

# LINDER LINK

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



## Feature Stories:

Elite Infrastructure Group	pg. 4
Ferreira Construction	pg. 10
Atlantic Construction Utilities Inc.	pg. 16
Sitecrafters of Florida Inc.	pg. 22
Central Site Development LLC	pg. 28





Travis Mullins

**Empower your  
operators**

# LINDER

Dear Valued Customer:

Equipment showcases are a great way to gain firsthand experience with new machines and learn from experts. You won't want to miss North America's largest trade show, CONEXPO-CON/AGG, which will take place March 3-7, 2026, in Las Vegas. It will arrive sooner than you think, but for now, you can check out a preview of the event in this issue. Be sure to visit Komatsu's booth at the show to see its latest solutions.

On that note, I am excited to inform you that Komatsu just released its next-generation PC220LC-12 and PC220LCi-12 excavators, which deliver the most comfortable and advanced excavator work environment Komatsu has ever created. By empowering operators with enhanced comfort, cutting-edge technology and customizable features, these new excavators represent the next step forward for contractors seeking to maximize productivity and reduce total cost of ownership.

Plus, Komatsu recently introduced its new Komatsu Supercoolant, which utilizes advanced POAT (phosphated organic acid technology) with corrosion inhibitors. The formula is designed to better protect machinery against the elements and premature failure. Read the article inside to learn more about this innovative product, which can be used in all Komatsu equipment and other all-makes equipment with Cummins engines.

We also offer an in-depth look at My Komatsu, Komatsu's comprehensive digital hub, which provides an easy way to collect, visualize and monitor machine information from both Komatsu and non-Komatsu equipment. It can help benefit your bottom line by providing time and cost savings.

There are several other valuable articles for you to enjoy as well, including an update on bonus depreciation, which was recently restored to 100%.

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

Sincerely,  
Linder Industrial Machinery Company

A handwritten signature in blue ink, appearing to read "Travis Mullins".

Travis Mullins,  
President and CEO

## In this issue

### Focused on quality pg. 4

Learn how Elite Infrastructure Group successfully completes projects.

### Experience the next level of innovation pg. 8

Preview CONEXPO-CON/AGG 2026.

### Delivering diverse projects pg. 10

See how Ferreira Construction tackles marine, bridge and civil work.

### Giving back to a worthy cause pg. 14

Discover how much money the Linder BOMAG Golf Classic raised for Construction Angels.

### Building data-center foundations pg. 16

Unveil how Atlantic Construction Utilities Inc. delivers reliable dry-utility infrastructure.

### Engineered for those who get it done pg. 21

Look at the new Komatsu PC220LC-12 and PC220LCi-12 excavators.

### Tackling brownfield projects pg. 22

Delve into Sitecrafters of Florida Inc.'s success story.

### Service you can count on pg. 27

Take in Linder's Bealeton, Va., branch.

### Doing it all pg. 28

Read about Central Site Development LLC's in-house approach.

### Make the most of your telematics data pg. 33

Find out more about My Komatsu.

### Advanced formula with phosphates pg. 35

Understand the new Komatsu Supercoolant.

### Built for the field pg. 36

Glance at Linder Turf & Tractor's Deutz-Fahr Demo Day.

### Educational event for customers pg. 38

Explore Spring Demo Days 2025.

### Control wear while driving productivity pg. 41

Check out Komatsu's Parallel Link Undercarriage System.

### Building a forestry footprint in Virginia pg. 42

Meet Stacy Barnette, a forestry sales representative for Linder.

### New forestry machine pg. 43

View the new TimberPro TN785D swing machine.

### Leading with a coach's mindset pg. 45

Get to know Regional Sales Manager Adam Stegeman.

### Tax-advantaged machinery purchases pg. 46

Stay up to date on bonus depreciation.

## 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

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Plant City, FL 33563  
813-754-2727

### Riviera Beach

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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

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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

## Virginia

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10214 Fayetteville 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

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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

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# Focused on quality

## Elite Infrastructure Group successfully completes turnkey civil sitework and public utility projects with Komatsu equipment from Linder



**Will Duke,**  
Co-Owner

**E**lite Infrastructure Group may be a relatively new name in the North Carolina civil contracting market, but its co-owners, Carson Heffner and Will Duke, bring decades of combined experience to the table.

"We got started in February 2024 when we landed an \$8 million apartment sitework contract," recalled Duke. "We were just off to the races. We're grateful for every opportunity that's come our way."



**Carson Heffner,**  
Co-Owner

Both Heffner and Duke entered the construction industry at the ground level, learning firsthand what it takes to run successful civil projects. Duke earned his construction management degree from Western Carolina University and spent years building interstates and managing operations. Heffner got his start at NC State University, landed in the field by chance, and worked his way up by running utility crews and learning every phase of sitework.

Today, their company specializes in turnkey civil sitework and public utilities, tackling complex projects like the Lower Adams Creek Sewer Outfall in Mount Pleasant, N.C.

"Our focus is utility work, but we're also diversifying into commercial and public sector jobs, and we do some subdivision development," elaborated Heffner.

Duke added, "We want a healthy mix, so we're not tied to one market."

Based in Monroe, N.C., Elite Infrastructure Group keeps its projects within a tight radius to stay close to home.

"Our territory is about 60 to 100 miles from Monroe," described Duke. "We want our guys to be home with their families every night, if possible, but we understand we have to go where the work is, too. The Charlotte metro area is where we like to be."

In less than two years, the company has grown rapidly and now employs about 60 people — a team that Heffner and Duke view as the heart of their success.

"These guys are the ones getting the work done every day," said Heffner. "It's critical to have a good atmosphere, where we know everyone's names and they feel respected. That's the way you build loyalty."

"Our people are everything to us," Duke shared. "We want to know their families, bring everyone together for company events. When our guys' wives send them out the door, they know we're going to look after them and make sure they're safe."

### Built for versatility

A big part of keeping projects on track is Elite Infrastructure Group's fleet of Komatsu equipment, which includes a range of excavators, wheel loaders and intelligent machine control (IMC) dozers. They help the company deliver productivity and reliability in demanding conditions.

"Komatsu has always been great," stated Heffner. "We run everything from the Komatsu PC210 excavators up to the Komatsu PC360 for mainline trenching and deep cuts. We'll use the PC210s for utility trenching, backfilling and even rock breaking when needed. They're versatile and

### Customer snapshot

**Company:** Elite Infrastructure Group

**Location:** Monroe, North Carolina

**Employees:** 60

**Established:** 2024

**Area of expertise:** Turnkey civil sitework and public utilities

**Komatsu equipment:** PC210LC, PC290LC, PC360LC, PC390LC, PC138USLC and PC238USLC excavators; WA270 wheel loaders; D51PXi and D61PXi IMC dozers

**Komatsu technology:** intelligent machine control (IMC)

Using a Komatsu D51PXi-24 intelligent machine control (IMC) dozer, an operator cuts the surface to grade without impacting the curbing.





An operator picks up material using a Komatsu PC390LC excavator.

powerful for their size. Our crews love the speed and reliability. The machines run hard, and they don't break down often, which is critical for our schedules."

Duke added, "The PC138USLC and PC238USLC tight tail swing excavators are perfect for in-town water projects or when we're working around existing structures."

Having quick couplers on the excavators has been another practical benefit that helps Elite Infrastructure Group's crews adapt to changing conditions in the field. Operators can swap buckets or attach hydraulic breakers on the fly, which offers time-saving flexibility when they are dealing with mixed soils and rock.

***"Our people are everything to us."***

*- Will Duke,  
Co-Owner,  
Elite Infrastructure Group*

"The Komatsu WA270 wheel loader is also a versatile machine, and we use it to move materials like pipe and bedding stone, offload materials, and load rock boxes, so the excavators can stay focused on digging," noted Duke.

Elite Infrastructure Group's grading division relies on Komatsu's IMC dozers, including D51PXi and D61PXi models, to bring projects to grade without sacrificing power.

"We love the dozers," Heffner commented. "They're equipped with the IMC GPS systems, so we don't have to run stakes everywhere or worry about rework. It's very easy to understand."

*Continued...*



To lay pipe and cut trenches, Elite infrastructure Group relies on its Komatsu PC360LC excavator, which is equipped with a quick coupler for easy attachment changes.

An operator carries various items on a pallet across the jobsite with a Komatsu WA270 wheel loader.



# 'Linder's service has been outstanding'

... continued



▶ VIDEO

Elite infrastructure Group uses a Komatsu PC210LC excavator to cut a trench for utilities.



Linder's Chris Russell (left) and Bill Cross (right) provide reliable service and support for Elite Infrastructure Group's Will Duke (center left) and Carson Heffner (center right).

## By the numbers

- 60- to 100-mile working radius around Monroe
- 5,000-hour warranty packages help reduce unexpected repair costs and keep equipment running productively



Discover more at  
TheLinderLink.com

Elite Infrastructure Group's recent acquisition is a BOMAG BW 211 PDH-5 single drum roller for soil compaction.



## Trusted partnership

For Duke and Heffner, the value of the Komatsu equipment goes beyond the iron itself — it's about the partnership with Linder Industrial Machinery Company, especially sales representative Bill Cross.

"Linder's service has been outstanding," declared Heffner. "When we first started, we needed equipment fast. They made it easy to get financing through Komatsu Financial, and we had three machines on the ground in no time."

That quick response and ongoing support have given Elite Infrastructure Group peace of mind when projects hit rough patches.

"These machines get beat up — they're not like a car you drive down the road," Duke acknowledged. "They're out there breaking rock and hammering away. They're going to have problems, and you have to have somebody who is there to support you with parts and service. Although we do have our own field mechanic, it's nice to have Linder's expertise as well, because that's what they do all day every day, and they do a great job."

That dependability from Linder and Komatsu has allowed the company to expand strategically and take on larger, more complex jobs.

