

# LINDER LINK

A publication for and about Linder Industrial Machinery customers • Winter 2025



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 **BOMAG**  
FAYAT GROUP





John Coughlin

**A successful  
year**

# LINDER

Dear Valued Customer:

I sincerely hope 2025 has been off to a terrific start and that you have a successful year.

MINExpo 2024 was a great opportunity to see cutting-edge equipment and technology, such as Komatsu's PC4000-11E electric drive hydraulic mining excavator and Power Agnostic 930E haul truck. I hope you were able to attend. Inside, you will find a recap that summarizes Komatsu's commitment to this critical industry that plays a strong role in so many aspects of our daily lives.

This issue is also a real testament to the breadth of Komatsu's equipment lineup as well as the support programs it offers. From an equipment standpoint, there are articles on machinery geared toward mining, demolition and construction. If you work in any of those industries, as well as others such as waste, scrap and forestry, Komatsu has you covered.

Plus, Komatsu Care handles your service needs. To learn more, read the article that highlights the various programs available and how to choose which one is right for you.

You can also gain valuable insights on the 2024 Workforce Survey, which was conducted by the Associated General Contractors of America (AGC) and Arcoro. It delves into how the nation's current level of investment in construction workforce education and training programs is having a real and measurable negative impact on the country's ability to build infrastructure and other construction projects.

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 black ink, appearing to read 'JC', written over a faint, stylized graphic element.

John Coughlin,  
President and CEO

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# Driving development

## RIPA & Associates tackles large-scale sitework jobs across West Central Florida with a dedicated team and vast fleet of equipment



Chris LaFace,  
President and CEO



Casey Dowling,  
Fleet Director

**R**IPA & Associates, a cornerstone in West Central Florida site contracting, was founded in 1998 by Frank Ripa and has grown from a small startup with 10 employees to a workforce of 1,250 today. Operating in a 90-mile radius from its Tampa headquarters, RIPA provides full-service site development, including clearing, earthwork, utilities, roadways and paving.

"Our scope of work is comprised primarily of residential communities, commercial and industrial sites, schools, and hospitals," noted Chris LaFace, President and CEO.

Additionally, RIPA's sister company, Florida Asphalt & Concrete (FAC), plays a crucial role in handling asphalt and concrete work for many of RIPA's projects. FAC, established to complement RIPA's services, has been a pivotal addition to the company's capabilities.

"Having Florida Asphalt & Concrete allows us to self-perform the paving and concrete scopes in our contracts," LaFace explained. "This not only streamlines our processes but ensures we deliver a consistent, high-quality product to our clients on our schedule."

RIPA's remarkable growth stems from its commitment to fostering strong relationships and maintaining a customer-focused culture. After weathering the economic downturn of 2008, RIPA emerged stronger by investing in talent and emphasizing repeat business.

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***"Our success comes from having a phenomenal team and an unwavering commitment to customer service."***

*- Chris LaFace, President and CEO*

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"Our success comes from having a phenomenal team and an unwavering commitment to customer service," LaFace stated. "Our business is built entirely on private work — no hard-bid government contracts — which keeps us focused on our clients' needs."

### Expanding fleet

The team's expertise is complemented by a robust equipment fleet and strategic technology integrations. Among RIPA's preferred machines are Komatsu D51PX-24 dozers, Komatsu HM300-5 and HM400-5 articulated trucks, Komatsu WA320-8 wheel loaders, BOMAG BW 211 D single-drum vibratory rollers, BOMAG BW 11 RH-5 pneumatic tire rollers, and BOMAG RS 360 soil stabilizers/recyclers. This specialized equipment enables RIPA to deliver exceptional results efficiently and consistently.

"We introduced Komatsu machines as rentals initially, and the feedback was overwhelmingly positive," recalled Casey Dowling, Fleet Director. "The operator interface is simple and intuitive, and the visibility on the D51PX-24 dozer, in particular, enhances safety and productivity."

Dowling added, "We prefer BOMAG rollers because of their ease of use, reliability and serviceability. Their uptime is much higher than other ones we've tried."

The equipment's versatility is critical, as RIPA handles a variety of projects, including master-planned communities like Two Rivers in Wesley Chapel and large-scale developments in Parrish, such as the Seaire community. The Seaire project alone involves thousands of residential

### Customer snapshot

**Company:** RIPA & Associates

**Location:** Tampa, Florida

**Employees:** 1,250

**Established:** 1998

**Area of expertise:** Full-service site development

**Komatsu equipment:** D51PX-24 dozers, HM300-5 and HM400-5 articulated trucks, and WA320-8 wheel loaders

**BOMAG equipment:** BW 211 D single-drum vibratory rollers, BW 11 RH-5 pneumatic tire rollers, and RS 360 soil stabilizers/recyclers

The BOMAG RS 360 soil stabilizer/recycler helps RIPA operators strengthen and stabilize soil by adding binding agents.







The BOMAG BW 211 D single-drum vibratory roller provides optimal compaction for RIPA's projects.

lots and a new hospital, showcasing RIPA's capacity to manage multifaceted developments.

"For a project like Seaire, we're using a mix of Komatsu dozers for earthwork, BOMAG equipment for soil compaction, and Kubota tractors for utility work," Dowling explained. "Having the right equipment ensures each phase of the project moves smoothly."

In addition to its core fleet, RIPA relies heavily on Superior brooms and Kubota MX5400 tractors, which Dowling praised for their reliability and ease of maintenance. These machines are used across various projects, from road maintenance to residential development, thanks to their adaptability.

"We use the MX5400s with either a box blade or broom attachment, and our operators love them," said Dowling.



An operator grades a jobsite with a Komatsu D51PX-24 dozer.

***"We prefer BOMAG rollers because of their ease of use, reliability and serviceability."***

*- Casey Dowling, Fleet Director*

Managing this extensive fleet efficiently is possible thanks to advanced telematics systems, such as Komatsu's Komtrax. It provides real-time data on equipment performance, location and maintenance needs, allowing RIPA to maintain high uptime and minimize delays.

"Technology is an important part of our fleet strategy," Dowling emphasized. "With integrations like Komtrax, we've automated processes and

improved data quality, enabling us to make informed decisions quickly."

RIPA's innovative approach extends to training programs that utilize simulators to upskill operators and improve safety. These initiatives are part of the company's broader strategy to maintain its competitive edge in a rapidly evolving industry.

### **Partnering with Linder**

RIPA receives support from Linder Industrial Machinery Company, especially Vice President Vince Aguayo and sales representative Randy Thomas. The partnership ensures that RIPA's fleet remains well maintained and operational.

*Continued...*



# 'We're proud of our team'

... continued

"Randy has been solid since day one," declared Dowling. "He is extremely personable, helps with a lot of problem-solving, and is always responsive. Vince and Randy are top notch in making sure we have some of the best service and support."

LaFace added, "Randy is always there when we need him, and that's important to us."

The support from Linder extends beyond equipment sales, with dedicated product support and Total Maintenance and Repair (TM&R) contracts ensuring uptime for RIPA's fleet of 72 Linder-supported machines.

## By the numbers

- RIPA's territory covers a **90**-mile radius from its Tampa headquarters and includes Ocala, Venice and Haines City
- **60%** of RIPA's projects are residential subdivisions
- **13** Komatsu trucks and dozers were recently added to RIPA's fleet



RIPA's equipment fleet includes Kubota MX5400 tractors.

Komatsu HM300-5 and HM400-5 articulated haul trucks allow operators to move large quantities of material efficiently across jobsites.



"We rely on TM&R contracts for all heavy equipment," Dowling explained. "This shifts the risk of maintenance to the dealership, allowing us to focus on operations."

***"Vince and Randy are top notch in making sure we have some of the best service and support."***

*- Casey Dowling, Fleet Director*

## Focusing on consistency and quality

Looking ahead, RIPA is optimistic about its prospects, with a strong backlog of projects and plans to continue refining its operations. While the company remains rooted in its Tampa community, it is open to opportunities for sustainable growth.

"Our future is about consistency and quality," LaFace commented. "We're proud of our team and our culture. We'll stay true to our roots by doing the right thing and taking care of the customer."

In addition to its business achievements, RIPA is deeply involved in philanthropy, supporting local initiatives such as the Tampa Pig Jig and the Fishing for Wishes Tournament.

"This is our community; this is our home," stated LaFace. "Taking care of it and giving back is a major part of our organization."

With a strong foundation, innovative strategies and a dedicated team, RIPA is poised to continue leading the way in site contracting and community engagement. ■

*\*The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*

(L-R) RIPA's Chris LaFace and Casey Dowling receive support from Linder's Randy Thomas.



# BETTER TRACTION MEANS THE BEST COMPACTION

BETTER COMPACTION STARTS WITH THE BEST TRACTION OF ANY MACHINE ON THE MARKET.

