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



Feature Stories:

South Florida Grading Corp. pg. 4
Kennedy Excavating Inc. pg. 10
Quality Enterprises USA Inc. pg. 16
Allen Family Orchards pg. 22







Travis Mullins

Many solutions available

LINDER

Dear Valued Customer:

I hope 2025 is going well. It has been an exciting year thus far for Linder, which has undergone a few changes in leadership. I am honored to step into the role of president and CEO, while John Coughlin moves into a senior advisor position to assist with the transition. I am also happy to announce that Richard Fikis has been appointed as Linder's new COO. I look forward to working with our talented team to continue delivering exceptional value to our customers and partners.

As always, we are proud of our partnership with Komatsu, which continues to make innovative products and solutions that are shaping today's and tomorrow's equipment industry landscape. With many Smart Construction solutions available, check out the article that offers recommendations for determining which one makes the most sense for your operation. It can help you figure out what solutions you need and when is the right time to add them. We also highlight Komatsu's newest Smart Construction solution, 3D Machine Guidance Flex, which adds the capability to collect as-built data from nearly any machine.

During the busy construction season, fuel savings should be considered. In addition to using a hybrid machine, there are other ways to reduce fuel usage such as limiting idle time. We offer several fuel-saving tips inside this issue.

You can also learn about several new machines, such as Komatsu's WA475-11 and WA485-11 wheel loaders that are built for increased productivity, operator comfort and ease of maintenance. Komatsu's PC360LC-11 and PC490HRD-11 demolition excavators and the new TimberPro TN230D log loader are featured as well.

We wish you success in 2025 and beyond, and know that we are here to help with all your equipment, parts, service and technology solutions needs.

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

Travis Mullins,
President and CEO



A publication for and about Linder customers

In this issue

Tech-driven efficiency pg. 4

Delve into South Florida Grading Corp.'s success story.

Expand data-collection capabilities pg. 9

Understand Smart Construction 3D Machine Guidance Flex.

Building with precision pg. 10

Discover what helps Kennedy Excavating Inc. enhance productivity.

Data-driven solutions pg. 14

Figure out which Smart Construction solution is right for you.

Digging deeper pg. 16

See how Quality Enterprises USA Inc. completes projects in Florida.

Tips to help keep operating costs down pg. 20

Find lower fuel costs with five timely tips.

Hobby turns into a successful harvest pg. 22

Learn about Allen Family Orchards in North Carolina.

Raising the bar pg. 26

Explore Linder's new Bradenton, Fla., facility.

World premiere of new paver pg. 28

Determine which machines BOMAG introduced at World of Asphalt.

Purpose-built excavators pg. 30

Take a look at Komatsu's demolition excavators.

Accurate measurements at all times pg. 33

Check out Smart Construction Base/Rover.

Komatsu introduces WA475-11 and WA485-11 pg. 35

Catch a glimpse of Komatsu's new wheel loaders.

Purpose-built forestry machine pg. 36

View the new TimberPro TN230D log loader.

Three compaction modes for several applications pg. 37

Glance at the new BOMAG BW 177 BVO-5 PL single drum roller.

Linder announces leadership changes pg. 39

Become acquainted with Travis Mullins and Richard Fikis.

Built on experience pg. 41

Meet Joshua Cave, Regional Sales Manager, Linder Turf & Tractor.

Field-tested and customer-focused pg. 43

Get to know Joe DeOreo, PSR, Linder.

Parts, people and purpose pg. 44

Read about Emily Prince, Parts Counter Representative, Linder.

Cost-effective way to maintain productivity pg. 46

Increase the life of equipment with Komatsu Reman components.





Published for Linder Industrial Machinery Company.
© 2025 Construction Publications Inc. Printed in the USA.

Florida

Bradenton

15140 FL-64 Bradenton, FL 34212 941-370-0157

Fort Myers

16878 Domestic Ave. Fort Myers, FL 33912 239-337-1313

Jacksonville

110 Halsema Rd. South Jacksonville, FL 32220 904-786-6710

Ocala

2441 SW 57th Ave. Ocala, FL 34474 352-629-7585

Orlando

23 Taft Vineland Rd. Orlando, FL 32824 407-849-6560

Pembroke Pines

20900 Taft St. Pembroke Pines, FL 33029 954-433-2800

Plant City

1601 South Frontage Rd. Plant City, FL 33563 813-754-2727

Riviera Beach

4801 Dyer Blvd. Riviera Beach, FL 33407 561-863-0570

North Carolina

Asheville

575 Goldview Rd. Asheville, NC 28804 828-681-5172

Concord

5733 Davidson Hwy. Concord, NC 28027 980-777-8345

Fayetteville

1530 Middle River Loop Fayetteville, NC 28312 910-483-3892

Greensboro

4737 McConnell Center Dr. Greensboro, NC 27405 336-665-0110

Greenville

1501 N Memorial Dr. Greenville, NC 27834 252-695-6200

Raleigh

6515 Chapel Hill Rd. 54 Raleigh, NC 27607 919-851-2030

Wilmington

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

South Carolina

Columbia

3109 Charleston Hwy. West Columbia, SC 29172 803-794-6150

Greer

525 Old Jones Rd. Greer, SC 29651 864-877-8962

Ladson

285 Treeland Dr. Ladson, SC 29456 843-486-8080

Myrtle Beach

1689 Dividend Loop, Suite 1 Myrtle Beach, SC 29577 843-486-8090

<u>Virginia</u>

Bealeton

10214 Fayettesville Rd. Bealeton, VA 22712 540-439-0668

Chesapeake

917 Cavalier Blvd. Chesapeake, VA 23323 757-485-2100

Chester

1410 West Hundred Rd. Chester, VA 23836 804-748-6411

Fishersville

133 Expo Rd. Fishersville, VA 22939 540-887-8291

Salem

5731 Glenmary Dr. Salem, VA 24153 540-380-2090

Linder Turf & Tractor

Bradenton

15140 FL-64 Bradenton, FL 34212 941-755-5722

Fayetteville

1530 Middle River Loop Fayetteville, NC 28312 910-483-3892

Greensboro

4737 McConnell Center Dr. Greensboro, NC 27405 336-792-3412

Greenville

1501 N Memorial Dr. Greenville, NC 27834 252-695-6200

Leesburg

505 U.S. 82 Leesburg, GA 31763 229-435-2212

Moultrie

1205 North Veterans Parkway Moultrie, GA 31768 229-985-3882

Valdosta

2902 Georgia 38 Valdosta, GA 31601 229-588-8100

3

Tech-driven efficiency

Komatsu Smart Construction solutions help South Florida Grading Corp. move tens of thousands of yards daily



Tim Reynolds, Owner



Discover more at TheLinderLink.com

im Reynolds believes that working in construction is a part of his DNA. From an early age, he spent weekends and summers working alongside his father in the family's utility installation business. That foundation paved the way for Reynolds to create South Florida Grading Corp. in 2000.

"I started out with just a skid steer and a box blade tractor," Reynolds recalled. "By 2003, we were already doing work for homebuilders, digging lakes and building strip pads. Around 2004, we started paving, and it's escalated quickly to where we are today."

The company is based in Stuart, Fla., and currently operates with a team of more than 115 employees. South Florida Grading specializes in turnkey site development for commercial,

residential and multifamily projects across the state.

"Our coverage area stretches from Palm Beach County up to Jacksonville and as far west as Sarasota and Tarpon Springs," Reynolds noted. "Typical project sizes range from 15 acres up to 3,800 acres."

Smart Construction impact

With decades of experience in site development, Reynolds and his team handle everything from land clearing and utility installation to grading and paving. One of South Florida Grading's largest ongoing projects is a unique deviation from their usual work: a golf course with two 18-hole layouts and a practice range, plus 170 residential homesites.

"It's very different from our standard subdivision work," Reynolds explained. "There are a lot of elevation changes, which aren't something we usually deal with on flat sites, but we felt confident taking it on because of the technology in our Komatsu equipment."

To meet the precise demands of golf course construction, South Florida Grading relies heavily on Komatsu Smart Construction solutions, including several D71PXi-24 and D61PXi-24 intelligent machine control (IMC) dozers as well as a PC490LCi-11 IMC excavator.

"Running the IMC equipment has allowed us to move quickly and efficiently without having to

regrade or second-guess our elevations."

-Tim Reynolds, Owner, South Florida Grading

"The integrated GPS on those machines gives us a major advantage," Reynolds said. "Running the IMC equipment has allowed us to move quickly and efficiently without having to regrade or second-guess our elevations. We're confident that when the job's complete, it's complete and satisfactory. That's been critical with the pace of this job."

South Florida Grading is moving between 18,000 and 23,000 cubic yards of dirt daily on the golf course site. The Komatsu IMC excavator is used to dig lakes and grade fairways, while the Komatsu IMC dozers shape and finish key areas to precise specifications.

Customer snapshot

Company: South Florida Grading Corp.

Location: Stuart, Florida

Employees: 115+ Established: 2000

Area of expertise: Turnkey site development for commercial, residential

and multifamily projects

Komatsu equipment: D71PXi-24 and D61PXi-24 IMC dozers; PC490LCi-11

IMC excavator; WA380 wheel loaders

Komatsu technology: intelligent machine control (IMC), Smart Construction

Remote, My Komatsu

An operator cuts a road to grade with a Komatsu D71PXi-24 intelligent machine control (IMC) dozer.





Komatsu IMC equipment, like the D71PXi-24 dozer, help South Florida Grading complete projects efficiently.

"We're riding slopes with the 490 excavator and hitting finish grade in one pass," Reynolds described. "The GPS helps us hold our two-to-one and four-to-one slopes exactly where they need to be. It speeds up the entire operation."

South Florida Grading also uses technology to manage equipment and schedules across large jobsites. With Komatsu Smart Construction Remote and My Komatsu, the company monitors progress, updates models and communicates changes instantly.

"If the owner changes the design, we can push that update out to every machine from the office with Smart Construction Remote."

> -Tim Reynolds, Owner, South Florida Grading

"If the owner changes the design, we can push that update out to every machine from the office with Smart Construction Remote," Reynolds elaborated. "We're not wasting time sending guys out to upload files on-site. It saves us days of downtime. With My Komatsu, we're able to see our equipment in real time and track production. It's really made our life simple."

That efficiency has allowed South Florida Grading to maintain momentum and stay on schedule —



South Florida Grading is currently working on a golf course with two 18-hole layouts and a practice range, plus 170 residential homesites.

even while navigating the unique challenges of working near Florida's water table.

"You dig 3 feet down, and you're hitting water," Reynolds emphasized. "We've learned how to manage that over the years. Whether it's dewatering or installing deep lift stations, experience helps us stay ahead of problems."

Dependable support from Linder

South Florida Grading has worked with Komatsu equipment for nearly a decade, and every

Continued . . .

'We have a strong foundation, a great team and great equipment'

... continued

new purchase is an integrated IMC machine. Reynolds credits much of that loyalty to the simplicity of the system — and to the support South Florida Grading receives from Linder Industrial Machinery Company, especially sales representative Dan Tafoya.

