

LINDER LINK

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



Pictured above: With a Komatsu PC290LC excavator, an IronHead Construction Company LLC operator loads material into a truck.

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A Message from Linder



John Coughlin



**Thank you for
your business**

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Dear Valued Customer:

As 2023 comes to a close, we would like to thank you for your business, and we look forward to working with you in 2024. We're optimistic about growth in our industry.

On a celebratory note, it is the 10th anniversary of Komatsu's Intelligent Machine Control (IMC). What a decade it's been for the factory-integrated GPS excavators and dozers that continue to improve. Companies of every size are seeing improved savings in both time and costs, and you can read some of their stories in this issue.

There has been a lot of information lately about artificial intelligence or AI. There are wonderful possibilities for the use of AI, including in construction. In this issue, we feature an article that looks at the potential effects AI may have on our industry. I think you will find it interesting and informative.

Komatsu is breaking ground in North America with the launch of the PC490HRD high-reach demolition excavator, which can reach up to 105 feet in the air when using four extension components. You can learn more about the excavator inside this issue.

No matter what you need, we have you covered with machines and innovative products. If you are looking for equipment, you should consider tax advantages such as bonus depreciation. This year, full (100%) bonus depreciation, which was passed under the Tax Cuts and Jobs Act of 2017 (TCJA), dropped to 80%. Under the law, it will continue to decrease by 20% per year until it reaches 0% in 2027, so now may be a great time to make a purchase. Check out the article in this issue for more information.

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



John Coughlin,
President and CEO

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Charlotte-based IronHead Construction Company LLC adds Komatsu machines to complete sitework more efficiently



Joe Kozlowski,
Owner



Kirk Kozlowski,
Construction
Manager

After spending 15 years working for a heavy highway company and sitework firm, Joe Kozlowski saw an opportunity to fill a niche market and create his own firm. In 2017, IronHead Construction Company LLC was established as a storm drain installation subcontractor. Over the last six years, the company has grown to over 50 employees and provides turnkey site development services for the Charlotte, N.C., metro area.

"We do sitework, underground utilities, move a lot of dirt, grading, place stone, asphalt and concrete," noted Construction Manager Kirk Kozlowski. "Projects range from industrial tilt-wall buildings and multi-unit residential sites to DOT (Department of Transportation) work."

Projects range in size from 1 acre to 80 acres, with 8 to 10 active projects at any given time. When the company starts a project, it typically begins with extensive clearing, followed by erosion control and cut-to-fill work. The company will then install any wet utilities and complete grade work before turning the project over to the general contractor.

Maximizing efficiency

Currently, IronHead Construction is completing sitework for what will be a 200,000-square-foot tilt-wall building. The job required extensive clearing and balancing cut-to-fill work to create the building pad because the site was completely wooded.

To efficiently tackle projects, IronHead Construction relies on high-quality equipment, such as two Komatsu PC290 excavators and a Komatsu D51PXi-24 Intelligent Machine Control (IMC) dozer.

"We've only had the D51PXi dozer for a short period of time, but have been very impressed with its capabilities," reflected Kirk. "The dozer is primarily used for fine grading tasks, such as curbs, building pads and parking lots. Its precision gives us a high-quality finish within a one-half-inch tolerance."

Kirk continued, "We got the PC290 because it's a versatile machine. We can go through and put all our underground utilities in, and then we can put it on a job site doing a mass cut and loading off-road trucks. Komatsu has good speed and power."

An operator tests out the capabilities of a Komatsu PC360LCi-11 IMC excavator that IronHead Construction recently purchased. "It has a 2.9-yard bucket, so it can load the off-road trucks faster," commented Construction Manager Kirk Kozlowski. "Its GPS capabilities save time by reducing the need for a dozer to clean up the site."





▶ VIDEO

With a Komatsu PC290LC excavator, an operator loads material into a truck. “We got the PC290 because it’s a versatile machine,” noted Construction Manager Kirk Kozlowski. “We can go through and put all our underground utilities in, and then we can put it on a job site doing a mass cut and loading off-road trucks.”

The company also demoed a PC360LCi-11 IMC excavator and recently purchased the machine for its fleet.

“We need a 360 on a job like this where we have a 16-foot cut and a 16-foot fill,” stated Kirk. “It has a 2.9-yard bucket, so it can load the off-road trucks faster. Its GPS capabilities save time by reducing the need for a dozer to clean up the site. I can set the 360 to make 3-foot clips at a time across the whole building pad to keep everything uniform. The excavator’s performance has remained consistent, even in bad weather. We’ve also tested the machine for some trenching work and found that its ability to grade the bottom of ditches could enhance safety and efficiency by minimizing our workers’ time spent in deep trench boxes.”

When the firm initially switched to Komatsu equipment from a competitive brand, Kirk received some pushback that quickly faded.

“One of our operators never even wanted to get on the Komatsu, and now he won’t get off,” revealed Kirk. “He believes Komatsu offers better visibility and grade control than others we have used.”

“I was against ever having a GPS excavator until I ran it,” added Joe. “I couldn’t believe how

efficient and accurate the machine was until I got the chance to see it in action.”

Relationship with Linder

IronHead Construction’s relationship with Linder Industrial Machinery Company has been instrumental in the company’s success. IronHead Construction turns to the team at Linder, including sales representative Adam Cockerham, to find the right machines for its jobs. According to Kirk, one of the main reasons IronHead Construction added the D51PXi to its fleet was because of the trust the company has in Linder and the great relationship it has built with Adam.

“Linder has been consistently responsive and helpful,” noted Kirk. “Having a reliable distributor is essential for us. It’s not about a dollar. It’s about answering the phone and handling any of our questions, and Linder has been there to do that for us every step of the way.”

“Our relationship with Linder began with Adam coming by the job site and introducing us to the Komatsu equipment,” added Joe. “Initially, Linder worked with us on financing and rental deals to get us the equipment we needed. Since we’ve been able to bring



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Continued...

'Linder technicians are typically on-site within 24 hours'

... continued

Komatsu equipment on-site and partner with Linder, we haven't looked anywhere else."

Through the Komatsu Care program, routine factory maintenance is provided for the first three years or 2,000 hours of a machine's life, and Linder technicians give IronHead Construction advance notice when it is time to schedule a service.

IronHead Construction also appreciates the promptness from Linder technicians on service calls.

"For minor repairs, like an O-ring breaking, Linder technicians are typically on-site within 24 hours," noted Kirk. "We are very pleased with the service department at Linder."

Additionally, Linder provides on-site training for the Komatsu equipment, which has been essential for IronHead Construction. Kirk and Adam are also working together to arrange more extensive, in-depth training for the IronHead Construction team. This continued support and collaboration ensure that IronHead Construction can maximize the potential of its equipment and maintain its competitive edge in the industry.

Future

IronHead Construction recognizes the importance of staying ahead in the rapidly evolving construction industry, and as technology continues to advance, the company is prepared to adopt innovative solutions.

"GPS technology and IMC machines are the way of the future," stated Kirk. "Not only is it time saving, but it's also money saving. There are so many positives about the technology. It's the way the future's going, and you've got to keep up with it or be left in the dirt." ■



(L-R) Linder sales representative Adam Cockerham supports the IronHead Construction team of Kirk Kozlowski, Jake Costello, Matthew Augustine, and Joe Kozlowski.

An operator moves moves stone at a job site with a Komatsu WA270 wheel loader.



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Site Prep Inc. of NC adds milling services to its existing highway infrastructure capabilities



**John Edwards III,
President**



**Will Edwards,
Reclamation
Division Manager**



**Nathan Trevett,
Superintendent**

Site Prep Inc. of NC has been a major subcontractor in the heavy highway industry across North Carolina and South Carolina since 1984. Today, with its corporate office in Monroe, N.C., and its shop in Orangeburg, S.C., the company specializes in soil and base stabilization, full-depth reclamation, cement-treated aggregates, roller-compacted concrete, bituminous surface treatment, and milling. Since buying the business from his father and partner in 2004, John Edwards III has served as the president of the company and his brother, Will Edwards, has headed the company's reclamation division. Together, they have helped the business evolve.

"The company was originally founded by my father in 1984, and it was known as Site Prep back then," noted John. "We underwent transformation in 1991 when my father took on a partner, leading to our current name, Site Prep Inc. of NC. Since the mid-1990s, we have ventured into full-depth reclamation and expanded our services, including introducing portable pugmills and most recently, diving into the milling business."

In South Carolina, where the market for full-depth reclamation is thriving, Site Prep Inc. of NC stands out as a leader.

"In South Carolina, reclamation is known as CMRB, or cement modified recycle base," John explained. "We focus on reclaiming old, failing roads by adding a pozzolan like Portland

cement, reconstructing roads in place, and essentially extending the life of the road by many years."

John continued, "We recognized a pivotal shift in road reclamation when the Department of Transportation emphasized the milling of reclaimed surfaces to enhance road rideability. With many of our clients in the Carolinas keen on us taking on this specific milling process, rather than outsourcing it, we saw it as an opportunity to elevate our services. After a thorough market analysis and realizing the growing demand, we confidently integrated milling into our business model last year, leading us to pick up quite a bit of work."

New milling machine

Part of Site Prep Inc. of NC's longevity and success in the industry is due to its commitment to innovation and the adoption of state-of-the-art equipment. This is evident in the company's recent work, which involves completing Method B milling with a BOMAG BM 2200/75 cold milling machine. The process, as explained by Superintendent Nathan Trevett, revolutionizes the way roads are restored after treatment.

"After treating the soil with CMRB, where concrete is added for stabilization, our task is to restore the road's profile," explained Nathan. "We take off the surface treatment — the emulsion and stone — which preserves the CMRB's moisture. Before the blacktop is applied, this treatment is removed, ensuring a 2% slope profile, so water can drain off effectively once paved."

The introduction of the BOMAG machine into Site Prep Inc. of NC's operations signifies not just an investment in machinery but in the company's team as well. For Nathan, who has primarily been involved in soil stabilization and pugmill plant operations, the transition to milling with the BM 2200/75 was seamless due to the user-friendly nature of the machine.

"It's a simple machine to run," stated Nathan. "After just three days of training, I could operate it. The controls are straightforward, and everything's labeled clearly, making it self-explanatory."

CMRB is loaded into the bed of a truck with a BOMAG BM 2200/75 cold milling machine.





▶ VIDEO

On a South Carolina country road, Superintendent Nathan Trevett continues the surface rehabilitation process with a BOMAG BM 2200/75 cold milling machine.