"Komatsu equipment is a great product at a great price, and the warranty support has been impeccable," remarked Duke. "If we have a problem, we just pick up the phone, and they're out here within 24 hours, or they're trying to figure out a way to get us a spare machine if needed, which they've done a couple times. They've let us demo some machines as well. All in all, Linder has been fantastic, and we'll continue to partner with them in the future."

## Steady growth

Looking ahead, Heffner and Duke are determined to keep building a reputation for quality work, strong partnerships and a dedicated team.

"We'd like to grow to 80 or 90 employees, maybe \$25 million in revenue, but keep that family feel," emphasized Heffner.

"When people hear Elite Infrastructure Group, we want them to think of top-notch service, on-time delivery and no surprises," concluded Duke. "We just want to be known as a quality group with quality people and quality equipment, thanks to Linder." ■

*\*The opinions expressed here are based on the customer's specific experience. Results may vary.*

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# Experience the next level of innovation

## CONEXPO-CON/AGG will return to Las Vegas with new features slated for North America's largest construction trade show

**C**ONEXPO-CON/AGG will return to the Las Vegas Convention Center from March 3 to 7, 2026, introducing new features and innovations to the triennial event, which is the largest construction trade show in North America. The 2023 show set an attendee record with more than 139,000 from 133 countries. Over 2,400 exhibitors participated, spread across 3 million square feet of exhibit space.

*"We are especially excited to create new experiences and features for both attendees and exhibitors."*

*-Dana Wuesthoff,  
CONEXPO-CON/AGG Show Director*

"The continued growth and success of CONEXPO-CON/AGG has set a new benchmark for the industry," said CONEXPO-CON/AGG Show Director Dana Wuesthoff. "Building on this momentum, we will deliver an even more impactful event in 2026, continuing to provide unparalleled opportunities for networking,

education and highlighting the latest innovations in the construction industry. We are especially excited to create new experiences and features for both attendees and exhibitors."

### New in 2026

**Ground Breakers stage:** The keynote stage will highlight the global contributions of the construction industry and bring focus to critical industry topics.

Key topics include:

- Innovation in construction technology and practices
- Public policy impacting the industry
- Workforce development and addressing labor challenges
- Sustainability and environmental responsibility
- Mental health and well-being in the construction sector

**EmpowerHER workshop:** During Women in Construction Week 2026, the EmpowerHER workshop will be a special



North America's largest construction trade show, CONEXPO-CON/AGG, will return to the Las Vegas Convention Center March 3-7, 2026.



2,000 exhibitors are expected at CONEXPO-CON/AGG 2026, including Komatsu.

event dedicated to addressing the unique challenges and opportunities women face in the construction industry.

This program includes:

- Networking events fostering connections and community among women in the construction industry
- Peer-led panel discussions and keynote presentations featuring industry leaders and experts
- Sponsorship opportunities to support and promote women-focused initiatives

**Small Business workshop:** This recognizes the vital role of small businesses in the construction sector, addressing the unique challenges faced by small business owners.

It will provide:

- Networking events to build valuable connections for small businesses
- Best practices and practical tools that can be implemented immediately
- Sponsorship opportunities to support small business success

**Shop Talks and Walks workshop:** This maintenance-focused program is designed to provide attendees with practical solutions for everyday challenges.

This program will feature:

- Special events focused on preventive maintenance, equipment efficiency and increasing uptime
- Educational opportunities focused on providing attendees with the tools to solve real-world challenges

### Visit Komatsu

Komatsu is expected to have a large booth in the West Hall (W41945) and welcomes all to take an up-close look at its latest products, designed to help improve your operation. Meet with Komatsu experts to learn more about the equipment, Smart Construction solutions and services offered. ■

### CONEXPO-CON/AGG in focus

Held every three years, CONEXPO-CON/AGG showcases the latest equipment, products, services, and technologies for the construction industry, along with industry-leading education. For more information, visit <https://www.conexpoconagg.com>.

**When:** March 3-7, 2026

**Where:** Las Vegas Convention Center

**Expected exhibit space:** 2.9 million square feet

**Expected exhibitors:** 2,000

**Education sessions:** 150

# Delivering diverse projects

## Ferreira Construction tackles marine, bridge and civil work across Florida's east coast with Komatsu IMC equipment



**John Ciabattari,**  
Vice President of the  
Hobe Sound Division

**W**hen Ferreira Construction expanded its reach to Florida more than a decade ago, the vision was clear: build on strong relationships, diversify services, and invest in people and equipment that make a difference. Today, that strategy has helped Ferreira's Hobe Sound Division grow from a small marine operation into a major player in bridges, civil sitework and more.

"About 15 years ago, our division was a crew of 10 doing small marine jobs," recalled John Ciabattari, Vice President of Ferreira's Hobe Sound Division. "Now, we have over 220 employees and hundreds of pieces of equipment just in this division."

Ferreira's local territory spans from southern Palm Beach County up through northern

Indian River County. This stretch of Florida continues to see a surge in population and development, providing steady opportunities for a company with broad capabilities.

"Florida is booming with more than a thousand people a day moving here," Ciabattari said. "That means new roads, bridges, housing, utilities — the full package. We're positioned well to keep up with that growth."

The division's scope of work is intentionally diverse. In addition to marine work, Ferreira runs major Department of Transportation (DOT) bridge projects, civil sitework, and even traffic signalization and lighting.

"When you do it all in-house, you control costs and coordination," Ciabattari explained. "It's easier for the client, and for us, it means we can keep our people busy and move them where needed. That flexibility helps us balance our workload across sectors."

Ferreira's history is rooted in a strong family culture that extends to every jobsite. From its start in 1988 as Ferreira Trucking Inc., the company transformed into Ferreira Construction in 1993 and has continued to grow nationwide under President and CEO Nelson Ferreira's leadership.

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***"We'd be nothing without our employees."***

*- John Ciabattari,  
Vice President of the Hobe Sound Division,  
Ferreira Construction*

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"Nelson has grown this company into a billion-and-a-half-dollar operation," Ciabattari stated. "He's the kind of leader who'll come to the site and work alongside the crew. That down-to-earth attitude filters through the whole company."

Ferreira's employees have been key to its growth and reputation as well. Many team members have stayed for years, building experience and trust that show up in the quality of work.

"We'd be nothing without our employees," Ciabattari declared. "We focus on keeping them here with us — training, opportunities to grow and treating them like family."

### Customer snapshot

**Company:** Ferreira Construction – Hobe Sound Division

**Location:** Stuart, Florida

**Employees:** 220+ (1,700 nationwide)

**Established:** 1988

**Area of expertise:** Marine, bridge and civil sitework

**Komatsu equipment:** PC490LCi-11 IMC excavator; PC138 excavator; D71PXi-24, D51PXi-24 and D39PXi-24 IMC dozers; HM300 articulated trucks

**Komatsu technology:** intelligent machine control (IMC)

Ferreira is currently completing a bridge project in Palm Beach, Fla.





## ▶ VIDEO

An operator loads material into the bed of a Komatsu HM300 articulated truck with a Komatsu PC490LCi-11 intelligent machine control (IMC) excavator.

### Efficiency through IMC

Ferreira's fleet has grown to match its expanding workload, with about 400 pieces of equipment dedicated to the Hobe Sound Division alone, including numerous Komatsu intelligent machine control (IMC) excavators and dozers purchased through Linder Industrial Machinery Company.

"When we took on a big sitework job last year, we leaned into Komatsu's intelligent machine control," Ciabattari noted. "We bought a Komatsu PC490LCi-11 excavator and several Komatsu dozers — D71PXi-24, D51PXi-24 and D39PXi-24 models — that have made us more efficient. The operators love the technology and the visibility these machines offer."

The versatility of the Komatsu lineup is critical for projects that range from tight parking lot grading to large-scale earthmoving. Smaller dozers like the D39PXi-24 allow Ferreira to tackle precise work, while larger machines handle heavy cuts and fills.

"Those D39s are perfect for trim work and tight spots," Ciabattari described. "They're versatile, and our guys love them."

For Ferreira, the benefits of IMC go beyond the iron itself. The GPS technology has helped the company stay competitive amid labor shortages and training new operators.

"Once we saw what the intelligent dozers and excavators could do, we were sold," Ciabattari reflected. "We're at least 30% more efficient on finishing work, and it cuts down on survey costs. It's worth the extra investment every time."

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***"We bought a Komatsu PC490LCi-11 excavator and several Komatsu dozers — D71PXi-24, D51PXi-24 and D39PXi-24 models — that have made us more efficient. The operators love the technology and the visibility these machines offer."***

*- John Ciabattari,  
Vice President of the Hobe Sound Division,  
Ferreira Construction*

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### Service beyond sales

This success is made possible by Ferreira's long-standing partnership with Linder and sales representative Dan Tafoya, who has supported the division for more than a decade. The trust built between the two companies keeps Ferreira's fleet modern and productive.

"Anybody can sell you a machine once, but service after the sale is what counts," Ciabattari emphasized. "Dan checks in on us all the time and helps us find the right equipment for each job. It's never just about pushing a sale — it's about what fits our business."



Discover more at  
[TheLinderLink.com](#)

*Continued...*

# 'The future looks good'

... continued

Linder's dedicated GPS support team adds another layer of value. Ferreira's crews rely on that expertise to keep their technology running smoothly and projects on track.

"We have our own Komatsu GPS experts in-house, so they just have to make one call, and we'll fix the problem," explained Tafoya. "We can also remotely tie into their machines

without having to be on-site, which is fantastic. We can see what the operator is seeing and help get productive within minutes."

---

**"Dan checks in on us all the time and helps us find the right equipment for each job."**

- John Ciabattari,  
Vice President of the Hobe Sound Division,  
Ferreira Construction

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## By the numbers

- 400 pieces of equipment keep crews versatile across marine, bridge and civil projects
- 30% more efficiency is achieved on finish work thanks to Komatsu IMC dozers and excavators



Linder's Dan Tafoya (left) works closely with Ferreira's John Ciabattari (right) to find the best equipment for Ferreira's diverse projects.

