

# LINDER LINK

A publication for and about Linder Industrial Machinery customers • 2014 No. 2

**LINDER** | INDUSTRIAL  
MACHINERY  
COMPANY



**KOMATSU**<sup>®</sup>

## Feature Stories:

Gulf Stream Construction	pg. 4
Oktoberfest	pg. 6
New Product Lines	pg. 27
New Orlando Branch	pg. 29

## MESSAGE FROM THE PRESIDENT



John Coughlin

**New machines  
are only one  
part of our  
offerings**

## LINDER | INDUSTRIAL MACHINERY COMPANY

Dear Valued Customer:

The construction sector continues to strengthen, although it's not growing as quickly as most of us would like. During the first half of the year, non-residential starts were up 2.4 percent, compared to the same period last year, led by heavy-engineering work that saw a 13-percent gain. Commercial starts remained down, compared to the previous year, but came back strong in the summer. Based on history, housing is only about half of what it should be, according to Reed Construction Data, which reported that may soon change for the better. Why? Because the Federal Reserve's bond-buying program ended, and interest rates are expected to rise by next summer. When that happens, usually those sitting on the sidelines jump into the market and buy houses before rates significantly climb. In turn, that boosts sales of retail items such as furniture and appliances.

A rise in housing starts would obviously be good news for the construction industry, and that growth could include new development work, which typically leads to increased commercial and other types of construction. That potentially means moving mass amounts of material, and if that's your forte, Komatsu has new Tier 4 Final machines designed to do it more efficiently. You can read about some of those new machines in this issue of your Linder Link magazine.

Among the new Komatsu Tier 4 Final machines is the PC490LC-11 excavator, which maintained the powerful lifting capacity and stability of the Dash-10 model, and features lower emissions and enhancements that maximize productivity, serviceability and fuel economy. It has all the same great benefits of its predecessor but offers reduced owning and operating costs. You'll find similar attributes in the new D155AX-8, even with an increase in operating weight.

Other new products include the WA200-7, which delivers the benefits of previous standard- and PZ-model wheel loaders in one machine. For those who work in the woods, Komatsu has two harvesting heads for greater logging capacity and efficiency.

If you are in the market for any of these products and financing is something you are interested in, we can help with that. Komatsu Financial offers several ways to help you acquire machinery and will even work with you to finance repairs. If you want to learn more about Komatsu Financial, I encourage you to read the Komatsu & You article.

Whether you need parts, service, equipment or financing, please call or stop by one of our branch locations today.

Sincerely,  
Linder Industrial Machinery Company

John Coughlin  
President

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## IN THIS ISSUE

### GULF STREAM CONSTRUCTION

Learn about this Charleston, S.C., firm, which specializes in completing challenging grading jobs on time and on budget.

### OKTOBERFEST III

Check out the third annual customer appreciation events at Linder Industrial Machinery's Orlando and Columbia branches.

### GUEST OPINION

See how a career in construction offers young people the chance to craft a legacy and take pride in a job well-done.

### FOCUS ON THE FUTURE

As the number of available workers shrinks, the construction industry turns to education to train tomorrow's workers.

### PRODUCT IMPROVEMENT

Discover how the new PC490LC-11 excavator provides powerful lift capacity while reducing emissions.

### NEW PRODUCT

Learn about Komatsu's new WA200-7 wheel loader, which provides the benefits of the standard and PZ models in a more efficient package.

### PRODUCT FOCUS

Find out how Komatsu enhanced the new Tier 4-certified D155AX-8 for greater efficiency and reduced owning and operating costs.

### FORESTRY NEWS

Check out Komatsu's new robust C-Series "carry style" harvesting heads that are durable, reliable and increase logging capacity.

### KOMATSU & YOU

Komatsu Financial Vice President of Operations Tim Tripas explains how Komatsu Financial offers much more than loans for purchasing new equipment.

### NEW PRODUCT LINES

Read about the newest construction and material handling equipment now available through Linder Industrial Machinery Company.

### BRANCHING OUT

See how moving the Orlando branch has expanded Linder's support capabilities and service area in central Florida.

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## LINDER INDUSTRIAL MACHINERY COMPANY

### North Florida

#### **Jacksonville**

110 Halsema Road South  
Jacksonville, FL 32220  
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Fax: 904-781-5732

#### **Ocala**

2441 SW 57 th Avenue  
Ocala, FL 34474  
352-629-7585  
Fax: 352-629-2810

### South Florida

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20900 Taft Street  
Pembroke Pines, FL 33029  
954-433-2800  
Fax: 954-433-2901

#### **Ft. Myers**

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Fort Myers, FL, 33905  
239-337-1313  
Fax: 239-337-0134

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561-863-0570  
Fax: 561-863-0575

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Fax: 336-665-0525

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Plant City, FL 33563-2014  
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### South Carolina

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# GULF STREAM CONSTRUCTION

## This Charleston, S.C., firm specializes in completing challenging grading jobs on time and on budget



Ken Hulseberg,  
President

Based in Charleston, S.C., Gulf Stream Construction has become one of the leading site development/grading firms in Charleston, Berkeley and Dorchester Counties. The company started as a dredging firm in the 1960s. When Ken Hulseberg became president in 1994, Gulf Stream had about half-a-dozen employees. Today, more than 150 people work there.

"We're an overnight success 20 years in the making," joked Hulseberg. "Seriously, we've experienced what I would call 'steady growth.' And by steady, I don't mean a straight line up. It's more like stock market growth – up and down, but trending up over time. We are dependent on the overall economy. When it struggles, we struggle. When it's strong, we're strong. Right now, it's strong, at least locally, so we're busy, and we're growing."

Historically, Gulf Stream has focused primarily on private commercial work and has

done many signature projects in the Charleston area. When the recession hit hard, the company switched to doing mostly public work, including road reconstruction.

"Today, we go wherever the work is, public or private, it doesn't matter to us," said Hulseberg. "Moving dirt is moving dirt. Whether we're doing it for the state, the city, a local business or a private developer, we think we do it better than anybody else in the industry."

Gulf Stream does a combination of bid and negotiated work and typically handles all aspects of a site job. While it may sub out some facets, it oversees everything to ensure top quality.