Beyond user-friendliness, efficiency is a hallmark of the BM 2200/75. The machine's adaptability to various milling requirements ensures that road projects are completed swiftly and with precision.

"From the quarter-inch Method B milling to full-depth profile milling up to 1 foot, this machine is versatile," Nathan added. "Its width is just under 8 feet, allowing us to complete roads like the 10-foot one today in just two passes. Time is money, and the more efficient we are, the better."

Nathan further elaborated on the machine's serviceability and stated, "One feature I find particularly impressive is the accessibility for maintenance. The panel where the BOMAG logo sits flips out hydraulically. This allows for easy access to check oil levels, inspect the air filter, and manage other routine checks. It's a design that blends convenience and functionality, ensuring that the machine remains in top condition with minimal downtime."

Support from Linder

Along with the recent adoption of the BM 2200/75, Site Prep Inc. of NC's strong relationship with Linder Industrial Machinery Company plays a pivotal role in ensuring seamless operations.



Linder's Earl Person (left) works closely with Nathan Trevett to support Site Prep Inc. of NC's new BOMAG BM 2200/75 cold milling machine.

"We've been in a partnership with Linder for over a decade," noted John. "Linder's extensive network across the Carolinas is crucial for us, especially when considering serviceability, maintenance and technical support. Our history with Linder has been built on reliability and mutual respect, making them a vital part of our growth."



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Continued...

'Our relationships with Bill and Earl have been great'

... continued

Their collaboration isn't just about machinery. The personnel at Linder play a crucial role in supporting Site Prep Inc. of NC's operations, and the level of responsiveness and dedication Linder brings is unparalleled, according to Nathan.

"Anytime I call Linder, I've got someone on-site addressing the issue within 24 hours," Nathan emphasized.

The foundation of this successful partnership is built upon the relationships with key figures at Linder, including sales representative Bill Cross and BOMAG Product Specialist Earl Person.

"Bill has been in the industry for over 30 years," said John. "He's knowledgeable about the equipment and very prompt when returning calls. Whether it's sales or service-related, he's our go-to guy. Once the equipment has been purchased, Earl gives us the instruction we need to properly operate the machine and the daily maintenance required. We rely heavily on Earl, and he is always fast to respond to our questions. Our relationships with Bill and Earl have been great."

Continued innovation

Site Prep Inc. of NC's commitment to innovation and meeting the changing demands of the road construction industry positions them for continued growth.

"We have an excellent opportunity for organic growth not only in our reclamation division that Will oversees but also hopefully the milling, which we want to expand in the future," stated John. "I think the market looks really good, and with the infrastructure bill that's been passed recently in Washington, I think we have a lot of work ahead of us. We're very excited."

For Site Prep Inc. of NC, the journey has always been about pushing boundaries, embracing challenges, and staying ahead of the curve. With a clear roadmap for the future, the company is set to continue its legacy of excellence and innovation, shaping the roads of the Carolinas for generations to come. ■



(L-R) Site Prep Inc. of NC's Will Edwards and John Edwards III receive support from Linder's Bill Cross. "Bill has been in the industry for over 30 years," said John. "He's knowledgeable about the equipment and very prompt when returning calls."

Superintendent Nathan Trevett mills a quarter-inch of CMRB with a BOMAG BM 2200/75 cold milling machine. "From the quarter-inch Method B milling to full-depth profile milling up to 1 foot, this machine is versatile," said Nathan.





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Republic Services Cedar Trail Landfill bulldozes path toward maximized waste management efficiency



**Eric Grambo,
Operations
Manager**



**Fulton Smith,
General Manager**

The Republic Services Cedar Trail Landfill, which is in Bartow, Fla., and owned by Republic Services Inc., is a Class I landfill that primarily handles specialized waste and C&D debris.

Some of Florida's highest points above sea level are the result of waste management services handling material for the state's growing population. The Republic Services Cedar Trail Landfill, which is in Bartow, Fla., and owned by Republic Services Inc., is not the tallest or largest landfill, but strives to be one of the most efficient and environmentally conscious operations. The Class I landfill sees daily operations fluctuate between 2,800 tons and 6,500 tons of specialized waste per day, with the potential to handle up to 9,000 tons per day.

"We're kind of a special breed here," said Operations Manager Eric Grambo. "We're Class I exempt, meaning we primarily deal with special waste, like dirt soils from interstates and construction and demolition debris. The facility's been around for over 60 to 70 years, evolving from handling purely construction debris to becoming a Class I landfill under Republic Services."

Managing this large-scale operation requires meticulous planning and stringent environmental precautions. The construction of cells, the fundamental building blocks of the landfill, are essential to the facility's operational capabilities. General Manager Fulton Smith elaborated on the meticulous approach to environmental safety when designing each cell.

"They're designed with a 24-inch processed mud layer, done 6 inches at a time, with high-density polyethylene liners," explained Smith. "The goal is to minimize water penetrating the trash to avoid the creation of leachate. It essentially operates like a giant bathtub, aiming to run off the water and keep the water table safe."

Operations Supervisor Robert McClamma oversees daily operations. His planning is crucial toward achieving optimal turnaround times for trucks delivering material.

"Robert is frontline day to day," stated Grambo. "He thinks a week out and a month out for his fill plan. He's a very essential part of the day-to-day operations, making sure the trucks get in and get out, with no harm done to the vehicles. His industry knowledge and planning help set our operation apart from other facilities in the area."

With a wealth of industry experience accumulated between the Cedar Trail management team, the facility can run an efficient operation with under 20 employees. With a territory spanning between Central Florida and West Florida, the facility relies on its equipment and support to keep operations running smoothly.

Adding Komatsu equipment

The world of waste management has a host of unsung heroes — machines and equipment that battle through demanding environments to ensure efficiency and keep operators safe. Grambo described the intricate flow of equipment around the facility.

"Strategically, our bigger dozers are the trash pushers, working in the waste every day," noted Grambo. "They're doing 2- to 3-foot lifts, followed by the compactors packing in 2- to 3-foot flat lifts to achieve maximum density, which is crucial for our revenue. Smaller dozers follow up on the deck, maintaining an even surface, preventing hazards, and keeping our drivers happy by avoiding flat tires. Meanwhile, our finish dozer perfects the slope as we progress, allowing us to get our diversion berms in place, ensuring water efficiency and slope stability."

Grambo continued, "Adding real-time GPS capabilities allow our dozers and compactors to know exactly the cut and fill, significantly enhancing our efficiency. This innovation is instrumental in allowing us to achieve maximum packing and slope stability quickly, ensuring the cleanliness and environmental safety of our site."

The equipment at Cedar Trail is chosen to withstand the unique and rigorous environment of the landfill. Recently, the Cedar Trail team





Operators work in tandem to move material with a Komatsu PC490LC-11 excavator and a WA500 wheel loader at the Republic Services Cedar Trail Landfill.

acquired several Komatsu machines, including a WA500 wheel loader, a PC490LC-11 excavator, and a D155AX dozer.

"The Komatsu WA500 wheel loader has been fantastic at offloading heavy particleboards and actual boards," Grambo explained. "It can also serve to save the excavators and load trucks as well. The synergy between the WA500 and the PC490 excavator is crucial because the WA500 is particularly useful when the pile is far, while the excavator is preferable when the pile is close to avoid walking and maximize lifting capacity."

The Komatsu PC490LC-11 excavator provides versatility for the facility's operators.

"The PC490 was supposed to be just a machine to get dirt out of a pit, but has become an integral part of our operation," noted Grambo. "Since our operators have had a chance to run the machine, they've left the competitive brand excavator in the woods unless they have to run it. The excavator helps with mucking out ditches, installing downspouts, stacking dirt, building slopes, removing trees, and anything else that goes into keeping this facility operational."

Grambo added, "The D155AX is a remarkable machine, surpassing our other dozers in daily operations with its engine power and substantial bulk, which enable it to push significantly more material than our other dozers in the same class.

It features advanced blade-tilt control that allows for optimal waste management by focusing on pushing trash while letting the dirt fall out, emulating a brushing motion. The sheer size and capability of this machine make it an invaluable upgrade in our waste management processes."

Linder support is essential

Because Cedar Trail's machines bear the responsibility of managing thousands of tons of waste per day, the facility relies on a combination of sales, service and support from Linder Industrial Machinery Company's team to keep the landfill running smoothly.

"Rob Anderson, our product support rep, is the person we lean on to ensure jobs get done in a timely manner," said Grambo. "He's been incredible with parts, service and overall support. When issues arise, especially with crucial machines like the D155AX, he ensures we get immediate attention and keeps us in the loop regarding parts and techs."

Linder has been pivotal in supporting Cedar Trail's team with short-term daily needs and long-term plans. Rob Anderson, sales representative Justin Austin, Vice President of Linder's Waste Division Tom Bauers, and the entire Linder team have technical knowledge



Robert McClamma,
Operations
Supervisor

Continued...

'Linder has met and exceeded our expectations'

... continued



Doug McPherson,
Area Post
Collection Manager

as well as personable skills that create a collaborative environment.

"It's the service behind the machine that sells me on a piece of equipment," noted Doug McPherson, Republic Services Area Post Collection Manager. "Anyone can sell a million-dollar piece of equipment, but the response time, the availability of parts, and the overall service are what really matter to us. Linder has met and exceeded our expectations in these regards, especially with their commitment to having a tech on-site within the timeframe we established."

McPherson added, "I buy Komatsu because of Linder. Their organization does what needs to be done. The people in Linder's organization, like

Rob, Tom and Justin, really step up when I need something and make it happen."

Future expansion

Looking ahead, Cedar Trail is redefining its landscape and capacity. As the clock ticks on its current 11-year lifespan, management is actively pursuing an ambitious expansion plan.

"We're aiming for an addition of around 606 acres," said Grambo. "Though the specifics are still under wraps, this extension could breathe an extra 30 to 50 years of life into our operation."

Grambo continued, "Our team is laser-focused on efficiency. We're on the cusp of integrating GPS across all of our machinery, which will be a game-changer in terms of getting the job done right from the get-go. With GPS analytics, we can ascertain the exact area covered daily and the amount of cover needed. This will enable us to optimize our hauling, keeping a buffer of five or 10 loads for contingencies."