Ferreira utilizes a range of Komatsu IMC dozers, including a D51PXI-24.

## Poised to grow

As the Hobe Sound Division looks ahead, Ferreira's commitment to balancing civil, marine and bridge work positions it to thrive during Florida's development boom. The company's investments in IMC equipment and trusted partnerships will continue to play a major role.

"I think we're in a good spot for what's coming next," Ciabattari said. "The state is still growing fast, and we're set up to grow with it. As long as we keep our people strong and our equipment up to date, the future looks good."

The foundation of Ferreira's success remains its people, its quality of work and the relationships built along the way. That approach has helped the company grow steadily for decades — and keeps it ready for whatever comes next.

"We put in the time for our people, our clients and our equipment," Ciabattari said. "It all goes hand in hand. That's what keeps Ferreira moving forward." ■

*\*The opinions expressed here are based on the customer's specific experience. Results may vary.*





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# Giving back to a worthy cause

## Linder BOMAG Golf Classic raises \$50,000 for Construction Angels

The fairways of the Legends Golf Resort in Myrtle Beach, S.C., were alive with energy as Linder Industrial Machinery Company and BOMAG hosted the second annual Linder BOMAG Golf Classic. The event brought together customers, partners and construction professionals from across the Southeast for a day of friendly competition, networking and giving back to a worthy cause.

This year's tournament raised an impressive \$50,000 to benefit Construction Angels. This nonprofit organization provides financial assistance and grief counseling to the families

of construction workers who have tragically lost their lives on the job. The contribution represents significant growth from the inaugural event, highlighting the continued generosity and unity of the construction industry.

"This event is about more than golf — it's about taking care of the people who build our world," said Rob Tavenner, Vice President of Sales at Linder. "We're proud to stand with our partners and customers to support Construction Angels. The turnout, the generosity and the spirit of everyone involved truly show how strong this industry is when we come together for a common cause."

---

***"We're proud to stand with our partners and customers to support Construction Angels. The turnout, the generosity and the spirit of everyone involved truly show how strong this industry is when we come together for a common cause."***

*- Rob Tavenner,  
Vice President of Sales,  
Linder*

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(L-R) Smiles all around as Rob Tavenner, Linder's Vice President of Sales for the Carolinas, Construction Angels CEO Kristi Ronyak and BOMAG CEO Brian Bieller celebrate another successful year raising funds for Construction Angels at the annual Linder BOMAG Golf Classic in Myrtle Beach, S.C.

More than 80 players teed off under perfect Carolina skies, competing in a scramble-style tournament filled with contests, raffles and a few surprises along the way. One of the most talked about highlights was "excavator golf," a unique challenge that blended heavy equipment skills with a touch of humor and a lot of fun. A Komatsu PC88 excavator, equipped with a custom giant putter attachment designed by Werk-Brau, provided players with the opportunity to take a swing in true construction style. The challenge drew plenty of laughs and cheers as participants tested their precision, using the hydraulic controls to putt a golf ball gently.

After a great day on the course, players and sponsors gathered for lunch, an awards ceremony and the presentation of the \$50,000 donation to Construction Angels.

Kristi Ronyak, CEO of Construction Angels, expressed deep gratitude for the continued support: "The generosity from Linder and BOMAG means the world to us and to the families we serve. Every dollar raised goes directly to helping families navigate one of the hardest times in their lives. Knowing that industry leaders care enough to make this kind of impact gives us hope and strength to keep doing what we do."



(L-R) The Linder sales team, Tyler Halbert, Stuart Kay, Josh Brookshire, Matt Byram and Rob Tavenner, take a break on the green at the Linder BOMAG Golf Classic, proud to support families of fallen construction workers.



Bringing big iron to the fairway! The Komatsu PC88 excavator, paired with a Werk-Brau putter attachment, made for some fun golf moments.



Team photo time! Linder and BOMAG representatives stand proudly with the BOMAG Asphalt Distributor featured on the course during this year's Linder BOMAG Golf Classic.

Brian Bieller, CEO of BOMAG Americas, reinforced that message: "Our industry is built on hard-working men and women who take pride in their craft. When tragedy strikes, it's our responsibility to step up and support their families. We're proud to join Linder in this effort and look forward to growing this tournament year after year."

In just two years, the Linder BOMAG Golf Classic has evolved into more than a charity tournament — it's become a celebration of the industry's heart and humanity. Attendees left with memories of a great day on the course and the satisfaction of knowing they made a real difference.

"This is just the beginning," Tavenner added. "Every year, we want to build on this momentum and continue making a meaningful impact. It's a privilege to work with partners like BOMAG and Construction Angels, and we're excited about what the future holds."

From laughter on the greens to the roar of an excavator "putt," the 2025 Linder BOMAG Golf Classic proved that when the construction community comes together, great things happen — both on and off the course. Fifty thousand dollars may be the number, but the real impact is felt in the lives touched and the bonds strengthened across an industry that never stops building. ■

# Building data-center foundations

## Atlantic Construction Utilities Inc. delivers reliable dry-utility infrastructure with efficiency, safety and strong customer relationships



Caleb Lindsey,  
President



Justin Mihelich,  
Vice President of  
Preconstruction

**A**tlantic Construction Utilities Inc. (ACU) launched in 2021 and has scaled rapidly by concentrating on the dry-utility backbone of modern data centers. Founded by veteran builders and led in the field by seasoned superintendents, the company grew from a few dozen employees to a high-performing, multicrew operation in just a few years.

"We built ACU on hard-earned experience and a clear mission," said Justin Mihelich, Vice President of Preconstruction. "From day one, our focus has been data-center infrastructure. That clarity helped us recruit talent and move fast."

The company's core work centers on telecom and medium-voltage power, including excavation, conduit installation, concrete placement and backfill. ACU operates at a pace that mirrors the hyperscale market it

serves, aligning planning and manpower to tight schedules and evolving site conditions.

"Our end users expect speed, quality and accountability," stated Tim Carpenter, Operations Manager. "We organize crews to match those demands and stay in front of changes. Efficiency is built into our playbook."

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***"We built ACU on hard-earned experience and a clear mission. From day one, our focus has been data-center infrastructure."***

*- Justin Mihelich,  
Vice President of Preconstruction,  
ACU*

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Headquartered in Warrenton, Va., ACU's footprint stretches across the Delaware-Maryland-Virginia region, from Fredericksburg, Va., to Frederick, Md. The team follows data-center development as it migrates south and into adjacent states.

"Northern Virginia remains the hub, but the map is widening," noted Caleb Lindsey, President. "We see opportunity in Richmond and Southern Virginia next. Our model is to master a market and then replicate it."

ACU currently employs 217 people and runs 23 field crews, often coordinating multiple crews on large campuses. Leadership prioritizes local hiring to shorten commutes, stabilize productivity and strengthen jobsite culture.

"Talent attracts talent, and that's been our advantage," commented Lindsey. "We've reunited people who have worked well together for years. Those relationships translate into results for clients."

The company's philosophy blends production with safety, recognizing that both are non-negotiable in complex, crowded environments. Employees have participated in various levels of the OSHA (Occupational Safety and Health Administration) Outreach Training Program, which provides workers with basic and more advanced training about common safety and health hazards on the job. Foremen and superintendents hold OSHA 30-hour course completion cards, field teams carry at least OSHA 10-hour course completion cards,

### Customer snapshot

**Company:** Atlantic Construction Utilities Inc. (ACU)

**Location:** Warrenton, Virginia

**Employees:** 217

**Established:** 2021

**Area of expertise:** Dry-utility infrastructure for data centers, specializing in telecom and medium-voltage power

**Komatsu equipment:** PC360LC-11, PC138USLC-11 and PC88MR-11 excavators; WA270-8 wheel loaders

With a Komatsu PC88MR-11 excavator, operators can handle a variety of tasks on the jobsite, like removing support structures around concrete.





▶ VIDEO

An operator cuts a trench at a data center using a Komatsu PC360LC-11 excavator.

and a dedicated safety group audits sites and reinforces standards.

"You can't compromise safety and call it efficiency," remarked Carpenter. "There is a safe way to do the work, and we align the schedule to that method. That's how you deliver reliably over time."

***"The Komatsu PC360 excavator is our workhorse."***

*- Steve Huff,  
Director of Fleet Operations,  
ACU*

**Versatile equipment efficiency**

Equipment selection reflects ACU's emphasis on uptime and versatility. Over the last year, the company standardized its mainline digging around the Komatsu PC360LC-11 excavator and added flexible support gear to keep materials and crews moving.

"The Komatsu PC360 excavator is our workhorse," declared Steve Huff, Director of Fleet Operations. "It digs mainline, handles varied trench widths and changes tools quickly. That consistency keeps crews productive."

For site logistics, ACU deploys the Komatsu WA270-8 wheel loader as a shared resource across two or three crews on large jobs.

Quick-coupler setups let operators shift from a bucket to forks in minutes, cutting idle time and internal delays.

"The WA270 loader gives us mobility on sprawling sites," explained Huff. "We can move pipe, pallets and aggregate without bouncing loads across rough ground."

"It's comfortable, reliable and fast to adapt," added Carpenter.

To handle tighter footprints and specialty work, ACU uses Komatsu PC138USLC-11 and PC88MR-11 short tail swing excavators, along with BOMAG ride-on and trench rollers. Standardizing attachments and couplers across classes keeps tool changes simple and predictable.

"The quickest improvement is the one that removes a bottleneck," said Carpenter. "For us, that's tool-change speed and machine availability. If a crew waits, the schedule pays the price."