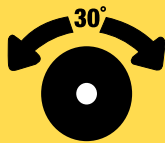


The **BOMAG BC 1173 RB-5** delivers a quad pump drive and 30 degrees of oscillation in the center joint, keeping all four wheels on the face at all times. Unlike two-wheeled designs that can lose contact on uneven slopes and surfaces, a BOMAG refuse compactor keeps all four wheels on the ground for full-coverage compaction on even the toughest terrain.



#### **BOMAG Premium Wheels**

Polygon ring design offers optimal kneading, crushing and shredding forces that normal paddle-style wheels don't. Premium hardened tips provide exceptional lifespan and are backed by our 10,000-hour warranty. Built-in wire cutters and cleaners keep wheels debris free and prevent wheel wrap.



#### **Heavy Duty Oscillation Joint**

Unlike competitive rigid frame machines, our heavy duty oscillation joint provides 15 degrees of oscillation to the right and left, ensuring constant compaction by keeping all four wheels engaged and conforming to the working face in even the worst conditions.



#### **Powered by Cummins**

The BOMAG BC 1173 RB-5 refuse compactor has a Cummins X15 engine for all the horsepower and reliability you need for the life of the unit. BOMAG ECOMODE technology reduces fuel consumption while ECOSTOP avoids unnecessary idle times.



#### **Ease of Serviceability and Safety**

Easy to operate full tilt engine compartment hood allows for simple daily maintenance inspections from the same point on our wide, sturdy walkway platforms. No need to open multiple panel doors and climb around the entire machine for your daily inspections.



# Grading beyond expectations

**RCS Grading Inc. combines technology and employee-first commitment to provide top services across Upstate South Carolina**



**Elisha Godfrey,**  
Vice President of  
Operations



**Paul Wood,**  
IT Solutions and  
Operations Manager

**F**ounded in 1997, RCS Grading Inc. has steadily grown as a grading and excavation service provider out of Greer, S.C. Central to its mission is a dual focus of “moving dirt and growing people,” a philosophy deeply rooted in the company’s ethos.

“We strive to foster a people-first culture that recognizes the value of every individual, whether they’re operating a shovel or implementing cutting-edge technology,” stated Elisha Godfrey, Vice President of Operations.

Working primarily within Upstate South Carolina, RCS prefers to stay close to home to ensure its employees maintain a healthy work-life balance. The company’s reach spans roughly an hour and a half from its central base, with a commitment to keeping workers off the road and with their families whenever possible.

“Being local doesn’t just make good business sense—it’s about respecting the lives of our employees,” said Godfrey. “We want them to build a career, but not at the expense of their personal lives. That’s a cornerstone of who we are.”

RCS employs approximately 200 workers, a large jump from the original 15-employee team it maintained in its earlier years. The growth has created opportunities for career advancement while allowing the company to uphold its strong community-oriented values.

“Our people are more than numbers,” Godfrey emphasized. “They’re an integral part of our mission. We aim to create an environment where individuals can achieve their full potential, no matter their role.”

## **Adding IMC technology**

Specializing in mass grading and storm drainage, RCS takes on large residential subdivisions, typically handling projects that move between 100,000 and 500,000 yards of earth. The company utilizes a wide range of Komatsu equipment, including 45 Intelligent Machine Control (IMC) dozers and excavators.

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***“The Komatsu D51PXi was a game-changer for us.”***

*- Elisha Godfrey,  
Vice President of Operations*

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“The Komatsu D51PXi was a game-changer for us,” shared Godfrey. “It’s an incredibly balanced machine that integrates seamlessly with our technology needs. Our operators can see the entire job in front of them and don’t need to rely on grade stakes. I think in modern grading, GPS is an absolute must—if you’re not using it, you’re behind.”

## **Modernizing operations digitally**

Recently, RCS has embraced two Komatsu Smart Construction solutions, integrating both Office and Field to modernize its operations. Initially used to digitize daily reports, the applications’ capabilities have expanded to include time tracking, project management and data analysis.

“We started small, just replacing paper forms, but it quickly became clear that Smart Construction could do so much more,” commented Paul Wood,

## **Customer snapshot**

**Company:** RCS Grading Inc.

**Location:** Greer, South Carolina

**Employees:** Approximately 200

**Established:** 1997

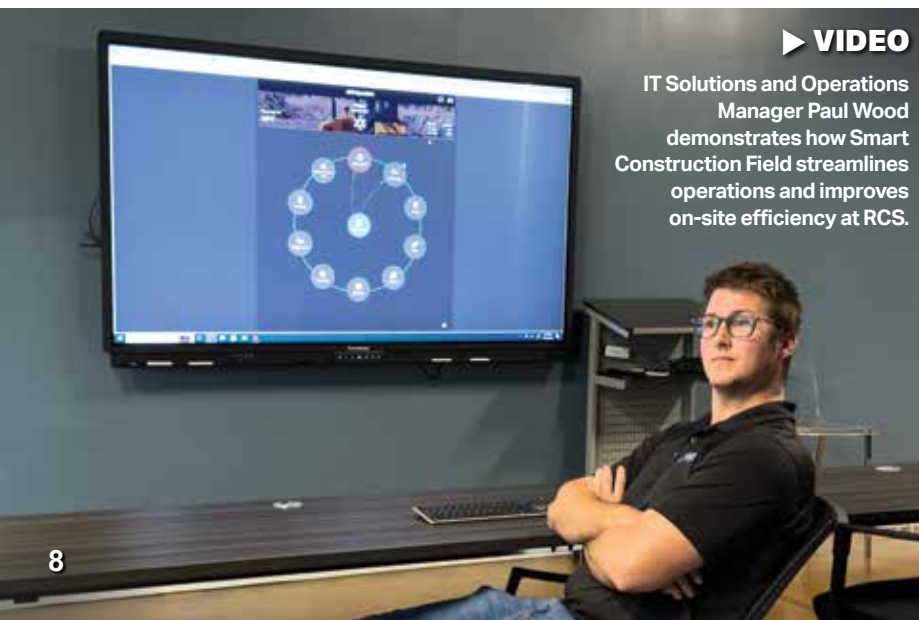
**Area of expertise:** Mass grading and storm drainage for residential subdivisions

**Komatsu equipment:** 45 Intelligent Machine Control (IMC) dozers and excavators

**Komatsu technology:** Smart Construction Field, Smart Construction Office and IMC

## **▶ VIDEO**

IT Solutions and Operations Manager Paul Wood demonstrates how Smart Construction Field streamlines operations and improves on-site efficiency at RCS.







A pair of operators grade a site with Komatsu Intelligent Machine Control (IMC) dozers.

IT Solutions and Operations Manager. "It enabled us to consolidate multiple systems into one unified platform."

Office and Field also bring efficiencies to payroll, helping eliminate errors and reduce administrative overhead. Supervisors can now review and approve time records directly, streamlining the process and ensuring accuracy.

"Smart Construction has helped us identify inefficiencies and improve accountability," said Wood. "For example, its Bluetooth capabilities help ensure operators' hours are tracked accurately, reducing the burden on our accounting team."

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***"Smart Construction has helped us identify inefficiencies and improve accountability."***

*- Paul Wood,  
IT Solutions and  
Operations Manager*

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Beyond efficiency, the Smart Construction solutions' data insights help RCS refine its bidding and project planning. With granular data on machine usage and worker productivity, the company can better understand costs and optimize processes.

"This level of detail is invaluable," Godfrey stated. "We're now able to make more informed decisions about where we're profitable and where we need to improve. It's not just about doing the job—it's about doing it right."

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***"Linder has been good to work with and an unbelievable technology partner."***

*- Elisha Godfrey,  
Vice President of Operations*

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The decision to implement the Smart Construction solutions was influenced heavily by RCS' partnership with Linder Industrial Machinery Company, especially sales representatives Tyler Halbert and Ryan Dean as well as Technology Solutions Expert (TSE) Zach Nunamacher. The relationship extends beyond equipment purchases, encompassing ongoing training, troubleshooting and technical support.

"Linder has been good to work with and an unbelievable technology partner," commented Godfrey. "Our understanding of the technology has gone through the roof with Linder's excellent support."

Linder has also introduced RCS to advanced technologies like drone LiDAR mapping, which



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

*Continued...*



# 'We're here to make a difference'

... continued

the company uses to enhance its site-analysis capabilities. By investing in tools and training for its employees, RCS ensures that technology enhances its core mission of empowering people.

"Growth isn't just about scaling the business; it's about giving our team the tools to succeed and the opportunities to advance," noted Wood. "That's why we prioritize internal development over outsourcing."

## By the numbers

- **6 million to 7 million** yards of dirt moved annually
- **3,000 to 5,000** residential pads graded each year
- **300** meals prepared for the community during hurricane relief efforts



(L-R) Linder's Zach Nunamacher and Tyler Halbert, RCS' Elisha Godfrey and Paul Wood, and Linder's Ryan Dean work together to find the best equipment and technology solutions for RCS' operations.