"One of our greatest strengths as a company is the professionalism of our people," said Hulseberg. "The vast majority of our estimators and project managers, including myself, Vice President Mark Hylton and Sr. Project Manager Matt Arrants, are licensed engineers. The professionalism extends to our field guys, led by Equipment Manager Kevin Williamson and Superintendents Earl Longshore and Willie Dear. While our foremen, operators and laborers may not have engineering degrees, they certainly know how to get work done. We think we have the best crews in the region.

"Because of our people and our equipment, which includes probably the largest number of GPS machines in the area, we're able to handle difficult, challenging jobs that many companies prefer to avoid, and we have a history of completing them on time and on budget," he added. "A complex grading job with many different aspects to it, or one with a lot of subcontractors that requires a lot of coordination, those are jobs where we shine."



Mark Hylton,  
Vice President

With a large fleet of GPS machines, Gulf Stream Construction is well-known for its site-development work throughout the greater Charleston area.





▶ VIDEO

Gulf Stream Construction Operator Kevin Michael uses a Komatsu PC360LC-10 to load a Komatsu HM400 (40-ton) haul truck as part of the site work for a new addition at Cane Bay Plantation in Berkeley County. "Komatsu excavators are the only excavators we own," said Equipment Manager Kevin Williamson. "They're the best – period."



## "Komatsu excavators are the best – period"

To do those types of projects, Gulf Stream Construction has a large fleet of machines, much of it Komatsu equipment from Linder Industrial Machinery and Sales Rep Mick Weber. Komatsu units include 18 track hoes (PC78 to PC360), eight wheel loaders (WA180 to WA320), seven dozers (D31-D61i) and four new Komatsu HM400 off-road haul trucks.

"We've had excellent success with all of our Komatsu machines," said Equipment Manager Kevin Williamson. "The wheel loaders and small dozers have been very good to us. Our machines have to reach 5,000 hours before I'm willing to attest to how good it is, but I can tell you the new trucks and the new D61i and D51i intelligent Machine Control dozers give us great production and the operators really like them.

"As for Komatsu excavators, I've been at Gulf Stream for more than 20 years, and Komatsu is the only excavator brand we've ever owned," Williamson added. "They've given us low-maintenance, power, speed and great production. To me, Komatsu excavators are the best – period – which is why we keep going back whenever we need another one."

Gulf Stream has its own mechanics but counts on Linder for service as needed.

"Linder does a good job with parts and service, and we have them do the routine maintenance on all our new Komatsu machines as part of an extended warranty," said Williamson. "They're good people to work



Gulf Stream President Ken Hulseberg (left) and his staff work closely with Linder Sales Rep Mick Weber on equipment matters.

with, and our Linder Sales Rep Mick Weber has never steered us wrong."

## Continued growth likely

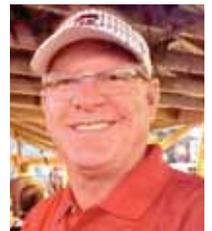
While Hulseberg credits employees for much of Gulf Stream's success through the years, he's also quick to praise loyal clients.

"If you look at a 'Who's Who' of developers, builders, engineers and companies in Charleston, you'll probably find that we've worked with every one of them. I'm happy to say, we've worked for most of them many times.

"When I took over the business, I thought we could grow, but I never thought we'd be as big as we are today," he added. "Charleston has grown a lot in the last two decades, and we've been able to grow right along with it. As long as the city continues to grow, and people who track such things predict that it will, then I'm optimistic about what lies ahead for Gulf Stream Construction." ■



Trip Williams, Superintendent



Kevin Williamson, Equipment Manager



Go online or scan this QR code using an app on your smart phone to watch video.

# OKTOBERFEST III

## Orlando and Columbia host Linder's third annual customer appreciation events

Good beer, atmosphere and German food greeted customers at Linder's annual Oktoberfest celebrations, hosted this year at its Orlando, Fla., and Columbia, S.C., branches.

"This is one of our favorite customer-appreciation events, and it's also a

way to bring together our customers and representatives from our top manufacturers," said Linder President John Coughlin. "It's a great opportunity to thank both for being a part of the Linder family."

On hand were several manufacturer representatives, including those from the newer lines Linder carries, such as Atlas Maschinen, Mantsinen and Konecranes (see new product article in this issue). Attendees at both events could see machinery in action, and at the Columbia event, they were able to demonstrate a Komatsu D61i *intelligent* Machine Control (iMC) dozer with built-in 3D technology. In addition, manufacturers sponsored several prize giveaways.

Linder has two iMC dozers in its Komatsu Rents fleet that includes several Komatsu products, as well as equipment and attachments from the other manufacturing lines it represents. Linder displayed some of them during the Oktoberfests.

Linder also displayed the new Kleemann MR 110 Zi crusher, which is a compact model that is easily transportable, and a Vögele

Carolina Wetland Services President Kristin Doebler and Vice President Greg Antemann attended the South Carolina Oktoberfest.

Linder hosted two Oktoberfest customer-appreciation celebrations this year, one in Orlando, Fla., and one in Columbia, S.C.



Linder VP South Carolina Sam Light (left) and Linder President John Coughlin (right) meet with Clary Hood, President of Clary Hood, Inc., based in Spartansburg, S.C.





Linder displayed several pieces of Komatsu equipment at its South Carolina Oktoberfest, including D61i dozers. It also showcased new equipment from Kleemann, Vögele and Hamm.

MT 3000-2i Vision power feeder, which is the first of its kind in the United States.

“We believe we represent some of the most innovative products in the equipment industry for all types of contractors, mining customers, recycling and scrap yards and many others,” said Coughlin. “We’re extremely pleased with the turnout at both locations and look forward to hosting next year’s Oktoberfests.” ■

*Continued . . .*



Attendees at the South Carolina Oktoberfest got to watch a demonstration of a Komatsu PC210LC-10 hydraulic excavator feeding the new Kleemann MC 110 Ri mobile impact crusher.



(L-R) Linder Machinery CSM Donnie Taylor joined Blythe Brothers Asphalt’s Woody Meadows, Gaylor Rantz and Sam Lawhon at the South Carolina Oktoberfest.



Miami-based U.S. Parts Locators President Gisella Garrison (right) and Michael Garrison enjoy refreshments with the Bavarian beer maidens at the Orlando Oktoberfest.

(L-R) Schuller Contractors Administrator Christy Colgan, Project Manager Jonathan Jasiewicz and Controller Patti Lockhart enjoyed the Orlando Oktoberfest event.