This move signifies a major shift toward digital adaptation, ensuring tasks such as dirt efficiency, area coverage, and even precise hauling get streamlined. The future, as projected, involves a 2- to 3-mile haul to new cells, making the need for machinery efficiency more critical than ever. With technology at its helm and a clear vision guiding its course, the Republic Services Cedar Trail Landfill is set to seamlessly merge the present with the future, setting new benchmarks in the realm of waste management. ■



A Linder technician provides routine maintenance on a Komatsu D155AX dozer.

(L-R) Linder's Justin Austin and Rob Anderson; Republic Services Cedar Trail Landfill's Fulton Smith, Eric Grambo and Robert McClamma; and Linder's Tom Bauers and Vince Aguayo work together to keep the landfill running smoothly.



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AI such as ChatGPT offers potential benefits for the construction industry

Driven by the emergence of artificial intelligence or AI, the construction industry finds itself on the brink of a potential transformation. Some tasks that traditionally require a person can be solved by AI tools.

At the forefront of this development stands ChatGPT, an innovative AI language model created by OpenAI. ChatGPT is a type of generative AI that can create content or responses such as sound, images, and — in ChatGPT's case — text.

"Generative AI is a type of artificial intelligence focused on content creation," said Trent Miskelly, Chief Operating Officer at Document Crunch. "It has been popularized recently with ChatGPT, which is a company built on OpenAI's large language models. You can think of a large language model as basically a database of the entirety of the internet. You can ask questions and get responses back."

Miskelly continued, "In its most basic form, generative AI is a prediction engine. Whatever question it is asked, it is going to do its best to respond to that question and hopefully be helpful to you."

The program can support some functions of a construction operation, but it is important to recognize its limitations. AI's strength lies in its capacity to analyze large amounts of data and provide valuable insights.

"It isn't going to replace the workers on your job site," said Jeff Sample, Industry Evangelist at Join, "but it may help get materials faster."

Exploring the advantages

In an industry where precision is paramount, AI can be an asset in cost estimation. ChatGPT can access real-time data on material prices and labor rates and help create accurate cost projections. Construction companies equipped with this AI-driven decision-making and data processing can enhance financial planning, fortify supplier relationships, and establish well-informed budgets.

"Subject matter expertise is paramount when analyzing responses," noted Miskelly. "You must understand what you are getting from [AI], because you are in the driver's seat."

Selecting construction materials and equipment becomes a data-informed decision with AI's involvement. By analyzing project requirements, ChatGPT can suggest appropriate materials, cost-effective alternatives, and cutting-edge equipment options — steering construction projects toward efficiency and sustainability.

AI can also play a pivotal role in addressing challenges that arise during projects. While it doesn't replace human expertise, AI can

While AI doesn't replace human expertise, it can help analyze project issues, consider variables, and propose solutions to keep projects on track. It can also help identify provisions in contracts with high accuracy.



AI can assist in project management by automating routine tasks, tracking progress, and identifying potential delays, thus increasing overall efficiency.

analyze issues, consider variables, and propose solutions to keep projects on course.

"It is great for text classification, like identifying provisions in contracts with a high degree of accuracy," said Miskelly. "It can create and summarize information from documents or data."

The scope of AI extends to architectural design, offering new perspectives and solutions. ChatGPT can inject fresh ideas into the creative process, ranging from sustainable construction practices to optimizing spatial utilization — helping further additional innovation.

Navigating concerns and challenges

As AI's use gains prominence, it also brings legitimate user concerns. The dynamic data analyzing capabilities of ChatGPT introduce potential challenges worth consideration.

"I think it is incredibly important to be cautious with what you are feeding out there," said Kris Lengieza, Vice President of Global Partnerships and Alliances at Procure Technologies. "You wouldn't put a bunch of financial statements into ChatGPT if you didn't want them to be publicly available somewhere and train somebody else's model."



If not used carefully, AI can generate non-factual responses, so ensuring accuracy is essential.

Data privacy has emerged as a critical concern in the AI landscape. Ongoing investigations into OpenAI and ChatGPT show the significance of safeguarding user data.

Continued...

'I think we should be excited as an industry'

... continued

Internationally, Canada's CBC News published that the country's federal and provincial governments are opening investigations into OpenAI regarding the disclosure of personal user information, and Italy has become the first country to issue a temporary ban on the software as the country finishes an inquiry into any violations.

Another concern about AI is that ChatGPT has been known to generate non-factual responses. Recently, U.S. Judge P. Kevin Castel fined a law firm and two lawyers \$5,000 after they submitted a written argument generated by ChatGPT that contained six legal cases that did not exist, according to a report by AP News. The situation and associated reprimand are the first of its kind.

"Technological advances are commonplace and there is nothing inherently improper about using a reliable artificial intelligence tool for assistance," wrote Castel. "But existing rules impose a gatekeeping role on attorneys to ensure the accuracy of their filings."

Castel added, "[They] abandoned their responsibilities when they submitted non-existent

judicial opinions with fake quotes and citations created by the artificial intelligence tool ChatGPT, then continued to stand by the fake opinions after judicial orders called their existence into question."

Responsible usage of AI is paramount to avoid misinformation and inaccuracies. These recent instances of false information generated by AI highlight the need for accurate representation and the importance of stringent oversight to ensure the accuracy of AI-generated content.

"I think we should be excited as an industry, but we need to be responsible about how fast we move," noted Lengieza. "We need to be responsible for how much we trust these programs, and we need to make sure that the trust we give is verified."

Charting the path ahead

AI doesn't change the core dynamics of the construction worksite, but it can serve to complement it. As the construction industry navigates the evolving artificial intelligence landscape, it finds itself at the brink of the next step in this ongoing technological-driven evolution. ■

With access to real-time data on material prices and labor rates, AI can generate accurate cost projections. Construction companies can make data-driven decisions, enhancing financial planning and budgeting.





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Family-owned B.R.S. Inc. tackles challenging water and sewer utility jobs in North Carolina



John Barringer,
President



Will Isenhour,
Vice President and
Project Manager

BR.S. Inc. is a family-owned utility construction company that has a long history of serving North Carolina, with operations ranging from small residential services to multi-million-dollar water and sewer main projects. The company has seen significant growth and transformation since it was founded in the early 1930s as Barringer Brothers.

“My grandfather started out building chicken pads, ponds and clearing back in the early days,” reflected President John Barringer. “Over the years, the company took on projects in a wide range of construction sectors, and then we dove into the utility divisions. In 1986, we renamed the company B.R.S. Inc., which is Bradford, Ruby and Sons — my father, my mother, and my brother and myself. Since then, we’ve been focused on water and sewer utility work.”

Located strategically in Richfield, N.C., the company is well-positioned to serve the Greensboro, Charlotte and Salisbury areas, typically bidding for work within a 100-mile radius of its headquarters. Barringer highlights the company’s adaptability and willingness to take on challenging projects as a key factor in its success.

“Typically, we take on the tougher jobs that other companies don’t know how to approach,”

said Barringer. “We’ve found a niche in the utility industry and have built a team capable of handling those unique projects.”

“We’ll do anything from a small residential service, which could be \$4,000 or \$5,000, up to a \$60 million transmission water main and everything in between,” added Vice President and Project Manager Will Isenhour.

With approximately 75 employees, the company places a strong emphasis on creating a family atmosphere, offering competitive benefits and pay, and treating its employees well.

“Our success is our folks,” stated Barringer. “At B.R.S., we’d like everybody to know that we are a family-owned company. We believe that nobody works for B.R.S., they work with B.R.S.”

Enhancing local infrastructure

Currently, B.R.S. is working on the Irwin Creek Basin to Remount Road Sanitary Sewer Replacement, which is an ongoing project for the city of Charlotte that is critical for residential expansion.

“We’re replacing and upgrading approximately 15,000 feet of sanitary sewer pipe,” noted Isenhour. “The pipe ranges in size from 30 inches down to 12 inches. Over the life of the project, we’ve worked with several other local contractors to bore multiple tunnels, including passing underneath I-77 to install 120-inch storm drain.”

Isenhour continued, “This project will provide some of the necessary infrastructure to complete the new duplexes and high-rise apartment projects going up around South Boulevard and the light rail corridor. This entire basin is falling away, so all the pipes had to be upsized to allow for increased water management and demand.”

B.R.S. has found that investing in efficient machinery, such as Terramac crawler carriers and Komatsu excavators, is essential to completing projects.

“The Terramacs are a big part of our pipe laying jobs now,” said Construction Operations Manager Jerrod Hatley. “They eliminated the need to run loaders up and down the right-of-way and tear up the surface. They’re neater and more efficient than what we were used to.”

With a Terramac RT14R crawler carrier, an operator transports material.





An operator rotates a Terramac RT14R crawler carrier 180 degrees to place material at the base of a Komatsu PC138USLC tight tail swing excavator.

B.R.S. purchased its first Terramac RT14R crawler carrier in 2018, and now has three — one for each of its pipe crews.

"The Terramac's are workhorses for us," emphasized Hatley. "The RT14R's rubber tracks keep rights-of-way clean by pressing out mud and water, and their ability to rotate 360 degrees and dump into holes or stone boxes makes the process more efficient, especially in wet and muddy environments. They can also dump right off the side of the road around our machinery."

Isenhour added, "We frequently use the Terramac's to transport material to and away from the ditch, and to move contaminated soil from the ditch to a location where it can be loaded on the back of our tandems. This is particularly important when dealing with 57 and 67 stones, especially on outfalls — not necessarily in the road, but anywhere we encounter wet conditions."

B.R.S. also utilizes a fleet of Komatsu equipment to complete its jobs.

"We typically use a range of Komatsu excavators, from the PC88 to the PC490," noted Hatley. "Most of the time, we have three 490 models in our possession to lift trench boxes or excavate a deep trench. We also have multiple PC238



B.R.S. purchased its first Terramac RT14R crawler carrier in 2018, and now has three — one for each of its pipe crews.

models for backfill, especially in street work. Then there are small contracts that we have, where service contracts require the zero tail swing in the street. So, the 88s, 138s, 238s are the workhorses. The minimum downtime that we have across all of our Komatsu equipment has kept us coming back."

Continued...



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'Linder has been a great asset to our company'

... continued



**Jerrod Hatley,
Construction
Operations
Manager**

Linder support

B.R.S. understands the importance of sales, service and support to keep its operations running smoothly. That's why the company turns to Linder Industrial Machinery Company and sales representative Michael Moore to find the right machines.

"We rely on Linder for a majority of our maintenance," noted Hatley. "We haven't had any issues outside of operator-induced errors, and Linder stepped up to get us running again quickly."