With a Komatsu D61PXi-24 IMC dozer, an operator cuts to grade on a slope.



## Looking ahead

RCS sees its integration of Smart Construction and Komatsu equipment as central to its future. The company anticipates even greater efficiency and accuracy as it fully implements these systems across its operations and continues to refine its processes.

While the road ahead may involve expanding operations, RCS remains steadfast in its commitment to people-first values and maintaining the integrity that has defined the company since its inception.

"At the end of the day, we're here to make a difference," Godfrey stated. "Whether that's through the dirt we move or the lives we impact, our mission remains the same."

## Responding to Hurricane Helene

Beyond its operational success, RCS has demonstrated an unwavering commitment to the community, particularly in times of crisis. Following the devastation of Hurricane Helene in South Carolina, the company sprang into action to assist affected areas. Recognizing the urgent need for resources and manpower, RCS mobilized its employees and equipment to support local recovery efforts. The company's involvement extended far beyond what might be expected of a construction firm.

"We didn't think twice about stepping in to help," recalled Godfrey. "After the storm hit, we had teams out with chainsaws and mini excavators clearing debris and helping people get out of their driveways and homes. Another team prepared 300 meals for those in need. It wasn't easy, but it was rewarding to see our community come together and support one another."

The company's proactive approach also extended to its own workforce. Ensuring that employees were safe and cared for was a top priority. RCS quickly restored power and internet at its headquarters, enabling the company to process payroll on schedule and provide stability for its workers amid the chaos.

"We always say that we're a family, and family takes care of each other," Godfrey said. "That sense of responsibility extends to our employees and the broader community. It's not just about building sites—it's about building a better place to live." ■

*\*The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*



# Work smarter



Our suite of digital tools, **Smart Construction** and **Smart Quarry**, can help you manage your machines, manpower and material to new levels of efficiency and understanding, unlocking greater profits.

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**KOMATSU**



# Worker shortage impacts building industry

**Fully 94% of construction firms report having a hard time finding employees, undermining efforts to build infrastructure and other projects**

**A**ccording to a recent survey,<sup>1</sup> the nation's current level of investment in construction workforce education and training programs is having a real and measurable negative impact on the country's ability to build infrastructure and other construction projects. The Associated General Contractors of America (AGC) and Arcoro, a leading HR technology company supporting the construction industry, conducted the workforce survey. Fully 94% of contractors reported they are having a hard time filling open positions. Construction officials called on federal leaders to adopt more robust workforce policies.

"The most likely path to addressing construction workforce shortages is for the federal government to adopt better workforce policies," said Jeff Shoaf, AGC's Chief Executive Officer, when the report was released earlier this year. "Federal officials need to support, instead of undermine, our national infrastructure and economic development policies."

Firms reported having trouble filling at least some positions — particularly among the craft workforce that performs the bulk of on-site construction work. Association officials noted that 28% of contractors reported having at least 11 unfilled craft positions as of June 30, 2024.

According to AGC, the survey shows workforce shortages are impacting contractors' ability to

build projects. More than half (54%) of contractors reported experiencing project delays because of workforce shortages. Labor shortages are more likely to cause project delays than other causes, like supply chain challenges and shipping delays.

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***"The most likely path to addressing construction workforce shortages is for the federal government to adopt better workforce policies."***

*- Jeff Shoaf,  
CEO of AGC*

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## More training investment needed

One reason it is so difficult to find people is that there is a need for increased investment in construction workforce training and education. Shoaf noted that a report<sup>2</sup> the association recently released in partnership with the Progressive Policy Institute found that federal officials invest four times more each year in encouraging students to earn four-year degrees than in supporting workforce development programs for fields like construction.

Construction officials noted that 62% of respondents reported that available candidates were not qualified to work in the industry because they lacked the required skills or certificates. Also, 43% reported that employees lacked required documentation like a driver's license, work permit or clean background check. Half of firms reported that new hires fail to show up or quit shortly after starting.

Contractors are taking steps to overcome labor shortages. According to the survey, 91% of firms reported increasing base pay rates for hourly construction positions during the past year. In addition, 57% of firms reported adding online strategies to recruit younger workers, and 51% have engaged with career-building programs like high schools or training facilities.

Contractors are also increasing investments in internal training to address candidates' lack of hard and soft skills. Almost half (42%) of firms reported initiating or increasing spending on training and professional development programs to address workforce shortages. Also, 26% reported increased use of learning programs with strong online or video components.



Firms are having trouble filling open positions, particularly among the craft workforce that performs the bulk of on-site construction work.





According to the 2024 Workforce Survey,<sup>1</sup> 25% of firms are using technology to deliver worker training programs.

The survey also shows that construction firms are using human resources technology to address workforce challenges. Association officials noted that one in four firms reported using technology to deliver worker training programs. Meanwhile, 34% of respondents have partnered with a third-party firm to establish training courses and professional development.

### Taking steps to help

Shoaf noted that the association is taking various steps to help the industry cope with labor shortages. AGC has partnered with its chapters to run more than a dozen targeted digital advertising campaigns to reach and recruit new workers. The association has created recruiting resources for member firms and its chapters, and it regularly hosts virtual and in-person gatherings to share workforce development success stories.

In addition, AGC chapters run a host of training and recruitment programs. They have partnered with local school districts to create new construction academies and pre-apprenticeship and registered apprenticeship programs. AGC chapters also build and support networks of career and technical education teachers and host dozens of construction career fairs each year, among many other workforce efforts.

However, association officials said more must be done to address construction workforce shortages. They called on Congress and the White House to significantly boost funding for construction-focused education and training programs. They urged Congress to allocate

more funds for workforce training as part of the Workforce Innovation and Opportunity Act and to boost funding for in-school construction programs as part of the Perkins Vocational and Technical Education Act.

"Considering all that this industry and our association are doing to prepare, recruit and retain new workers, we are confident that better federal workforce policies will make a meaningful and lasting difference for the better when it comes to the construction workforce," Shoaf added.

AGC and Arcoro conducted the 2024 Workforce Survey in late July and early August. Nearly 1,500 firms completed the survey from a broad cross-section of the construction industry, including union and open shop firms of all sizes. The 2024 Workforce Survey is the association's 12th annual workforce-related survey. ■

### By the numbers

#### According to the 2024 Workforce Survey:<sup>1</sup>

- **94% of firms** are having a hard time filling open positions
- **54% of firms** are experiencing project delays due to workforce shortages
- **57% of firms** have added online strategies to recruit younger workers

1. [chrome-extension://efaidnbmninnibpcapjpcglclefindmkaj/https://www.agc.org/sites/default/files/users/user21902/2024\\_Workforce\\_Survey\\_National\\_FINALIZED.pdf](chrome-extension://efaidnbmninnibpcapjpcglclefindmkaj/https://www.agc.org/sites/default/files/users/user21902/2024_Workforce_Survey_National_FINALIZED.pdf)

2. [https://www.agc.org/sites/default/files/Files/Communications/PPI\\_AGC%20Workforce%20Report\\_Final\\_EMBARGO.pdf](https://www.agc.org/sites/default/files/Files/Communications/PPI_AGC%20Workforce%20Report_Final_EMBARGO.pdf)

# Revamped recycling operation

Alpha Scrap Metal Inc. transforms operations with an Atlas material handler and an updated facility

Alicia and Jay Noble own and operate Alpha Scrap Metal in Tampa, Fla.



**A**lpha Scrap Metal Inc. has carved out a prominent place in Florida's recycling industry by combining innovation with a commitment to environmental sustainability. Founded over a decade ago, the company experienced a transformative shift when Alicia and Jay Noble took ownership in July 2023.

"We saw a lot of potential in this business," Alicia said. "The foundation was strong, but we knew with a little reorganization and effort, we could take it to the next level. It was a great initiative to jump in with my husband and do another adventure as partners."

Alicia brought years of experience as an operations consultant to the table, while Jay contributed his hands-on expertise in metal recycling. Together, the couple reshaped the facility to maximize efficiency, ensure the highest quality output and create a seamless process for customers.

"The first thing we did was clean and reorganize," Alicia explained. "The feedback was immediate — customers loved the improvements, and employees felt a renewed sense of pride in their workplace. It's been incredibly rewarding to see how our customers and employees have responded."

Located in Tampa, Alpha Scrap Metal accepts a variety of ferrous and non-ferrous materials, including steel, copper and aluminum. The facility processes 80,000 to 100,000 pounds of metal each day.

"We take in material, sort it, categorize it into its proper commodity, and prepare it for shipment for the next step in the recycling process," described Jay.

Alpha Scrap Metal's focus on efficiency extends to its customer experience. From competitive pricing to quick turnaround times, the company has built a loyal client base that values its professionalism and organization.