Halifax Paving Purchasing Manager Fred Iannotti (left) visits with Linder Sales Rep Dustin Sweeney at the Orlando event.



Go online or scan this QR code using an app on your smart phone to watch video of the South Carolina Oktoberfest.

# Guests enjoyed good food, company at Linder Oktoberfests

... continued



(L-R) Wirtgen America's Jay Johnson; Hubbard Construction Co. Fleet Manager Mike Rivera, Shop Foreman Rick Sweat and Equipment Support Manager Ian Gianetti; Wirtgen America Director of National Accounts Steve Ricke; and Linder Orlando Parts Manager Gary McDowell talk about the Wirtgen products on display in Orlando.



(L-R) ATLAS Maschinen Owner and Chairman Fil Filipov, Product Specialist Frank Lügen and Managing Director Brahim Stitou showcase their products at the Orlando event.



(L-R) Linder Plant City Sales Rep Randy Thomas, Independence Recycling General Manager Greg Moro, Ripa & Associates Equipment Manager Richard Fuist, Pepper Contracting Services, Inc. Fleet Manager Steve Borth and Wirtgen America Rep Russell Perry enjoy the festivities at the Orlando Oktoberfest.



(L-R) JC Wilkie Construction President Jason Wilkie, Foreman Kenny Lupo and employees Dennis Warner and Matt Coble attended the South Carolina Oktoberfest.

(L-R) Sloan Construction Equipment Superintendent John Meador, Mechanic Jay Goucher, Equipment Manager Chris Capell, Corporate Trainer Charlie Stewart and Shop Manager James Franklin talk with Linder Wirtgen Specialist Earl Person about the new Vögele MT 3000-2i Vision power feeder.



From sauerbraten to strudel, German food was enjoyed by all.



(L-R) Vallencourt Construction Co. Estimator Gabriel Powers and Equipment and Operations Manager Adam Dilg; Linder Sales Rep David Peacock and CSM Lennon Gray; and Vallencourt Construction Co. Shop Foreman Casey McGough discuss the Komatsu D61PXi in Orlando.

B&T Sand Owner Bill Barrier and President Anna Barrier enjoy the Linder South Carolina Oktoberfest.





Bavarian beer maidens were present at both the Orlando and South Carolina Oktoberfests.



Members of the Swinging Bavarians perform at the Orlando Oktoberfest.



(L-R) Kleemann Service Tech Cole Barringer and Wirtgen America District Sales Manager Corey Wall talk with Independence Recycling Foreman Scott Powell.

Attendees of the South Carolina Oktoberfest were able to demonstrate a Komatsu D61i intelligent Machine Control dozer.



Many ATLAS Maschinen products were on display at the Orlando Oktoberfest.



(L-R) Linder Wirtgen Specialist Earl Person and TSE Tracy Skipper meet with Rogers Group Inc. Operations Manager over quarries David Wilson.



Frank Wilson, Blackrock Milling General Manager, South Florida Division



(L-R) Jerry Crowell, Micah Thompson, Joey Boyer, Larry Rickenbaker, Demetrius Curry and Charlie Murphy from Mid-Carolina Electric Coop enjoyed the day at the South Carolina Oktoberfest.



Sam Light, Linder VP, South Carolina



(L-R) Linder Rental and Sales Rep Tyler Halbert talks with Chris Capell from Sloan Construction and Komatsu Rents General Manager Ronnie Sims.



Go online or scan this QR code using an app on your smart phone to watch video of the Orlando Oktoberfest.

www.TheLinderlink.com

Attendees of the South Carolina Oktoberfest enjoy good food, good company and door prizes provided by the manufacturers.



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# MORE THAN A PAYCHECK

## A career in construction offers young people the chance to craft a legacy and take pride in a job well-done

Looking back at my own career, I can't imagine where I would be today without the construction industry. The impact it's had on me is indescribable. That is why I am such an advocate today, and I am committed to sharing with others the many lucrative and gratifying career paths in our industry.

Career opportunities in the construction industry are endless, and the rewards are great.

One young man who spoke at this year's Construction Industry Institute's Annual Conference is a 23-year-old welder earning \$30 an hour. I hear this kind of story all the time – people in their 20s and 30s who choose to be craft professionals who earn above-average salaries, have stable employment and have the ability to advance and grow within their companies – all without student debt! All four young craft professionals who spoke at the conference referenced a high level of pay, a reliable profession, no student loan debt and pride in what they do, as the four main reasons they chose a career in construction.

### Encouraged by their passion

I am always encouraged to hear young craft professionals talk about their careers because they are so passionate about their work and what they contribute to the industry. They enjoy their professions and take great pride in being part of something bigger.

One young lady who works as a welder for a large industrial contractor proudly showed me a building she worked on and described how she was specifically requested to work in a certain area of the building because of her expertise. That building is now part of her

legacy, and it will be there for years to come for her children and grandchildren to see.

I have seen so many examples of young people who enter the industry and work their way into management and even company ownership in a short period of time. In what other industry can a person experience opportunities like these? ■

*This article is reprinted with permission from "Breaking Ground: The NCCER Blog" at [blog.nccer.org](http://blog.nccer.org). Diane Greene is the Executive Director of the Build Your Future initiative at the National Center for Construction Education and Research. The initiative focuses on recruitment, training and placement of candidates into the construction industry. Greene has more than 25 years of experience in human resources and training, almost exclusively in the education and construction industries.*



**Diane Greene,**  
Executive Director,  
Build Your Future,  
National Center  
for Construction  
Education and  
Research

Construction can be a high-paying, rewarding career, and the industry should continue promoting that to young people, according to Diane Greene, Executive Director of Build Your Future. It has and will continue to do that through camps and by other means, such as the Construction Challenge at CONEXPO. For more information about students and construction, see the Focus on the Future article in this issue.



# TRAINING TOMORROW'S WORKERS

## As the number of available workers shrinks, the construction industry turns to education

A recent survey conducted by the Associated General Contractors of America (AGC) showed two-thirds of construction firms reported experiencing labor shortages between July 2013 and July of this year. Additionally, 25 percent said the inability to find enough workers forced them to turn down work.

"As demand for construction rebounds, many firms are finding that the pool of available workers is pretty shallow," said Stephen E. Sandherr, AGC's Chief Executive Officer. "Retiring older workers, strong demand in

other sectors of the economy and fewer young people seeking careers in construction are combining to create workforce shortages for many construction firms."