"Linder has been a great asset to our company," Barringer added. "We like their equipment, our folks like to run their equipment, and they service their equipment well. We just have success with Linder and appreciate their partnership."

Barringer also appreciates the responsiveness of Moore.

"Michael really takes care of us," said Barringer. "If we call him, he's going to get us an answer. If he doesn't know it immediately, and if we need a piece of equipment, he's going to do all he can to get one to us or make whatever needs to happen happen."

Future

Barringer has a hopeful outlook for the company. His vision for the future is not just about the continuity of the business, but also about its impact on the community. By preparing the next generation to lead, Barringer is ensuring that B.R.S. can continue to provide for its employees and their families.

"We have a fourth generation — my nephew, Gunnar Barringer, came into the business 10 years ago and is doing very well," said Barringer. "And my son, Gage, is a junior at NC State earning his engineering degree before he joins the company in a couple years. Hopefully, they will continue to grow the business and keep 75 to 80 more families happy for many years to come." ■



A crew moves a pipe into position with a Komatsu PC490LC-11 excavator.

B.R.S. works with Linder to efficiently complete a wide range of water and sewer utility projects throughout North Carolina.





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Videos



The 10th anniversary of IMC confirms that users have saved time, lowered costs with integrated GPS grade control



Andrew Earing,
Director of Tracked
Products and
Technical Service,
Komatsu

In 2013, Komatsu changed the landscape of the construction equipment industry with the introduction of the first Intelligent Machine Control (IMC) dozer that provided fully automatic blade control from rough cut to finish grade. The D61i-23 made an immediate impact, and a decade later, there is plenty of evidence that IMC equipment has cut costs significantly for customers and increased operator efficiency.

“Providing that semi-autonomous functionality in the dozers from the factory was unheard of in the industry,” said Andrew Earing, Director of Tracked Products and Technical Service for Komatsu. “It was revolutionary. The integrated GPS grade control gave operators the ability to move dirt faster and more accurately with fewer stakes and reduced surveying costs. We found that novice operators saw their skill set grow rather quickly when using Intelligent Machine Control, because the semi-autonomous operation is a learning tool that is teaching them proper operation. Experienced operators found that it helped them work more comfortably throughout the day, and we found those operators willing to stay in the workforce a little bit longer because of the more enjoyable experience that the technology provided them.”

Upgrades

The D61i-23's success set the stage for additional models, as well as IMC excavators that go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator doesn't allow it. This reduces wasted time and the need for expensive fill materials.

Liesfeld Contractor, based in Richmond, Va., was the first company to adopt a D61i-23 dozer in 2013. It has since upgraded its fleet multiple times and currently has 10 IMC dozers and three IMC excavators, including some IMC 2.0 models with advanced features that help further increase productivity. The IMC 2.0 dozers have proactive dozing control, which enables even less-experienced operators to cut/strip automatically from existing terrain, as well as lift layer control, tilt steering control, and quick surface creation.

The IMC 2.0 excavators feature bucket angle hold control, which automatically holds the bucket angle to the design surface during arm operation. It's less fatiguing for operators, so they are more productive, and it produces a better finish-grade surface. Plus, auto tilt bucket control assists operators by aligning the bucket parallel with the slope, so that finish grading can be accomplished without needing to align the machine with the target surface.

Komatsu IMC excavators go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface.





Komatsu's D61i-24 IMC 2.0 dozer is the second generation of the original IMC dozer introduced in 2013. Its features include proactive dozing control, lift layer control, tilt steering control, and quick surface creation.

"We have come to rely on IMC, as it puts a lot of the information about the job right in front of the operator on the monitor," said Kelby Morgan, Operations Manager at Liesfeld Contractor. "The more we can put on the job site, the better off we are. We can get jobs done with fewer worker hours. We're less reliant on surveying. Everything combined makes us more efficient. I think it gives us an advantage over those who don't use it."

Increased efficiency, lower costs

Wisconsin-based Soper Companies performs earthwork and various other services with a sizable fleet of equipment that includes several Komatsu IMC excavators and dozers.

"We're committed to incorporating technology into our practices — from having our own survey techs who lay out jobs to digital plans to using the latest innovations in grade control — because we see increased efficiency and overall lower costs," said Vice President Ethan Engel. "Our labor expenses are down because we don't need grade checkers, and we're moving material faster and more accurately."

Engel praised the Komatsu PC290LCi-11 IMC 2.0 excavator for its ability to follow complex design plans in foundation and utility digs.

"It's been spot-on, and once you hit target depth on the model that's been uploaded to the excavator, it won't let you dig any deeper," said Engel. "Operators hit final elevation without over-digging, so we are not replacing dirt with expensive backfill. In turn, that reduces trucking, lowers fuel consumption, and helps profitability. We are seeing similar savings with the dozers. Our operators get to grade faster with less material movement."

Frank A. Rogers & Company Inc. (FARCO), a general contractor in Arkansas, saw similar results when an operator used a D39PXi-24 IMC dozer to complete a 52,000-square-foot commercial building that included 4 acres of pads. According to President Taylor Meharg, it saved approximately 10% to 20% on costs compared to a similar project the company did with rental equipment. FARCO has also found that the D39PXi-24 cuts down on surveying time.

"We can do most of our surveying with one piece of equipment," said Meharg. "The level of accuracy you get with IMC is an upgrade over traditional equipment, and I think even the best operators in our company would agree with me that it makes their job easier and helps get the project done faster."

Continued...

'We view IMC as a time-saving tool'

... continued

Texas-based Baker & Company Construction LLC realized the benefits of IMC when it compared a GPS-integrated dozer to a competitive model with an aftermarket system.

"Komatsu was the clear winner," stated President Brad Baker. "Operation was smooth, and the fact that there are no masts or cables to deal with made it a no-brainer. We now have four IMC dozers that we rely on heavily for stripping to finish grade. Our productivity is higher, and our costs are reduced because those dozers allow us to move material once and more efficiently. Operators know exactly where to place, cut and grade because the plans are in the dozer, and it's automatically doing what's needed in relation to reaching finished elevation. They have cut our mass grading time by roughly 50%."

Specialty situations

Komatsu IMC technology works in specialty situations as well as traditional earthmoving. ABR Construction Inc., which is headquartered in Nicholasville, Ky., equips its PC360LCi-11 excavators with rock grinders.

"Using a grinder with the IMC technology allows you to achieve grade without over-digging or misalignment because misaligning a rock trench can be a very expensive mistake," explained Project Manager Ben Troxell.

ABR Construction also uses IMC dozers to complete everything from stripping to finish grade. The company gets further versatility by outfitting the dozers with rippers.

"We were constantly replacing stakes, and now, the whole site plan is in the dozer itself," said President Christian Ach. "We have less downtime, so we view IMC as a time-saving tool that makes our operators more functional. Now, they produce eight to 10 hours a day rather than worrying about knocking down stakes."

"I feel as though our overall efficiency has gone up 100% since we aren't wasting time staking, and that also frees up project managers to do other tasks," noted Senior Project Manager Darrin Darnell.

Continuing to build

According to Earing, customers across North America — and the world — have seen similar results with IMC equipment.

"The original vision for IMC was to provide a solution that all of our customers can benefit from," said Earing. "We wanted to make this available, scalable and really intuitive enough that everyone can use it, no matter the size of the contractor. Ten years later, we can pointedly say that we believe we achieved that and much more. We're continuing to build on it, and with customer input, we are seeing applications for IMC machines that we hadn't thought of at the beginning." ■

**The opinions expressed here are from the end users who are quoted. The results described herein are those of these end users under certain conditions. Your results may vary.*

The D71i-24 models are the newest Komatsu IMC 2.0 dozers.





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

Komatsu selected as a Sourcwell heavy equipment provider

If you work for a municipality, not-for-profit or government agency, money and time are often tight. When it comes to purchasing new equipment, you need to know you're getting high quality, backed by good service. One of the easiest ways to do that is to join a cooperative purchasing agency such as Sourcwell. Membership is free, and there are no minimum contract requirements.

Among the largest governmental cooperative agencies in North America, Sourcwell represents more than 60,000 member organizations that have access to hundreds of competitively solicited contracts covering a variety of products, solutions and services. With Sourcwell, the procurement process is simplified.

First named a Sourcwell partner in 2019, after an extensive evaluation process, Komatsu was again awarded a national cooperative contract for construction equipment with related attachments and technology. Sourcwell members can

choose to purchase from more than 50 Komatsu models of construction and compact equipment, across 10 product groups. Komatsu's distribution network, which includes 29 dealers with collectively more than 200 branches across North America, will provide support to Sourcwell members.

"Sourcwell provides its members with a unique advantage in the cooperative purchasing process by leveraging qualified suppliers and ensuring that the process and pricing is streamlined to increase efficiency and generate savings for their members," said Komatsu's Robert Richens, Director of National Accounts. "Komatsu is thrilled to continue our relationship with Sourcwell and build upon our previous successes in North America. Sourcwell is a strategic partner in the governmental, education and non-profit sector, and we look forward to continuing to provide their members with our world-class products, services and customer-focused solutions." ■

Sourcwell, one of the largest governmental cooperative agencies in North America, recently awarded Komatsu another national cooperative contract for heavy equipment and related accessories, attachments and supplies.



Linder Industrial Machinery Company celebrates seven decades of growth and innovation



John Coughlin,
President and CEO,
Linder



Discover more at
TheLinderLink.com

Linder Industrial Machinery Company is celebrating its 70th year in business as a leading equipment provider in the United States. President and CEO John Coughlin expresses gratitude to all of the customers, vendors and clients the company has had the opportunity to build, maintain and grow relationships with over the last seven decades. Headquartered in Plant City, Fla., Linder has steadily evolved to meet the ever-changing needs of its customers and the sectors they serve.

"Linder started in 1953, providing material and equipment to the phosphate mines in Central Florida," reminisced Coughlin. "By the 1960s, we began to shift our focus to material movement, supplying wheel loaders, excavators

and equipment for moving material in various capacities. Linder took on the Komatsu product line in 1975 and has since become the largest dealer in the U.S. for Komatsu products."

Linder's journey has been punctuated with strategic diversifications, enabling it to maintain its position at the forefront of the industry.

Coughlin explained, "From our collaboration with Komatsu, we diversified our portfolio by supplying road building equipment starting in 2008, and we currently represent the BOMAG line of equipment. The successful expansion into road building equipment allowed us to take on additional products in our footprint, be it port solutions, agricultural business, waste, recycling, and forestry."