"Our facility is clean, our process is streamlined, and our team is dedicated to customer care," Alicia stated. "That's why people keep coming back. Even when we're closed, they'll hold their materials and come back when we're open."

While Alpha Scrap Metal thrives in a male-dominated industry, Alicia has brought a fresh viewpoint, championing diversity and

## Customer snapshot

**Company:** Alpha Scrap Metal Inc.

**Location:** Tampa, Florida

**Employees:** 14

**Established:** Over a decade ago, ownership transitioned in July 2023

**Area of expertise:** Recycling and processing ferrous and non-ferrous metals

**Atlas equipment:** 350MH material handler

Alpha Scrap Metal focuses on environmental sustainability and efficient customer care.







An operator lifts material with an Atlas 350MH material handler.

inclusion within the workforce. Today, the 14-person team includes five women in roles that had traditionally been held by men.

"I think this industry benefits from having more women involved," Alicia reflected. "We bring different perspectives that complement the work being done and open up new ways of thinking."

### Improving material handling operations

Key to Alpha Scrap Metal's success is an Atlas 350MH material handler, which has revolutionized day-to-day operations. Purchased to replace aging and unreliable equipment, the machine has become an essential part of the company's workflow.

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***"The Atlas 350MH is amazing."***

*- Alicia Noble,  
Owner and Vice President*

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"The Atlas 350MH is amazing," Alicia declared. "It's efficient and has nearly doubled our productivity. Our operator is thrilled, and we save time and money — together it makes a great combination."

The Atlas 350MH can handle various tasks, from loading trucks to compacting materials for shipment. With advanced hydraulic systems and intuitive controls, the machine allows operators to maneuver heavy materials with accuracy

and speed. This level of control helps improve safety. The Atlas 350MH's efficiency allows the company to process larger volumes in less time, reducing labor costs and streamlining operations.

"There's not a single day that we don't use it," noted Jay. "It helps us maintain about 75% to 80% of our operation because it's a fantastic and reliable machine. It can handle 30,000 to 40,000 pounds at a time when we load a truck. It really speeds things up, and we're super happy with it."

### Understanding business needs

Choosing the Atlas material handler wasn't just about the machine's capabilities — it was also about the partnership with Linder Industrial Machinery Company. Linder's personalized approach played a crucial role in Alpha Scrap Metal's decision-making process.

"I didn't feel like I was just a dollar sign that they wanted to sell something," recalled Alicia. "They really wanted to get down to what exactly I needed and why, and how they could be instrumental there. They wanted to know my business, where we were, and where we were going."

Joel Latorre, a sales representative for Linder, was instrumental in building trust with the Nobles. His deep understanding of their operational needs and commitment to finding the right solution helped set Linder apart from other distributors.



Discover more at  
**TheLinderLink.com**

*Continued...*

# 'Linder's technicians are very knowledgeable'

... continued

"Meeting Joel was a great experience," said Jay. "He's a great guy who is very easy to talk to and very respectful of our time and our needs."

Linder's support didn't end with the sale. The team has been a consistent partner, providing maintenance and ensuring the Atlas 350MH operates at peak performance.

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***"We will buy our next equipment from Linder for sure."***

*- Alicia Noble,  
Owner and Vice President*

---

"Linder's technicians are very knowledgeable about this particular machine," Jay commented. "They've made the maintenance process seamless."

This strong relationship with Linder has set the stage for future collaborations.

"We will buy our next equipment from Linder for sure," stated Alicia.

## Continued growth

Looking ahead, the Nobles aim to expand their commercial and industrial customer base while increasing the volume of materials processed. They view these goals as essential to their mission of environmental sustainability.

"We want to continue doing good work and reuse as much material as we can," said Jay. "The more materials we bring in, the more we can be a part of the recycling process, which is a big part of keeping everything running smoothly on our planet."

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***"The more materials we bring in, the more we can be a part of the recycling process, which is a big part of keeping everything running smoothly on our planet."***

*- Jay Noble,  
Owner and President*

---

Alicia added, "We all need to do better to save our planet and recycle. It's a beautiful thing to do."

With a clear vision for the future and a commitment to efficient customer care, Alpha Scrap Metal is poised to remain a strong foothold in Tampa's recycling community. For the Nobles, the business is about more than just profits — it's about making a difference. ■

*\*The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*

## By the numbers

- **80,000 to 100,000** pounds of metal are processed daily
- Alpha Scrap Metal has **nearly doubled** productivity since acquiring an Atlas 350MH material handler
- **75% to 80%** of Alpha Scrap Metal's operation is maintained with an Atlas 350MH material handler
- **30,000 to 40,000** pounds can be handled at a time when loading a truck with an Atlas 350MH material handler

Alpha Scrap Metal relies on an Atlas 350MH material handler to complete various tasks around the yard, such as sorting metals into separate bins.





**ATLAS**

- ★ World-Class Material Handlers
- ★ Ranging From 35,000 lbs. to 900,000 lbs.



# SCRAP YARD ST★RS

## ATLAS

German-designed material handlers known worldwide for their fast cycle times, optimized handling, and extended lifespan.

MODEL	WEIGHT	REACH	STICK	BOOM	GRAPPLE	HP
200 MH	41,000 lbs	33'	13' 2"	19' 8"	.5 yard	143
270 MH	65,000 lbs	46'	19' 8"	26' 3"	.75 yard	175
300 MH	68,000 lbs	46'	19' 8"	26' 3"	.75 yard	175
350 MH	80,640 lbs	53'	22' 8"	31' 0"	1 yard	245
400 MH	98,000 lbs	57'	22' 8"	34' 9"	1 - 1.25 yards	245
520 MH	125,000 lbs	62'	30' 4"	32' 2"	1.5 - 2 yards	295



MODEL	WEIGHT	REACH	CLAM SHELL	GRAPPLE
60	160,000 lbs	68'	2 - 2.6 yards	2 - 2.6 yards
70	185,000 lbs	78'	4 - 5 yards	4 yards
90	215,000 lbs	88'	5 - 7 yards	5 - 6 yards
95	295,000 lbs	91'	5 - 7 yards	5 - 7 yards
120	350,000 lbs	92'	5 - 7 yards	5 - 7 yards
140	370,000 lbs	100'	7 - 10 yards	7 - 9 yards
200	650,000 lbs	125'	12 - 18 yards	10 - 12 yards
300	900,000 lbs	131'	18 - 33 yards	10 - 12 yards



Finnish-made hydraulic material handlers engineered to be economical and ecological without compromising safety.



# Developed with contractor input

PC210LCi-11 IMC 2.0 excavator helps control for overdigging and delivers versatility in a compact, easily transported size

**A**re you looking to help lessen the skill gap between new and experienced operators and quickly support your bottom line? Komatsu's Intelligent Machine Control (IMC) is designed to do just that. IMC is part of the company's suite of Smart Construction products, services and digital solutions incorporating advanced, proprietary machine technology. Developed with input from leading construction companies, IMC gives contractors sophisticated,

productivity-enhancing automation along with cutting-edge jobsite design.

Komatsu's IMC 2.0 lineup includes the 165-horsepower PC210LCi-11 excavator. A smart choice for contractors who need a versatile solution that still offers an excellent range, the PC210LCi-11 is Komatsu's smallest IMC excavator. It is designed for digging in exacting applications such as precise footings, retention ponds and utility work. Its factory-integrated system helps control for over-excavation and empowers operators to dig straight to grade quickly and accurately.

"It's great for a range of applications, and it especially shines in utility work where precise trenching is involved," said Nathaniel Waldschmidt, Product Manager, Excavators, Komatsu. "Our technology won't let operators dig past target elevation, so having to put material back or replace it with expensive fill can be virtually eliminated. That also helps newer operators get to grade fast and confidently."

### Automated features

Operators can finish grades quick and with precision by using bucket angle hold control, which automatically holds the bucket angle to the design surface during arm operation. This enables finished grading using only arm input.

"With bucket angle hold, they can curl the bucket all the way in and use the heel to really smooth out the final pass," explained Waldschmidt. "That just helps increase the ease of operation and helps improve final grading accuracy."

The PC210LCi-11's auto tilt bucket control assists the operator in aligning the bucket parallel with the slope, so finish grading can be accomplished without having to align the machine with the target surface.

"You can run a tilt bucket and increase efficiency because the bucket will tilt automatically directly to the plane of the design surface," stated Waldschmidt. "It makes complex grading a lot faster and easier." ■



The Komatsu PC210LCi-11 Intelligent Machine Control (IMC) 2.0 excavator features bucket angle hold control and auto tilt bucket control, which help operators finish grading efficiently.