For five consecutive years, skilled craft-worker positions have been the toughest to fill in America, according to Build Your Future, an initiative of the National Center for Construction Education and Research (NCCER), which promotes career and technical education (CTE). That's despite 27 percent of those with post-secondary licenses and certifications earning more than someone with a bachelor's degree. The average skilled craft professional makes \$6,200 more annually than recent college graduates, according to Build Your Future.

### Reasons for a tight labor market

The tight labor market has been good for the skilled workers who are employed, with 70 percent of companies saying they are paying more than they did last year. As the pool of available workers continues to shrink, paychecks will likely continue to rise. So why is there such a shortage of workers?

The Great Recession is one reason. Construction was hit particularly hard with an unemployment rate that reached nearly 30 percent. The lengthy downturn caused many to seek work in other fields. The industry was already growing older, with the average worker's age in the mid to late 40s when the downturn began in 2008. In 2012, the average age of a tradesperson was 56. Many older workers simply retired and never came back.

Another reason is perception. For decades, construction had a stigma as hard, dirty work. Youngsters were encouraged to avoid the construction industry. For instance, in 2012

For five consecutive years, skilled craft-worker positions have been the toughest to fill in America. The shortage of workers has forced some companies to turn down work.





Retiring older workers, strong demand in other sectors of the economy and fewer young people seeking careers in construction are combining to create workforce shortages, according to Associated General Contractors CEO Stephen Sandherr. The tight labor market has been good for skilled workers, with 70 percent of companies saying they are paying more than last year.

only one in three parents encouraged a trade, according to SkillsUSA. In student surveys from a decade ago, construction ranked near the bottom of fields they wished to enter.

### **Attracting younger workers**

The last 10 years, especially the past few, have seen a major push to attract younger workers, from elementary school through college age. Groups such as NCCER host career days to show students the value of construction work and how the industry can be a great fit for their skill sets. They're also getting the word out through online videos and advertising and through materials teachers can use in the classroom.

One of NCCER's Build Your Future campaigns aims to "shift the public's perception about careers in the construction industry to reflect the wide range of professions available." (See the Guest Opinion article in this issue, from Build Your Future Executive Director Diane Greene.) Others include making career and technical education a priority in secondary schools and providing a path from ambition, to training, to job placement as a craft professional.

"As an industry, we must educate the public about the vast career opportunities available in

the construction industry and provide tangible opportunities for individuals to learn skills that will help them build a successful career," said Don Whyte, President of NCCER, who recently partnered with other organizations to offer a Build Your Future Scholarship.

The campaign notes that CTE programs such as welding, electrical or carpentry add hands-on elements to the high school academic experience and can also lead to an industry-recognized credential. "CTE students are significantly more likely than their non-CTE counterparts to report that they developed problem-solving, project completion, research, math, college application, work-related, communication, time management and critical thinking skills during high school," according to the Association for Career & Technical Education.

Harvard Graduate School of Education's Pathways to Prosperity Project predicts that by 2018, 2.7 of 8 million jobs in manufacturing and construction will require a post-secondary credential.

### **Promoting the "cool factor"**

The industry isn't only talking up lower-cost educational opportunities and higher earning potential of careers in construction. It's also

*Continued . . .*

# Educating younger workers is a great return on investment

... continued



The number of women in construction hasn't changed much since the 1970s, but recently, more groups have been focusing on attracting more girls and women to the industry.

promoting the "cool factor," especially the technology that's gained a significant foothold. Companies are using digital plans, video simulation, virtual reality and machinery that's guided by GPS, which is easier to operate and more comfortable.

When it comes to equipment, the industry is comparing much of today's machinery to the joystick video game consoles that many students use or have used in the past, and they are also highlighting how technologically advanced the equipment is compared to even a few years ago.

During the recent Manitoba Construction Career Expo, the Campfire Union and Manitoba Construction Sector partnered to offer students a virtual-reality simulation of running a tower crane from the perspective of the operator inside the cab. It allowed them to see what it would be like to pick up and drop loads of steel beams. Several programs designed for operation of other types of construction equipment, such as dozers and excavators, are also available. Students in engineering programs are also using tablets, laptop computers and software as part of the design-and-build process, often putting plans in digital format that equipment operators plug into GPS systems used for automated grading and digging.

Organizations and companies such as Komatsu America agree that training younger workers for tomorrow's construction and equipment-maintenance jobs is vital.



"Construction work is somewhat different from what it was," said Ken Simonson, AGC Chief Economist, in a recent Advertising Age article. "There is much more use of laser and GPS-guided equipment, building information modeling and other things that require computer skills and the use of technology that was not common before the recession."

## Increasing the number of women

One element of the construction industry before the recession that's similar today is the lack of women. Federal data shows only about 2.6 percent of the 7.1 million workers in construction are women, about the same as in the 1970s. An industry goal is to dramatically increase that percentage with greater awareness in school and by using programs such as MAGIC (Mentoring a Girl in Construction) camps that feature hands-on activities with construction projects, women speakers and engineers, and female construction and project managers.

During Engineers Week, February 22-28, 2015, DiscoverE (formerly National Engineers Week Foundation), will host a Girl Day on February 26, and the group is encouraging others to do the same. DiscoverE said, "Girl Day is a movement that shows girls how creative and collaborative engineering is and how engineers are changing our world. With hundreds of events happening each year, together we are driving the conversation about girls and engineering."

It's all part of a broader effort to show the work force what the future of construction has to offer, including high-paying, rewarding jobs that build the country's roads, bridges, buildings and other structures.

"In the business world, we look for the ROI (return on investment) in the resources we expend, and investing in the future sometimes requires vision that does not immediately translate to the bottom line," said Katrina Kersch, Senior Director and COO of NCCER in a blog post, 'The ROI of Partnering with Education' on the organization's Web site. "Investing our time, talents and resources to partner with education means that our industry is willing to invest in our own future." ■

# STRONG AND EFFICIENT

## New PC490LC-11 excavator provides powerful lift capacity while reducing emissions

The government introduced air-quality regulations in the early 1990s, which required manufacturers to begin the process of reducing emissions. Komatsu built a solid foundation when it introduced its Tier 1 engine platform, and it continued to add technology that's met each subsequent emission standard while further reducing fuel consumption and improving performance.