**Linder's support is key**

Consistent support and parts availability were the driving forces in ACU's decision to choose Komatsu equipment and partner with Linder. ACU added 23 excavators and a supporting fleet in about seven months, and it counts on overnight responses when needs change or machines require attention. Linder sales representative John Rocca and other staff members of Linder's



**Tim Carpenter,**  
Operations Manager



**Steve Huff,**  
Director of Fleet  
Operations



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

*Continued...*

# 'Komatsu and Linder back the iron, so our teams can perform'

... continued

Bealeton, Va., branch stage buckets, couplers and machines, so packages land where and when they're needed.

"Having a partnership with Komatsu and Linder enables us to get stuff on the fly," emphasized Huff. "I've called and asked for a PC360 excavator and gotten it the following day. Linder stocks what we need and sends techs

without delay. The service has been up to speed if something breaks, which has been minor."

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***"Linder's service and support make all the difference."***

*- Tim Carpenter,  
Operations Manager,  
ACU*

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## By the numbers

- 23 field crews
- 23 excavators were added in about 7 months thanks to Linder's quick support
- 14 projects currently underway



(L-R) ACU's Tim Carpenter relies on Linder's John Rocca to keep projects on schedule.

Carpenter added, "Labels don't dig trenches — operational machines do. Komatsu and Linder back the iron, so our teams can perform. That trust shows up in every schedule we meet. If we have a problem or need something, it's a simple phone call, and there's a sense of urgency with how they respond. If needed, they'll bring us loaner equipment while repairing a machine, so we don't have any downtime. Linder's service and support make all the difference."

## Market-driven growth

Looking ahead, ACU plans to deepen its presence in Virginia and keep expanding outward. The team expects continued momentum as AI and cloud workloads accelerate digital infrastructure.

"There's no end in sight for the need we serve," concluded Carpenter. "We'll scale responsibly, keep standards high and protect our reputation. That's how we intend to lead in this space." ■

*\*The opinions expressed here are based on the customer's specific experience. Results may vary.*

In addition to Komatsu machines, ACU's equipment fleet includes BOMAG rollers such as a BW 211 PD.



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XDP Bucket



HDP Bucket



ESCO®  
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## 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**



# Technology to help you work smarter



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](https://komatsu.com/imc)

**KOMATSU**

# Engineered for those who get it done

Next-generation Komatsu PC220LC-12 and PC220LCi-12 deliver greater comfort, performance and smart technology for today's hard-working operators

**K**omatsu's new PC220LC-12 and PC220LCi-12 excavators are built for contractors who want more than just power. Delivering the most comfortable and advanced excavator work environment Komatsu has ever created, the PC220LC-12 and PC220LCi-12 are operator-first machines that blend performance, comfort and smart technology to help boost productivity, shift after shift.

From the ground up, these 21- to 24-ton-class excavators have been reimagined and engineered around a simple premise — empower operators and you'll power productivity on your jobsite. The cab offers 28% more space, 30% more legroom, improved visibility, reduced noise and vibration, and a high-quality heated air-suspension seat. The new 8-inch HD monitor puts machine data, controls and customization options at an operator's fingertips.

Performance gains back up the comfort. A new electronically controlled hydraulic system and high-output engine help deliver an up to 8% increase in digging force, up to 7% more lift capacity and up to 20% cost reduction in fuel than the previous Komatsu PC210LC-11 model. The new P plus mode boosts workload productivity by up to 18%.

## Advanced tech and safety

While the PC220LC-12 has some integrated baseline smart technology, such as 2D machine control, contractors looking for next-level capabilities can step up to the Komatsu PC220LCi-12, which adds intelligent machine control (IMC) 3.0, Komatsu's latest smart technology.

Automated features on the PC220LCi-12, such as auto grade assist, auto stop control, bucket angle hold, compaction control, minimum distance control, auto swing and payload monitoring, help reduce operator workload while improving accuracy and boosting productivity. 3D boundary control is the first OEM factory-integrated feature of its kind in the construction industry. It's a unique technology that helps operators work efficiently across the entire jobsite by remembering multiple restriction zones specific to each work area. Auto-swing with travel stop functionality is also an industry first for excavators.

To promote zero harm, these excavators have features like rollover avoidance, KomVision 360-degree camera coverage, object detection, automatic deceleration controls, seat belt reminders and more. Maintenance is simplified with ground-level service points and extended replacement intervals, helping reduce maintenance costs by up to 20%.

By empowering operators with enhanced comfort, cutting-edge technology and customizable features, the Komatsu PC220LC-12 and PC220LCi-12 excavators represent the next step forward for contractors seeking to maximize productivity and reduce total cost of ownership. ■

*\*All percentage claims are based on a comparison to the previous PC210LC-11 model. Reductions in maintenance costs are due to longer replacement intervals for hydraulic oil and oil filters and longer cleaning intervals for the particulate filter.*

## Equipment snapshot

**Models:** PC220LC-12 and PC220LCi-12

**Operating Weight:** 53,352-54,675 lbs.

**Horsepower:** 5% increase

**Digging Force:** Up to 8% increase

**Lifting Capacity:** Up to 7% increase

**Fuel:** Up to 20% cost reduction

**Cab Space:** 28% larger and 30% more legroom

**Visibility:** 50% increase

**Maintenance:** Up to 20% lower costs

**Technology:** 2D machine control standard and IMC 3.0 on the PC220LCi-12



Komatsu's new PC220LC-12 excavator and PC220LCi intelligent machine control (IMC) 3.0 excavator are ideal for residential and commercial contractors.

# Tackling brownfield projects

From multifamily developments to healthcare facilities, Sitecrafters of Florida Inc. consistently overcomes logistical challenges to keep projects on schedule



Ted Kempton,  
Owner and  
President



Discover more at  
TheLinderLink.com

Sitecrafters of Florida Inc. has spent more than two decades building a reputation for expertise in underground utility and sitework projects across West Central Florida. Founded in 2003 by Ted Kempton, the Tampa-based company has grown from a small operation into a disciplined contractor with seven utility crews and roughly 45 employees.

"I started Sitecrafters after working as a landscape architect for more than 20 years," recalled Kempton. "The company originally handled high-end residential construction in addition to sitework, but we quickly realized our strengths were in complex urban commercial projects. Over the years, we've refined our focus and grown into what we are today."

Sitecrafters concentrates its efforts on multifamily, institutional, educational and healthcare projects. The company's work is characterized by constrained jobsites,

complicated logistics, and existing utilities that require extensive planning and coordination.

"We primarily work in brownfield environments where space is tight and existing infrastructure provides a range of challenges," Kempton explained. "These projects demand organization, professionalism and a willingness to plan every move."

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***"We primarily work in brownfield environments where space is tight and existing infrastructure provides a range of challenges. These projects demand organization, professionalism and a willingness to plan every move."***

*- Ted Kempton,  
Owner and President,  
Sitecrafters of Florida Inc.*

---

As a service-disabled veteran-owned small business, Sitecrafters values its military heritage. Kempton noted that the company's success is built on lessons learned from previous work and a reliable team of employees, often hired with military background. For a majority of projects, General Superintendent Brian Ackerson and Superintendent Joey Stewart work closely with Kempton to maintain consistency in operations and leadership.

"Our business model revolves around disciplined growth," said Kempton. "We've learned the hard way not to take on too much work or spread ourselves too far geographically. Staying disciplined ensures we deliver quality results and remain profitable."

## Keeping crews productive

In addition to its people, Sitecrafters' capabilities are bolstered by a reliable fleet of Komatsu equipment purchased and serviced through Linder Industrial Machinery Company, including PC210LC-11, PC290LC-11 and PC360LC-11 excavators, WA270-8 and WA320-8 wheel loaders, and D39PX-24 dozers. Sitecrafters also utilizes BOMAG rollers.

"Our Komatsu equipment works when we need it to work, and that's a big deal for us," stated Kempton. "We provide our crews with reliable machines because if your equipment is down, that's on you. Weather and general contractors can throw enough curveballs — equipment failures should never be one of them."

## Customer snapshot

**Company:** Sitecrafters of Florida Inc.

**Location:** Tampa, Florida

**Employees:** 45

**Established:** 2003

**Area of expertise:** Underground utility and sitework projects in constrained, brownfield environments

**Komatsu equipment:** PC210LC-11, PC290LC-11 and PC360LC-11 excavators; WA270-8 and WA320-8 wheel loaders; D39PX-24 dozers

**Komatsu technology:** Komtrax

With a Komatsu D39PX-24 dozer, an operator cuts the surface to grade.





▶ VIDEO

A Komatsu WA270-8 wheel loader helps operators move material around the jobsite efficiently.

The durability and value of Komatsu machines were also crucial factors in Sitecrafters' decision to standardize its fleet.

"Komatsu equipment gives us the best value," declared Ackerson. "It's durable, performs as well as higher-priced brands and comes with better support. That's why all our big iron is Komatsu."

***"Komatsu equipment gives us the best value."***

*- Brian Ackerson,  
General Superintendent,  
Sitecrafters of Florida Inc.*

Ackerson pointed to the company's current multiphase residential project as a good example of how the fleet keeps things running smoothly in a complex environment.

"The jobsite used to be the active parking lot for a restaurant, and we have to keep their lift station live until the new one is ready," Ackerson described. "We're working around customers and an active business, so downtime is not an option. The Komatsu PC290LC-11 excavator with a densifier lets us crush demo material and make our own road base right here, which saves time and cost."

Ackerson continued, "The PC360LC-11 excavator came in handy on a lift station that was 22 feet deep. It has the reach and power to get the job done, and the loaders and dozers keep everything around the job moving efficiently, so we stay on schedule even when the site is tight."

*Continued...*



Sitecrafters of Florida Inc. is currently working on a multifamily project.

An operator uses a Komatsu PC360LC-11 excavator to place material at Sitecrafters' multifamily jobsite.