Quick Specs	
Model PC210LCi-11	Horsepower 165 HP
Operating Weight 51,397-53,882 lbs.	Bucket Capacity 0.66-1.57 yd <sup>3</sup>





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ESCO excavator buckets are trusted for productivity and reliability. Precision engineered, our buckets feature the ESCO Ultralok® tooth system with its integrated hammerless lock that offers safer and easier tooth replacement. These features, combined with premium materials and skilled fabrication, deliver one of the most durable, high-performance buckets available.

Ultralok® Tooth System



**Available Through Linder Industrial Machinery**

# Lumber legacy

Family-owned Parton Lumber Company delivers timber solutions for national and global markets



Russ Newton,  
Vice President

**N**estled in the Appalachian Mountains, Parton Lumber Company has been a cornerstone of the region's timber industry since its founding in 1949 by Verno Parton. Specializing in eastern white pine and hardwoods like poplar, red oak, white oak and chestnut oak, the family business has continued to flourish over the decades and is currently owned and operated by Verno's grandsons, Furman and Patrick. The company's success stems from a commitment to honesty, hard work and innovation.

"Honesty and integrity are at the heart of what we do," said Vice President Russ Newton. "The Parton family is deeply invested in this business, and they are often the hardest-working individuals on-site. That commitment trickles down to the employees, creating a culture of dedication. We've never had downtime here — our employees always

have a full work week, and often overtime, no matter the market conditions. That says a lot about how the Partons value their team."

Today, Parton Lumber consists of over 120 employees, two sawmills, three log yards and two chip mills, with operations stretching across western North Carolina and eastern Tennessee.

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***"Honesty and integrity are at the heart of what we do."***

*- Russ Newton, Vice President*

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"Our primary mill in Rutherfordton, North Carolina, processes 50 million board feet annually, and a secondary mill in Polk County adds about another 10 million feet per year," noted Newton. "Our procurement radius has tightened due to fuel costs and competition, but we still source within 100 miles of our facilities, sometimes stretching to 200 miles when necessary."

Parton Lumber's business extends internationally as it ships its products around the globe.

"Most of our white pine stays domestic, going into windows, doors and log home timber markets," Newton explained. "Poplar and grade oak are predominantly exported, with strong markets in Asia and South America. Our diversification helps us navigate market fluctuations."

## Konecranes enhances operations

Parton Lumber's facilities reflect a sophisticated operation, where efficiency and innovation come together to support extensive production demands.

"We have nearly 30 dry kilns, two boilers and a chip mill in Rutherfordton," detailed Newton. "Our byproducts are utilized fully — nothing goes to waste. From mulch to pulpwood, every part of the tree is used."

This sustainable approach is complemented by the integration of modern equipment, such as a Konecranes SMV 16-1200 C forklift. Initially skeptical about the machine, Parton Lumber's operators were quickly impressed after demoing it.

## Customer snapshot

**Company:** Parton Lumber Company

**Location:** Rutherfordton, North Carolina

**Employees:** 120+

**Established:** 1949

**Area of expertise:** Timber production of eastern white pine and hardwoods

**Konecranes equipment:** SMV 16-1200 C forklift

With a Konecranes SMV 16-1200 C forklift, an operator transports several packs of lumber at Parton Lumber's Rutherfordton, N.C., facility.

► VIDEO







Parton Lumber appreciates the Konecranes SMV 16-1200 C forklift's speed and visibility.

"The Konecranes forklift can carry three packs of dry lumber or two packs of green lumber, which is incredible, and it operates at a good speed," commented Newton.

The forklift's power and adaptability have proven invaluable, especially given the facility's hilly terrain.

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***"We put all our equipment through rigorous use, and the Konecranes forklift has shown exceptional performance."***

*- Russ Newton, Vice President*

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"We put all our equipment through rigorous use, and the Konecranes forklift has shown exceptional performance," Newton reflected. "Its speed and responsiveness allow our operators to handle heavy loads while maintaining the precision required in our tight warehouse spaces."

Safety and visibility have also been key factors in the company's satisfaction with the machine.

"Our operator, Juan, has consistently praised the machine's design," Newton added. "Its enhanced visibility makes navigating our busy facility much safer, and even our safety team has given it their seal of approval."

### **Trusted support from Linder**

Support from Linder Industrial Machinery Company and Forestry Sales Specialist Kael Schlactus has further cemented Parton Lumber's confidence in its choice of machinery.

"Kael built a relationship with us and even introduced us to a Konecranes engineer to answer some of our questions," Newton said. "When we had concerns about the machine's fit with our operations, Linder and Konecranes worked with us to make adjustments. It's clear they're committed to ensuring this machine meets our needs."

The proximity of Linder's service centers, particularly its Greer, S.C., branch, guarantees quick response times, which is a convenience and a strategic advantage for Parton Lumber.

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***"What sets Linder apart is their ability to provide consistent and personalized support."***

*- Russ Newton, Vice President*

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"What sets Linder apart is their ability to provide consistent and personalized support," Newton declared. "If we ever have a question or issue, Kael is just a phone call away, and his responsiveness has been outstanding."



Discover more at  
**TheLinderLink.com**

*Continued...*



# 'Their service team works closely with ours'

... continued

## By the numbers

- **2** sawmills, **3** log yards and **2** chip mills make up Parton Lumber
- **Approximately 60 million** board feet of lumber are processed annually
- **Nearly 30** dry kilns, **2** boilers and **1** chip mill are at Parton Lumber's Rutherfordton, N.C., facility
- **100%** of tree byproducts are utilized
- **3** packs of dry lumber or **2** packs of green lumber can be carried at once by the Konecranes SMV 16-1200 C forklift



An operator carries lumber with a Konecranes SMV 16-1200 C forklift.

Parton Lumber's Rutherfordton, N.C., facility processes 50 million board feet of lumber annually.



Linder's hands-on approach includes coordinating with Parton Lumber's in-house mechanics.

"Their service team works closely with ours, creating a partnership that has made troubleshooting and maintenance more efficient," Newton described. "That collaborative effort reflects their commitment to our success."

## Fourth generation and growth

Moving forward, Parton Lumber will stay true to its philosophy: remain consistent regardless of market conditions.

"This past year has been challenging, but we've maintained production," Newton stated. "We're holding significant inventory, waiting for the market to shift. When it does, we'll be ready to grow with the market."

With a new generation joining the workforce, Parton Lumber is poised for continued success.

"We have parts of the fourth generation already working here," Newton said proudly. "Furman Parton's daughters and Patrick Parton's son are contributing to the company. It's exciting to see the next generation stepping in. The company is well positioned to continue playing a key role in the market for the foreseeable future." ■

*\*The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*



Linder's Kael Schlactus (left) talks with Parton Lumber's Russ Newton.



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# Providing forestry solutions

## Kael Schlactus connects customers to top-tier equipment and forms lasting partnerships



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[TheLinderLink.com](https://TheLinderLink.com)

**K**ael Schlactus, Forestry Sales Specialist at Linder Industrial Machinery Company, has found his niche in an industry that keeps him outdoors and connected with people. Schlactus views his role as more than just sales — it's about relationships.

"I cover Western North Carolina and Western South Carolina, and I talk to loggers, mills and others in the forestry world about the products we carry, such as Komatsu, TimberPro, Quadco, Barko and others," Schlactus explained. "I show them how we can help them."

Schlactus' journey to forestry sales began with a degree in forestry management from North Carolina State University. After working as a consulting forester and then as a procurement forester, he joined Linder in October 2023.

"It's been a really good fit," he shared. "We have a great team, and I think we have a very bright future in the forestry sector."

### People person

As an outdoorsy people person, Schlactus was naturally drawn to forestry. Originally from Oregon, he's lived in North Carolina

for 15 years and has embraced the state's forestry-rich environment.

"Forestry pays the bills and keeps me outside, which I've always loved," Schlactus said. "It's something new every day — meeting clients, learning their stories, and helping them solve challenges. I enjoy talking to people, and I get the opportunity to meet new people all the time, which is great."

Schlactus is passionate about building trust with his customers and focuses on offering solutions. While managing 67 counties, he values face-to-face interactions, often visiting jobsites to understand customers' needs and challenges firsthand.

"Logging is all about production," Schlactus emphasized. "My goal is to get them into machines that help improve their operations. It's about showing them that I care about their success, not just pushing products. Building relationships in sales is what it's all about."

Outside of work, Schlactus enjoys hunting, playing softball, and spending time with his family. He recently moved to Hickory with his wife, Ali, and their two daughters. ■

Linder's Kael Schlactus (left) meets with Parton Lumber Company's Russ Newton at Parton Lumber's milling facilities to find the right equipment for the firm's operations.





# Prominent event in forestry

## Linder Industrial Machinery Company showcases a variety of products at the Mid-Atlantic Logging Expo

**T**he Linder Forestry Division showed loggers what it has to offer at the Mid-Atlantic Logging Expo in Hamlet, N.C., on November 1-2, 2024. The show is a prominent event in the forestry and logging industry, attracting hundreds of professionals, equipment manufacturers and enthusiasts across the region.