"Dan brought a Komatsu IMC dozer out and the difference was obvious," Reynolds stated. "You don't have to set up sensors or rovers and climb

all over the machine. The operator shows up, gets in and goes straight to work. That's what sold us."

Having dependable support from Linder also makes a measurable difference in the field, according to Reynolds.

"If we have an issue, I can call and usually get what we need the same day."

-Tim Reynolds, Owner, South Florida Grading

"If we have an issue, I can call and usually get what we need the same day," Reynolds commented. "Dan does a really good job of not letting us down. That responsiveness keeps our jobs moving. It's why we stick with Linder and Komatsu."

The equipment itself stands out for its durability and reliability. Reynolds added that many of South Florida Grading's dozers and excavators have run for years with no issues beyond standard maintenance, which is covered for the first three years or 2,000 hours through Komatsu Care Complimentary.

"Komatsu builds good equipment," Reynolds said. "The Komatsu Care maintenance program reduces the workload on our team by having the Komatsu techs come out and handle the PMs, which keeps us focused on production."

Looking ahead

Reynolds sees continued growth for South Florida Grading. With a long-tenured leadership team — including Chief Estimator Dennis Rodberg and Office Manager Christina Jewett — and a field crew that operates like family, he's confident in the future.

"We have a strong foundation, a great team and great equipment that gives us a competitive edge," Reynolds declared. "My goal is to triple the size of the company in the next 20 years and keep it going for the next generation."

Reynolds hopes his children will join the business one day, but for now, he's focused on delivering quality work and building lasting relationships.

"We don't do change orders, and we stand by our commitments," Reynolds stated. "When you work with us, you're getting an owner who's still out here on the jobsite every day. That's what sets us apart."

*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

- Projects typically range from 15 acres up to 3,800 acres
- 18,000 to 23,000 cubic yards of material are moved daily with Komatsu IMC equipment
- 1 pass to finish grade is achieved using the Komatsu PC490LCi-11 IMC excavator
- 3 days of potential downtime are saved by remotely updating machine models through Smart Construction Remote



Linder's Dan Tafoya (left) provides South Florida Grading's Tim Reynolds (right) with reliable service and support.

South Florida Grading's equipment fleet also includes Komatsu WA380 wheel loaders.



Thuly-INTELLIGENT COMPACTION



Touch of a Button

- ASPHALT MANAGER 2 cuts down on passes and avoids over compaction.
- Delivers professional level compaction results even when a novice is operating the roller.

Compacting near Buildings

- Tangential Oscillation (TanGO) is simple to operate and safe to run on bridges and near buildings.
- The TanGO technology creates a smooth mat finish even at higher working speeds.

without losing Mat Quality

- Pair BOMAG BOMAP technology with ASPHALT MANAGER 2 and reduce your number of passes by up to 40% without compromising mat quality.
- Track and document compaction results in real time with the BOMAP App.

For Truly Intelligent Compaction look to BOMAG Heavy Tandem Rollers and BOMAG advanced compaction technologies like ASPHALT MANAGER 2, TanGO and BOMAP. BOMAG technologies not only improve finish quality but also reduce the number of passes needed and increase your compaction efficiency across the board. Even a novice operator can get professional level results with BOMAG! Contact your local BOMAG Dealer today to learn more.







Maximize productivity on your jobsites with advanced automation technology. **Komatsu's intelligent machine control (IMC)** can help you get the most from your machines, crew and carefully designed plans.

- Get new operators up to speed quickly
- Go from mass excavating to finished grading faster than ever
- Help eliminate potential damage to design surface
- Empower operators to work efficiently, pass after pass

Discover more ► komatsu.com/imc



Expand data-collection capabilities

Smart Construction 3D Machine Guidance Flex allows more machines and personnel to see as-built data faster

n a modern construction site, the more data you collect—especially as-built data—the more precisely you know your job progress, and the more confidently you can make key decisions. Smart Construction 3D Machine Guidance Flex can collect as-built data from nearly any machine, including scrapers, loaders or pickups.

As-built data from 3D Machine Guidance Flex and a 3D mapping program such as Smart Construction Dashboard provide valuable insights and analysis daily. With 3D Machine Guidance Flex, the machine or truck constantly maps the terrain as it moves about the site. Adding the as-built data to 3D visualization software lets you know exactly how much work has been done and how it compares to the digital project plan.

"3D Machine Guidance Flex will automatically connect to Dashboard, allowing more personnel to understand grade information and as-built, and make decisions that affect personnel, machinery and production faster."

Ron Schwieters,
 Smart Construction Senior
 Customer Manager,
 Komatsu

Rough grading done by larger machines equipped with a GNSS solution such as 3D Machine Guidance Flex can be much more accurate, enabling you to deploy grade checkers elsewhere and increasing jobsite efficiency and productivity. Multiple machines, trucks and personnel can use 3D Machine Guidance Flex at once.

"Komatsu's 3D Machine Guidance solution was originally designed just for excavators," explained Ron Schwieters, Smart Construction Senior Customer Manager, Komatsu. "3D Machine Guidance Flex expands on that to give more machines and more personnel on the jobsite very visual guidance on cut and fill areas with a color-coded map—green is on grade, red is cut, and blue is fill. Prior to launch, we did a series of trials on various types of machines and trucks. It really changed the scraper operator's perspective. They were no longer relying on survey personnel to tell them where grade is

and where to move material. With the information they needed directly on the in-cab monitor, they felt more empowered, and operations really picked up."

Prevent over-digging and missed fills

A tablet mounted in the machine's cab shows the operator the current topography laid over the 3D design to guide them toward the finished product. Because the operator has constant position data of their machine versus the design, they can move large amounts of material without needing a grade checker, and they can see where to dig and when to stop to prevent over-digging.

Site managers can constantly monitor elevations around the jobsite using the as-built data from 3D Machine Guidance Flex using Smart Construction Dashboard. Managers can more easily catch mistakes, like missed fills, and calculate the daily production volume.

"3D Machine Guidance Flex will automatically connect to Dashboard, allowing more personnel to understand grade information and as-built, and make decisions that affect personnel, machinery and production faster," said Schwieters. "Adding both solutions is easy. We recommend contacting your Komatsu distributor to get started."



Building with precision

Kennedy Excavating Inc. leverages Komatsu Smart Construction solutions to enhance productivity and real-time decision-making



Patrick Kennedy, President

ennedy Excavating Inc. has grown from a small family operation to a rising force in South Carolina's site development industry since launching in 2018. Headquartered in Greer, the company was founded by Patrick Kennedy alongside his father and his brother, Daniel, who is the safety manager and a site superintendent. The company now has close to 40 employees and continues to expand both its workforce and project scope.

"We started the company with just the three of us," recalled Patrick, President of Kennedy Excavating. "It took a couple of years to get licensed, gain traction and transition into commercial work, but once we acquired another grading company and brought in the right leadership, it opened the door to the next level."

With experience rooted in both business and large-scale developments, Patrick drew on lessons learned from the family business and the history of the business working with project managers on large greenfield sites in the United States. That foundation helped shape his vision for Kennedy Excavating.

"I grew up on a farm running equipment with my grandfather and father in Ohio," Patrick shared.
"Later, I was fortunate to have been mentored by one of the best construction managers in the automotive industry. Under his guidance for several years, I learned and applied comprehensive project management techniques that have been invaluable in the growth of Kennedy Excavating Inc."

Kennedy Excavating now covers a large territory, performing work along the South Carolina/Georgia county line and just north of Columbia, S.C. A wide-ranging team of experienced superintendents supports its regional growth. The company's portfolio includes a mix of commercial, industrial, residential and municipal work. While Kennedy Excavating is known for large-scale grading, it remains committed to a diversified approach.

"We currently provide a complete sitework package from residential developments to an industrial complex site," stated Patrick. "We offer paving, curbing, utilities, grading and stormwater. We work closely with all of our subcontractors in providing the best service that we can. We don't want to be pigeonholed into one market. We can take on 1 acre to 100 acres. Our flexibility has helped us get in the door with different clients, and we take pride in doing both big and small jobs well."

Large project underway

Currently, Kennedy Excavating is managing a complex expansion at the Fuyao Glass facility, one of the company's largest undertakings to date. The project includes grading a 14-acre site and constructing a 230,000-square-foot building pad to expand warehouse operations. The site presents unique logistical challenges due to the existing structure's layout and active use.

"This job has required phasing around the current loading docks, which are right in the center of the new footprint," Patrick explained. "We've had to strategically build new docks, reroute operations, and then eliminate the old ones."

Customer snapshot

Company: Kennedy Excavating Inc. Location: Greer, South Carolina Employees: Approximately 40

Established: 2018

Area of expertise: Full-site development services, including grading, utilities, paving and stormwater for commercial, residential and industrial projects **Komatsu equipment:** D39PXi-24 through D71PXi-24 IMC dozers;

D85 dozer; PC210LCi-11 through PC490LCi-11 IMC excavators

Komatsu technology: Smart Construction solutions, including intelligent machine control (IMC) Remote, Field, Office and Dashboard

An operator uses a Komatsu D61PXi-24 intelligent machine control (IMC) dozer to push material toward the operator of a Komatsu PC360LCi-11 IMC excavator, who then loads the material into a haul truck.





At a Kennedy Excavating jobsite, an operator piles up material with a Komatsu D61PXi-24 IMC dozer.

So far, crews have hauled in approximately 43,000 cubic yards of material and plan to import another 30,000 before completion. The scope also includes installing a specialized stormwater management system — an ADS water quality device that will be only the second of its kind in Upstate South Carolina.

Smart Construction solutions

As the company has scaled, so has its investment in technology and equipment. Kennedy Excavating's fleet includes nearly all GPS-equipped machines, including many Komatsu intelligent machine control (IMC) models such as D39PXi-24 through D71PXi-24 dozers, as well as PC210LCi-11 through PC490LCi-11 excavators.

"We went all in on IMC machines," Patrick said. "Every dozer and almost every trackhoe we run has GPS. We're running seven base and rover stations across multiple sites, so we can skip traditional surveying and give our teams exactly what they need, when they need it."

Daniel added that the Komatsu IMC equipment also helps train new operators, keeping projects efficient and on grade.

"Even less experienced guys can succeed with these machines," Daniel emphasized. "Fewer operators are entering the industry, and the older generation is retiring every day; the technology on the Komatsu machines helps bridge the knowledge and skill gap between generations without sacrificing quality."

In addition to IMC, Kennedy Excavating recently invested in several other Komatsu Smart Construction solutions — Remote, Field, Office and Dashboard — to help manage the complexity and scale of its growing project portfolio. The solutions work together to connect equipment, crews and project data in real time.

"Everything ties together now," explained Vice President of Construction Brian Lainhart, who joined the team to help manage the company's rapid growth and now oversees 10 active sites with plans to launch more. "From our project managers in the office to our operators in the field, Smart Construction lets us track production, scheduling and costs with precision. We're not waiting days or weeks to find out if something is off — we're seeing it the same day. Smart Construction is an unbelievable feature we're going to be able to utilize to become more efficient."