# 'We take pride in delivering value'

... continued

## Support that delivers

Ackerson added that Linder's product support is a major reason Sitecrafters continues to invest in Komatsu equipment. The partnership with sales representative Randy Thomas ensures downtime is minimized and service is proactive.

"Linder makes it easy to do business," said Kempton. "Randy has always been a straight shooter with me, been honest and given us

good service. He's always been there, and he knows our business, so he's not trying to sell us a machine that just doesn't work with what we do."

"I can call our product support rep, Mike Hagy, and within an hour, he's on-site if needed," emphasized Ackerson. "Sometimes, he even talks me through a fix over the phone, saving us a service call."

Sitecrafters also benefits from Komatsu's Komtrax telematics program. This tool provides real-time insights into machine usage and idle times, helping the company reduce wear and tear while improving fuel efficiency.

"Komtrax sends us a weekly report that tracks idle times, and I share it with all our foremen," Ackerson explained. "If a crew has excessive idle time, they get called out, and it motivates everyone to be more efficient. It's a simple but effective way to keep costs down and extend equipment life."

Additionally, the company uses Komatsu Care and PM agreements to stay ahead on maintenance, ensuring machines are serviced at the right intervals without interrupting productivity.

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***"Linder takes care of scheduling and even performs maintenance after hours. That means we're not losing runtime during the day, which is huge for keeping projects on track."***

*- Brian Ackerson,  
General Superintendent,  
Sitecrafters of Florida Inc.*

---

"Linder takes care of scheduling and even performs maintenance after hours," remarked Ackerson. "That means we're not losing runtime during the day, which is huge for keeping projects on track."

## Future

Moving forward, Kempton expects Sitecrafters to continue growing at a sustainable pace while maintaining its commitment to quality, honesty and value.

"Our future depends on staying disciplined, hiring good people and sticking to what works," Kempton concluded. "We may not be the only company that can do this work, but we take pride in delivering value and building lasting relationships. That's who we are, and that's what we'll continue to do." ■

*\*The opinions expressed here are based on the customer's specific experience. Results may vary.*

## By the numbers

- 7 utility crews
- 1 hour or less is typically all it takes for a Linder product support representative to be on-site if needed



(L-R) Sitecrafters' Ted Kempton, Joey Stewart and Brian Ackerson work closely with Linder's Randy Thomas to find the best equipment for their projects.

Sitecrafters relies on equipment like its Komatsu PC290LC-11 excavator with a densifier to crush concrete on-site.



# MASTER YOUR TERRAIN



## TIRES

### Wheeled Dumper Series

- High travel speeds (up to 21.7 mph)
- 3 styles (rear dumper, multi-view swivel dumper and swivel dumper)
- 180° bed rotation on 2 models
- 6-15 ton carrying capacities
- Customizable with a wide range of support equipment options for any construction application



Specs  
& Videos



## TRACKS

### Rubber Track Carrier Series

- Low ground pressure (5.3-8.3 PSI)
- 3 styles, 8 models (rotating, standard, utility)
- 360° bed rotation on 2 models
- 6-14 ton carrying capacities
- Customizable with a wide range of support equipment options for any construction application



Specs  
& Videos

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Montabert V32 variable hydraulic breaker



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# Service you can count on

**With a skilled team and improved communication, Linder's Bealeton branch delivers fast, reliable repairs that keep Virginia contractors running strong**

**A**t Linder Industrial Machinery Company's Bealeton, Va., branch, the focus is clear: rebuild trust, strengthen relationships, and deliver the dependable service that customers deserve. Linder assumed the operation of the previous distributor in 2024 and has quickly developed a reputation for responsiveness and technical expertise under the leadership of Service Manager Mike Myers, who joined Linder in early 2025 and brings more than 25 years of experience in heavy equipment service and repair. His background includes time as a parts specialist, field service supervisor and truck shop leader — all of which prepared him to oversee a team dedicated to customer satisfaction.

"The challenge of repairing relationships and rebuilding the reputation for this branch were what drew me here," shared Myers. "This was an opportunity with a clean slate to do things the right way. So far, relationships have improved, and we're turning machines around faster than ever — usually within 24 hours. We also now have daily communication with customers through emails, text messages and phone calls to keep them informed throughout the repair process."

## Shop responsiveness

The Bealeton team currently includes three shop technicians and four field technicians, and the branch recently expanded its capabilities by adding an on-site welder and line borer, enabling faster turnaround on complex repairs.

"Our technicians are trained across manufacturers, so we can handle a mixed fleet with no problem," emphasized Myers. "From PM services to full rebuilds, we can do it all. We have the manpower now to take care of anything that comes through the door. It's all about getting customers back up and running as quickly as possible."

For longtime technician David Grove, who has worked at the location for several years, the improvements under Linder's management are tangible.

"They've done a great job of stocking the shop with better tools and equipment," Grove commented. "We've rebuilt transmissions,

engines, and even worked on larger mining-size dozers and excavators. Whatever comes in, we make sure it's right before it leaves."

## Long-term commitment

Doing the job right reflects Linder's larger commitment to reliability and customer support across Virginia. Vice President of Virginia Sales Gino Morin noted that Bealeton represents a key part of the company's statewide reinvestment in people, training and service infrastructure.

"Our goal is to communicate clearly and act with urgency," stated Morin. "Customers want to know what's happening with their machines and when they'll get them back. We're building our service departments and parts inventories around those expectations."

Morin added that Linder's 75-year history in the industry reinforces its long-term commitment to Virginia contractors.

"We're here to stay," Morin declared. "We're selling the best equipment and backing it with exceptional service and parts support."

As the Bealeton branch continues to grow, Myers noted that customer service is at the heart of how the branch will function.

"We know the past hasn't always been positive, but if customers give us a chance, we'll earn their trust," said Myers. "We're ready to prove what this team and Linder can do." ■



**Mike Myers,**  
Service Manager,  
Linder



**David Grove,**  
Shop Technician,  
Linder



**Gino Morin,**  
Vice President  
of Virginia Sales,  
Linder

**A technician services equipment for a customer at Linder's Bealeton, Va., branch.**



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

▶ VIDEO

# Doing it all

## Central Site Development tackles a wide range of projects in Florida with a fully in-house approach to sitework



Michael Blackwell,  
COO

**C**entral Site Development LLC has earned its reputation by handling every aspect of site development, from clearing untouched land to building roads and utilities. Founded in 2005, the Florida-based company has grown steadily by focusing on quality work and long-term client partnerships. Today, its projects set the groundwork for communities to grow.

“When we started the business, we saw an opportunity to do things differently,” reflected Michael Blackwell, Chief Operating Officer. “We wanted to keep everything in-house — from earthwork to utilities — so we could control quality and schedules. That’s still our philosophy today.”

Blackwell’s path into construction was far from typical, having come from an aviation background before teaming up with Chief Executive Officer Jody Caliguire and Chief

Financial Officer Kati Trammel in 2005 to help build the business. He believes his unique perspective has helped shape how they run the company today, and Central Site Development has grown about 700% since he moved into the COO role in 2015.

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***“I’m proud to say that the business has flourished with our focus on client satisfaction.”***

*- Michael Blackwell,  
COO,  
Central Site Development*

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“I didn’t grow up in construction — I was flying corporate jets when I first met Jody,” Blackwell recalled. “That experience taught me to see operations through a different lens, which helped us modernize and push for technology that many in this industry resisted at first. It’s been an advantage for us ever since.”

From its offices in Brandon, Fla., Central Site Development now covers eight counties, stretching from Charlotte County to Pasco County and into the Orlando area. This reach allows the company to take on diverse projects while maintaining strong ties with its repeat clients.

“I’m proud to say that the business has flourished with our focus on client satisfaction,” stated Blackwell.

### Customer snapshot

**Company:** Central Site Development LLC

**Location:** Brandon, Florida

**Established:** 2005

**Area of expertise:** Multifamily site development, including clearing, earthwork, utilities, roadways and paving

**Komatsu equipment:** PC360 excavators; WA270 and WA380 wheel loaders; D39 and D51 dozers; GD655 motor grader

Central Site Development grades efficiently with a Komatsu D39PX dozer.





► VIDEO

A pipe crew uses a Komatsu PC360LC excavator to place poured concrete structures at a multifamily jobsite.

Much of the company's strength lies in its people. Many key managers and team members have been with the company for more than a decade, a reflection of its commitment to developing talent from within.

"We really pride ourselves on developing internally and growing organically through the business," elaborated Blackwell. "We find that the power and strength in our business is taking younger folks and growing them through the business, changing their positions as they grow, and it's proven very well for us."

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***"The broad spectrum of our business runs on Komatsu equipment because it's reliable and keeps us productive."***

*- Michael Blackwell,  
COO,  
Central Site Development*

---

### Turnkey service

Central Site Development specializes in multifamily housing sites, offering turnkey services for the entire scope of a project, including clearing, earthwork, utilities, roadways and final paving. This full-service approach allows the company to hand off a pad-ready site for clients to build vertical structures. Central Site Development relies on Komatsu

equipment to handle the demanding schedules and diverse jobsites.

"Our fleet covers everything we need, from graders and dozers to loaders and excavators," described Blackwell. "All of our utility crews rely on Komatsu machines — PC360 excavators, WA270 and WA380 loaders, and D39 and D51 dozers. The broad spectrum of our business runs on Komatsu equipment because it's reliable and keeps us productive."

Technology has also become a major part of Central Site Development's operation. The company incorporates GPS systems on its equipment to enhance precision and efficiency on jobsites.

"Because I come from an aviation background where GPS is the norm, I like to tell people that if an airplane can land with GPS, we can cut a road with it too," said Blackwell. "It's about using technology to work smarter, not harder."

### Trusted partnership

To find the right equipment and support for its diverse projects, partnering with Linder Industrial Machinery Company and Komatsu has proven to be a winning combination.