Komatsu's new Tier 4 Final-certified PC490LC-11 is no exception. It delivers the same powerful lifting capacity and stability of the popular Dash-10 Tier 4 Interim model while lowering emissions and maintaining the operating weight, horsepower and bucket capacity.

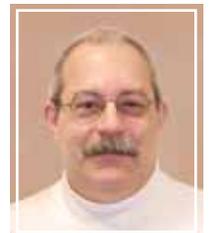
"The previous PC490 increased horsepower, operating weight and lift capacity compared to the model it replaced," said Kurt Moncini, Product Manager, Excavators. "We started with that platform and enhanced this new

model to maximize productivity, serviceability and fuel economy, so users get high levels of performance with the same or reduced owning and operating costs."

### KOMTRAX® enhancements

Komatsu designed the Tier 4 Final engine for increased efficiency, using its already-proven technology from the Interim models and integrating a selective catalytic reduction (SCR) system. The engine uses an advanced electronic-control system to manage air-flow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability.

Komatsu's Tier 4 Final engines use DEF (diesel exhaust fluid) for treating NOx emissions. When it's injected into the exhaust stream as required,



Kurt Moncini,  
Komatsu Product  
Manager, Excavators

Continued . . .

### Quick Specs on the Komatsu PC490LC-11 Excavator

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC490LC-11	105,670-110,220 lbs.	359 hp	1.47-4.15 cu. yds.



The PC490LC-11 features a heavy-duty undercarriage and counterweight that contribute to high lift capacity and lateral stability. Operators can increase lifting force by 7 percent by choosing Lift Mode, which boosts hydraulic pressure.

# PC490LC-11 builds off predecessor's strong attributes

... continued

it works with the heat of the exhaust and the SCR catalytic converter to convert NOx into harmless nitrogen and water vapor that expel out of the exhaust pipe. Komatsu also enhanced KOMTRAX® to monitor the new Tier 4 Final emissions package components and process.

Other new features of KOMTRAX® in the PC490LC-11 include the Operator Identification System, which allows operators to input an identification number so equipment managers can track specific users, set parameters for individual operators, shifts, attachments and more. An Auto Idle Shutdown function helps improve operating costs by reducing unnecessary idle time. It alerts operators to excessive idle time, giving them a warning prior to shutting down the machine.

“Auto Idle Shutdown and the Operator Identification System increase efficiency and reduce wasted hours and unnecessary fuel consumption, which increase owning and operating costs,” said Moncini. “Another standout feature of the enhanced KOMTRAX® system is a switch to cellular, which provides greater bandwidth, more efficient communication

and allows operator ID set-up information to be sent to the machine.”

## Heavy-duty components

The PC490LC-11 maintains the productivity features of the Dash-10, including a heavy-duty undercarriage and counterweight that contribute to high lift capacity and lateral stability. A variable-track gauge option increases both the lift capacity and lateral stability up to an additional 10 percent. To account for that, it has strong undercarriage components, including links, rollers, shoes, idlers and center frame. A reinforced, revolving frame and large-capacity swing bearing provide further strength. Operators can increase lifting force by 7 percent by choosing Lift Mode, which boosts hydraulic pressure.

Lift Mode is one of six available working modes, allowing operators to match machine performance to the application. Additional modes include Power, Economy, Breaker, Attachment Power and Attachment Economy.

The PC490LC-11's enhanced hydraulic system helps reduce hydraulic loss, resulting in better efficiency. Additionally, Komatsu designed and produces all major components of the hydraulic system, including pumps, motors and valves. The integrated design employs a closed-center, load-sensing system that uses variable-speed-matching technology.

“Variable-speed matching adjusts the engine speed to hydraulic pump output, allowing the engine to operate at the most efficient rpm,” said Moncini. “It also has a hydraulically driven reversible cooling fan that varies its speed in response to coolant, hydraulic oil and ambient temperatures for greater efficiency.

“Like other Tier 4 products, the PC490LC-11 is backed by Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, with work done by certified technicians who also perform a 50-point inspection,” Moncini added. “Komatsu met the Tier 4 Final standards while maintaining the strong attributes of the predecessor model. We believe users will see the added benefits, even those who are currently or have previously used the Interim model.” ■

Komatsu's new PC490LC-11 provides the same powerful lifting capacity and stability of the popular Dash-10 Tier 4 Interim model while lowering emissions.



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- New 7" LCD multi-function monitor panel provides easy access machine diagnostics.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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# 'ONE MACHINE, ALL APPLICATIONS'

## Komatsu's new WA200-7 wheel loader provides benefits of standard and PZ models in a more efficient package

Having one machine that provides production in earthmoving, sand and gravel applications, as well as the lifting capacity to move pipe and other materials is a distinct advantage for a wheel loader. Komatsu's new WA200-7 provides these, in a powerful Tier 4 Interim package that builds upon the proven technology of its predecessor.

Komatsu's WA200-7 uses the versatile PZ "parallel Z-bar linkage," which provides large breakout force for quick and easy bucket filling. It also keeps loads level during lift and has high tilt forces to handle large attachments, making it an ideal machine for fork applications, such as moving pallets.

"The WA200-7 is one machine for all applications," said Craig McGinnis, Komatsu Product Specialist, Wheel Loaders. "It combines the best of both the standard and PZ Dash-6 models but has many improvements. One of the biggest changes is Komatsu's proprietary Tier 4 engine technology that further reduces fuel consumption by up to 3 percent compared to the already-low level of the Dash-6 series. It also uses a Komatsu Diesel Oxidation Catalyst (KDOC) that reduces particulate matter through 100-percent passive regeneration, which does not interfere with daily operation."

McGinnis notes that Komatsu designed the KDOC to last through the engine's lifetime, and it also engineered the WA200-7 with no diesel particulate filter. Additionally, Komatsu provides complimentary scheduled maintenance through its Komatsu CARE program for the first three years or 2,000 hours.

### Enhanced operator comfort

To enhance operator comfort, Komatsu designed the WA200-7 with a roomy cab. The work equipment is controlled by a

multifunction mono-lever that includes a forward-neutral-reverse switch and an integrated proportion-control switch for third-spool-equipped loaders.