One of the most impactful tools has been Smart Construction Remote, which allows the company's in-house modeling team to upload revised site models directly to GPS-equipped machines without setting foot on the jobsite.

"Before, we were sending guys out with USB drives, losing half a day just updating one machine," Brian remarked. "Now, we're doing it instantly from the office. When a machine is idle, it's not making money — and this eliminates that problem."

Smart Construction Dashboard and Office have also streamlined back-end operations. Jobsite data now flows directly into the company's accounting software and cost-coding tools,



Daniel Kennedy, Safety Manager and Site Superintendent



Brian Lainhart, Vice President of Construction



Discover more at TheLinderLink.com

Continued . . .

'Smart Construction will be one of the best investments'

... continued



Discover more at TheLinderLink.com

enabling more accurate job costing and faster decision-making.

Even the superintendents and foremen benefit from Smart Construction Field, which delivers job-specific information to their tablets and laptops. They can monitor pipe footage installed, track material moved and adjust workflows based on real-time production benchmarks.

"It puts the power in their hands," Brian said.
"They know what needs to happen tomorrow because they've got the right data today, and that helps us hit our targets consistently."

By the numbers

- Projects can range from 1 acre to 100 acres
- Current project includes grading a 14-acre site, constructing a 230,000-square-foot building pad and hauling approximately 73,000 cubic yards of material
- 7 base and rover stations allow crews to eliminate traditional surveying across multiple active jobsites



(L-R) Kennedy Excavating's Brian Lainhart, Daniel Kennedy and Patrick Kennedy work closely with Linder's team, including Andy Chapman, Dustin Light and Zach Nunamacher, to find the best equipment for their projects.

Kennedy Excavating utilizes seven base and rover stations around its jobsites.



The decision to implement Smart Construction solutions was not made lightly, but for Kennedy Excavating, the long-term gains in productivity, cost savings and jobsite visibility outweighed the upfront investment.

"We're talking about a \$6 million dirt job here," emphasized Brian. "If we run inefficiently for just a few weeks, that's \$500,000 lost. This system already pays for itself by helping us avoid that risk. Smart Construction will be one of the best investments we've ever made."

Great relationship with Linder

When looking for a distributor to help with Kennedy Excavating's initial setup, a happenstance meeting with sales representative Andy Chapman turned into a long-term partnership with Linder Industrial Machinery Company.

"After leaving a meeting from the BMW facility and seeing Linder/Komatsu across Highway 85, we decided to go talk with them the following week as we looked into expanding our business into another vertical in civil construction," Patrick recalled. "We sat down with Andy, and within two weeks, we had a deal. He's been with us the whole way — providing machines, solving problems and helping us grow."

That support has extended well beyond initial equipment purchases. Linder's service and technology teams have worked closely with Kennedy Excavating to maximize uptime and keep its fleet running.

"Linder's team of Dustin, Ryan, Zach and Andy understand that we can't afford downtime, and when we call, they're there to support us the best they can," commented Patrick.

Continuously getting better

As Kennedy Excavating looks to the future, the team is confident that its investment in people, partnerships and technology will continue to pay dividends.

"Our goal was never to be the biggest," Brian reflected. "We just want to be the best at what we do, and I think Smart Construction is going to be vital to that success and us obtaining that goal."

Patrick concluded, "We'll continue to offer the best services for our customers and our clients. The goal is to always maintain that level of quality work and efficiency, provide the owner and developer with exactly what they need, and move the project forward."

*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.



ESCO® AND LINDER INDUSTRIAL MACHINERY CO.An Unbeatable Combination of Performance and Service

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

Data-driven solutions

Smart Construction suite can help you increase productivity, track it and make critical decisions that affect it faster

ata is a driving force behind making critical decisions that can potentially have a major impact on construction companies' bottom lines. With new machinery and technology, data is more accessible and faster to get than ever before.

"Machine intelligence that collects data and software that gives users the ability to access it via the cloud from practically anywhere and at anytime continues to increase exponentially," said Jason Anetsberger, Director, Customer Solutions at Komatsu. "Users can visualize production, collect as-built data and update plans remotely in real or near-real time. That promotes a more proactive approach to decision-making that factors into project-scheduling adjustments and affects profitability."

A good example

Anetsberger used an example that included multiple Komatsu Smart Construction solutions such as intelligent machine control (IMC) dozers and excavators with factory-integrated GPS grade control and 3D Machine Guidance, which can be added to traditional excavators and is now a factory-install option on some newer machines.

"Those machines are collecting data in real time, and that is aggregated into our Smart Construction Dashboard solution that gives users a clear picture of the current as-built," noted Anetsberger. "You can easily track information such as how much material has been moved, length of trench dug and more. In addition to making adjustments that affect productivity, you can use that information to document the project and prove it was built to plans with little to no surveying. If a change in plans occurs, Smart Construction Remote lets you send the plan update directly to the machine without the need to drive to the site, saving time and expense."

Anetsberger continued, "We recently had a first-time technology user on a project utilizing a PC490LCi-11 IMC excavator and Dashboard. The project involved digging underwater and was on a site where drone flights to survey weren't allowed. The contractor did a daily as-built and reported it to the site's owner and the state department of ecology. It proved a huge success to all, especially the contractor who completed what was scheduled to be a 45-day excavation in 20 and had an accurate representation of the finished job. They will now use a D61i IMC dozer and Dashboard to fill in the site, put it to final grade and complete a new as-built."

Adding solutions

Komatsu IMC machines, 3D Machine Guidance, Dashboard and Remote are part of Komatsu's Smart Construction suite of solutions designed to increase efficiencies. Anetsberger offered some recommendations for determining what Smart Construction solution makes the most sense for your operation, providing some helpful tips for how to figure out what solutions you need and when is the right time to add them. All the solutions can be accessed and viewed through your My Komatsu account.

"IMC machines were our original solution, and we still recommend them as a starting point on your Smart Construction journey," said Anetsberger. "3D Machine Guidance — formerly Retrofit — is another great option, as it adds an indicate-only system to legacy machines or new machines without IMC. If you have those, adding Dashboard and Remote are logical next steps to make a powerful combination."

To determine your next steps, Anetsberger recommends a further assessment of your goals and asking questions such as:





- Do you want faster, more accurate mapping and progress tracking?
- Do you want to move to 3D digital plans and combine drone data with 3D design data to confirm quantities?
- Do you want better labor management and cost tracking and be able to do it remotely?

One option is Smart Construction Office, a scheduling and management solution that serves as a central hub for all your jobs and can help replace manual production and cost tracking with streamlined daily automation that delivers timely updates, insights, auto-forecast schedules and cost estimates throughout a project's lifecycle. It also has an artificial intelligence project assistant known as Carmen that works in real time scanning and analyzing information and providing recommendations to keep projects on time and on budget.

Additional Smart Construction solutions include:

 Design — Lets you move from rolled-up plans to a digital design file with Komatsu's 3D generation service, so you have accurate data that is easily shared, replicated and updated

- Drone Delivers high-precision mapping that can be done 50% faster than a walking survey; drone mapping helps with planning, sends data as you progress and gives you information that you can turn into efficiencies and better reporting
- Field Connects humans, machines and materials to automate data collection on the jobsite, so you can accurately analyze your operational costs and efficiencies in real time
- Fleet Collects the data you need to help optimize your fleet and track production, all on a mobile app
- Base/Rover Functions as an RTK base station or RTK rover for collecting data, staking features and measuring surfaces relative to 3D designs; works seamlessly with Komatsu IMC machines and Smart Construction 3D Machine Guidance systems

"There are so many easy ways to implement technology solutions into your operations," concluded Anetsberger. "We encourage anyone who wants to streamline and optimize their operations to learn about Smart Construction solutions by talking to their distributor about how to get started."

Digging deeper

Quality Enterprises USA Inc. scales from utility work to full-site control with advanced machinery and a commitment to turnkey operations



Howard Murrell III, Construction Technology Manager



Discover more at TheLinderLink.com

uality Enterprises USA Inc. (QE) traces its roots back to 1969, when Howard Murrell III's grandfather, Howard Murrell Sr., walked away from his job to launch a small electrical company in Virginia. Originally called Quality Electric Co., the business focused on 24-hour emergency work and rewiring gas stations, often under urgent conditions.

"My grandpa was the worker, but my grandma, Betty, was the structure," reflected Murrell III. "He would've worked forever without collecting a dollar. She made sure the bills got paid and kept the business running behind the scenes."

Over time, the family-run company evolved from electrical services to full-scale construction. Murrell III's father, Howard Murrell Jr., joined early, adding underground tank removal and installation, and QE eventually turned into a gas station builder with high-profile clients like Exxon.

"They had records for the fastest-built stations at the time," shared Murrell III. "That became the foundation of what Quality is now."

Today, QE is based in Naples, Fla., and typically performs jobs in Southwest Florida from Sarasota to Marco Island, with additional offices in Virginia, Texas and South Carolina. Murrell Jr. is the president of the company, and the third generation of the Murrell family is heavily involved as well. Murrell Ill works primarily in the field as the construction technology manager, while his sisters, Allison and Rachel, serve as the chief information officer and the director of risk management, respectively.

"We've always been family-based, and I love it," said Murrell III. "I've always enjoyed it, and the cool part about being in this business is you can pursue different routes, like mining."

"We try to be an all-in-one package."

-Howard Murrell III, Construction Technology Manager, QE

Along with QE's recent addition of mining, the company now offers a wide range of services, including earthwork, road construction, concrete production and utility work. QE usually takes on everything but land clearing and final touches like road striping or signalization.

"We try to be an all-in-one package," explained Murrell III. "From utilities to slipforming curbs and sidewalks with our own concrete to importing and processing our own materials, we have control over nearly every step. If we prep a road today, we don't have to wait for a sub. We can come back and pave it tomorrow."

Increasing mining efficiency

At the center of that efficiency is a significant investment in equipment and technology. Murrell III helped launch the company's construction technology initiative, bringing in GPS, Total Station surveying systems, and payload tracking to boost accuracy and productivity.

"We started with just a GPS rover and grew into full machine control across dozers, graders and even slipform paving," described Murrell III. "We do asphalt paving and concrete paving with the Total Stations for tighter tolerances."

That push into technology helped drive decisions in equipment purchases, especially for large-scale mining operations. At QE's Sunniland Quarry and 846 Quarry, Komatsu equipment

Customer snapshot

Company: Quality Enterprises USA Inc.

Location: Naples, Florida

Employees: 350+ Established: 1969

Areas of expertise: Full-site construction, utilities, roadwork, concrete

production and mining operations

Komatsu equipment: PC900LC-11 and PC1250LC-11 excavators;

WA500-8 wheel loaders

An operator transports material with a Komatsu WA500-8 wheel loader.