Indeed, Linder's story is not just about its historical accomplishments but also its future goals.

"One of our latest initiatives is to grow the port solutions and material handling division of our company," commented Coughlin. "We've added the Atlas, Mantsinen, and Konecranes lines for handling shipping containers, bulk material and many other common and unique port products."

Another promising area of growth is the forestry division. With the increased use of wood products as a source of renewable energy, Linder is poised to offer robust solutions.

"We've been able to supply equipment to loggers and lumber mills in areas where forestry products exist," Coughlin stated. "Additionally, we cover the waste and recycling market with our Komatsu products equipped with guarding packages."

Linder has also embraced the Kubota product line. Widely recognized for its compact construction equipment, tractors and lawn care machines, Kubota's machinery seamlessly fits into Linder's diverse equipment offerings.

"We are putting a big emphasis on the agricultural business with Kubota products," said Coughlin.

Expansion

Linder also plans on adding several locations to its footprint.

"We currently have 19 locations and are expanding to 21 before the end of 2023 for better coverage and support of our clients,"

▶ VIDEO



"Linder took on the Komatsu product line in 1975 and has since become the largest dealer in the U.S. for Komatsu products," said President and CEO John Coughlin.





In addition to Komatsu, Linder carries Mantsinen products.



Konecranes machines are available at Linder.



Linder's product lineup includes Terramac crawler carriers, such as this RT14R.

stated Coughlin. "We want to bring the parts and service closer as well as enhance the ability to rent equipment to our customer base."

Linder's forward-thinking approach showcases the company's commitment to innovation and growth. As Linder continues to expand, it is clear that the company has built on its 70-year history and remains dedicated to serving its customers, adapting to industry shifts, and maintaining its reputation as a trusted industry leader. ■

Continued...



Linder's Fort Myers, Fla., branch includes a 4,000-square-foot parts warehouse, eight drive-through service bays, a state-of-the-art wash facility, and two 10-ton overhead cranes.



Linder has 19 locations, including one in Orlando, Fla.



Linder's corporate headquarters is located in Plant City, Fla.

Linder also has a branch in Concord, N.C.



Linder's product lineup

... continued



Fecon equipment includes mulchers, mulcher attachments, grapples, shears, and stump grinders.



Atlas material handlers are also available at Linder.



Linder carries Mauldin equipment such as pavers, compactors and motor graders.



Widely recognized for its compact construction equipment, tractors and lawn care machines, Kubota's machinery seamlessly fits into Linder's diverse equipment offerings.

"We currently represent the BOMAG line of equipment," stated President and CEO John Coughlin.



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ATLAS 300 MH	68,000 lbs	46'	19' 8"	26' 3"	.75 yard	175
ATLAS 350 MH	80,640 lbs	53'	22' 8"	31' 0"	1 yard	245
ATLAS 400 MH	98,000 lbs	57'	22' 8"	34' 9"	1-1.25 yard	245
ATLAS 520 MH	125,000 lbs	62'	30' 4"	32' 2"	1.5-2 yards	295

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CL Allen Land Management harnesses Fecon's mulching machines for sustainable forestry



Chase Allen,
Owner



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In the woods of Roxboro, N.C, Chase Allen recently channeled his farming roots into a new venture. Founded in June 2020, during the thick of the COVID-19 pandemic, CL Allen Land Management was Allen's answer to an unexpected halt in everyday activities.

"People had projects they wanted done around their house, but not everybody has the equipment to do it," said Allen, whose company zeroes in on forestry mulching, armed with a new Fecon FTX150-2 mulching tractor. "We've got a range of Fecon equipment — from excavator and skid-steer mounts to a specialized machine. They aren't just machines; they're fun to run."

Allen's passion for running equipment was cultivated from days on his family's tobacco farm.

"Growing up, it was all tractors and equipment," said Allen. "One night, a mulching YouTube video caught my interest. Having an excavator on hand, I thought I could do a lot of the mulching they were doing on the video. The interest only grew from there."

His upbringing not only sparked the interest but also provided him with the right skill set.

"Growing up on a farm, you turn into a driver, operator, mechanic, everything," commented Allen. "I always aimed for something beyond just tractors. My background and the timing worked out just right."

Despite CL Allen Land Management's growth, Allen stays close to home, focusing on areas around Roxboro like Person, Caswell and Orange counties. He relies on word-of-mouth advertising to find new clients and has built a strong reputation in the area.

Mulching done right

For Allen, every piece of equipment has its place and purpose. Forestry mulching offers a distinct advantage for clients who don't want the hassle of hauling away debris or dealing with grading issues.

"A recent customer wanted their land cleared without creating huge piles," Allen noted. "There was a lot of underbrush and pine trees roughly 8 inches in diameter. When you consider the added cost of hauling debris away, grinding it into a fine mulch made sense. That's a typical job, and what's nice is our

Chase Allen provides forestry mulching services with a Fecon FTX150-2 mulching tractor at a property in North Carolina.

▶ VIDEO





At a North Carolina property, Chase Allen mulches a pine tree with a Fecon FTX150-2 mulching tractor. "From my experience, it's just a better option than a skid-steer or competitive brands," said Allen. "It's heavier, stronger and more efficient. Time is money at the end of the day, and this machine saves both."

Fecon machine didn't bog down; it goes as fast as you can run it."

The Fecon FTX150-2 mulching tractor helps Allen complete jobs efficiently, and he doesn't shy away from taking pride in the equipment.

"This machine's only job is to mulch and grind trees," said Allen. "From my experience, it's just a better option than a skid-steer or competitive brands. It's heavier, stronger and more efficient. Time is money at the end of the day, and this machine saves both."

Allen also spoke about the innovative features of the machine and their practical applications.

"One of the features I love is the increased ground clearance," said Allen. "With 21 inches of ground clearance, I can drive over the whole tree, which increases efficiency compared to the 8 inches of ground clearance on some other equipment."

Beyond efficiency, the Fecon FTX150-2 is an environmentally friendly machine.

"The environmentally friendly hydraulic fluid is what the machine is designed to run, ensuring that if a breakdown happens, we won't harm the environment," explained Allen. "You're also reducing ground disturbance and preventing erosion by mulching the brush instead of ripping it out of the ground and creating holes or runoff issues. It's reassuring to know that the machine and process are working together to limit their environmental impact."

The machinery Allen uses also reflects a keen awareness of technological advancements and their benefits.

"The joystick control on the machine was something new for me, but I quickly adapted," Allen said. "It's electric instead of hydraulic, and the sensitivity is a bit different, but it didn't take long to learn. I think anyone could learn how to do it."

Relationship with Linder, Fecon

Choosing the right brand isn't just about the machine's performance on the job. It's also

Continued...

'Linder was very helpful'

... continued

about the support that comes after the purchase. For Allen, Fecon's customer service played a significant role in his choice.

"I've talked with multiple salesmen for Fecon," stated Allen. "I really like their service department because if it's something I can't figure out, I pick up the phone, talk to a person, and nine times out of ten they tell you right then what the problem is."

When working with Linder Industrial Machinery Company, Allen found an added layer of support that streamlined his purchasing process.

"Linder was very helpful," stated Allen. "I dealt with [Territory Manager] Mike Blickenstaff. Compared to dealing with other companies before Linder, it was clear Mike did all the homework for me. He put me in touch with the Fecon representative, and I was very pleased with their service reputation."

While machinery can sometimes be prone to issues, Allen's Fecon machine proves its resilience through its track record.

"This particular machine hasn't been serviced yet," admitted Allen. "Even with the prior Fecon products, the only service issues I've run into are from operator error. I've put 2,000 hours on the Fecon equipment since then and haven't had any issues. They're made to run hard."

Allen's choice is a testament to the combination of sturdy machinery and solid after-sales support that businesses can rely on.

"The serviceability and access to service play a big role," confirmed Allen.

Future

The upcoming work schedule for CL Allen Land Management shows no signs of slowing down.

"I scheduled jobs prior to buying the Fecon machine to make sure I was able to pay for it, and I've been fortunate in some of the jobs that I've landed," said Allen. "Some of the smaller contracts have supplemented the larger jobs. As long as you do a good job and maintain your reputation, you'll be fine." ■



Chase Allen maneuvers a Fecon FTX150-2 mulching tractor over a tree log.

Chase Allen (second from left), the owner of CL Allen Land Management, works with Fecon and Linder representatives.



Major upgrades to popular harvester head improve reliability, productivity in the forest

A popular and established harvester head with a reliable and service-friendly design, the Komatsu S92, has been upgraded with several new functions and improvements to make it even more productive. These upgrades, which include a brand-new Constant Cut saw unit, were made based on input from customers.

“Continuous improvement is part of our DNA,” stated Mikael Forsberg, Product Manager, Harvester Heads, Komatsu Forest.

Constant Cut now standard

A major new feature now standard on the S92 is the intelligent saw motor controller, Constant Cut. The motor controller ensures that the head can maintain a constant and high chain speed without the risk of overspeeding.

To extend the service life of the head, the find end function and the mechanical stops at the rear knife have been redesigned.

The upgraded feed system reduces energy loss and enhances the head performance, while improved hose routing simplifies servicing the feed system. All lubrication points can now be easily accessed with the head in an upright position.

The color marking tanks have been redesigned to provide easier access for filling, and the multi-tree handling function has a new, more durable design, providing a lower and more agile head. The upgraded S92 also enables the measuring wheel to follow the contours of the stem more closely, for excellent measurement characteristics.

“The response from customers who have tried the upgraded S92 has been positive,” said Forsberg. “They told us that the feed speed is really good, and that the geometry of the saw box and the position of the saw bar make cutting faster and help increase production significantly.” ■



Learn more

Komatsu's S92 harvester head has an intelligent saw motor controller, Constant Cut, that ensures the head maintains a constant and high chain speed without the risk of overspeeding. The harvester head also has improved measurement characteristics designed to enable the measuring wheel to follow the contours of the stem more closely.





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My Komatsu helps Ascendent Demolition LLC stay on top of maintenance, keep machines running in challenging applications

Demolition puts a heavy strain on equipment and attachments. To keep Ascendent Demolition LLC's machinery in top shape and avoid costly breakdowns, the firm's Equipment Manager Kyle Jolk uses an aggressive preventive maintenance program that includes tracking the company's Komatsu equipment with Komtrax through My Komatsu, a comprehensive digital hub that allows 24/7 access to machine telematics data, parts manuals and service manuals. Jolk monitors daily service hours, machine hours, idle time, abnormalities and other critical data.