"As with other Komatsu wheel loaders, the WA200-7 has a highly efficient and responsive hydrostatic drive train with variable-speed control and the Komatsu Traction Control System," said McGinnis. "The dynamic braking effect of the HST practically eliminates brake wear, which further reduces maintenance costs. We encourage anyone looking for an all-purpose loader to check out the WA200-7. Its versatility, production and low owning and operating costs make it the leader in its size class." ■



Craig McGinnis,  
Komatsu Product  
Specialist,  
Wheel Loaders

### Quick Specs on the Komatsu WA200-7 Wheel Loader

Model	Operating Weight	Net Horsepower	Bucket Capacity
WA200-7	25,342-26,070 lbs.	126 hp	2.6 cu. yds.

Komatsu's new WA200-7 uses the versatile PZ "parallel Z-bar linkage," which provides large breakout force for quick and easy bucket filling. It also keeps loads level during lift and has high tilt forces to handle large attachments, making it an ideal machine for fork applications, such as moving pallets.



# NEW TIER 4 FINAL DOZER

## Enhancements give D155AX-8 greater efficiency, reduce owning and operating costs



Chuck Murawski,  
Komatsu Product  
Manager, Dozers

When you already have one of the most productive and efficient dozers in the 260 hp-plus size class, it's not necessary to completely overhaul it to meet the newest tier standard. You simply build on an already successful platform and enhance it like Komatsu did with the D155AX-8, which is Tier 4 Final certified with the addition of selective catalytic reduction (SCR).

The D155AX-8 maintains the horsepower and blade capacity of its predecessor, with about a 2.5-percent increase in operating weight," said Chuck Murawski, Komatsu Product Manager, Dozers. "Despite the increase in weight, the new model reduces fuel consumption while providing the same powerful production of the Dash-7 it replaces."

### Quick Specs on the Komatsu D155AX-8 Dozer

Model	Operating Weight	Net Horsepower	Blade Capacity
D155AX-8	89,300 lbs.	354 hp	12.3-15.6 cu. yds.

Komatsu's new D155AX-8 dozer features an automatic gearshift transmission, which shifts to the optimal gear range based on work conditions and load, and a lock-up torque converter that automatically transfers engine power directly to the transmission.

Both power and fuel efficiency come from Komatsu's automatic gearshift transmission, which shifts to the optimal gear range based on work conditions and load, and a lock-up torque converter that automatically transfers engine power directly to the transmission. Operators can select from automatic or manual gearshift modes to fit the application. Automatic is for general dozing, and manual is for dozing and ripping in rough ground.

Komatsu continues to significantly improve productivity and operation with an electronic-control power train system, including the Hydrostatic Steering System that provides powerful turns under various work conditions. Counter-rotation is available while in neutral, for minimum turning radius, providing excellent maneuverability. When operating in adverse conditions such as uneven ground, the K-bogie undercarriage system keeps the correct alignment between the rollers and links for a smoother ride and longer component life.

### More material with less power

The D155AX-8 is equipped with a dual-tilt and power-pitch SIGMADOZER blade, which gives it a high blade capacity, improves dozing performance and increases productivity up to 15 percent, compared to a conventional semi-u blade. The blade improves soil-holding capacity and reduces digging resistance for a smoother flow of material, allowing larger amounts of soil to be dozed with less power.

"The D155 dozer's popularity comes from its ability to cost-effectively move massive amounts of material, and this new model does that with a further reduction in owning and operating costs," said Murawski. "Komatsu covers scheduled maintenance for the first three years or 2,000 hours through Komatsu CARE, which includes a 50-point inspection at each interval." ■



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## D61i-23

## Next Generation Machine Control

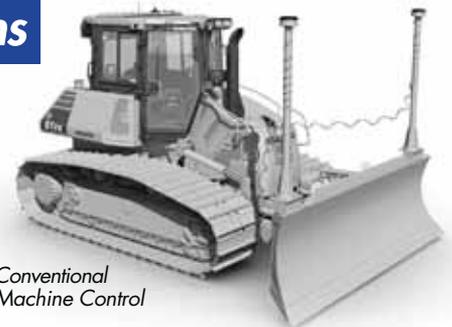
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Factory installed Intelligent Machine Control — standard on the new D61i-23. Automated dozing — 1<sup>st</sup> to last pass with finish grade performance. Intelligent blade assistance minimizes track slip and improves efficiency.

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Conventional  
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# INCREASED LOGGING CAPACITY

## Komatsu introduces new robust C-Series “carry style” harvesting heads



New C-Series “carry style” harvesting heads feature Komatsu’s Constant Cut™ saw control system with a saw bar that includes a 19cc saw motor with an integrated valve to deliver precise control of hydraulic flow and pressure.

MaxiXplorer™ 3.1 is also standard and a complete system for machine control, head control, cross cutting and administration.



Forestry operations are always looking for increased logging capacity, as well as machinery that’s durable and reliable, and Komatsu’s new C-Series “carry-style” harvesting heads deliver on all counts. Two models are available, including the high-capacity C144 and the versatile, all-around C93.

The C93, available installed on Komatsu 911.5 and 931.1 harvesters, replaces the 350.1 and offers significant improvements for better handling of thinning projects, as well as tough-limb and multi-stem harvesting applications. It has a recommended working diameter of 6 to 15 inches and a maximum cutting capacity of up to 23.6 inches.

The C144’s recommended working diameter is 8 to 20 inches, with a 28-inch maximum cutting diameter. It’s available on Komatsu 931.1 and 941.1 harvesters. The C144 and the C93 can be installed on other carriers as a loose head.

### Efficient control systems

The C93 and C144 harvesting heads also feature Komatsu’s new Constant Cut™ saw-control system with a saw bar (29.5 inches on the C93 and 32.5 inches on the C144) that includes a 19cc saw motor with an integrated valve to deliver precise control of hydraulic flow and pressure.

MaxiXplorer™ 3.1 is also standard and a complete system for machine control, head control, cross cutting and administration.

“Customers choose which head is right for them based on the diameter and weight of the timber they harvest,” said Steve Yolitz, Komatsu Manager, Marketing Forestry. “Komatsu heads may also fit multiple machines, giving users several options while reducing the number of machines and attachments needed. Our distributors can guide customers to the harvesting head that is best for them.” ■

### Quick Specs on the Komatsu Harvesting Heads

Model	Weight	Max. Cutting Diameter
C93	2,138 lbs.	23.6 in.
C144	3,086 lbs.	28 in.