QE primarily uses its Komatsu PC900LC-11 excavator for heavy excavation following blasting operations.

from Linder Industrial Machinery Company plays a major role in daily production.

"We recently added a Komatsu PC900LC-11 excavator," noted Murrell III. "We saw it at BAUMA in Germany. It's new, but we had a good experience with the Komatsu PC1250LC-11, so we gave it a shot."

The PC900LC-11 has logged over 100 hours and is primarily used for heavy excavation following blasting operations. The machine digs and flips benches of lime rock, creating windrows that other machines load into trucks.

"The 900 has been great so far," declared Murrell III. "Linder showed up on time, assembled it quickly and provided a temporary bucket while our XMOR bucket is being built."

"The 900 has been great so far."

-Howard Murrell III, Construction Technology Manager, QE

At the 846 Quarry, the PC1250LC-11 excavator performs similar work, handling deeper blasts and digging beneath water levels to create new benches.

"With mining, if you told me you could improve efficiency by half a percent, that's huge," emphasized Murrell III. "Downtime throws the

whole system off. The 1250's reliability keeps our operation running smoothly."

Supporting both sites are two Komatsu WA500-8 wheel loaders, used to load tri-axle trucks with precision thanks to onboard payload technology.

"Payload helps us avoid tip-off piles and weigh station backups," stated Murrell III. "It's faster and more efficient. We've had other brand wheel loaders too, but the Komatsu machines have held up really well."

Trusted partnership with Linder

The switch to Komatsu equipment also marked the beginning of a deeper relationship with Linder. Murrell III credits Outside Sales Representative Ray Henry and Product Support Representative (PSR) Joe DeOreo for being transparent and responsive throughout the buying process.

"We hadn't bought too much Komatsu, but we needed something in between sizes that we would traditionally use for an excavator," said Murrell III. "The 1250 was that sweet spot, and Ray and Joe backed it up with real support. They've always been great to us."

That support extends beyond sales. Linder helps with assembly, parts and ongoing service, and even delivers temporary solutions to keep production moving during delays.

Continued . . .

'Linder is a call away'

... continued

"In the environment we work in, stuff happens — bolts, hoses, whatever — but Linder shows up, fixes it and makes it right," commented Murrell III. "Linder has kept their word."

Murrell III also noted that Mine Manager Matt Colagrossi, who oversees Sunniland Quarry's operations and leads the team on-site, is an essential part of QE and relies on support from Linder.

"Matt's a lead-by-example guy," described Murrell III. "He's the one making the plans and calling the shots out here. If he has a question or needs something, Linder is a call away for him."

By the numbers

- 4 offices across 4 states: Florida, Virginia, Texas and South Carolina
- 3 generations of the Murrell family are currently involved
- 2 quarries



(L-R) QE's Howard Murrell III and Matt Colagrossi work closely with Linder's Ray Henry and Joe DeOreo to find the right equipment for QE's expanding operations.

With a Komatsu PC900LC-11 excavator, an operator reaches below the water table to excavate material.



Commitment to growing operations

Looking ahead, Murrell III sees QE continuing to grow — strategically and sustainably. That means transitioning from mobile operations to permanent plants for mining, dirt processing and concrete.

"In the environment we work in, stuff happens
— bolts, hoses, whatever — but Linder
shows up, fixes it and makes it right."

-Howard Murrell III, Construction Technology Manager, QE

"The 1250 was our first commitment to fixed mining," noted Murrell. "You can't just move it to another job; it's six truckloads. We're serious about scaling this side of the business."

QE's goal is to keep up with the growth in Southwest Florida and beyond, while staying true to its roots as a family-first company.

"Everyone's here for someone they love," said Murrell III. "We want people to build careers with us, not just jobs. If we treat people right and give them a future, they'll stick around and help the company succeed."

At the end of the day, Murrell III believes in building more than infrastructure — he's creating a team, a legacy and a standard for how the industry can operate.

"You can buy any machine, but you can't buy great people," concluded Murrell III. "That's what makes Quality Enterprises what it is." ■

*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) Four generations of the Murrell family pose for a photo, including Howard Murrell IV, Howard Murrell III, Howard Murrell Jr. and Howard Murrell Sr.





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.

Tips to help keep operating costs down

Find lower fuel costs with five timely tips

uel is a necessity and a major expense item for construction companies. As prices spike, so does the possibility that your profitability might take a hit, but there are ways to help lower your fuel bill and operating costs.

Reduce your idle time

Idling is necessary in certain situations, such as warming up a machine and before shutting down at the end of the day. It could also be justified when you are in high-production activities that involve near-constant movement, such as loading trucks with an excavator and charging crushers with a loader, where restarting would negatively affect productivity.

Telematics helps fleet managers easily track idle time by machine and for their entire equipment lineup. If they see excessive idling, they can then address that with operators and other on-site personnel.

An easy way to help control idle time during unproductive periods is to use the auto idle shutdown function, a feature available on most Tier 4 Final machines. Your machines' operations and maintenance manuals can guide you on how to set it—the minimum is five minutes before the shutdown begins in most cases—and your local dealer can help, too.

Heed Eco Guidance and choose the right mode

Komatsu's ECO Guidance provides information to operators on energy-saving operations that help control fuel consumption. It is a feature on most Komatsu machines introduced during the past 10 years. Idling stop guidance is among the suggestions that may be available with ECO Guidance. With this option, typically if no operation is performed for more than five minutes and the engine is idling, the idling stop message is displayed on the monitor.

ECO Guidance is most useful when you choose the most effective mode. ECO Guidance might also suggest operating in "economy" instead of "power" mode.

- The "economy" mode promotes enhanced fuel efficiency but maintains working equipment speed for light-duty work, similar to the "power" mode
- Excavators and dozers are mainly used to dig and move naturally compacted soils,





and in most instances, "economy" mode will get the job done while controlling fuel burn

 The "power" mode is advantageous in heavy-duty applications, such as when a wheel loader must climb a 10% ramp with a full bucket or when an excavator moves hard material like heavy clay

Consider a hybrid

Another thing to consider is purchasing or renting a hybrid excavator, such as the Komatsu HB365LC-3. Hybrid excavator technology is designed to provide a fast and responsive swing, and when swinging, to have all available hydraulic power sent to the boom, arm and bucket to help improve cycle time and enhance production.

Properly size and match equipment for the task

Bigger is not always better, and using a large machine to do a job that a smaller one could do can increase fuel usage and your overall operating costs. Fleet managers need to consider several factors when using

equipment, including choosing the right size for the iob.

An important component of rightsizing is matching equipment that will be working together in the same application. For example, loading and hauling equipment need to match in order to drive optimum efficiency. If a loader is too large for a truck, or vice versa, the project will likely not be as efficient.

Use advanced technology

GPS-based grading helps promote productivity and control per-yard costs to move material. During the past two decades, GPS technology has advanced significantly, with integrated machine control helping to drive lower costs associated with replacing cables, masts and additional satellites.

Many of today's machines with integrated GPS grade control also feature additional technologies, such as Komatsu's proactive dozing control, that help operators get to grade more efficiently and at lower costs, including better fuel usage. Technology is also helping new operators become proficient at moving dirt faster than ever before.

©2025 Komatsu Ltd. or one of its subsidiaries. This publication contains Komatsu and/or third-party trademarks and service marks. All marks are the property of their respective owners. Komatsu shall not be liable for any direct, incidental, consequential, indirect, or punitive damages arising out of your access to, use of, or inability to use, this publication, or any errors or omissions in the content hereof. You should independently verify any information obtained from third parties before relying on it.

Hobby turns into a successful harvest

Allen Family Orchards grows a thriving pecan business with hands-on dedication and dependable equipment



Jimmy Allen, Owner



Trish Allen, Owner

immy and Trish Allen didn't set out to build a thriving pecan business. In fact, their journey to Allen Family Orchards started as a simple idea: beautify their land by planting a few trees.

"I grew up farming," shared Jimmy. "We were doing row crops and running a window and door center in Wilmington, and it just got to be too much. My wife said the land would look great with pecan trees, and she was right — but we had no idea how much work it would be."

They planted their first trees in 2008, starting with just 5 acres. Over time, the orchard expanded to 10 acres, and in 2020, they purchased an additional 14 acres to establish the current location where their store sits today.

"In 2021, we opened the store," Trish explained. "Once the trees started producing, we realized we needed a place to sell everything. We were tired of people coming in and out of the driveway, so we decided to bring the pecans to the public."

Allen Family Orchards is located along Highway 87 South in North Carolina, situated between

Fayetteville and Wilmington. The location is ideal, with high-volume traffic from vacationers heading to White Lake or the coast.

"We see a lot of new faces every week, especially during the summer," Trish said. "We also have a strong base of repeat customers who know us from Facebook or our website."

"We're trying to grow a nut that looks good and fills out well."

- Jimmy Allen, Owner, Allen Family Orchards

More than just trees

The Allens' operation now includes about 50 acres of pecan orchards across multiple farms. With nearly 20 varieties of pecans, the Allens have learned to manage pollination, disease resistance and kernel quality to ensure a top-tier product.

"We're trying to grow a nut that looks good and fills out well," Jimmy explained. "There's a lot more to it than just planting a tree. You've got to consider pollinators, shuck split and meat size."

Maintaining the orchards is a year-round task. The growing season involves pruning, mowing, spraying for pests and disease, and managing irrigation. From April through October, the team is constantly working on the trees.

"During harvest, we shake the trees with a machine, blow the nuts away from the trunks, and then run a harvester that collects them," Jimmy described. "Then, it's off to the

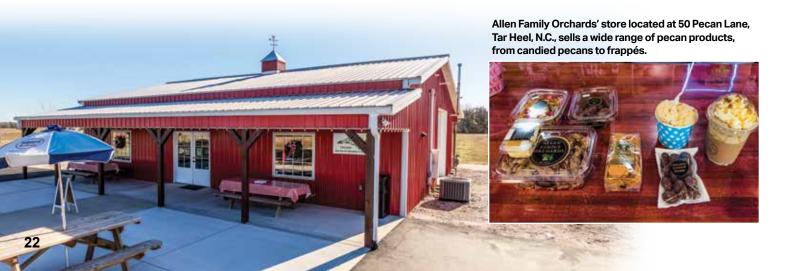
Customer snapshot

Company: Allen Family Orchards **Location:** Tar Heel, North Carolina

Employees: 5
Established: 2008

Area of expertise: Pecans

Kubota equipment: RTVs, mowers, tractors, excavators, skid steers





pre-cleaner, drying, cracking, cleaning and shelling. It's a long process."

Powered by Kubota equipment

Much of that work depends on reliable equipment. The Allens use a full fleet of Kubota machines, all sourced through Linder Turf & Tractor.

"We use Kubota RTVs, finish mowers, ag tractors, excavators, skid steers, and zero-turn mowers. If Kubota makes it, we probably own it."

> - Jimmy Allen, Owner, Allen Family Orchards

"We use Kubota RTVs, finish mowers, ag tractors, excavators, skid steers, and zero-turn mowers," noted Jimmy. "If Kubota makes it, we probably own it."