"My Komatsu is a great fleet management tool," stated Jolk. "It helps us keep track of when maintenance is due, and it's been valuable in ensuring that we get that service done on time. The graphical design is great for us, and it's easy to look at."

Remote telematics data and information through My Komatsu enables users to access and evaluate their assets, including Komatsu equipment and other machinery brands that have been registered with My Komatsu. It can save hours of tracking down machine information and helps users be more proactive about service and repairs. My Komatsu alerts users when to order parts, which can easily be ordered through the digital hub.

"In addition to Komtrax, I also use My Komatsu to look at manuals for troubleshooting," Jolk added. "Komatsu equipment has been great to work on. That has a lot to do with the amount of service manuals and technical information available through My Komatsu. We have some older non-Komatsu equipment, and it's more difficult to deal with those because they are not in that centrally located hub of My Komatsu. In general, I'm impressed with support to the end user, both from Komatsu and our dealer. It's something you just don't see from other manufacturers. It's incredible." ■

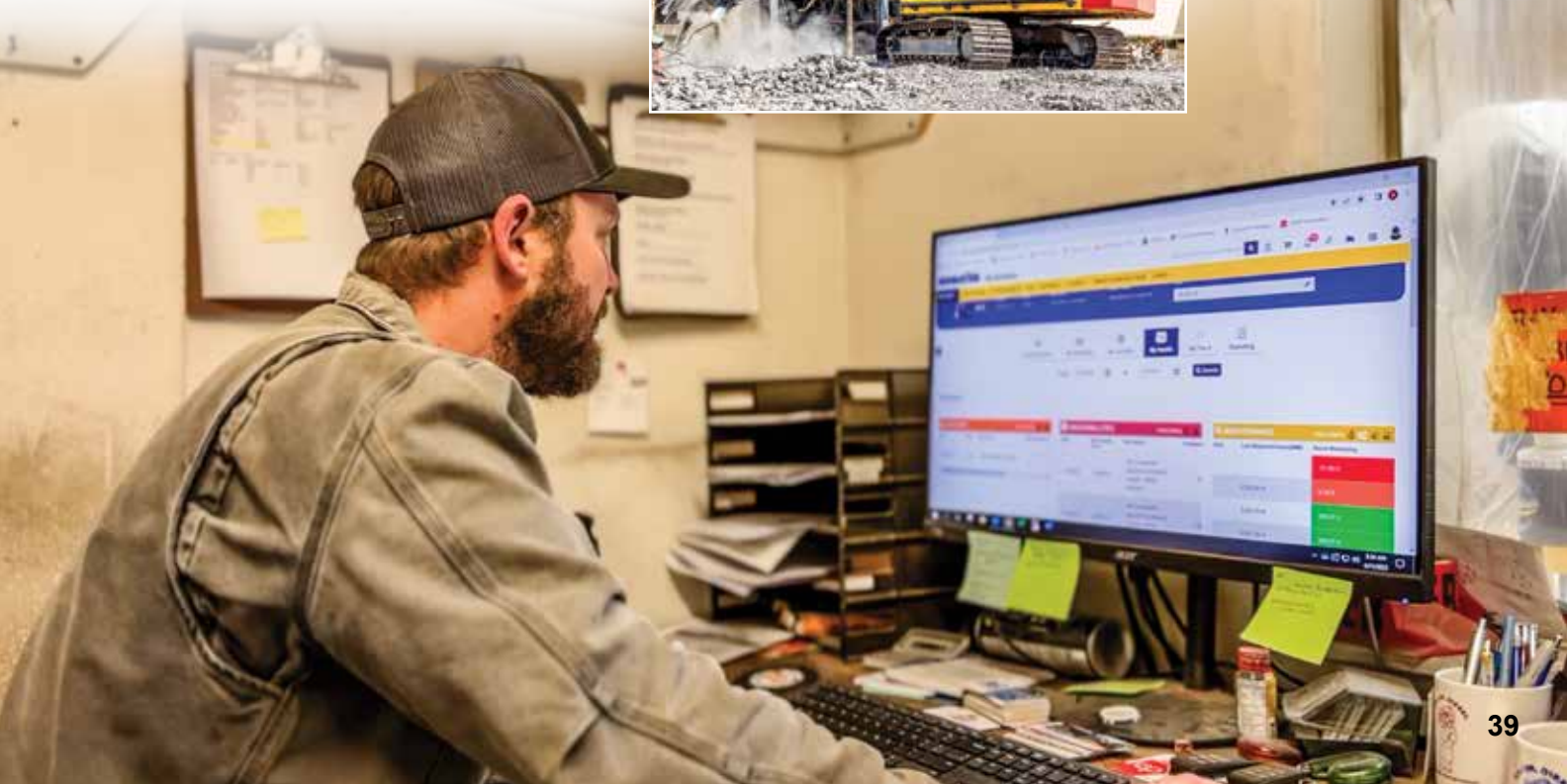
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Kyle Jolk,
Equipment Manager,
Ascendent
Demolition LLC



Ascendent Demolition Equipment Manager Kyle Jolk uses My Komatsu to remotely monitor the company's Komatsu equipment, check manuals, and order parts. "My Komatsu is a great fleet management tool," stated Jolk.



Why culture in construction matters and how to make it better, so you hire and retain a dedicated workforce

It's not exactly breaking news that there is a labor shortage in the construction industry. Headlines declare that "nobody wants to work anymore" — but is this explanation really at the root of what is a long-standing, industrywide issue?

Amid the Great Resignation, as Baby Boomers retire and Gen Z workers reject the long hours of the construction industry, it's more important than ever to examine the causes of this unprecedented labor shortage and explore potential solutions.

Numerous companies are feeling the pressure, especially in the skilled trades, and many have not yet been able to solve their workforce woes. After increasing pay and flexibility with little to no results, a lot of companies find themselves asking — is our company culture to blame? During an educational session titled "Culture in Construction — Is It Really That Bad?" at CONEXPO-CON/AGG 2023, speaker and construction industry advocate Wally Adamchik walked through the reasons why the answer to that question is both "yes" and "no."

The good news is that industrywide survey results indicate the construction industry's culture issue may not be so bad, according

to the 2019 People in Construction Report (PICR) by FireStarter Speaking and Consulting, said Adamchik. In fact, 83% of people say that they would reapply for their current position, and 73% of people say that they are happy at work. However, these results are not good enough to sustain successful growth and project execution, according to Adamchik. In addition, there is a significant divide between project management in the office and field supervision on the job site, according to the PICR. In the office, 81% of employees say that they have a close friend at work — in the field, only 50% of employees share that sentiment. On top of that, 75% of office workers feel that they can maintain a reasonable work-life balance, while again only 50% of field employees feel that they can maintain a reasonable work-life balance.

Action items

Rather than list off more statistics about the industry's labor shortage, many leaders want information about creating a more long-lasting and motivated labor force. There are several concrete actions that can be taken to improve company culture and keep workers happy, and companies should act now to avoid losing more of their employees. The labor shortage isn't exclusive to the construction industry, and these actions can be implemented in any workplace. Even organizations with good company culture can implement some of these changes to elevate employee experience:

- **Standards and values.** Approximately 90% of survey respondents agreed that ignoring the core values of their workplace would get them into trouble. This shows that workplace values still matter, and the most visible way to manifest this is to enforce standards across the board. There should be no double standard when it comes to values. Employees will take standards and values more seriously when they are a part of company culture and see leadership being held accountable to the same standards as employees.
- **Creating lasting change.** Three-quarters of senior leadership (those who are supposed to be spearheading change in the workplace) say that their efforts

According to an industrywide survey, 83% of people say that they would reapply for their current position, and 73% of people say that they are happy at work.





There are several concrete actions that can be taken to improve company culture and keep workers happy, such as encouraging employee participation and recognition.

fall short. Change requires organizational capacity and requires a significant personal investment from leaders. Creating a path for change with concrete steps to follow along the way will help companies maintain organization and encourage both employees and leadership to follow through.

- **Encouraging and participating in employee recognition.** There are a multitude of opportunities to tell employees how much they are appreciated. Chances are, on a daily basis there are numerous opportunities to give positive and relationship-building recognition, and companies that regularly participate in positive recognition are more likely to attract and retain loyal employees.
- **Amping up one's referral program.** About 84% of employees surveyed say that they would recommend their workplace to a friend (but don't). Furthermore, 83% of employees say that they would reapply for their current position if given the chance. There are also several ways to increase the effectiveness of a referral program, including using an easy-to-use option, offering a mixture of incentives, announcing or re-announcing the program, and

recognizing current employees for referring candidates.

- **Bridging the gap between teams and departments.** In construction, there are several discrepancies between survey answers from field and office staff members that could be corrected with a little work. For example, creating teambuilding opportunities for one's entire staff on a monthly or quarterly basis can go a long way toward building camaraderie.

While there are several improvements that would benefit the construction industry's culture, and company culture in general, the survey results show that the situation may not be as bad as advertised. There are several actions that employers can take to improve company culture, from enforcing values to bringing employees together. Even small actions make a big difference, and there is no better time to start than now! ■

Editor's Note: This article is courtesy of the Association of Equipment Manufacturers (aem.org). For more information on how to attract and retain employees, visit <https://www.komatsu.com/blog/2022/employee-retention-in-the-construction-industry/>



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Linder purchases Cumberland Tractor in Fayetteville, North Carolina

Fayetteville, N.C., has always been a hub of activity, boasting robust construction and agricultural markets. Recently, this dynamic combination was given a boost when Linder Industrial Machinery Company acquired Cumberland Tractor and turned it into the newest branch for construction, road building, forestry, and agricultural equipment.

"This facility will be selling Komatsu, BOMAG, Kubota and many complimentary brands in several markets where Linder is prepared to serve," said Linder President and CEO John Coughlin. "There are plans to add a larger shop and increase parts inventory to meet

and serve all the local needs. It positions us perfectly between our branches in Wilmington, Greenville, Raleigh and Myrtle Beach."

Highlighting the strategic importance of the new location, John stated, "It creates a market we haven't engaged in directly. Having service and parts closer to our clients makes this a prime location to operate from."

Continued...



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John Coughlin,
President and CEO,
Linder



Jack Horne



The Linder Turf & Tractor facility in Fayetteville, N.C., is 24,000 square feet.