"We've used Komatsu equipment for over 20 years — about 80% of our fleet is Komatsu — and Linder offers the best support,"



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

*Continued...*

# 'The equipment is great'

... continued

Blackwell declared. "The equipment is great, but Linder's service, responsiveness and dedicated staff make all the difference. If we have an issue, they're out here immediately, and that keeps us moving and building."

Central Site Development's relationships with sales representative Matt Riggs-Stites and product support representative Mike Hagy have been instrumental to its success

as well. They stay engaged with the team and check in regularly.

"Matt and Mike are huge for us," Blackwell commented. "They don't just sell us equipment and disappear. They care about how things are working for us in the field. They understand the business, and I can call them anytime."

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**"Linder offers the best support."**

- Michael Blackwell,  
COO,  
Central Site Development

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Blackwell added, "When we make big purchases, it's not just about price. It's about long-term reliability, fuel efficiency and the support that comes with it. Linder and Komatsu deliver all of that."

## Looking ahead

Looking ahead, the company expects steady growth in Florida's booming construction market. Blackwell noted that the plan is to grow responsibly while staying true to the company's core values.

"We're very fortunate to be here in Florida," Blackwell remarked. "There are a lot of people still moving here, so the opportunities here are endless from a site development perspective as well as vertical construction. We see a really good forecast for work upcoming. We'll continue to provide our clients' projects on time and on budget, and keep doing the best job we can do." ■

*\*The opinions expressed here are based on the customer's specific experience. Results may vary.*

## By the numbers

- 8 counties covered in Florida
- 700% growth since 2015 demonstrates how investing in people, equipment and technology drives sustainable expansion
- 20+ years of partnership with Komatsu and Linder
- 80% of Central Site Development's machines are Komatsu



(L-R) Central Site Development's team includes Tristan Furgason, Michael Blackwell, Kati Trammel, Alex Eljallad, Jeff Streeter and Kate Watts, who work with Linder's Matt Riggs-Stites to find the right equipment for their projects.

Central Site Development moves items around the jobsite with a WA270 wheel loader.



# BETTER TRACTION MEANS THE BEST COMPACTION

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

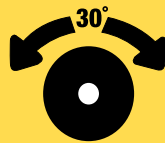


The **BOMAG BC 1173 RB-5** delivers a quad pump drive and 30 degrees of oscillation in the center joint, keeping all four wheels on the face at all times. Unlike two-wheeled designs that can lose contact on uneven slopes and surfaces, a BOMAG refuse compactor keeps all four wheels on the ground for full-coverage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

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Unified head and lugs increase compatibility and simplify mounting

Innovative regen tray mounting system moves independently of the shear body to reduce maintenance

Improved stick design with fewer weld joints for improved strength and durability

Narrower shear body with solid pivot wraps

Blade kits match current GXT model kits

Redesigned pivot system reduces structural component stress

# The NeXT EVOlution is here.

**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](http://linder.com).**



# Make the most of your telematics data

## My Komatsu gives you an easy way to collect, view and monitor machine information from Komatsu and non-Komatsu equipment

**T**elematics data can help drive results for business operations, but only when it's collected and analyzed efficiently.

My Komatsu, Komatsu's comprehensive digital hub, analyzes telematics data from your on-machine technology — including Komtrax, Komtrax Plus and ISO API 15143-3 (AEMP 2.0) data from other OEMs — and displays it on easy-to-read dashboards. With My Komatsu, you can access data that's generated by Komatsu and non-Komatsu equipment anytime, from anywhere.

---

***"It's a huge benefit in time and cost savings that you can monitor an entire fleet on a single platform, regardless of OEM."***

*-Tommy Hergenreder,  
North American Manager,  
Digital Product,  
Komatsu*

---

My Komatsu minimizes your logins and helps you see your data all in one place. ISO integration and analytics are included as standard features with your registration. ISO API 15143-3 (AEMP 2.0) computer code allows fleet managers to integrate new digital telematics data into existing fleet management systems, letting you see your complete fleet, pull operation reports and set alerts.

"It's a huge benefit in time and cost savings that you can monitor an entire fleet on a single platform, regardless of OEM," said Tommy Hergenreder, North American Manager, Digital Product, Komatsu. "Another is that Komatsu doesn't charge for connecting other APIs, which some OEMs do. Currently, there is a long list of other manufacturers that you can get API credentials for, and it's growing all the time."

Komtrax data flows to Komtrax storage, while ISO 15143-3 (AEMP 2.0) facilitates the extraction

and raw data to your choice of database. My Komatsu connects telematics data from all machines or accesses it through monitoring and analysis services to create powerful analytics dashboard views.

### Benefit your bottom line

With My Komatsu, you can:

- Get actionable information to monitor machines and help guide decisions
- Quickly view and manage data on one dashboard
- Receive maintenance alerts and order parts
- Troubleshoot to minimize downtime
- Monitor for theft and unauthorized use
- Benchmark machine performance
- Track fuel consumption and manage fuel efficiency

Available data points with My Komatsu vary by OEM and machine applications, but they generally include last known location, engine status, cumulative operating hours and more.

"One API credential from the OEM covers all of that manufacturer's machines that you may have and want to input into your My Fleet page on My Komatsu," said Andrew Casey, Digital Solutions Analyst, Komatsu. "This is a very cost-effective, convenient solution to managing a mixed fleet without any additional cost to implement My Komatsu." ■



My Komatsu minimizes logins and displays your data all in one place.

# German Precision & Performance For The American Farmer

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# Advanced formula with phosphates

**Komatsu Supercoolant helps provide better protection against corrosion and a longer life to reduce downtime and costs**

**Y**our equipment can face a range of temperature extremes. Without proper protection against high heat and extreme cold, corrosion could occur in the engine, which leads to performance issues. The new Komatsu Supercoolant delivers a formula designed to better protect components against the elements and premature failure.

Komatsu Supercoolant uses advanced POAT (phosphated organic acid technology) with corrosion inhibitors. The new formula has been certified for use in Cummins heavy-duty diesel engines and meets CES 14603 standards. This means it can be used in all Komatsu equipment and other all-makes equipment with Cummins engines.

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***“The new Komatsu-specific formula adds phosphates that provide extra protection for components against corrosion. That protection helps ensure long life and that components don’t prematurely wear.”***

*- Tony Laskero,  
Senior Manager of Aftermarket,  
Komatsu*

---

“The new Komatsu-specific formula adds phosphates that provide extra protection for components against corrosion,” explained Tony Laskero, Komatsu’s Senior Manager of Aftermarket. “That protection helps ensure long life and that components don’t prematurely wear.”

In addition to better protection, the new Komatsu Supercoolant formula has a longer replacement interval — up to 12,000 hours with regular KOWA (Komatsu Oil and Wear Analysis) sampling and adding an extender additive after 6,000 hours.

“KOWA should be performed at every maintenance interval as it’s similar to a ‘blood test’ that can identify issues that need to be addressed before they become catastrophic,” Laskero said. “With this new Komatsu Supercoolant, at 6,000 hours, you should perform a KOWA, and if everything is in good working order, you can add the extender to prolong life. An additional KOWA should be performed at 9,000 hours. At 12,000 hours, it’s time to flush the cooling system and add new Supercoolant.”

When switching from the previous Komatsu Supercoolant formula, a cooling system flush is not needed. However, it should not be mixed with other coolant brands.

“If you are using a different brand of coolant currently, it is advised that you perform a coolant system flush before using Supercoolant for the first time,” stated Laskero. “Once you have Komatsu Supercoolant in your machinery, you get extended interval replacement, which can help reduce downtime and maintenance costs. A bonus is you can use it in non-Komatsu equipment with Cummins engines.”

Komatsu Supercoolant is available in 1-gallon jugs, 5-gallon pails, 55-gallon drums and 320-gallon totes through your Komatsu distributor and on My Komatsu. Consult your machine’s operator and maintenance manual (OMM) or distributor representative for the proper fluid level. ■

*All comparisons are to the previous Komatsu version or model unless otherwise stated.*



The new Komatsu Supercoolant formula uses advanced POAT (phosphated organic acid technology) with corrosion inhibitors.

# Built for the field

From hay operations to row crops, Linder Turf & Tractor demonstrates Deutz-Fahr equipment designed to meet the real demands of working farmers



Frank Chenowith,  
Agricultural Equipment  
Sales Specialist,  
North Florida,  
Linder Turf & Tractor

**F**armers across North Florida gathered at Sykes Family Farms in mid-October for the Deutz-Fahr Demo Day event, hosted by Linder Turf & Tractor. The day-long showcase offered hands-on experience with Deutz-Fahr's full line of tractors, from 125-horsepower Series 5 models to the 340-horsepower 9340 TTV Agrotron — each designed to meet the demands of modern agriculture.

"This event was all about giving farmers a chance to see, feel and drive the equipment," said Frank Chenowith, Agricultural Equipment Sales Specialist, North Florida, Linder Turf & Tractor. "They got to sit in the tractors, talk to our Deutz-Fahr service techs and factory representatives, and learn about the technology and comfort these machines offer."

About 100 attendees participated in the event, enjoying food, conversation and live demonstrations. For Linder Turf & Tractor, the event was more than just a showcase of equipment, it was a chance to highlight its commitment to service, reliability and building relationships.

"In the farming community, service is everything," emphasized Chenowith. "If we

can't service it, farmers aren't going to buy it. We're here to show them that we have the parts, the service team and the dependability they can count on."

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***"This event was all about giving farmers a chance to see, feel and drive the equipment."***

*- Frank Chenowith,  
Agricultural Equipment Sales Specialist,  
North Florida,  
Linder Turf & Tractor*

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## Technology comes standard

The Deutz-Fahr equipment lineup displayed versatility and operator comfort. Each tractor came fully equipped with features that would typically be optional elsewhere.