The standout machines in their fleet are the Kubota RTVs, which the Allens described as essential to the daily operation.

"We use the RTVs constantly, whether it's picking up or cutting limbs, spraying, general transportation — you name it," Jimmy emphasized. "Once we got one, we wondered how we ever managed without it."



The freshly bagged pecans are ready to be cracked, cleaned and shelled.

Trish agreed, noting how comfortable and accessible the Kubota equipment is, even for someone who didn't grow up on machinery.

"I drive every single one of them," Trish declared. "They have cabs, air conditioning, radios — it's a joy to be out there. It's my therapy."

The Allens' long-standing relationship with Linder Turf & Tractor goes back decades, even before Linder Turf & Tractor acquired what was once Cumberland Tractor.



Discover more at TheLinderLink.com

Continued . . .

'We love what we do'

continued

"We've worked with them since the late '80s," recalled Jimmy. "The biggest reason we've stayed loyal is the service. It's impeccable. They respond very quickly. For us as small farmers, that type of service is pretty important."

Jimmy also emphasized the importance of relationships, both personal and professional.

By the numbers

- Approximately 50 acres of pecan orchards across multiple farms
- Nearly 20 varieties of pecans



The Allens use equipment like the Kubota MX6000 utility tractor to maintain their 50 acres of pecan orchards.

Linder Turf & Tractor's Charlie McCullen (left) and Anthony Bryan (right) talk with Jimmy Allen (center).



"Charlie, our Linder rep, is someone who always answers the phone, is happy to see us, treats us fairly and understands what we need," Jimmy shared.

While Kubota's reliability is a key factor, it's the service and trust built with Linder Turf & Tractor that keeps the Allens coming back.

"Charlie, our Linder rep, is someone who always answers the phone, is happy to see us, treats us fairly and understands what we need."

> - Jimmy Allen, Owner, Allen Family Orchards

"I actually bought a competitive brand machine once," Jimmy admitted. "Had it for six months, then traded it in. It just wasn't the same. I'm a Kubota guy through and through."

Growing with purpose

Despite the demanding nature of orchard management, the Allens are passionate about what they do and are excited about the future.

"We want to grow the store and maybe add an online storefront," stated Jimmy. "We're already shipping to other states. There's a lot of opportunity."

They've built their success on quality, transparency and a relentless work ethic — values they say are deeply rooted in everything they do.

"We love what we do, and we take pride in every bag that goes out that door," Jimmy said. "Our name is on it, and we don't want to send anything out that isn't our best."

Looking ahead, the couple is focused on sustainable growth and building a team that shares their values.

"As long as we're healthy, we're going to be as big as we can," commented Trish.

Through it all — every tree planted, every nut harvested, every piece of equipment maintained — it's clear that Allen Family Orchards is more than just a business. It's a lifestyle.

"This is the life we chose," Jimmy concluded. "It's not always easy, but it's worth it."

*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.



FLORIDA

Bradenton **WE HAVE MOVED**

15140 State Road 64 **Bradenton**

GEORGIA

Leesburg Moultrie Valdosta



Fayetteville Greensboro Greenville





Start with equipment built right. End up with a job done right.

From start to finish, high-performance Kubota SVL compact Track Loaders and compact excavators are ready to work. Featuring comfort, versatility and durability. Not to mention the world's #1 selling compact excavator for 19 years*.

Visit your Kubota dealer today for a demo!

KubotaUSA.com







*According to 2023 data from Off-Highway Research including all Kubota Group brand sales. © Kubota Tractor Corporation, 2025. Your Kubota Limited warranty gives you specific legal rights. You may have other rights which vary from state to state. Kubota Tractor Corporation does not authorize any person to create for KTC any obligation or liability other than that stated in the limited warranty. 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, disclaimer, safety and product and

Raising the bar

Linder Industrial Machinery Company and Linder Turf & Tractor open upgraded Bradenton facility for enhanced customer service



Travis Mullins, CEO and President, Linder



Discover more at The Linder Link.com

inder Industrial Machinery Company and Linder Turf & Tractor hosted an open house at their new combined Bradenton, Fla., facility, which replaced a previous location to better serve customers. CEO and President Travis Mullins described the event as a showcase of increased capabilities, customer support and industry partnerships.

"It is our 27th location across our five states," Mullins proudly stated. "We were previously located closer into Bradenton, but the facility was smaller and somewhat outdated. This new facility gives us more capacity for our customer base, and we're also able to bring the Komatsu side of the business into one facility along with Kubota."

The Bradenton facility spans 16 acres, offering more space to service equipment. Notably, the location features eight service bays — up from three previously — and includes

a state-of-the-art showroom dedicated to Kubota products.

"The most important part is product support," Mullins emphasized. "That increase in service capability is what our customers were asking for, and that's what we're giving them with this facility. It also has a state-of-the-art recycling system for our wash bay that recycles the water and is clean for the environment."

"This new facility gives us more capacity for our customer base, and we're also able to bring the Komatsu side of the business into one facility along with Kubota."

> -Travis Mullins, CEO and President, Linder

The combination of Komatsu construction equipment and Kubota tractors under one roof has proven beneficial, reflecting the overlapping needs of Linder's diverse customer base. Landscapers, in particular, find the integrated product offerings advantageous, as they can easily access equipment suitable for both smaller and larger projects.

Open house

The open house featured participation from approximately 27 industry vendors. Attendees gained firsthand insights into many attachment solutions that help enhance the main product lines offered by Linder and Linder Turf & Tractor.

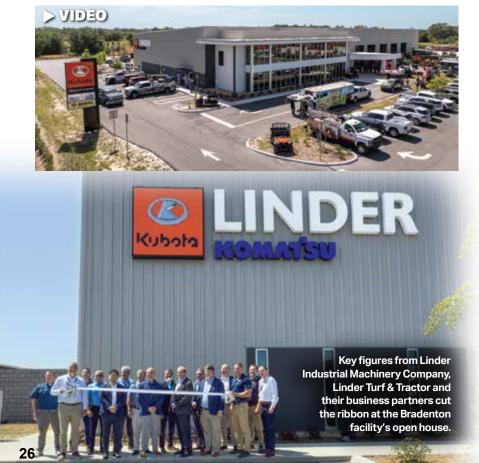
"This allowed customers to have valuable one-on-one experiences with our business partners, directly engaging with equipment and attachment manufacturers in a focused setting," Mullins explained.

Adding further community impact, the event welcomed students from Manatee Technical College, offering them exposure to career opportunities within the machinery distribution industry.

Reflecting on the successful day, Mullins extended appreciation to customers and community members.

"Lastly, I'd like to thank our customers for joining us today at this open house," Mullins said. "It means a lot to the group and the local team here. Hopefully, we'll see them walking through our doors for many years to come."

Linder Industrial Machinery Company and Linder Turf & Tractor's new 16-acre Bradenton, Fla., facility features 8 service bays and offers products from Komatsu, Kubota and allied brands.





Technicians enjoy lunch at the open house.





During the open house, Linder raffles off various prizes, including a Kubota lawn mower and a gun safe.



Linder customers tour the new facility



(L-R) Sumitomo Corporation's Tomohiro Fujimori attends the open house with Linder's Masaki Hieda, Travis Mullins and Takuya Saito.



 $\label{lem:linder customers meet with Kubota representatives. \\$

Students from Manatee Technical College attend the open house.



World premiere of new paver

BOMAG introduces CR 820 T-2 rubber track paver and more new equipment at World of Asphalt

OMAG Americas' World of Asphalt exhibit included multiple product launches and compaction technology features designed to save asphalt contractors time and money. Featured in the company's 4,200-square-foot display was the world premiere of the new BOMAG CR 820 T-2 rubber track paver that is nimble enough for commercial paving projects yet powerful enough to deliver highway-class performance.

The new 8-foot paver features a large 10-ton hopper capacity for more time paving between truck exchanges, a 173-horsepower diesel engine that delivers ample power in reserve to push fully loaded trucks up steep grades and a design to help improve visibility.

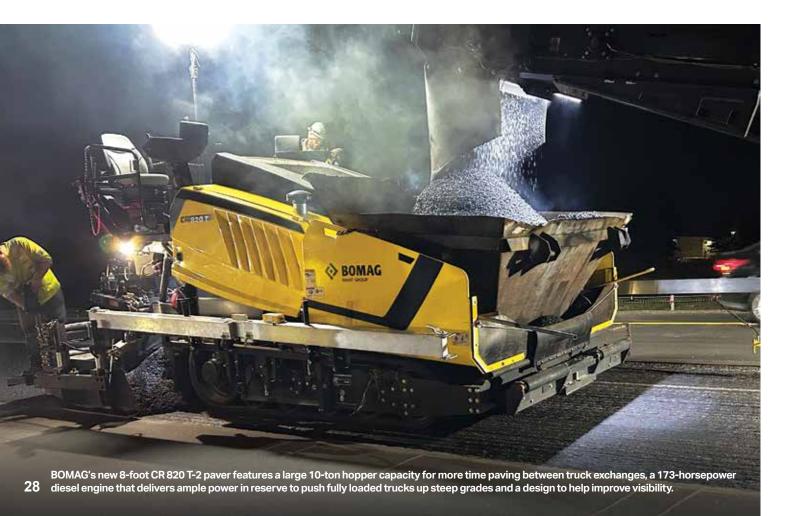
A new operating system for each console provides easy viewing of critical operation functions, gauges, parameters and fault messages for quick troubleshooting at the jobsite to improve serviceability and

paver uptime. Equipped with the field-proven Stretch 16 hydraulically extendable screed, the BOMAG CR 820 T-2 paver offers infinitely variable paving widths from 8 feet to 16 feet.

New asphalt distributor

Expanding BOMAG's already broad paving, milling and compaction line, the exhibit also featured a new asphalt distributor, enabling BOMAG dealers to build deeper relationships with asphalt contractors and be more of a single-source supplier. The BOMAG BD 2000 features an automatic burner for efficient heating and intuitive computer-controlled distribution for exceptional accuracy and comfortable, one-person operation.

The BD 2000 integrates a 2,000-gallon insulated tank, and its hydraulically extending/retracting spray bar has flat nozzles spaced every 4 inches for optimum spray coverage across its 15.7-foot maximum width.





The flexible distributor boasts a main, 7.5-foot bar that extends hydraulically up to 4.1 feet on either side to offer infinitely variable spray widths from 7.5 feet to 15.7 feet.

Compaction technology

A range of technologies designed to help improve compaction performance were featured on the company's exhibited rollers. The BOMAG BW 138 AD-5 tandem vibratory roller is the perfect all-around roller for paving contractors and municipalities. The 54.3-inch-wide roller now has the intuitive **ECONOMIZER** compaction measurement system as a standard feature. ECONOMIZER alerts the operator to compaction progress of the soil or asphalt material being compacted, reducing passes and saving time and money. The system requires no calibration to reliably deliver real-time compaction progress. As the degree of compaction increases, more LED lights on the ECONOMIZER light strip illuminate and indicate when optimum compaction is achieved. It also warns of potential over-compaction to prevent aggregate fracturing and allows for identification of "soft" spots in the material.