Linder had a large static display with nine machines, as well as four additional machines actively running to demonstrate their capabilities. Linder was able to highlight a wide variety of products relevant to the forest products industry including Komatsu, TimberPro, Barko, Kubota, Deutz-Fahr, Fecon and Rotobec.

Linder had a diverse group that came together to help set up the show and was able to make a big impact in the minds of its forest product customers. Everyone pitched in, including technicians, the forestry sales team, TSE Group, manufacturer representatives, and local branch employees who helped with logistics. Komatsu's forestry team also dedicated a lot of time to assist in the setup and demonstration of Linder's equipment.

"This event is a great opportunity to introduce ourselves to the men and women of this industry and show them what our machines can do," said Kevin Belflower, Executive Vice President of the Linder Forestry Division, which has only been around for a couple of years.

Sales Specialist Luke Parlier added, "Many people in the Carolinas aren't familiar with Komatsu forestry equipment. This event allows us to show them a feller buncher and log loader in action, and let them see how it compares to the competition."

One customer was so impressed by a Komatsu PC230F-11 processor equipped with a Southstar QS500 head that he bought it after the show's first day.

"We had great customer interactions," said Sales Specialist Kael Schlactus. "This event created a buzz and let people know our commitment to the industry."

The Mid-Atlantic Logging Expo highlights the importance of the forestry sector to

the regional economy. Forestry supports thousands of jobs and contributes significantly to rural economies. The expo promotes economic growth within the industry and raises public awareness about forestry's value. ■



Linder displays a variety of products at the Mid-Atlantic Logging Expo in Hamlet, N.C.

Attendees look at a Komatsu machine at the Mid-Atlantic Logging Expo in Hamlet, N.C.



# Extended warranty coverage options

Komatsu Care programs help you efficiently determine total cost of ownership during your machinery's lifetime

**M**aking variable costs associated with total cost of ownership (TCO) — repair and maintenance, fuel, hourly wages — predictable can help you budget and avoid large, unplanned expenses. It also contributes to efficiency in estimating, bidding and determining operating expenses. One way to support effective cost management is to purchase an extended warranty and extended periodic maintenance with fixed costs for maintenance and repairs.

Machinery comes with a standard warranty that covers a certain number of hours or years. Once the machine hits those marks, the owner covers any other, and often unpredictable, expenses. Extended warranties offer the advantage of, for a relatively nominal monthly charge, the peace of mind that when service or repairs are needed, they will be covered, mitigating against being hit with a potentially big bill.

Komatsu offers several options, including Komatsu Care Plus for extended maintenance for up to 10,000 hours, Komatsu Care Plus II

for extended maintenance and repair for up to 12,000 hours, and Komatsu Care Advantage for extended repair coverage. Three options are available with Komatsu Care Advantage: Powertrain, Powertrain Plus and Premier. Services are performed by Komatsu-certified technicians using Komatsu Genuine Parts and fluids.

“Most Komatsu construction machines have Komatsu Care Complimentary that covers scheduled services for the first 2,000 hours or three years, as well as two diesel particulate filter exchanges,” said Ryan Boekeloo, Manager, Aftermarket Contract Business, Komatsu. “Komatsu Care Plus extends that coverage after the complimentary period. Komatsu Care Plus II provides the same with the addition of repairs for further certainty, and it is currently our most utilized option. It’s geared toward those that want maintenance and repairs covered but will handle taking care of consumable items themselves.”

Komatsu Care Plus III is an option for larger wheel loaders, rigid frame trucks and dozers.

Komatsu Care Complimentary	Komatsu Care Plus	Komatsu Care Plus II	Komatsu Care Plus III	Komatsu Care Advantage
<i>Complimentary maintenance</i>	<i>Extended maintenance</i>	<i>Extended maintenance and repair</i>	<i>Extended maintenance, repair and consumables</i>	<i>Extended repair coverage</i>
<ul style="list-style-type: none"><li>• Automatic scheduling</li><li>• Maintenance parts and fluids</li><li>• Travel and labor included</li><li>• KOWA oil analysis</li><li>• 50-point inspection</li><li>• Service record history</li><li>• Eligible for Komatsu Certified</li></ul>	<ul style="list-style-type: none"><li>• Automatic scheduling</li><li>• Maintenance parts and fluids</li><li>• Travel and labor included</li><li>• KOWA oil analysis</li><li>• 50-point inspection</li><li>• Service record history</li><li>• Major component assurance</li><li>• 100% core guarantee</li><li>• Special financing</li><li>• Eligible for Komatsu Certified</li></ul>	<ul style="list-style-type: none"><li>• Automatic scheduling</li><li>• Maintenance parts and fluids</li><li>• Travel and labor included</li><li>• Genuine parts</li><li>• KOWA oil analysis</li><li>• 50-point inspection</li><li>• Service record history</li><li>• Comprehensive repair coverage</li><li>• Diagnostics included</li><li>• Competitive pricing</li><li>• Special financing</li><li>• Eligible for Komatsu Certified</li></ul>	<ul style="list-style-type: none"><li>• Automatic scheduling</li><li>• Maintenance parts and fluids</li><li>• Travel and labor included</li><li>• Genuine parts</li><li>• KOWA oil analysis</li><li>• 50-point inspection</li><li>• Service record history</li><li>• Comprehensive repair coverage</li><li>• Consumables</li><li>• Diagnostics included</li><li>• Competitive pricing</li><li>• Cost-per-hour billing</li><li>• Eligible for Komatsu Certified</li></ul>	<ul style="list-style-type: none"><li>• Customizable repair coverage</li><li>• Powertrain — powertrain components only</li><li>• Powertrain Plus — powertrain and hydraulic systems</li><li>• Premier — comprehensive machine coverage</li><li>• Travel and labor included</li><li>• Genuine parts</li><li>• Diagnostics included</li><li>• Service record history</li><li>• Special financing</li></ul>

Distributor representatives can help you determine which Komatsu Care plan is right for your operation. Several options are available to cover maintenance, repairs or both.





Komatsu Care services are performed by Komatsu-certified technicians who use Komatsu Genuine Parts as well as fluids.

This program is designed for businesses such as quarries and mines that keep equipment for 30,000 hours before rebuilding or taking it out of service. Like the other Komatsu Care programs, it covers scheduled maintenance and repairs. Komatsu Care Plus III is designed to be even more comprehensive because it includes brakes, hoses, pins and bushings, and the cost is based on utilization.

### Cost-per-hour billing plan

The cost-per-hour billing plan is another option that can help you take control of your ownership and operating costs as machines age. The plan provides unlimited scheduled maintenance services at a fixed rate for 60 months.

This subscription-style billing plan gives customers a cash-flow-friendly alternative and lets them extend coverage beyond a warranty period. There is a nominal upfront opt-in charge. Customers then set their cost per hour for 60 months and are billed based on the machine's monthly usage. Price protection is built in as the rate doesn't change.

Benefits of cost-per-hour billing include:

- Unlimited hours
- Up to 60 months of coverage
- Price protection

- Total periodic maintenance (oils, filters, labor, travel and oil sampling)
- Monthly payments based on machine utilization reported in Komtrax
- National coverage

Usage is tracked with Komatsu's Komtrax telematics system. Added peace of mind comes in knowing that, as with other Komatsu Care offerings, the services performed with Komatsu Care Plus under the cost-per-hour billing arrangement are done by certified technicians.

This billing arrangement is restricted to current production models such as -11 excavators. Hourly rates vary depending on the machine. Once the initial 60-month period ends, customers may opt in again at the current rate. Customers can cancel their subscriptions any time after 1,000 hours and two completed services without penalties or fees.

"Customers often add coverage with the initial machine purchase, making the transition from initial Komatsu Care to their extended program part of the purchase price and seamless," said Boekeloo. "They can add on later, too. The coverage they choose will depend on a few factors, so we recommend consulting with their distributor representatives to get the right one for them." ■

## Cutting-edge services

### Snow's Landscaping & Lawncare Inc. leverages Kubota equipment for wide range of projects



Frank Snow,  
Owner and  
President

**S**now's Landscaping & Lawncare Inc., established in 1997 by Frank Snow, started as a small operation born from his interest in working outdoors and creating a sustainable business. Snow transitioned from a career in the stoplight industry to landscaping, driven by a desire to turn his property into a productive venture.

"I started with just 16 acres of grass and advertised in the classified section of the newspaper," Snow recalled. "It was a side job at first while I worked full time putting up stoplights in North Carolina. Eventually, with a few good contracts, I turned it into a full-time business."

Today, Snow's Landscaping specializes in commercial maintenance and installations, with occasional residential projects. Snowhill Turf Farm, the company's turf operation, supplies grass for many of its projects.

"About 99% of what we do is commercial work," Snow said. "Our projects include multifamily units, shopping centers and large-scale installations. Recently, we've been working on condominiums in Holden Beach and Wilmington."

