Carolinas Technical
Trainer,
Linder

TSE Ryan Waite finds effective solutions for customers

Ryan Waite's path to his current Technology Solutions Expert (TSE) position at Linder Industrial Machinery Company stretches across multiple industries, decades and states. After working as a construction laborer in Washington state in the 1990s, Waite moved to San Diego, Calif., in 2000 and spent the next 21 years driving trucks, operating equipment, creating his own trucking company, running a marketing department, and working in the IT industry. In July 2021, Waite accepted a position in Linder's IT department at the Concord, N.C., branch and in November 2022, transitioned to a TSE.

"Following COVID, my family decided to leave California and move closer to our extended family on the East Coast," explained Waite. "I found the IT position with Linder and felt it was a great fit for my background. After spending some time working for the company, I saw an opportunity to pursue a potential TSE opening and went all in. My commitment paid off, and I was recently welcomed to the TSE team."

In his role as a TSE, Waite plans to combine the skill sets he learned across each industry to

collaborate with customers and find effective solutions for their projects.

"My primary goal is to make sure that my customer base is happy, knowledgeable and able to work autonomously without relying on my constant input," noted Waite. "I want to teach them to be self-sufficient in areas where that makes sense, but at the same time offer solutions that will help them continue to grow and increase their efficiency. I also want our salesmen to use me as a resource to help educate our customers about iMC (intelligent Machine Control) and Smart Construction solutions."

Waite and his wife, Brenda, have been married for 22 years and have a 17-year-old son. Waite and his family appreciate the lifestyle the East Coast offers, especially the access to racing.

"We are all about cars," stated Waite. "Whether it be custom cars or car racing, that's what I enjoy doing on the weekends. I haven't built anything custom yet, but I'm looking forward to starting my first project within the year." ■



Ryan Waite,
TSE,
Linder

Vice President of Material Handling and Forestry Kevin Belflower plans to increase Linder's market share across both industries



Kevin Belflower,
Vice President of
Material Handling
and Forestry,
Linder

Linder Industrial Machinery Company hired Kevin Belflower as vice president of material handling and forestry in September 2022. Over the last 28 years, Belflower has held various positions in the heavy equipment industry, ranging from a salesman to a CEO. In many of his roles, Belflower worked with material handling and forestry-related customers, which helped prepare him for his current position with Linder.

"My sales territories were heavily forestry-related, and I gained a working knowledge of material handling equipment as well," said Belflower. "When the opportunity with Linder became available, I felt it was the right fit for my career to help Linder increase its market share across both industries."

Growth across the forestry and material handling industries is important to Belflower.

"We're expanding our sales and support teams to increase our coverage and participation in deals across Linder's territory," stated Belflower. "When a Linder forestry or material handling service specialist arrives at your job, they're going to have the necessary training and knowledge to complete the job in a timely manner. Similarly, our sales will have the knowledge to find the right solution for your jobs, helping you stay on schedule and on budget."

Belflower concluded, "Our goal is to help our customers grow their business and increase revenue by finding them the right equipment and providing high-quality and timely support throughout the life of the machine. We're committed to our current customers and look forward to building relationships with potential customers." ■

Jesus Cedillo joins Linder to help expand its footprint in the growing used equipment market



Jesus Cedillo,
Used Equipment
Manager/General
Manager

Jesus Cedillo recently stepped into the role of used equipment manager/general manager for Linder Industrial Machinery Company. Cedillo brings more than 25 years of experience in the construction industry to the position and oversees all aspects of Linder's used equipment processes across Florida, North Carolina and South Carolina.

"When this position opened up, Linder reached out, and we agreed that my previous experience buying and selling equipment would allow me to be successful," said Cedillo. "One of my priorities is to bring speed not only to the people we work with internally through service and parts, but also to our sales groups, which will allow them to quickly provide valid numbers on trade-in opportunities. I want to add value to the whole operation."

Speed is essential in the used equipment market, according to Cedillo.

"There's a balancing act between buying machines and turning them around and placing them into the right home," explained Cedillo. "With everything trending toward digitalization, we want to put tools in place that will help Linder be faster in every dimension of the used equipment market, allowing us to efficiently find that balance. I look at my role as the hub for used equipment information, where the sales team can come to me with a machine, and we'll determine if it's the right time to sell it, where to sell it, and who to sell it to."

Cedillo sees many great opportunities ahead.

"What was achieved in the past set a good standard for the position," acknowledged Cedillo. "I want to take what's been built and insert it into my formula, expand it and maximize what we can achieve in the used equipment market. I'm glad to be working for Linder, and I look forward to meeting their goals and exceeding them." ■

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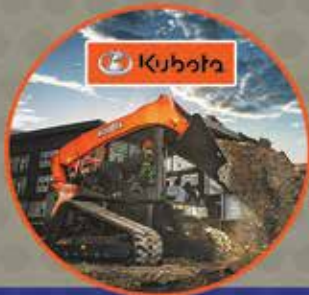
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