BOMAG's BW 191 AD-5 AM with ROPS roll-over protection on display boasts BOMAG's exclusive ASPHALT MANAGER compaction system with infinitely variable amplitude of the front drum. The system enables operators of all skill levels to achieve target compaction every time. The operator needs only to set the layer thickness, and ASPHALT MANAGER does the rest. The vectoring drum changes vibration from true vertical to true horizontal as asphalt stiffness increases to avoid over- and under-compaction, which saves time, fuel and wear on the machine.

Other BOMAG equipment on display at World of Asphalt included:

- BOMAG CR 1030 T-2 highway-class paver with VERSA 20 front-mounted screed
- BM 2200/65 cold planer 2-meter-class mill
- BM 1200/35-2 cold planer with maximum 13-inch milling depth
- BW 28 RH pneumatic tire roller with large ballast compartment
- BW 120 AD e-5 Electric light tandem roller with electric drive

Purpose-built excavators

NDA show allows attendees to operate equipment designed to help make demolition more efficient

omatsu showcased its PC360LC-11 and PC490HRD-11 demolition excavators at the National Demolition Association's (NDA) Annual Convention & Expo. During the live demonstration event, attendees could operate the PC360LC-11, which features a straight boom that increases reach by up to 26% compared to a standard excavator.

The 257-horsepower, 78,551-pound PC360LC-11 is one of three new straight boom

demolition excavators with easy customization that allows users to program up to 15 different tools. The Komatsu PC290LC-11 and PC490LC-11 models are also available. These machines are built to tackle tough demolition jobs with robust protection elements like heavy-duty revolving frames and underguards, a bucket cylinder guard, boom light protection guards, and reinforced attachment linkage. The PC360LC-11 has a maximum digging height of 42 feet, 5 inches.

"All of our straight booms are factory plumbed with Plus II hydraulics, so you can run a wide variety of attachments," said Matt Buerstetta, Product Manager, Demolition Excavators, Komatsu. "Operators can program tool controls in the monitor for pressure and flow. The PC360 is ideal for small residential and commercial sites where sorting and manipulating material is part of the demolition."

Faster attachment switches

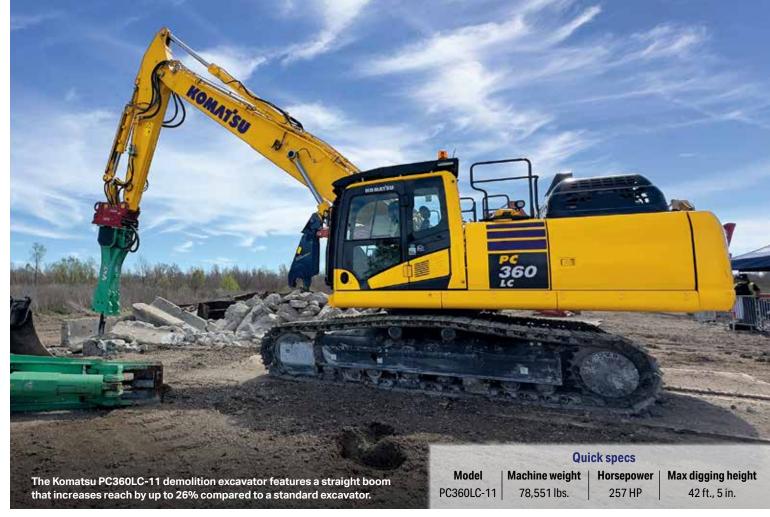
Komatsu's PC490HRD-11 high-reach demolition excavator features the K100 boom change system that enables operators to begin working within minutes of arriving at a jobsite and minimizes time for boom changes as the job progresses. Operators can quickly switch attachments from the cab, making changes faster and safer than old methods of removing pins and hoses and then reattaching them. The machine can reach up to 104 feet and includes a full demolition guarding package, excellent visibility from a 45-degree tilting cab, and informative and intuitive controls.

"NDA gives us the opportunity to show Komatsu's dedication to the demolition industry with purpose-built machines like the PC360LC straight boom and the PC490HRD."

-Scott Ruderman, Product Marketing Manager, Komatsu

"The PC490HRD-11 can be easily moved from job to job," noted Buerstetta. "With the K100 system, you could have the high-reach boom move down to the mid-reach and short-reach boom, all with a touch of a button from the cab. And, it can be done in a couple of minutes."







Komatsu's additional product lines of Lehnhoff quick couplers and Montabert demolition attachments can be paired with these demolition excavators to increase versatility further.

"We got a lot of positive feedback from the show. Attendees were very impressed and happy with our machines and attachments," stated Scott Ruderman, Product Marketing Manager, Komatsu. "NDA gives us the opportunity to show Komatsu's dedication to the demolition industry with purpose-built machines like the PC360LC straight boom and the PC490HRD, as well as having a large number of personnel on hand to answer questions. We're looking forward to next year."





The Genesis GXT EVO is the next shear evolution, leading the way in durability and productivity.

Building upon our industry-leading XT shear, EVO models contain new features designed to enhance performance and reduce maintenance.

All EVO models feature a new stick design on narrower shear bodies for improved strength and agility. Dual pucks in the redesigned pivot system reduce structural component stress, while the innovatively mounted regen tray moves independently of the shear body to extend component life. And our unified head and lugs increase compatibility between attachments for mounting versatility.

Learn more at linder.com.



The new features of the GXT EVO are available on select models with more models evolving soon.





Accurate measurements at all times

Komatsu's Smart Construction Base/Rover system makes it easy to collect data and measure surfaces relative to 3D designs

nowing at any time how close a jobsite is to the project design's final grade has never been easier.

One of the simplest ways to get accurate measurements is with a Komatsu Smart Construction Base/Rover combination that features advanced global navigation satellite system (GNSS) technology currently available to deliver precise measurements, even in challenging environments.

"Once a project model is loaded, you can take the rover and data collector around the site and get an accurate measurement of how close you are to finish grade."

-Darrell Binnion, Product Trainer, Technology Business Support, Komatsu

Komatsu's Base/Rover technology features patented Universal Tracking Channels designed to enhance the efficiency of identifying and using satellite signals. This innovative approach aims to optimize satellite signal processing, offering users improved connectivity in various conditions.

"Our Komatsu-branded base and rover was designed with customers in mind, with a typical setup that includes a receiver and a data collector, that are compatible with a rover pole, and tripod and bipod poles," said Darrell Binnion, Product Trainer, Technology Business Support, Komatsu. "Once a project model is loaded, you can take the rover and data collector around the site and get an accurate measurement of how close you are to finish grade."

Ultimate signal lock

Easy to learn and use, this versatile solution with a signal scrubbing fence antenna provides ultimate signal lock, high-accuracy RTK (real-time kinematic) positioning, multiple communication configurations and LongLink interference-free communication, helping you complete your work with precision and speed.

Komatsu's Base/Rover system offers:

- Universal Tracking Channels for satellites, signals and constellations
- Integrated radio and modem options with 400MHz UHF RxTx radio or 900 MHz radio, FH915 protocol

- · L Band-ready technology with HiPer VR
- · A highly configurable design to grow with you
- Topcon Universal Tracking Channels technology that tracks GNSS signals currently available and is designed to track the constellations and signals of tomorrow
- Field-tested, field-ready, IP67-rated design
- Compact form ideal for millimeter GPS and hybrid positioning
- Revolutionary nine-axis IMU and ultra-compact three-axis eCompass
- · Compatibility with Smart Construction Remote

Customers frequently purchase Smart Construction Base/Rover with Komatsu's intelligent machine control dozers and excavators, as well as 3D Machine Guidance and the 3D Machine Guidance Flex kits. These kits use the base and rover units to communicate with satellites and radio, ensuring accurate grading and site layout.

"The setup comes with many advantages, the main one being support and training from our team and your distributor's technical solutions experts," said Binnion. "Another is that you can bundle and purchase with an intelligent machine control dozer and excavator and finance it all together."



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.

Discover more ► komatsu.com/technology

KOMATSU





Komatsu introduces WA475-11 and WA485-11

These new wheel loaders are built for increased productivity, operator comfort and ease of maintenance

omatsu's new versatile WA475-11 and WA485-11 wheel loader models are designed to move material efficiently and effectively, helping to increase productivity while providing improved operator comfort and easy maintenance. Sharp focus has been put on reducing total cost of ownership (TCO).

"In designing the WA475-11 and WA485-11, we focused on what truly matters to our customers based on years of direct customer feedback — efficiency, power, safety and operator comfort."

-Bruce Boebel, Director of Products and Service, Komatsu

The WA485-11 offers up to 12% lower fuel consumption, 21% more engine power and 13% faster climbing speed than its predecessor, the WA480-8. The WA475-11 provides up to 7% lower fuel consumption, 18% higher engine power and 40% greater climbing speed than the WA475-10.

Both loaders now include Komatsu Hydraulic Mechanical Transmission (KHMT) engineered for improved fuel efficiency and productivity. Operators will appreciate the large, comfortable four-pillar cab, angle feedback joystick steering and independent work control to help reduce fatigue on long operating days. The new wheel loaders also feature standard rear object detection and a deluxe LED light package to promote enhanced jobsite safety.

"In designing the WA475-11 and WA485-11, we focused on what truly matters to our customers based on years of direct customer feedback — efficiency, power, safety and operator comfort. These wheel loaders build on proven performance of previous models with innovative advancements designed to enhance productivity," said Bruce Boebel, Director of Products and Service, Komatsu. "We're excited to introduce these machines and put them to use for our aggregate customers and beyond."

Both models offer yard loader configurations that include additional stability features such as a larger bucket, wide low-profile tires and additional counterweight designed to support higher productivity in aggregate applications.



Purpose-built forestry machine

New TimberPro TN230D log loader engineered for enhanced productivity and operator needs

ased on customer feedback, Komatsu has introduced its new TimberPro TN230D log loader that was built from the ground up and carefully engineered to help drive productivity and provide additional operator benefits.

The 197-horsepower TN230D offers a 36-foot reach and 58,224 foot-pounds of swing torque. It also features Power Max, which temporarily increases engine horsepower and hydraulic flow to support tough forestry tasks.

The TimberPro TN230D is built with proven, high-quality Komatsu components. Its hydraulic system, powertrain, control valve and interior components are designed and manufactured in-house to help confirm performance and quality control.

The TN230D is the first machine in its class segment to feature dual service platforms with electrically actuated platforms on the left

and right sides, offering enhanced access for service and cleaning.

Numerous benefits

New benefits include easy access via a large, rear-entry cab with service walkways and safety railings, premium heated and cooled seats with adjustable armrests, an elevated cabin with large windows and a front-view camera to enhance visibility, LED lights, and a large overhead skylight.