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# CUSTOMER-DRIVEN SOLUTIONS

## VP of Operations says Komatsu Financial offers much more than loans for purchasing new equipment



**Tim Tripas,**  
Vice President of Operations,  
Komatsu Financial

*This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.*

Tim Tripas joined Komatsu 23 years ago after graduating from Drake University in Des Moines, Iowa, with a degree in English. “My parents encouraged me to take classes that interested me, so in addition to English, I took a lot of business and law classes. That gave me a well-rounded background and set me up well to join Komatsu Financial.”

His first responsibilities included working on audits and collections before becoming a regional operations manager, followed by director of operations. In 2004, he helped set up Komatsu Finance Europe, then returned to the United States in his present role as Vice President of Operations. He oversees all functions of finance, including credit applications, funding, audits, leasing and more.

“One of the things I’m most proud of is that 8 out of 10 Komatsu machines sold in North America are now financed through Komatsu Financial,” said Tripas. “That’s due to a very concerted effort by our personnel to get out and meet customers face-to-face at their jobsites, offices and our distributor locations, so we know their businesses and can tailor programs to meet their needs. I believe Komatsu makes the best equipment in the business, so building a world-class finance company that helps customers put that machinery in their fleets and finances the parts and service to keep them producing is a priority.”

Tim and his wife, Alissa, have a daughter, and he enjoys spending time with his family outside of work. He also sneaks out to golf on occasion.

**QUESTION:** Why should a customer consider Komatsu Financial for financing equipment instead of going with an outside lender?

**ANSWER:** All we do is finance Komatsu equipment through Komatsu distributors. That puts us in a unique position to better understand customers’ opportunities and the challenges they face compared to an outside lender that finances everything from homes to airplanes. Being an equipment manufacturer, we also know the construction and mining marketplaces better, which allows us to be more flexible on the front-end when setting up the financing and on the back-end if customers hit a bump in the road. At Komatsu Financial, either on the front end or after the sale, our first question is always, “How can we help?” For those reasons, the number of companies that turn to Komatsu Financial for their equipment needs has continued to increase.

**QUESTION:** How much of an increase have you seen?

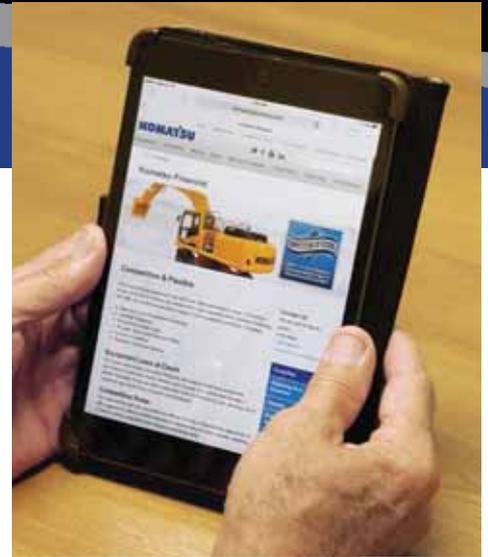
**ANSWER:** More than 80 percent of all new Komatsu machines sold in North America are financed by Komatsu Financial. That is up from about 60 percent five years ago.

**QUESTION:** How have you been able to achieve that?

**ANSWER:** We’ve taken a much more customer-oriented approach, including getting out in the field and meeting directly with dealers and customers to understand how we can better serve their needs. That contact has helped us develop a lot of great programs that are different than what the typical marketplace has to offer. For example, if a customer has a lease that’s greater than 24 months, we’ll let them out of it six months early, as long as the customer is buying another piece of Komatsu equipment.



More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. That is up from about 60 percent five years ago.



Komatsu offers cost-effective and viable financing solutions for new and used equipment purchases and leases, as well as parts and service needs.

So, a customer may have a D51 dozer and would really like a larger size or a new D51i-22 *intelligent* Machine Control dozer. With this program, we completely forgive the final six months of payments on the existing lease, to allow for the additional machine purchase. Nobody else in the industry does anything like that.

**QUESTION:** Could you give some other examples?

**ANSWER:** In talking with customers, many said they desired the flexibility of paying over time for repairs or service work from their dealer. We developed a parts and service financing program that's a true loan. Some competitors have similar financing, but in reality, it's a credit card that charges higher interest. Komatsu Financial's program lets customers finance the first \$50,000 at zero percent for 15 months with no payments for 90 days. That allows the customer to bring the equipment into the shop, get it fixed and get the equipment back and working before a payment is due. Additionally, on this or any other product from Komatsu Financial, there is never a pre-payment penalty.

Another example is our Flex Lease. Customers make a 36-month commitment, but every year on the anniversary of the lease, they have the option to return the equipment. That grew out of a customer telling us, "I think I need a machine for three years, but I know for sure I need it for one." The advantages are obviously that if a situation changes, they can opt out, and if customers choose to stay in the lease, their rate continues to be what it was from the day the lease started. It's been well-received,



especially in light of the past few years when we've seen a big shift from ownership toward leasing. We have several other attractive leasing options if that's the route a customer wants to go.

**QUESTION:** Do you finance used equipment?

**ANSWER:** Absolutely. We'll finance new and used equipment as long as it's a product a distributor sells and not a competitive brand. Our focus is on helping build successful relationships with our distributors and their customers, and financing new and used equipment, leases and parts and service contributes to that. We consider Komatsu Financial a facilitator in the process, and we're willing to do whatever we can to help customers be successful. ■

Komatsu has a parts and service financing program that lets customers finance the first \$50,000 at zero percent for 15 months with no payments for 90 days. That allows customers to bring the equipment into the shop, get it fixed and get the equipment back and working before a payment is due.

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# INCREASED PRODUCT OFFERINGS

## Linder Industrial Machinery adds three new construction, material handling lines

One factor in lasting 60 years as an equipment distributor is finding the right product lines to match customer needs. Linder continues to do that and recently added machinery from ATLAS Maschinen, Mantsinen and Konecranes. The additions expand Linder's ability to service construction, material handling, port and railroad operations.

Nearly 100 years old, ATLAS Maschinen manufactures an extensive lineup of wheeled, standard and short-tail crawler and railroad excavators, as well as material handlers. In addition, it produces a comprehensive lineup of attachments that can be used in a wide variety of applications and industries.