Snow's Landscaping operates primarily within a 100-mile radius of Fayetteville, N.C., covering parts of North Carolina and northern South Carolina. The company's centralized operations allow for efficient service delivery across its territory.

"We focus on Fayetteville, Southern Pines and Aberdeen for residential maintenance," Snow explained. "For commercial work, we extend farther, but we try to stay within a manageable range. Keeping things close ensures we can maintain quality and efficiency."

The company currently employs around 80 people, with plans to expand in the coming years. Snow recently acquired additional property to provide more space for equipment and employee facilities.

"We've been at a standstill for growth due to space limitations," Snow explained. "But now, with the new property, we can add more employees and equipment, which is crucial for our long-term plans. It's exciting to think about the opportunities ahead."

---

***"They've proven hour after hour to be very dependable."***

*- Frank Snow,  
Owner and President*

---

Snow attributes much of the company's success to its team-oriented culture and dedicated workforce. He believes creating a supportive environment has been essential in fostering employee satisfaction and productivity.

"We have great employees who work well together," Snow proudly stated. "Everyone knows that their best efforts benefit the team as a whole. It's a collaborative atmosphere, and that's the key to our success."

#### Kubota powers success

A cornerstone of Snow's Landscaping's operations is its fleet of Kubota equipment, supplied by Linder Turf & Tractor. Snow has

#### Customer snapshot

**Company:** Snow's Landscaping & Lawncare Inc.

**Location:** Fayetteville, North Carolina

**Employees:** Approximately 80

**Established:** 1997

**Area of expertise:** Commercial landscaping maintenance and installations

**Kubota equipment:** SVL75 compact track loaders and M6-111 tractors

Snow's Landscaping uses Kubota M6-111 tractors to mow and maintain its grass.







An operator mows with a Kubota M6-111 tractor equipped with a mower attachment.

relied on Kubota for over 20 years to handle everything from grading to turf maintenance.

"We use Kubota SVL75 compact track loaders for grading as well as loading and unloading pallets that are 2,000 to 2,500 pounds," noted Snow. "We use various attachments like rakes and four-in-one buckets. The weight of the SVL75 fits right for our company and the traveling that we do, and the power that it demonstrates is great."

Snow continued, "We use M6-111 tractors for mowing roughly 990 acres of turf grass. They've proven hour after hour to be very dependable."

---

***"The efficiency of the fuel is phenomenal."***

*- Frank Snow,  
Owner and President*

---

In addition to their versatility, Kubota machines excel in fuel efficiency, making them cost-effective for a business that operates equipment intensively year-round. Whether in the field or on the turf farm, this efficiency reduces overhead and supports the company's long-term sustainability.

"The efficiency of the fuel is phenomenal," declared Snow.

### **Service beyond the sale**

Snow credits Linder Turf & Tractor with providing exceptional service and support, ensuring minimal downtime for his equipment. This relationship, which began over two decades ago with Cumberland Tractor, has remained strong through changes in ownership.

---

***"Whether it's repairs or advice, Linder is always quick to respond and ensure our equipment is running smoothly."***

*- Frank Snow,  
Owner and President*

---

"Service after the sale is the biggest factor for us," Snow reflected. "Linder's support has been phenomenal. They're dependable. Whether it's repairs or advice, Linder is always quick to respond and ensure our equipment is running smoothly."

The personal connections Snow has built with Linder's team, including Fayetteville Branch Manager Charlie McCullen and sales representative Gary Jacobsen, have also been a significant part of the relationship. He values the consistency and reliability of Linder's staff and services.

"One of their mechanics became a close friend over the years and has been instrumental in

*Continued...*



# 'Their team is always ready to help'

... continued

keeping our equipment in top shape," Snow shared. "It's those relationships that make a difference when you're running a business."

Snow sees no reason to look elsewhere for equipment or support, citing Linder's local presence and excellent inventory as major advantages.

## By the numbers

- **99%** of Snow's Landscaping projects are commercial
- **20+** years of using Kubota equipment
- **2,000- to 2,500-**pound pallets can be loaded and unloaded with Kubota SVL75 compact track loaders
- **990** acres of turf grass are mowed with Kubota M6-111 tractors



Snowhill Turf Farm is roughly 990 acres.

An operator moves dirt with a Kubota SVL75-2 compact track loader.



"They're just five minutes down the road, and their team is always ready to help," Snow said. "That convenience, combined with their reliability, makes them an essential partner for us."

## Growth fueled by quality

Looking ahead, Snow is optimistic about the company's future and plans to expand its commercial operations. He anticipates a 10% growth in the next year, driven by strong client relationships and an increasing service area.

"Our customers are growing, and we grow with them," Snow stated. "By maintaining quality and reliability, we'll continue to build on our existing relationships while welcoming new ones."

Snow's Landscaping remains committed to delivering top-quality service and creating lasting value for its clients. Snow takes pride in the transformative work his team does and the trust Snow's Landscaping has earned over the years.

"We aim to make life as easy as possible for our clients with as few callbacks as we can manage," Snow said. "When you combine great employees, dependable equipment and strong partnerships, the future looks bright." ■

*\*The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*



(L-R) Linder Turf & Tractor's Gary Jacobsen works closely with Snow's Landscaping's Frank Snow to find the right Kubota equipment for his various jobs.



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SVL75-3 & KX030-4

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# Introducing demolition excavators

Four new Komatsu excavators boost reach and are easily customizable to a variety of demolition applications

**K**omatsu has four new demolition excavators in the North American market with the launch of its PC490HRD-11 high-reach demolition model and its PC290LC-11, PC360LC-11 and PC490LC-11 models with straight booms. The excavators have been successfully operating in the European market for more than 20 years, providing customers the opportunity to increase jobsite efficiency.

The PC490HRD-11 demolition excavator features the K100 boom change system that allows operators to quickly change the configuration from within the cab and without manually disconnecting either the hydraulic or electric lines, enabling operators to begin working within minutes of arriving at the jobsite and minimizing time for boom changes as the job progresses. The machine can reach up to 104 feet and includes a full demolition guarding package, excellent visibility from a 45-degree tilting cab, and an informative human/machine interface panel.

The PC290LC-11, PC360LC-11 and PC490LC-11 straight boom excavators boost reach, providing 22% to 26% more reach than standard excavators, with easy customization

that allows users to program up to 15 different tools. The machines come with factory-installed plus-two hydraulic attachment piping.

## Heavy-duty guarding

The demolition excavators are built to tackle tough demolition jobs with robust protection elements like heavy-duty revolving frame and under guards, bucket cylinder guard, boom light protection guards, and reinforced attachment linkage.

Komatsu's additional product line of Lehnhoff quick couplers and Montabert demolition attachments can be paired with the excavators to further increase machine versatility. All attachments are distributed by the Komatsu Attachment Group.

"Komatsu understands that the demolition industry is a fast-growing and evolving segment that demands new product innovation," said Bruce Boebel, Director of Products and Services. "We are excited to be able to now provide this family of demolition excavator solutions in support of the industry, offering the ability to quickly customize for different working environments and provide versatility and efficiency at the jobsite." ■



Komatsu's family of demolition excavators is now available to North American customers.





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# LINDER





# Designed for high production

## HD465-10 and HD605-10 haul trucks offer high payload capacity and improved fuel economy

If you're aiming to boost production and lower operating costs when moving materials, check out Komatsu's new HD465-10 and HD605-10 mechanical haul trucks. These trucks are designed to help increase productivity and improve fuel efficiency in quarry, mining and aggregate applications.

The HD465-10 is a 60-ton rigid frame machine with a high payload capacity and efficient hauling capabilities. The HD605-10 is a 70-ton rigid frame machine designed for reliability and durability. Both trucks offer a tight turning radius for easy navigation on narrow haul roads and ergonomically designed cabin features for operator comfort during long shifts. With increased horsepower and high-strength steel for reduced operating weight, the machines are built to provide excellent speed on grade.

Additional features include a MacPherson-type independent front suspension that allows the vehicle to smoothly traverse uneven road surfaces, the ability to regulate fuel efficiency for lighter work with "economy" and "economy light"

modes, and control downhill descent with the automatic retard speed control function.

### Enhanced operator platform

New operator features include hill start assist, throttle lock, a retractable sun visor and waiting brake. Beneficial maintenance elements include plastic resin wheel chocks, maintenance-free batteries, brake performance checks, and ground level Komatsu Oil and Wear Analysis (KOWA) sampling ports. A full LED light package delivers exceptional operator visibility.