"We know how demanding forestry environments are—the tough work requires equipment capable of standing up to the job," said Kyle Kovach, Product Planning Manager. "When we set out to develop a new log loader, we gathered feedback on customer needs then unleashed a team of talented engineers to design this product from the ground up. The result merges quality components with the latest technology to offer a range of productivity, safety and comfort benefits."



Three compaction modes for several applications

Featuring oscillation technology, the new BOMAG BW 177 BVO-5 PL excels in sensitive compaction work close to buildings and over pipelines

art of its roller Performance Line, the new BOMAG BW 177 BVO-5 PL single drum roller features three compaction modes—high and low amplitudes plus oscillation—making it ideal for a range of soil compaction applications on small and medium construction sites.

With oscillation compaction technology, the versatile roller offers granular and mixed soil compaction on challenging subgrades or on sensitive applications such as compacting backfill over pipelines or close to buildings. Further increasing versatility, the optional padfoot segment kit enhances compaction efficiency of silt and clay material.

Simple to operate, a single rotary dial allows the operator to quickly select compaction modes and adapt machine output to site conditions. Offering a static linear load of 140.8 pounds per inch, the machine's high amplitude delivers 33,720 pounds of centrifugal force to effectively compact lift thicknesses reaching 31.5 inches for rock fill, 19.7 inches for gravel and 15.7 inches for mixed soils. With its 66.5-inch drum width, the new BW 177 BVO-5 PL delivers a compaction output of up to 968 cubic yards per hour, depending on material type and compaction mode.

Maximum efficiency

The BW 177 BVO-5 PL delivers efficient performance on the most demanding jobs. Its dual pump system plus self-locking differential allows the machine to achieve up to 60% gradeability in forward and reverse, making it perfect for steep terrain projects. Its articulating/oscillating joint provides +/- 12 degrees oscillation, ensuring the drum stays in contact with material when working in poor underfoot conditions.

Leveraging ECOMODE operation, the new single drum roller keeps the engine running at the optimum RPM range at all times for up to 30% fuel savings. Further helping to reduce fuel consumption and lower wear costs, available BOMAG ECOSTOP technology automatically switches off the engine after five to 15 minutes of idling with shut-off time adjustable by the operator.

A single lever allows the operator to effortlessly control machine forward/reverse travel direction at speeds reaching 10 miles per hour.

The roller's spacious cab design helps to provide fatigue-free operation, even over extended periods, while excellent all-around machine visibility improves operating safety.

Maximum productivity

Equipping the new roller with optional BOMAG TERRAMETER and BOMAP technologies helps to eliminate unnecessary passes to improve compaction efficiency and reduce overall costs. TERRAMETER uses two sensors to measure material stiffness, alert the operator in real time when compaction is achieved and ensure weak spots are detected. Regardless of roller brand, the available BOMAP app provides a simple and cost-effective way for monitoring compaction progress in real time.

With BOMAG's "Easy Service" concept, the BW 177 BVO-5 PL is designed for simple and efficient maintenance. There are no lubrication points on the roller, and the oscillating/articulating joint is maintenance-free. All critical engine components like the dipstick, filter and filling points are quickly accessed from ground level. Drum rubber vibration isolation buffers can be replaced without dismantling the frame.

Quick specs

Model BOMAG BW 177 BVO-5 PL

Drum width 66.5 in

Compaction output Up to 968 yd3/hr

Static linear load 140.8 lb/in

Centrifugal force 33,720 lb

Oscillation

+/- 12 degrees



BOMAG's BW 177 BVO-5 PL single drum roller features three compaction modes, making it ideal for a range of soil applications on small and medium construction sites.



Robust and productive

Gain versatility and agility in your quarry operations with Montabert's unique variable energy breakers and a wide range of tools. Whether you need primary or secondary breaking, block splitting, crusher assistance or recycling, Montabert breakers can efficiently handle the job.

Discover more ▶

Montabert



Lehnhoff



For more than 100 years, Montabert products have been designed for productivity, reliability and safety.

Montabert breakers and Lehnhoff couplers are available through Linder Industrial Machinery Company. Contact us for more information.









Linder announces leadership changes

Newly appointed President and CEO Travis Mullins and COO Richard Fikis bring extensive industry experience to their latest roles at Linder

ohn Coughlin, Linder Industrial Machinery Company's president and chief executive officer since 2010, transferred responsibilities to Travis Mullins on April 1, 2025. Mullins previously served as Linder's executive vice president of operations. In tandem with this change, Richard Fikis was appointed as Linder's new chief operating officer.

Ichiro Murofushi, Chairman of Linder's Board of Directors, stated, "On behalf of Linder's employees, manufacturing partners and the board, I would like to thank John for his outstanding leadership and resolve during his 15 years as president and CEO. John's strategic vision has positioned our company as a well-diversified, premier equipment and solutions provider across the Southeast. We are excited to support Travis, Rich and the leadership team in driving the next level of growth for Linder and its stakeholders."

Building upon Linder's legacy

Mullins brings extensive industry experience and a strong track record of leadership to his new role. Having served in several executive positions at Linder for nearly 10 years, Mullins has played an essential part in driving operational excellence and executing strategic growth and customer success initiatives. His deep understanding of the business and his commitment to innovation and excellence position him exceptionally well to lead Linder into its next chapter.

"I am honored to step into this role and build upon the legacy that John established," said Mullins. "Linder is a company with a rich history and a bright future. I look forward to working with our talented team to continue delivering exceptional value to our customers and partners."

Fikis was a vice president of sales at Linder for three years before his promotion to an executive vice president position in 2024. Prior to joining Linder, Fikis held several senior leadership roles with Komatsu North America, contributing to that company's success for over 20 years. His deep industry experience, proven leadership and customer-centric approach will serve him well in his new role as COO.

"Linder has a strong legacy of excellence, and I look forward to working with Travis and our incredible team to drive innovation, efficiency and continued growth for our customers and partners," Fikis commented.

As part of the changes in leadership, Coughlin will stay on as a senior advisor over the next year to ensure a seamless transition and successful integration of recent acquisitions.

"Leading Linder has been an incredible journey, and I am deeply grateful for the dedicated team and valued customers who have made our businesses mutually successful," stated Coughlin. "I have complete confidence in Travis, Rich and the leadership team to continue building on our strong foundation."



Travis Mullins is the new president and CEO of Linder.



Richard Fikis is Linder's new COO.

German Precision & Performance For The American Farmer

Discover the Deutz-Fahr Difference





LINDER

Built on experience

From the farm to the field, Joshua Cave's career reflects a lifelong commitment to agriculture and customer service

s a regional sales manager for Linder Turf & Tractor, Joshua Cave brings years of hands-on experience and leadership to the agricultural market across North and South Carolina. Based out of the Greensboro, N.C., branch, he oversees a team of sales professionals and manages equipment lines including Kubota, Deutz-Fahr, Pottinger and more.

"I came into a well-experienced group of people who do a good job every day," commented Cave. "Seeing them succeed is one of the greatest benefits of the job."

"We truly care about our customers and understand the industry."

-Joshua Cave, Regional Sales Manager, Linder Turf & Tractor

Cave's deep agricultural roots trace back to his upbringing on a tobacco and cattle farm in Western North Carolina. That background made his transition into agricultural equipment sales a natural fit. After working at a few different companies over the years, he jumped at the opportunity to join Linder Turf & Tractor in December 2024.

"I was excited to bring my experience and passion to Linder," said Cave.

Though new to the role at Linder Turf & Tractor, Cave is no stranger to leading high-performing teams. He previously guided a top-five regional sales group for a previous employer and is committed to replicating that success.

"I'm really good with people," reflected Cave.
"I grew up farming, and that upbringing gave
me the honesty, comfort and work ethic that
people respect. I've also had great leadership
experiences, like my time in FFA — Future
Farmers of America. That helped shape
who I am."

Customer-focused approach

Since joining Linder Turf & Tractor, Cave has focused on understanding the company's internal systems, connecting with customers and mentoring new sales representatives. He takes pride in building trust — both with his team and with customers.

"Every customer is valuable," emphasized Cave. "Whether they're buying the smallest mower or the biggest tractor, it's their hard-earned money, and we owe them our respect and our best effort. That mindset drives everything I do."

He sees Linder's diverse equipment lineup as a major advantage, especially with the addition of Deutz-Fahr and Pottinger products, which give customers more choices in high-horsepower and hay equipment.

"Kubota has an enormous footprint, and Deutz-Fahr is growing fast in markets Kubota doesn't cover," noted Cave. "When we demoed an 80-horsepower Deutz-Fahr tractor against a 111-horsepower competitor, the customer felt like the Deutz-Fahr had more power. That speaks volumes."

For Cave, success is measured in the growth of his team and the satisfaction of the customer. That's why he prioritizes honesty, shared experience and long-term relationships.

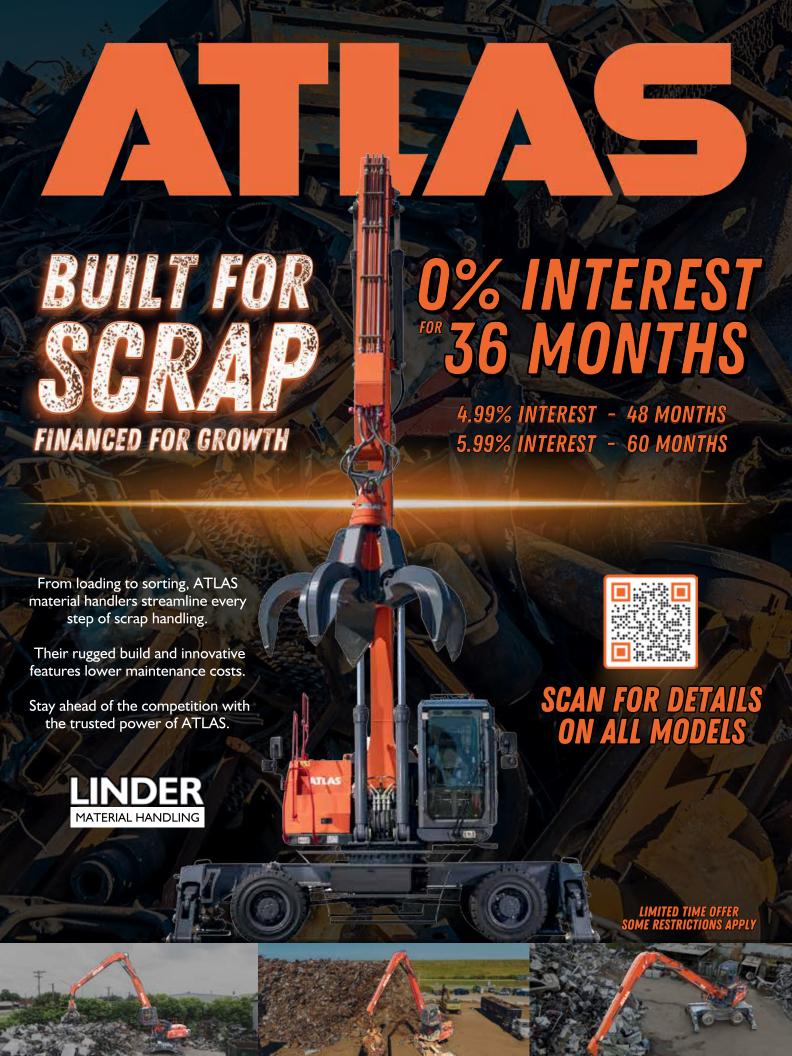
"We truly care about our customers and understand the industry," stated Cave. "I have the unique perspective of having been the salesman and the customer, and there's a camaraderie among agricultural people. Whether you're farming soybeans or raising cattle, we'll be honest and do everything we can to help you succeed."