"What's unique about Deutz-Fahr is that when you buy it, it comes fully loaded," Chenowith explained. "There's nothing extra a farmer needs to buy to make it do its job. It's ready to go to work right out of the gate."

Attendees also learned about the tractors' advanced features, such as cab suspension and front-axle suspension systems that provide exceptional ride comfort, as well as



Customers check out the capabilities of a Deutz-Fahr Series 6 tractor at Linder Turf & Tractor's Deutz-Fahr Demo Day.



▶ VIDEO

Linder Turf & Tractor invests in its support staff to provide top-tier service for farmers utilizing Deutz-Fahr equipment.

integrated front three-point hitches that enable simultaneous front and rear implement operation.

***"We're here to show them that we have the parts, the service team and the dependability they can count on."***

*- Frank Chenowith,  
Agricultural Equipment Sales Specialist,  
North Florida,  
Linder Turf & Tractor*

"You can run a mower on the front and another on the back for a 30-foot swath, and it will windrow for your hay," described Chenowith. "That cuts your hay mowing time significantly and makes the operation far more efficient."

Beyond tractors, Linder Turf & Tractor also showcased complementary Pottinger implements, including hay mowers and attachments designed to expand productivity.

"If you're a hay farmer or run a dairy operation, we have the equipment to match your needs,"

Chenowith added. "It's all about having the right tools to get the job done."

**Building relationships**

For Chenowith, the event also carried a personal connection. Having worked in the agricultural equipment industry since the late 1990s, he's built long-term relationships with many of the area's farmers.

"I've known a lot of these farmers for decades," Chenowith shared. "When I came over to Linder Turf & Tractor, it was because I saw an opportunity to give them better service and more reliable machines. Linder Turf & Tractor and Deutz-Fahr are the right combination to make that happen."

As Linder Turf & Tractor continues expanding its agricultural presence across the region, its Deutz-Fahr Demo Day represents the company's commitment to supporting local farmers with quality equipment and trusted service.

"We're here for you," said Chenowith. "I'll do whatever it takes to help our farmers succeed." ■



Discover more at  
TheLinderLink.com

# Educational event for customers

## Spring Demo Days 2025 gave attendees a firsthand look at Komatsu's new solutions and the opportunity to operate equipment



Watch the video

**K**omatsu's Customer Center in Cartersville, Ga., buzzed with energy during Spring Demo Days 2025, as contractors, fleet managers and heavy equipment operators from across North America gathered for three days of hands-on experiences, technology previews and one-on-one conversations with Komatsu specialists.

From intelligent machine control (IMC) 3.0 and other Smart Construction solutions like drone surveying tools, the event underscored Komatsu's commitment to innovation — and more importantly, to the companies and individuals across the construction industry who put that technology to work.

"Spring Demo Days 2025 showcased a range of our Komatsu and partner brands' products — from our IMC 2.0 dozers and 3D Machine Guidance excavators to the WA485-11 and WA475-11 wheel loaders and Smart Quarry solutions," said Ethan Staples, Product Demonstration Specialist, Komatsu. "The highlight this week has been the new Komatsu PC220LCi-12 excavator. As the newest excavator that Komatsu has released, its redesigned cab, integrated technology and jobsite versatility make it a standout for construction companies across the board."

### Customer feedback

According to Staples, the event is structured to give customers value from the moment they arrive.

"Every day starts with a safety and product briefing in our theater, then we rotate attendees through stations — dozers, excavators, loaders, trucks and Smart Construction solutions," explained Staples. "We station Komatsu team members at each area to inform customers about each machine's capabilities and offer the customers an opportunity to get real answers to real questions from our experts."

That personal attention left an impression on Valentine Cortese, owner of AWS Landworks in New Jersey, who recently finished a project two months ahead of schedule thanks to his new Komatsu D71PXi IMC dozer.

"The machine's performance and the smart grade system really helped with efficiency, wear and tear, and gave us a finished product we were proud of," Cortese commented. "We're here today to look into the IMC excavators and drones. The drone presentation was very educational. Demo Days is a great tool for us owners to look at the new technology, future purchases and just the performance of the machines."

Brandon Wilson, the owner of Wilson Excavation in Utah, added, "This is my first time here, and I would absolutely recommend coming out to Komatsu Demo Days. Where else do you get to



Linder's Joe DeOreo (left) and Randy Dominguez (right) explore Demo Days with Ryangolf's Enoch Pope (center).



(L-R) Linder's John Rocca looks at Komatsu wheel loaders with Atlantic Construction Utilities' Tim Carpenter and Steve Huff.



(L-R) Linder's Colton McCoy and Gresham Gunter, Thomas Simpson Construction's Michael Arico, Linder's Brian Sharpe, and Thomas Simpson Construction's Chase Lassiter catch up at Demo Days.



## ▶ VIDEO

Demo Days attendees test out Komatsu equipment, including a D61PXi intelligent machine control (IMC) 2.0 dozer.

play in a big sandbox and try different machines that you can use on your jobsites and for your equipment? It's great."

Wilson also noted that his team already runs about 20 Komatsu machines, including several IMC dozers and excavators.

"We love the IMC machines for their cost-effectiveness," emphasized Wilson. "You move the dirt once, put it in the right place the first time and track production accurately. That translates into stronger bids and better pricing for our clients."

### Technology solutions

Attendees also received a firsthand look at the latest innovations in Smart Construction technology, including faster drone data processing tools, new scheduling and resource-tracking platforms, and cloud-based dashboards that enable contractors to manage assets in real time.

"Komatsu is ahead of the curve when it comes to technology," declared Luke Morgan, Project Manager and Smart Construction Technology Manager, Wilson Excavation. "We use their IMC machines on every type of project, and we've seen huge benefits and boosts in productivity. We're really grateful and excited to be here and have the opportunity to try out some new products, learn new things, and see how they can help us be more productive and do better work for the people in our community."

Chris Christiansen, Associate Vice President of Fleet at BHI, echoed the sentiment, commenting, "We came to Demo Days to learn, test and get our teams' opinions on what's next. Komatsu's equipment performs well, and they've demonstrated excellent service over the years. That partnership matters to us."

### Until next time

Staples wrapped up the event with a note of gratitude.

"We really appreciate everyone taking time out of their busy schedules to come here," said Staples. "We want our customers to leave knowing they were heard, supported, and that Komatsu is working hard to help them succeed." ■



Linder's Michael Teston (center) checks out equipment with Smith Trucking's Larry McKenzie (left) and Jose Villapizano (right).



(L-R) James White Construction's David Schmidtnr and Forrest Evans, Linder's Matt Byram and Stuart Kay, and James White Construction's Louis Howell look at the machines on display.



# Take care of your machines

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# Control wear while driving productivity

## Komatsu's Parallel Link Undercarriage System aims to maximize machine life, minimize downtime and cut long-term operating costs

**A** well-built undercarriage does more than support the machine — it can help protect uptime, help control costs, and assist performance in tough conditions. From bushing design to track tensioning, every detail matters when it comes to keeping equipment productive over time. That's why Komatsu's Parallel Link Undercarriage System (PLUS) is engineered with the goal of distributing wear evenly, simplifying maintenance and delivering long-term durability where it counts most.

"Undercarriage costs can represent up to 50% of a dozer's lifetime maintenance," said Raf Bukowski, Product Marketing Manager for HST Dozers, Komatsu. "That's why Komatsu made durability and service life the top priorities with the PLUS undercarriage. We've focused on smarter wear distribution, simplified maintenance and materials that last. All of that [can] translate into real savings and less downtime for customers."

### Performance-focused design

The most notable innovation of PLUS is its rotating bushing technology. Unlike systems that require manual bushing rotation, Komatsu's design allows bushings to float around the pin, promoting even wear with the goal of extending component life.

"With PLUS, you're getting nearly double the life compared to traditional undercarriages before any major intervention is needed," Bukowski explained. "Time is money in this industry. If you can run longer without pulling machines into the shop, that's a huge win."

PLUS also includes a self-adjusting idler that automatically works to maintain optimal track tension. This is designed to help minimize track slippage and premature wear, helping operators maintain performance while assisting to protect the system over time.

"It works like a cruise control for track tension," stated Bukowski. "It's snug enough to perform well but loose enough to help protect the components. That balance adds up over thousands of operating hours."

With durability in mind, Komatsu also redesigned key structural elements. Carrier rollers now feature thicker material and updated flange geometry to promote even link contact, while segmented sprockets are shaped to shed material and resist packing in challenging terrain.

"Every inch of the system is purpose-built," Bukowski declared. "We've made iterative

improvements based on field feedback. This isn't the same undercarriage you saw five or six years ago."

### Smart technology integration

PLUS pairs with Komatsu's intelligent machine control (IMC) technology to help control overall machine stress and promote extended undercarriage life. As the load increases during operation, the machine automatically adjusts the blade to help prevent track slippage, helping to control unnecessary wear on the system.

"Our dozers don't just push dirt — they respond like experienced operators," commented Tony Kosolofski, Komatsu IMC Product Manager in Canada. "With IMC 2.0, we've given the machine the ability to predict terrain changes and adjust proactively. That helps reduce operator fatigue and undercarriage strain."

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***"With PLUS, you're getting nearly double the life compared to traditional undercarriages before any major intervention is needed."***

*-Raf Bukowski,  
Product Marketing Manager for HST Dozers,  
Komatsu*

---

Komatsu IMC dozers like the D71PXi-24 and D61PXi-24 use track mapping to capture real-time as-built data and apply features such as lift layer control, which helps promote consistent compaction thicknesses. That data integrates seamlessly with Komatsu's Smart Construction Dashboard, enabling users to compare performance day by day.

"When we talk about undercarriage wear, we're also talking about how you use the machine," Kosolofski added. "Technology that limits unnecessary spinning, slipping or overworking helps stretch the life of every component." ■



Komatsu's experts showcase the PLUS undercarriage system on a D71PXi-24 IMC dozer at Demo Days 2025.