▶ VIDEO



'A perfect pairing'

... continued

Shared vision

Another exciting facet of this acquisition is the long-standing relationship between Linder and Jack and Charles Horne, who purchased Cumberland Tractor in 2018.

"We're pleased to have worked with Jack and Charles Horne in the past with Horne Brothers Construction," mentioned John. "They've been great clients. We look forward to strengthening our partnership with them and their connections throughout the community."

"We acquired the Kubota dealership with a commitment to Kubota Corporation that we'd build a new facility," explained Jack. "We ended up building a 24,000-square-foot facility on 10 acres, reserving some for future growth. It worked out well when Linder came in; they wanted to acquire an additional 5 acres for future expansion. We've always used

Komatsu equipment in our other businesses, so we were familiar with the the products that Linder represents before the deal. Linder Turf & Tractor with Komatsu and Kubota is a perfect pairing. The community will benefit immensely, with local businesses having access to service, parts and a comprehensive equipment range without having to travel far. It was a perfect fit to help both companies achieve our goals while providing a top-tier product for our clients."

Jack continued, "Linder shares the same family business beliefs as us. They want to maintain the essence of a company, value every employee, and make the best out of what's already there. Their lean organizational structure, coupled with their promise-keeping, makes this partnership an excellent opportunity for Linder and the local community." ■

Linder will sell and rent the full line of Komatsu, BOMAG and Kubota equipment, along with many complimentary products and attachments, at the Linder Turf & Tractor Fayetteville, N.C., location.



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KOMATSU PC490HRD-11 High Reach Demolition

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Max. Att. Weight	11,000 lbs.	11,000 lbs.	11,000 lbs.	11,000 lbs.	7,538 lbs.	5,500 lbs.
Breaker Allowed	YES	YES	YES	YES	NO	NO
Base Machine	✓	✓	✓	✓	✓	✓
Dig Boom	✓	✓	✓	✓		
4m Extended			✓	✓		✓
HRD Equipment					✓	✓



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Komatsu launches revolutionary PC490HRD high-reach demolition excavator in North America

Komatsu is breaking ground in North America with the launch of the PC490HRD high-reach demolition excavator. In an event held in Greensboro, N.C., Komatsu and Linder Industrial Machinery Company representatives highlighted the features and potential of the new machine, noting that North American customers have eagerly anticipated the model's debut, especially after successful demonstrations in Europe and at Bauma, an international trade fair for construction machinery.

Rich Fikis, Vice President of Sales for the Carolinas for Linder, shared, "We're excited to help Komatsu bring the new PC490HRD high-reach demolition excavator to the North American market. It's something our customers in the demolition market have been asking us about. Our relationships with local contractors have been instrumental in launching this product, as they've had a chance to operate the machine and provide crucial user feedback."

The PC490HRD can reach up to 105 feet in the air when using four extension components. For transportation and job site versatility, the machine features a K100 quick boom change system.

Linder Operator Trainer Benjamin Oquendo highlighted the PC490HRD's comprehensive design changes compared to the Komatsu PC490LC excavator.

The cab of the Komatsu PC490HRD high-reach demolition excavator tilts backwards to provide the operator excellent line-of-sight when the boom is at full extension.



"The HRD model has an entirely different frame, reinforced track frames, and hydraulics that push the tracks out for stabilization compared to the LC model," said Oquendo. "These provide operational advantages to take on demolition projects that your typical LC excavator would not be able to accomplish."

The PC490HRD also boasts a cab with unique features, including a tilt-back mechanism to better view the boom at full extension and a separate monitor displaying the machine's configuration and range. As a standard safety feature, the operator is alerted if the machine begins to move outside of the designated safe operating zone, which is displayed on a monitor in the cab.

"The machine's intelligent design automatically adjusts safety parameters and hydraulic flow based on the weight of the attachment being used," noted Oquendo. "The coupling process of the K100 system is efficient, taking less than 10 minutes to complete with no need for technician involvement. The cab includes a safety switch for lowering during potential hazards, and Komatsu's KomVision system covers blind spots around the machine, contributing to a safer operation."

The PC490HRD high-reach demolition excavator is a testament to Komatsu's ongoing commitment to innovation, safety and customer needs. With its launch in North America, the company is not only filling a gap in its product offerings but also revolutionizing the marketplace with advanced, reliable and efficient heavy machinery. ■

An employee for D.H. Griffin extends the Komatsu PC490HRD high-reach demolition excavator's four connected booms to its maximum reach of 105 feet.

▶ VIDEO



Rich Fikis,
Vice President
of Sales for
the Carolinas,
Linder



Benjamin Oquendo,
Operator Trainer,
Linder



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



Customer feedback helps drive innovation at Komatsu Demo Days 2023 in Georgia



Michael Gidaspow,
Vice President of
Product Service
and Solutions,
Komatsu

Komatsu customers had their first chance to get their hands on the new products that were featured at CONEXPO-CON/AGG at the company's annual Demo Days in Cartersville, Ga.

"We had about 400 customers come through the event with their distributors," said Michael Gidaspow, Vice President of Product Service and Solutions for Komatsu. "There were many Komatsu experts who talked to customers and got their feedback on our equipment and our solutions."

Customers at the event were eager to get in the operator's seat of two new excavators showcased at CONEXPO-CON/AGG: the PC900LC-11 excavator and the PC210LCE electric excavator.

"Those two machines were the stars of the show; they got a lot of feedback and operation," said Gidaspow. "Customers want to know how the PC210LCE electric excavator compares to their traditional excavator, or how the PC900 operates."

The event also featured Intelligent Machine Control (IMC) 2.0 equipment; Smart Construction and Smart Quarry solutions; Montabert, Lehnhoff and Hensley products; and Komatsu's newest forestry machine: a PC230F-11.

"We want to make sure that Komatsu equipment is fully utilized, and that our

customers' entire job sites are as efficient as possible," said Gidaspow. "That is where Komatsu technologies come in, so they can help customers hit their goals. When they come to Cartersville, customers can see what Komatsu does and learn about how our offerings can assist them."

While new machines and technology were a significant draw for the event, some customers noted the overall reliability Komatsu has provided their operations over the years.

"My experience with Komatsu is that the machines are very reliable," commented Kurt Renzland, owner of K.J. Renzland Excavating Inc. "That's why I'm here. My PC400 excavator is over 20 years old, and it has over 20,000 hours with the original motor and hydraulic pumps. For us, that reliability means we can keep working and aren't wasting time repairing machinery or having to deal with expensive repair bills. Even when we went through tough times, I was able to lean on our Komatsu machines and get through."

Powerful, efficient PC900LC-11

Towering above the other machinery and quickly drawing a crowd at Demo Days was Komatsu's PC900LC-11 excavator equipped with an 8-yard bucket.

"My first thought was that the bucket is monstrous," stated Thomas Wayson, an



Kurt Renzland,
Owner,
K.J. Renzland
Excavating Inc.



Thomas Wayson,
Operator,
The Quartz Corp.
of America



Bennett Conrad,
Operator/
Fleet Manager/
Technician,
Conrad Brothers

At Demo Days, an attendee scoops material with a Komatsu PC900LC-11 excavator equipped with an 8-yard bucket.

▶ VIDEO





A Komatsu instructor guides an operator through the capabilities of a Komatsu PC900LC-11 excavator.

operator for The Quartz Corp. of America. "It would increase our production by being able to load trucks faster. You probably only need two buckets to fill the rigid frame dump trucks, so you'd be able to speed up the process quickly."

Despite its size, the machine shares similarities with smaller models.

"I like how the cab and controls are the same, so it doesn't matter if you're on a 160 or the 900 because everything's the same inside," said Bennett Conrad, a third-generation operator, fleet manager and technician at Conrad Brothers. "I like the visibility with the cameras and the serviceability. The filters are easy to get to and are in a good spot."

The cohesiveness among models lends itself to faster operator training.

"It was like running a 390, just bigger; there was no change or parasitic drag," said Wayson. "For training, it would be a quick transition from a smaller Komatsu machine to the PC900."

Testing Komatsu's electric excavator

Demo Days attendees were some of the first customers in North America to get behind the controls of the PC210LCE electric excavator, which will be field tested later this year.

"I currently run a diesel-powered PC210 excavator, and I think that if you were blindfolded, you would not be able to tell the difference between the two," said Wayson. "I expected the electric excavator to be underpowered, but it was not. It exceeded my expectations."

Wayson was also surprised by the comfort of the machine.

"When I was operating, I turned the air conditioner off just to get a feel for the machine and see how quiet it actually is," noted Wayson. "It was astonishingly quiet."

Hands on with GD655-6, IMC 2.0

Attendees were also quick to note the performance of the Komatsu GD655-6 motor grader.

"I use motor graders for fine grading quarry stone for parking lots," explained Renzland. "The Komatsu motor grader is smooth, quiet and powerful. The controls are super sensitive, and the visibility allows me to sit in my seat while operating. I'm used to standing up and working large levers, so the operator comfort is better in the Komatsu machine."

Plus, Demo Days gave customers the ability to test Komatsu technology, such as IMC 2.0.



Joel Nicol,
Vice President,
Nicol and Sons Inc.



Watch the video

Continued...

Linder customers, employees attend Demo Days

... continued

"I ran the D71PXi, which was my first experience with the 2.0 technology," said Joel Nicol, Vice President of Nicol and Sons Inc. "I could not believe the advancements in the mapping

system, and an operator doesn't have to interfere with the process, it just pushes."

Visit Cartersville

Moving forward, Gidaspow encourages customers to visit Komatsu in Georgia and take the opportunity to operate new machinery and technologies.

"Any customers who haven't had a chance to come out, please talk to us, and talk to your distributor," said Gidaspow. "We have customers visit us year-round, and we have equipment here that hasn't yet been released to the market. We encourage feedback from our customers, so we can learn what's working or what we can do to make our equipment and our solutions better for you." ■

**The opinions expressed here are from the end users who are quoted. The results described herein are those of these end users under certain conditions.*



(L-R) Creative Concrete of Columbia Co.'s Justin Peeler, BJ Murry, and Matt Graham check out equipment.



(L-R) Tripp Construction's David Tripp and Julia Tripp learn about Komatsu machinery with Linder's Owen Smith.



(L-R) Linder's Greg Rowland, Universal Civil Construction's Eugene Plyler, RJ Clark, and Terry Cotton, and Linder's Richard Fikis look at a Komatsu HB365LC hybrid excavator.