Joshua Cave, Regional Sales Manager, Linder Turf & Tractor



Discover more at



Field-tested and customer-focused

Linder's Joe DeOreo brings 27 years of equipment expertise and dependable service to Southwest Florida jobsites

oe DeOreo has spent nearly three decades at Linder Industrial Machinery Company, and in that time, he's seen the company — and his role within it — evolve significantly. Starting as a field technician and now working as a product support representative (PSR) at Linder's Fort Myers, Fla., branch, DeOreo has built his career on technical expertise, customer trust and long-term relationships.

"Day-to-day operations include visiting customers, inspecting machines, quoting jobs, and resolving whatever issue arises," explained DeOreo. "Every day is different. I love being out and about meeting people. I've established some phenomenal relationships with long-term customers who are almost like family."

The variety of challenges that come with supporting a diverse product lineup and a broad customer base is what keeps the job fresh.

"Komatsu is the main line here in Southwest Florida, followed by BOMAG," DeOreo noted. "We also work with Indeco, Atlas and Deutz-Fahr, but no matter the brand, customer uptime is always the priority."

His long-standing technical background has been a key asset in transitioning to a customer-facing role. It's also helped him build strong, trusting relationships with contractors and crews across the region.

"I think it's just the product knowledge from years in the field that's helped me the most," reflected DeOreo. "A lot of the customers already knew me as a mechanic, so the transition into product support was natural. Having that familiarity made it easier to build trust."

DeOreo credits Linder with providing both the technical training and the flexibility needed to succeed on the job — and at home. He and his wife, Tess, have raised a blended family of five children, and his work-life balance has been a key part of their success.

"For the most part, it's a Monday-through-Friday job," DeOreo said. "Linder's always been great if something came up with the kids or family. I've never had a manager here who wasn't supportive."

Whether he's diagnosing a down machine or fielding an emergency call from a customer, DeOreo approaches each situation with urgency and honesty. That consistency has earned him respect both inside and outside the company.

"Above all, doing what's right matters most," DeOreo concluded. "It's about being honest, being reliable, and treating customers how you'd want to be treated. That's how you build relationships that last."



Joe DeOreo, PSR, Linder



Discover more at TheLinderLink.com



Parts, people and purpose

At Linder's Concord branch, Emily Prince thrives in a team-oriented culture backed by real-world experience



Emily Prince, Parts Counter Representative, Linder

mily Prince didn't take a traditional path to the construction industry, but her background in forestry and rodeo has made her uniquely suited to her current role. As a parts counter representative at Linder Industrial Machinery Company's Concord, N.C., branch, she combines mechanical know-how, customer service experience and a hands-on approach to problem-solving.

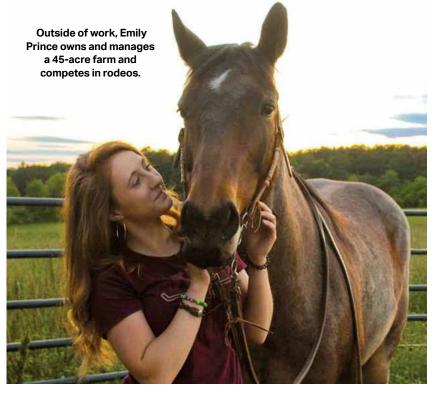
"I came to Linder out of the forestry side of the industry," Prince said. "Construction seemed like the natural next step with the slowdown in logging. I already knew the equipment, so the transition wasn't difficult."

Prince's daily responsibilities include fielding customer calls, locating the correct parts and ensuring fast turnaround times. Her previous experience managing over \$1 million in inventory has prepared her well for the fast-paced parts environment.

"I was a parts manager in forestry, so I did everything from shipping to inventory," Prince explained. "Counting parts by hand and knowing the systems made this job feel familiar."







Enjoyable environment

What stands out most to Prince about her role is the culture at Linder. From coworkers to customers, the environment is built around support and camaraderie — something that contrasts with her previous workplace.

"At Linder, it's clear who's doing what, and there's a team effort behind every task," Prince stated. "There's less stress when the load is shared, and people aren't stepping on each other. Plus, the benefits here really make a difference for long-term stability."

"I enjoy coming into work."

-Emily Prince, Parts Counter Representative, Linder

Prince's comfort in a male-dominated industry traces back to a lifetime spent around farms, horses and competition. Prince grew up rodeoing with her twin brother and now manages a 45-acre farm on her own.

"I've had to stand my own ground and prove myself in arenas and at work," Prince commented. "Some people are surprised when I handle heavy lifting or talk shop about machines, but it's second nature to me. I'm used to working with a lot of men, and the customer base and my coworkers are friendly."

Beyond work, Prince maintains a full schedule caring for horses, managing hayfields and training in her backyard rodeo arena. She credits Linder's structure and flexibility for helping her maintain that balance.

"Even though it's an hour drive each way, I enjoy coming into work," she reflected. "My coworkers make the day go by fast, and it's a job I don't dread. That's a rare thing to find."

Looking ahead, Prince is interested in advancing within Linder, particularly if there's an opportunity to reconnect with her forestry roots in a new capacity.

"I'd love to grow into a forestry-focused role if one opened up," Prince shared. "I know that side of the industry well, and it would be great to build on both my experience and what I'm learning now." ■

NEW WHEELED SERIES FROM TERRAMAC

UNITS IN STOCK

MULTI-VIEW SWIVEL DUMPER - 120TW

- 26,000 lbs. Carrying Capacity
- 3 Steering Modes
- 180° Bed Rotation
- Travel Speed of 21.7 mph

SWIVEL DUMPER - DS70

- 15,400 lbs. Carrying Capacity
- Articulated Frame
- 180° Bed Rotation
- Travel Speed of 17.4 mph



DISCOVER THE DIFFERENCE

Terramac rubber tracked machines provide contractors hassle-free solutions for conquering the most challenging jobsites.



Industries Maximizing Productivity

- General Construction
- Environmental
- Government
- Landfill
- Pipeline
- Utility
- Renewable Energy



Track Truck Advantages

- Reach jobsites wheeled vehicles can't access
- Maximize cycle times
- Low ground pressure minimizes ground damage
- Fixed frame, 360-degree rotating and utility models available



Support Equipment

- Water Tank
- Digger Derrick/Pole Setter
- Aerial Lift
- Concrete Mixer
- Hydroseeding Unit
- Vacuum Excavator
- Personnel Carrier
- Tac Welder/Weld Deck



Cost-effective way to maintain productivity

Aggregate producer Harshman Construction uses genuine Komatsu Reman components to increase the life of its high-hour wheel loaders

ultigenerational family business
Harshman Construction LLC continues
to serve customers with a wide range
of aggregate products nearly 50 years after Frank
Harshman and his sons Frank, Jeff and Warren
started the operation. Today, the third generation
of the Harshman family oversees 17 locations
that produce hundreds of thousands of tons of
materials each year.

"We have six crushing plants and a dirt crew that does all our own stripping," elaborated Service Manager Burton Harshman, who leads the business with his brothers Sam and Casey as well as their cousins Katie, Trenton and Brendan. "We are strictly a material supplier, with products ranging from ag lime to riprap. Base rock, concrete stone and asphalt stone are our main products."

With a fleet of more than 175 pieces of equipment that includes many Komatsu excavators and wheel loaders, Burton is responsible for fleet management that ensures the machinery continues to perform at a high level in order to maintain production.

"We pride ourselves on taking care of equipment, and because of that we have a large number of high-hour Komatsu machines that remain productive," stated Burton. "We regularly service our equipment and change components as needed. A few years ago, we made the decision along with our Komatsu distributor to rebuild a couple of WA600 loaders with Komatsu Reman components as opposed to buying new. It proved to

be a very cost-effective way to maintain their productivity and extended the life of those machines."

In addition to being more cost-effective, the quality of genuine Komatsu remanufactured parts and components is better than will-fit items. Plus, the Reman parts and components are backed with a one-year, unlimited-hour warranty and a quality assurance program of up to 10,000 hours on major components. With fewer raw materials used in remanufacturing, they also contribute to improved sustainability.

Easy decision

After seeing the high production the rebuilt WA600 wheel loaders delivered, the Harshman Construction team confidently decided to rebuild a Komatsu WA500 wheel loader on its own with Komatsu Reman components. Harshman Construction's maintenance staff replaced the engine, transmission and pumps.

"The frame of the machine was really good, and the pins and bushings were still in excellent condition, even at 18,000 hours," said Burton. "That, along with the cost savings of using Reman components and the warranty and assurance, made the decision to rebuild an easy one. Basically, we're getting a like-new machine that we can run for several thousand hours. The savings allow us to invest more resources into growing our business."

*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

USED EQUIPMENT



SCAN FOR DETAILS ON THESE UNITS & TO SEE OUR FULL INVENTORY

Melissa Lara Used Equipment General Manager

(813) 205-9674 melissa.lara@linder.com





2020 60M Hours: 1,014 E00049423 \$695,000



2018 D61EX-24 KOMATSU E00068059 \$181,500



2023 D155AX-8 Hours: 1,747 E00063100 KOMATSU \$742.500



\$115,500

Hours: 476 E00067368



2022 PC238US LC-11 Hours: 1,016 E00078754 \$258,000



KOMATSU Hours: 2,287 E00078613



2023 PC1250 SP-11 KOMATSU Hours: 2,755 E00063109 \$1,375,000



2023 WA475-10 Hours: 1,446 E00078697



♦ BOMAG \$22,000

2022 BMP8500 Hours: 97 E00068009



\$41,250

\$68.750



JOHN DEERE \$187,000



2022 655K Hours: 609 E00068022



\$148,500

2019 345G LC Hours: 4,359 E00068016



JOHN DEERE \$187,000

2022 655K Hours: 1,223 E00068021





\$63,250



WWW.LINDER.COM

Presorted

BOMAG FAHR HOMATSU MAG TIMBERPRO





FL

Bradenton Fort Myers Jacksonville Ocala Orlando Pembroke Pines Plant City West Palm Beach

NC

Asheville Concord Fayetteville Greensboro Greenville Raleigh Wilmington

SC

Columbia Greer Ladson Myrtle Beach

VA

Bealeton Chesapeake Chester Fishersville Salem



GA

Leesburg Moultrie Valdosta

FL.

Bradenton

NC

Fayetteville Greensboro Greenville