# Building a forestry footprint in Virginia

Linder sales representative Stacy Barnette provides a full range of forestry solutions to customers throughout Virginia

**W**hen Linder Industrial Machinery Company set its sights on growing its forestry division in Virginia, it turned to someone who knows both the woods and the machines equipped to handle them: Stacy Barnette. With nearly a decade of experience in product support and a hands-on background as a technician, Barnette brings technical expertise and a practical understanding of customers' needs to his new role as a forestry sales representative.

"I've been a mechanic, a technician, a field technician, a shop technician — you name it," Barnette shared. "I was a product support rep for Komatsu for about nine years before I moved into sales. I've always liked being outdoors and around forestry, so when the opportunity came to help expand Linder's footprint here in Virginia, I knew it was the right fit."

Barnette's focus is on introducing Linder's established forestry lineup to new customers

throughout Virginia. The division already has a strong reputation in North Carolina, South Carolina and Florida, and Barnette believes the time is right to mirror that success farther north.

"Linder being the dealership now gives us the footing we need here in Virginia," Barnette said. "We have a foundation to build from. We have the parts and service in place to offer customers the same level of support that's already proven successful in other states."

## Finding the right fit

Part of that effort includes promoting equipment like the TimberPro tracked feller buncher, Komatsu WA600-8 wheel loaders for handling logs and other machines tailored for different terrains across Virginia. From mountainous regions in the western half of the state to the coastal plains out east, Barnette sees opportunities to serve both traditional loggers, sawmill operations, emerging biomass facilities and anybody in between.

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***"It's about helping customers find the right tool for their operation and showing them the support Linder can provide."***

*- Stacy Barnette,  
Forestry Sales Representative,  
Linder*

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"We have products for every part of the process — from felling trees to handling and loading them," Barnette explained. "A machine like the WA600 wheel loader is a perfect fit for biomass because of its efficiency and lift capacity. It's about helping customers find the right tool for their operation and showing them the support Linder can provide."

With branches in Bealeton, Chesapeake, Chester, Fishersville and Salem, Linder's growing network gives Barnette the reach to serve customers statewide. Barnette added that the company's ongoing investment in technician training and service infrastructure also helps build confidence with new customers.

"I like being the solution," Barnette commented. "Whether it's getting an answer, solving a problem or helping someone find equipment they didn't know existed, I want customers to know I'm available, and I'm here to get it done." ■



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



▶ VIDEO

Stacy Barnette, Forestry Sales Representative, Linder

# New forestry machine

**TN785D is one of TimberPro's largest and highest capacity machines with excellent stability in a wide working area**

**K**omatsu recently introduced the new TimberPro TN785D swing machine that is designed to be durable, powerful and productive in moving mass quantities of large timber in log loader and millyard environments. It is TimberPro's largest, most powerful and highest capacity machine to date, and it was built with proven components and new features to meet the demands of high-productivity swing applications.

The TN785D features a newly redesigned 12-roller track frame to provide a long stable platform for even weight distribution with high mobility and extended machine durability. Additionally, the operator cab has been raised 51 inches and includes a rear-facing door for easy entry, an overhead skylight for full visibility, and power tilt for efficient transport and access.

Other features include:

- More than 44 feet of reach for a wide working area combined with excellent stability and lift capacity

- High performance hydraulics that offer consistent speed with simultaneous circuit commands
- Closed-loop hydrostatic swing for responsive and precise movements
- A high-output engine that provides more power and productivity
- Dedicated track drives for enhanced maneuverability and control

"TimberPro has designed this machine to excel in high-demand millyard applications where lift capacity, reach combined with stability and hydraulic response are key to maximizing productivity," said Nathan Repp, Product Manager for Forest Products, Komatsu. "We understand the real-world demands our customers face in these environments, and the TN785D was designed to meet those needs — delivering the performance, durability and efficiency they rely on to keep operations running smoothly." ■

### Quick specs

Model	Horsepower	Operating weight	Swing torque
TN785D	390 HP @ 2,100 rpm	116,500 lbs.	150,700 ft.-lbs.



The new TimberPro TN785D swing machine is designed to deliver durability, power and productivity in high-demand environments.

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# Leading with a coach's mindset

## New Regional Sales Manager Adam Stegeman draws on teamwork and trust to grow Linder Industrial Machinery Company's success in Southwest Florida

**A**dam Stegeman brings nearly two decades of industry experience and a coach's mindset to his new role as a regional sales manager for Linder Industrial Machinery Company in Southwest Florida. From Plant City to Bradenton to Fort Myers, he's focused on supporting his team and strengthening customer partnerships.

"I'm very excited to be a part of this company," Stegeman declared. "With 19 years in the industry, I've always looked up to Linder for its camaraderie, teamwork and the longevity of its employees. That says a lot about the leadership and the people here."

### Family and philosophy

Stegeman's leadership philosophy is rooted in his background as a high school football coach and teacher. He sees strong parallels between the gridiron and the heavy equipment business.

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***"With 19 years in the industry, I've always looked up to Linder for its camaraderie, teamwork and the longevity of its employees. That says a lot about the leadership and the people here."***

*- Adam Stegeman,  
Regional Sales Manager,  
Linder*

---

"With me, I'm a coach," he explained. "I believe God put me on this planet to lead others. Now, I coach adults — I help them improve every day, just like athletes."

Joining Linder this spring was more than just a new job for Stegeman. After years of heavy travel, he saw the move as an opportunity to focus on family and build something local with staying power.

"My wife, Pegah, and our two kids mean the world to me," Stegeman said. "The chance to grow with Linder while staying close to them was huge. I want to be present, not just at work but at home."

### Customer focus

At the same time, Stegeman recognizes the legacy he's stepping into. He's quick to credit

his team and the company's proven approach to customer service.

"You don't go into a position like this looking to change what works," Stegeman noted. "Instead, I want to see how I can be that sail pushing the team forward, not an anchor holding them back. It's about leading alongside them."

One of his top priorities is to keep building meaningful relationships with customers across the region. He believes trust and support are what make repeat business possible.

"One thing I've noticed already is how deep these customer relationships go," Stegeman reflected. "It's not just selling a piece of equipment — it's truly partnering with them to help them grow and improve their business. That's what keeps them coming back."

For Stegeman, the future at Linder is about balance: continuing the company's legacy while pushing for new growth. With his background and leadership skills, he's ready to help his team — and their customers — succeed together. ■



**Adam Stegeman,  
Regional Sales Manager,  
Linder**

# Tax-advantaged machinery purchases

## Bonus depreciation returns to 100%

**T**he One Big Beautiful Bill Act (OBBBA) has restored 100% bonus depreciation for qualified property placed in service after Jan. 19, 2025, provided that it is acquired under a binding written contract executed on or after that date.<sup>1</sup>

This reinstated 100% bonus depreciation encourages businesses to invest in capital improvements by providing a full tax deduction in the first year the asset is placed in service. However, the eligibility depends on the execution date of the purchase agreement — contracts signed prior to Jan. 19, 2025, are only eligible for 40% bonus depreciation, even if the asset is placed in service later in the year.<sup>2</sup>

### Higher amounts for Section 179

One key advantage of bonus depreciation is that it has no cap on the amount that can

be deducted. Businesses can also combine bonus depreciation with Section 179 expensing, another powerful tax-saving tool, although Section 179 does include an annual limit. Section 179 may be particularly useful for smaller capital equipment purchases such as machinery or software. ■

*This article is intended for informational purposes only. For guidance specific to your business, consult a tax advisor.*

1. <https://kahnlitwin.com/blogs/tax-blog/big-beautiful-bill-act-restores-100-bonus-depreciation-what-businesses-need-to-know-for-2025>
2. <https://mavencostseg.com/100-bonus-depreciation-is-back-for-good/>



Eligible new and used equipment purchased and placed into service after Jan. 19, 2025, may qualify for 100% bonus depreciation if the sales contract was signed on or after Jan. 19, 2025.

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**\$1,375,000**



Plant City, FL

**MANTSINEN** 2020 60  
Hours: 1,017  
E00049423  
**\$764,500**



Columbia, SC

**KOMATSU** 2023 D155AX-8  
Hours: 1,745  
E00063099  
**\$742,500**



Plant City, FL

**CATERPILLAR** 2023 352  
Hours: 3,590  
E00092168  
**\$418,000**



Salem, VA

**KOMATSU** 2023 D71EXi-24  
Hours: 1,533  
E00091381  
**\$390,500**



Plant City, FL

**CATERPILLAR** 2023 730  
Hours: 3,685  
E00092170  
**\$378,400**



Plant City, FL

**KOMATSU** 2023 PC490LC-11  
Hours: 3,867  
E00061560  
**\$357,500**



Bealeton, VA

**DYNAPAC** 2021 CT3000  
Hours: 813  
E00067975  
**\$302,500**



Pembroke Pines, FL

**KOMATSU** 2023 D51PXi-24  
Hours: 3,919  
E00061395  
**\$204,050**



Columbia, SC

**KOMATSU** 2022 WA320-8  
Hours: 2,728  
E00082880  
**\$187,000**



Plant City, FL

**KOMATSU** 2022 PC210LC-11  
Hours: 4,300  
E00078411  
**\$159,500**



Chester, VA

**JOHN DEERE** 2019 655K  
Hours: 2,470  
E00068020  
**\$143,000**



Chesapeake, VA

**DYNAPAC** 2023 CA2500 PD  
Hours: 162  
E00068077  
**\$132,000**



Chester, VA

**HAMM** 2019 H121  
Hours: 1,233  
E00068031  
**\$86,350**



Bradenton, FL

**Kubota** 2023 M5660SUH  
Hours: 5  
E00079207  
**\$40,700**



Leesburg, GA

**Kubota** 2021 M7060HD  
Hours: 1,040  
E00079699  
**\$39,325**

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