"Komatsu is committed to developing equipment that supports our customers' needs and helps them be most effective at the jobsite," said Madeline Pearce, Product Marketing Manager. "The fuel efficiency and productivity benefits these products provide, combined with a number of operator-focused features, demonstrate that commitment. We are excited to provide these new models of haul trucks to support our customers across North America." ■

*\*All comparisons are to the previous Komatsu model(s) unless otherwise stated.*



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# A sustainable future together

## Cutting-edge equipment and technology that balance productivity and sustainability showcased during MINExpo 2024

**T**he theme of MINExpo 2024 was “A sustainable future together.” With one of the show’s largest and most comprehensive booths, Komatsu shared its vision for sustainable mine optimization, which has been born out of a collaboration with customers to unlock the full potential of Komatsu’s solutions and technologies.

Komatsu featured equipment, technology and service solutions that addressed sustainability and electrification, surface mining, underground hard rock mining, underground soft rock mining, blasthole drilling, quarry and aggregate mining and crushing. In addition to highlighting the electrification of mining equipment and autonomous machines, Komatsu showcased connected and interoperable solutions, teleremote operations, telematics and machine health data, digitalization, smart solutions and more.

“We’re excited to show our vision for sustainable mining and optimization of mines, and how we intend to work with customers to help them tackle key challenges in their mines,” said Peter

Salditt, President and CEO, Komatsu Mining Corp. “There is a tremendous effort, will and interest in looking at sustainable mining and decreasing our carbon footprint. We feel that we are particularly well-placed to address electrification as many of our products have been electrified for a long time.”

Electrification is a critical step toward reducing emissions from mining equipment and helping mining organizations meet their sustainability goals. Komatsu is committed to helping mining organizations reduce their environmental impacts by developing a range of products and solutions designed to meet their needs wherever they are on the path to sustainability. The company’s electrification initiatives are built on its decades of experience in electrifying equipment for its electric drive trucks and loaders and fully electric underground soft rock mining machines. Komatsu is now expanding on that knowledge to develop electrification solutions for all areas of mining.

### Innovative machines

Featured products during MINExpo included the PC4000-11E electric drive hydraulic mining

*Continued ...*



### ▶ VIDEO

Komatsu’s new Power Agnostic 930E haul truck is built on its modular power-agnostic platform, empowering the transition from diesel to battery or even hydrogen fuel cell power sources.

Watch the video

# A firsthand look

... continued

excavator and the Power Agnostic 930E haul truck. The PC4000-11E delivers the powerful digging force operators need and expect from high-performance diesel machines while reducing emissions. The 930E is built on Komatsu's modular power-agnostic platform that will allow for a transition from diesel to battery or even hydrogen fuel cell power sources. This innovative truck also supports dynamic charging and trolley assist options to reduce fuel consumption and emissions further.

During the show, Komatsu gave customers a firsthand look at two teleoperation advancements for its blasthole drills and mining dozers that can help drive mine safety, productivity and operational interoperability. These new features mark a significant step toward the future of remote-controlled equipment, allowing operators to manage heavy machinery from an off-site location.

Komatsu's drill automation technology is designed to reduce operational variability, leading to improvements in blasthole quality and fragmentation through the precise execution of drill patterns. Customer benefits include more consistent production output, reduced machine wear from less experienced operators and improved downstream process efficiencies.

Teleoperation of a D375A-8 mining dozer used technology that integrates Modular ProVision machine guidance with automatic blade control. This offers precise and reliable remote operation, even in hazardous environments. The advanced system eliminates the need for

operators to endure high-risk conditions, including high-vibration environments.

Standard machines geared toward high-production mining were also on display, including:

- GD955-7 motor grader with a standard 18-foot moldboard that's designed to build and maintain haul roads for truck fleets of 100 tons and up
- ZT44 blasthole drill that offers high reliability and production with purpose-built structures, an 800-horsepower engine and a large capacity dual-setting compressor that adapts to varying rock hardness conditions
- D475A-8 surface mining dozer that features a more reliable mainframe with twice the design life over previous models to help reduce maintenance costs and machine downtime

## Simplified workflows

Komatsu unveiled its new Modular ecosystem, which builds on its DISPATCH fleet management system. This cutting-edge solution includes a set of interconnected platforms and products designed to simplify existing workflows while creating a bold vision for the future of mine site optimization and data utilization.

"One of our customers' biggest challenges is being able to get the full value out of the data sets they own," said Jason Fletcher, Senior Vice President of Mining Technology Solutions at Komatsu. "The Modular ecosystem is that entry point for a mine operation to have one place to gather operational information for every activity that's going on across their mine site. It's our path forward to help optimize mining operations at the machine, mine site and enterprise levels."

To expand its artificial intelligence (AI) capabilities and help customers optimize their mining operations, Komatsu announced its intent to acquire digital solutions provider Octodots Analytics during MINExpo.

"Our ecosystem is designed to empower customers to optimize decision-making at the machine, mine site and enterprise levels," said Fletcher. "Octodots' expertise and solutions map perfectly to what we've created, and we are excited about the opportunities to incorporate their products and capabilities into our offering."

With a focus on long-term partnerships, Komatsu remains a trusted name in mining and is dedicated to advancing the industry through products, services and technological innovation. ■





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# **LINDER**



## With decades of industry knowledge, Rob Tavenner strengthens customer relationships and expands Linder's reach

**W**ith over 35 years in the heavy equipment industry, Rob Tavenner brings a wealth of experience and a fresh perspective to his new role as Linder Industrial Machinery Company's vice president of sales for the Carolinas. Based primarily out of the Myrtle Beach, S.C., branch, Tavenner spends little time in the office, focusing instead on strengthening relationships and driving growth throughout the region.

"I've been on and off in the industry since 1987," Tavenner recalled. "I spent two years doing highway construction after earning a civil engineering degree from the University of Virginia. I've also worked as a quarry project manager, and the rest of my career has been dedicated to equipment sales. That hands-on experience helps me connect with customers and truly understand their needs."

Tavenner's connection to heavy machinery started early. As a toddler, he would light up with excitement whenever he saw tractors.

"My parents told me that when I was about 3 years old, we lived near a tractor dealership," he shared. "Every time we drove by, I'd stand up in the back of the car and yell, 'Trackto, trackto!' — trying to say tractor. This industry is where my passion lies."

### New challenge

Tavenner's decision to join Linder came after years of success with an equipment dealership, where he held roles in key accounts and as the

interim general manager in North Dakota, which required constant travel. Tavenner ultimately sought something new.

"Frustration makes you look for something different, but it's the true opportunity that makes you leap," Tavenner stated. "I'm 62, and I wanted a new challenge before I'm done working. Linder and Komatsu offered a perfect fit — a strong product line and a company with a great reputation."

The transition to Linder has been a smooth one. Tavenner's familiarity with the Carolinas and his deep industry knowledge position him to deliver quick results and valuable insights.

"My responsibilities are clear: grow sales and build relationships in North Carolina and South Carolina," Tavenner said. "The ultimate goal is for Linder to be the preferred choice for customers — whether they need parts, service or equipment. That's why I'm here, and that's what I want to succeed at."

Outside of work, Tavenner stays active by running marathons, a hobby that aligns with his determined mindset. He and his wife, Deb, are settling into a new house and looking forward to welcoming their third grandchild. Despite juggling big life changes, Tavenner remains energized about his role at Linder.

"Some opportunities only come once," he said with a smile. "This was the right time and the right move." ■



**Rob Tavenner,**  
Vice President  
of Sales for  
the Carolinas,  
Linder

## Linder Industrial Machinery Company and Linder Turf & Tractor have a new joint facility in Florida

**L**inder Industrial Machinery Company has a new and much larger home in Bradenton, Fla. The new facility on State Road 64 is a combined Linder and Linder Turf & Tractor location. The Kubota branch is moving from its old building on 15th Street in Bradenton, and this is a new branch for Linder's large equipment lines.

"Our expansion into Bradenton is a testament to Linder's continued growth and dedication to meeting the evolving needs of our customers," said John Coughlin, President and CEO of Linder. "This new location allows us to serve a wider area and offer a higher level of support to businesses building Florida's future."

The new Bradenton branch is situated on 15 acres and is a short distance from the always-busy

Interstate 75. The recently completed building includes a 5,000-square-foot showroom, and machines of all sizes will fit into the 13,000-square-foot service shop.

An open house for the new facility is on April 24. More information on the branch and the event will be in the next issue. ■



**The Linder Turf & Tractor team members** are thrilled to move and show customers their new home.



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E00049423

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**2022 655K**  
Hours: 609  
E00068022

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**CATERPILLAR**  
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**2023 323**  
Hours: 89  
E00066299

Concord, NC



**KOMATSU**  
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**2021 GD655-7**  
Hours: 750  
E00066695

Greer, SC



**KOMATSU**  
**\$214,500**

**2024 PC138US LC-11**  
Hours: 44  
E00066202

Plant City, FL



**KOMATSU**  
**\$181,500**

**2021 WA270-8**  
Hours: 840  
E00066382

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**2021 M6-141 DTC-F**  
Hours: 570  
GA12740

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