(L-R) Linder's Richard Fikis, Vulcan Materials' Amanda Rivera, Komatsu's Felipe Cueva, and Vulcan Materials' Lonnie Sullivan witness the impressive performance of a Komatsu PC900LC-11 excavator at Demo Days.



(L-R) CK Contractors' Mark Freeman, Larry Green, and Ray Smith see a Komatsu PC210LCi IMC excavator in action with Linder's Adam Cockerham.



(L-R) Linder's Mark Hollingsworth and Imperial Contracting's Justin Santoro and Eric Lopez interact with the latest Komatsu technology at Demo Days.



(L-R) Linder's Richard Fikis tours Demo Days with Trans Ash's Pat Bookman, Brian Keplinger, and Phillip Drake.



(L-R) Linder's Zvi McManus, Blythe's Kevin Tanner, and Linder's Richard Fikis examine Komatsu's hybrid excavator.



Linder's Steve Fuller (left) and Coleman Construction's Bobby Prevatt explore Komatsu's Smart Construction and Smart Quarry solutions.



Linder's Mike Jones (left) and P&S Pavings' Jeff Repenning test Komatsu machinery at Demo Days.



Johnson Brothers' Michael Bottom (left) talks with Linder's Matthew Riggs-Stites.

Vice President of Corporate Development Bill Nygaard aims to take better care of customers

As a helicopter pilot for the Army, Bill Nygaard learned a range of skills he finds invaluable to his career growth and success. After pivoting away from military service, he built a career in the heavy equipment industry that has spanned 26 years. Today, Nygaard is the vice president of corporate development at Linder Industrial Machinery Company, where he focuses on process improvement, streamlining business operations, and enhancing customer service by drawing from his extensive experience in service roles that emphasize the importance of proactive customer care.

"Everywhere I've worked, even in my service roles, I've always moved into process improvement," noted Nygaard. "You want to push simplicity down and pull complexity up. That means that if there's a lot of

extra steps to take, we should do them on Linder's end and not expect the customer to have to do them."

Nygaard continued, "My passion lies in taking things that are not right and making them right for the customer, for the company, for the equipment, and all the way along the line. At the end of the day, our goal is to take better care of the customer. We want our customers to feel comfortable telling their friends to do business with Linder because they know they will be taken care of here."

Beyond his professional realm, Nygaard is a family man, set to celebrate 33 years of marriage this December. He and his wife have four children, and Nygaard enjoys collecting Star Wars and sports memorabilia. ■



▶ VIDEO
Bill Nygaard,
Vice President of
Corporate
Development,
Linder



Watch video

Director of IT Eric Strid has been the technological heartbeat of Linder for 20 years

In an era where technology drives business success, every company requires an expert behind the IT operations. For Linder Industrial Machinery Company, that figurehead for nearly two decades has been Eric Strid. With his extensive experience and commitment to Linder, Strid has made a significant impact, ensuring that every technological facet runs smoothly.

"As the director of IT, I handle the ERP system, networking, phones, copiers, producing data reports, and contracts with outside vendors," said Strid. "If it plugs into the wall, the IT department is probably handling it."

Coming from a manufacturing background, Strid's transition into the IT world was inspired by his educational foundation in electronic engineering. His passion for IT began with his initial role as a programmer working on a mainframe system.

"I received several promotions until I found my way to Linder," Strid commented. "Linder has

always had a family atmosphere. It's not uncommon for people to have been here for 30 to 40 years. It's an easy place to work at."

For Strid, IT is more than managing systems. It's about ensuring the company remains competitive and user-friendly.

"My goal is to make technology easier for our end-users and to introduce things to better serve our customers and compete better with our competition," Strid said. "I spend a lot of time working with other departments, converting their needs into a technology solution, aiming to make their jobs easier and provide timely information to our customers."

In his free time, Strid enjoys taking his 1974 Porsche 914 for a spin with the Porsche club. Moreover, his brewing hobby allows him to blend his love for experimentation with relaxation, culminating in flavorful beers and meads. ■



▶ VIDEO
Eric Strid,
Director of IT,
Linder



Watch video

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Available Through Linder Industrial Machinery

Komatsu recognizes Linder's Joe DeOreo as one of the best product support representatives in North America

Joe DeOreo's reputation as a product support representative (PSR) for Linder Industrial Machinery Company now extends far beyond his home territory of Fort Myers, Fla. This year, DeOreo was picked by Komatsu as one of its finalists for its annual PSR National Championship. Judges score individuals on various industry topics like sales, customer impact and participation in Komatsu programs. DeOreo is one of only four winners in North America.

"It has been an honor and a privilege to work for Linder and support the Komatsu product," commented DeOreo. "I can honestly say that I have worked for the greatest heavy equipment distributor in the industry, and it doesn't hurt that I get to support the best equipment there is with Komatsu! Linder and Komatsu make it easy for me to do my job and keep our

customers happy. I think it's great that Komatsu recognizes people at the dealer level who are out in the field representing their product."

Linder Product Support Manager L.A. McDonald is pleased to see DeOreo recognized nationally for his dedication in Florida.

"Joe has proven himself as a next-level PSR for Linder again and again," stated McDonald. "We have an excellent PSR team of 28, and Joe certainly represents their professionalism and exemplary customer care. It's no surprise to me that Joe was selected to represent the East Region in Komatsu's PSR National Championship."

DeOreo has been with Linder for 25 years. He started as a service tech and is now a veteran PSR who mentors junior techs and his fellow PSRs. ■

L.A. McDonald (right) congratulates Joe DeOreo on being a finalist in Komatsu's PSR National Championship.



Bonus depreciation has dropped to 80%; equipment must be purchased, placed into service by midnight Dec. 31

This year, full (100%) bonus depreciation, which was passed under the Tax Cuts and Jobs Act of 2017 (TCJA), dropped to 80%. Under the law, it will continue to drop by 20% per year until it reaches 0% in 2027.

Bonus depreciation is available for both new and used equipment placed into service by the end of the year. Eligible qualified property includes depreciable assets that typically use the Modified Accelerated Cost Recovery System (MACRS) with a recovery period of 20 years.

"The purpose of bonus depreciation is to encourage businesses to invest in new equipment and machinery," said Sean Farrell in the article "A Guide to the Bonus Depreciation Phase-Out 2023" on SharedEconomyCPA.com. "It provides businesses a tax incentive to do so."

With the percentage of bonus depreciation dropping, now may be a good time to consider making a purchase, according to Dan Furman, Vice President of Strategy at Crest Capital.

In the article "Goodbye, 100% Bonus Depreciation — Phase-Out Begins in 2023" published by Equipment World, Furman writes, "To qualify, the equipment must be bought and placed into service during the calendar year, so making your bonus depreciation purchase

as early as possible has advantages (avoiding supply-chain issues delaying shipment/etc.). Further, if you were considering a major purchase in 2024 or beyond and planned to use bonus depreciation, perhaps bumping that purchase to 2023 makes sense (80% depreciation this year vs. 60% next, and so on). In addition, finance rates are predicted to keep rising, so if you were planning to finance your purchase, there's another advantage to buying earlier."

Higher amounts for Section 179

An additional advantage with bonus depreciation is that it has no limit on the amount. It can be used in conjunction with Section 179 expensing, another tax savings vehicle, that does have a cap.

Section 179 limits the 100% depreciation amount to \$1,160,000 in 2023, an increase of \$80,000 compared to 2022. After that amount, the expensing percentage begins to reduce. The total equipment purchase limit for this year is \$2,890,000, which is up from \$2.7 million. ■

Editor's Note: This article is for informational purposes only. To learn more about how to take advantage of these tax savings, contact your tax adviser or equipment dealer for more information.



You can take 80% bonus depreciation on eligible new and used equipment purchased and placed into service by midnight on Dec. 31. The percentage drops to 60% in 2024.

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KOMATSU 2021 PC360LC-11
Hours: 4,659
E00062594
\$217,000



KOMATSU 2020 D51PX-24
Hours: 4,026
E00060239
\$133,500



TERBERG 2023 YT223
Hours: 3
E00063483
\$195,000



KOMATSU 2021 WA470-8
Hours: 3,983
E00062615
\$286,000



TERRAMAC 2017 RT14
FINN Hydroseeder
Hours: 1,314
\$160,000



KOMATSU 2021 D71PXI-24
Hours: 4,189
E00062995
\$280,500



KOMATSU 2020 D51PXI-24
Hours: 4,159
E00058942
\$147,500



KOMATSU 2017 PC210LCI-10
Hours: 4,001
E00062420
\$145,500



CATERPILLAR 2021 313GC
Hours: 301
E00062192
\$173,000



KOMATSU 2021 D51PXI-24
Hours: 4,121
E00063002
\$209,000



KOMATSU 2016 D61PXI-24
Hours: 4,192
E00062221
\$236,500



KOMATSU 2022 PC88MR-11
Hours: 187
E00062840
\$109,000



KOMATSU 2018 D61PXI-24
Hours: 5,131
E00061362
\$184,000



KOMATSU 2021 PC360LC-11
Hours: 2,920
E00063015
\$225,000



KOMATSU 2021 WA270-8
Hours: 1,580
E00062189
\$129,000



KOMATSU 2018 PC490LC-11
Hours: 6,233
E00061223
\$189,500



TERBERG 2023 YT223
Hours: 4
E00063482
\$195,000



KOMATSU 2022 D51PXI-24
Hours: 916
E00062727
\$291,500



KOMATSU 2020 WA380-8
Hours: 5,472
E00061285
\$186,000



KOMATSU 2021 D61PX-24
Hours: 4,083
E00061703
\$197,000

The logo features a large, bold, blue '70' with a yellow banner curving across the bottom of the '0'. The banner contains the word 'ANNIVERSARY' in black, uppercase letters. Below the banner, the word 'LINDER' is written in a large, bold, blue, sans-serif font. The background is a collage of blue-tinted images showing various pieces of industrial machinery, including excavators, forklifts, and trucks, as well as groups of people standing together, likely employees or customers.

2023 is a special year for Linder Industrial Machinery Company; it marks our 70th year in business.

Since our inception in 1953, we have been committed to providing the highest quality equipment and exceptional service to all our customers.

We have come a long way since our early days serving the phosphate mines in Central Florida, but our dedication to our customers remains steadfast.

Today, we have over 600 employees working at our Linder and Linder Turf & Tractor branches in Florida, North Carolina, and South Carolina.

Thank you to everyone who contributed to our seven decades of success and those driving Linder Industrial Machinery to a prosperous future.