Linder also strengthened its material-handling lineup with Mantsinen hydraulic machines, which feature key technology that will handle more capacity with less energy. Machine reach, mobility, safety, efficiency and cost effectiveness are key features. Mantsinen material handlers typically double production rates compared to traditional cable cranes in bulk material handling applications. Six models are available, from the 70, which has an operating weight of 78-95 tons and a 78-foot-plus reach, to the 200, with a nearly 122-foot reach and an operating weight range of 220 to 250 tons.

### Leader in lift technology

Konecranes is a world-leader in lifting technology, offering a diverse range of lifting equipment that provides safe and efficient high performance in ports and container terminals, steel and paper mills, waste-to-energy operations, rail terminals, and lumber and manufacturing facilities. Konecranes models include forklift trucks,

gantry trucks/toploaders, reach stackers and empty-container handlers. They feature a strong, box-section chassis and load-sensing hydraulic systems that deliver outstanding, long-lasting service and superior fuel economy in demanding work environments.

"Adding these product lines further strengthens us as a leader in the markets we serve," said Linder President John Coughlin. "Each offers high quality, technologically advanced and fuel-efficient equipment, and we're proud to align ourselves with them. We encourage anyone needing these types of machines to contact us for more information." ■



**John Coughlin**  
President,  
Linder Industrial  
Machinery

(Clockwise from top left) Linder Industrial Machinery recently added machinery from Mantsinen, Konecranes and ATLAS Maschinen to its product lineup.



# NCCCO launches boom truck operator certification program

The first phase of a new Certification of Crane Operators (CCO) program designed specifically for boom truck operators is now available from NCCCO (National Commission for the Certification of Crane Operators). The new CCO Boom Truck – Fixed Cab operator certification is a subcategory of the CCO Telescopic Boom – Fixed Cab certification.

CCO Boom Truck – Fixed Cab was developed specifically for the industries that use these machines, such as building

supplies, HVAC, sign installation and tree maintenance.

“While boom trucks have a wide variety of users and applications, many machines don’t operate in typical construction applications, but are engaged in activities such as delivering materials and equipment,” said Joel Oliva, NCCCO Manager, Program Development and Administration. “This new program is designed specifically to address the unique needs of boom truck operations.” ■

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# NEW ORLANDO LOCATION

## Move expands Linder's support capabilities and service area in central Florida

Linder Machinery moved across town and expanded its capabilities and service area with the opening of a new Orlando branch at 23 Taft Vineland Road. The 22,000-square-foot location sits on 4.7 acres and serves Orange, Osceola, Seminole, Lake, Volusia and Brevard counties.

"Our old location on the north side of Orlando was basically a small parts operation, and this new branch gives us full-service capabilities," said Vincent Aguayo, Vice President, Central Florida. "We're excited about being in this vicinity. We can serve all the way over to the east coast, including the Daytona and Palm Bay areas, and we're looking to grow."

Aguayo said the branch has a staff of 15, about half of which are in the service department. Four members make up the parts department, and the branch also has sales representatives and a customer service manager that round out the staff.

### More parts inventory, larger shop space

The new Orlando branch features more than 14,000 square feet of service area with six service bays, each with full-lubrication systems, a track press, cylinder bench and an eco-friendly wash bay that uses recycled water. "It's equipped with new tooling and two five-ton overhead cranes, so we're definitely outfitted to take care of anyone's service needs in the shop," said Service Manager Joe Boisvert. "From a field standpoint, nothing's really changed other than we're looking to expand. We still offer the same great on-site service we always have, with four trucks and another coming."

Another big advantage of the new store is its expanded parts warehouse. This Orlando branch stocks about \$2 million in inventory in more than 5,000 square feet of space, with items for the numerous brands Linder carries, including Komatsu and the Wirtgen Group of products.

"It's likely that if someone needs a part we have it in our inventory right here in the store," said Parts Manager Gary McDowell. "If for some reason it's not, in most instances we can have it to them the next morning if an order is placed before 6 p.m. We also offer Komatsu's eParts ordering, so customers can go online and place an order that way. We're happy to help them set that up, or in any other way we can. I believe Linder is unmatched in its commitment to take care of customers, and this new branch further shows that." ■



Vincent Aguayo,  
Vice President,  
Central Florida



Linder's new Orlando branch features better support capabilities, with six large shop bays and added space for a larger parts inventory.



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# LINDER INDUSTRIAL MACHINERY COMPANY

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2013 KOMATSU PC210LC-10  
E00033979, 1,995 hrs., \$162,500



2012 KOMATSU D65EX-17  
E00032266, 4,211 hrs., \$160,000



2007 KOMATSU WA320-5L  
E00030784, 3,650 hrs., \$105,000

Year/Make/Model	Stock#	Hours	Price
<b>EXCAVATORS</b>			
2011 KOMATSU PC138USLC-8 	E00034245	3,530	\$115,000
2008 KOMATSU PC200LC-8 	E00033716	3,853	\$125,500
2007 KOMATSU PC200LC-8 	E00033130	6,580	\$77,500
2008 KOMATSU PC200LC-8 	E00031363	5,726	\$110,000
2013 KOMATSU PC210LC-10 	E00033979	1,995	\$162,500
2008 KOMATSU PC220LC-8 	E00033452	5,990	\$99,000

Year/Make/Model	Stock#	Hours	Price
<b>SKID STEER</b>			
2009 KOMATSU CK30-1	E00033697	3,182	\$28,000

Year/Make/Model	Stock#	Hours	Price
<b>DOZERS</b>			
2004 KOMATSU D31PX-21 	E00033500	3,400	\$42,500
2006 KOMATSU D39PX-21A	E00033501	4,994	NA
2007 KOMATSU D61PX-15	E00033285	4,666	\$115,000
2012 KOMATSU D65EX-17	E00032266	4,211	\$160,000

Year/Make/Model	Stock#	Hours	Price
<b>WHEEL LOADERS</b>			
2012 KOMATSU WA250-6 	E00032545	3,915	\$105,000
2006 KOMATSU WA250-5L 	E00033669	2,833	\$62,000
2006 KOMATSU WA250-5L 	E00033746	6,075	\$72,500
2007 KOMATSU WA320-5L 	E00030784	3,650	\$105,000
2010 KOMATSU WA320-6 	E00033922	5,693	\$120,000

 denotes Komatsu-certified machine

For additional information, please contact your local sales representative.

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