

LINDER LINK

A publication for and about Linder Industrial Machinery customers • January 2020

Happy New Year!



Pictured above: Crew members with Lee Mar Construction deploy a pair of Komatsu D61PXi-24 dozers to move dirt at the Timber Creek development in Fort Myers, Fla.

Feature Stories:

Smith-Rowe, LLC	pg. 4
Lee Mar Construction Corp.	pg. 8
R. H. Price, Inc.	pg. 13
Oceanagold Haile Gold Mine	pg. 14
CONEXPO-CON/AGG preview	pg. 17

MESSAGE FROM THE PRESIDENT



John Coughlin

**Passing
knowledge
through
technology**

LINDER

Dear Valued Customer,

Charles Dickens once wrote, "It was the best of times, it was the worst of times." Although that may be a bit of an exaggeration in relation to the current state of construction, it does seem somewhat fitting. During the past several years, the industry has enjoyed significant gains across nearly every market sector, and unemployment is low.

On the flip side is the continuing struggle to find construction workers, specifically equipment operators. Industry groups have taken steps to recruit and retain new people to fill the numerous open positions. As people retire or otherwise leave the industry, they take a wealth of knowledge with them.

Komatsu is committed to making new dozer operators as productive as possible, as quickly as possible with its new Proactive Dozing Control logic that interprets data and makes decisions that mirror seasoned operators. Read more about how this intuitive technology can deliver productivity gains within 6 percent of an experienced operator on select Komatsu dozers.

Be sure to read about our featured customers, Smith-Rowe as well as Lee Mar Construction Corp, both leaders in their respective areas. We have also included a piece on R. H. Price, which shares its success story on using a new Terramac crawler carrier.

Also, I encourage you to check out the CONEXPO-CON/AGG preview that provides some insight into what you will find at the triennial event that will be held in Las Vegas in March.

We thank you for your business in 2019 and look forward to leading the way for your continued success and growth in 2020. As always, if there is anything we can do for you, please call or stop by one of our branch locations, or contact your Linder sales representative.

Sincerely,
Linder Industrial Machinery Company



John Coughlin,
President and CEO

LINDER LINK

A publication for and about Linder customers

IN THIS ISSUE

SMITH-ROWE, LLC pg. 4

This versatile North Carolina business tackles projects ranging from bridge building to hurricane clean up. See the story inside.

LEE MAR CONSTRUCTION CORP. pg. 8

Meet the father and son duo who share how jobsite technology benefits their successful Florida company.

R. H. PRICE, INC. pg. 13

See how this Charlotte, N.C., firm powers through muddy terrain to upgrade sewer a system using Terramac crawler carriers.

OCEANAGOLD HAILE GOLD MINE pg. 14

Check out the fun during a family event hosted by this Linder Industrial Machinery customer in South Carolina.

INDUSTRY EXTRAVAGANZA pg. 17

CONEXPO-CON/AGG returns to Las Vegas in March with a record number of exhibitors. Read more inside.

DESIGN INNOVATION pg. 20

Understand Proactive Dozing Control technology, which uses real-time data for more precise grading from first to last pass.

PRODUCT SPOTLIGHT pg. 23

Learn what makes Komatsu's D155AX-8 LGP dozer well-suited for applications that require low ground pressure.

KOMATSU & YOU pg. 25

Get to know Director of Parts Marketing Chris Wasik, who reveals how Komatsu programs can help minimize costly downtime.

DOLLARS AND SENSE pg. 28

Discover the ways that Sourcewell members can benefit from a new cooperative purchasing contract with Komatsu America.

EMPLOYEE SPOTLIGHT pg. 30

Warehouse Parts Supervisor Loy Wood puts his organizational skills to work at Linder Industrial Machinery's Ladson, S.C., branch. Read more about Loy in this issue.

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A SALUTE TO A LINDER CUSTOMER

SMITH-ROWE, LLC

Mount Airy, N.C., firm expands from bridge work to full suite of construction services



David Rowe,
President



Locke Rowe,
Owner and
Vice President

Like many successful businesses, Smith-Rowe began as two guys with an idea, some determination and a little desperation. David Rowe and Russell Smith met by chance while working on a bridge project for David's father and quickly became friends.

"Russell and I started the company in the basement of his house in December 1982, and we agreed he would do the field work and I would run the office," recalled David, who is the President. "It was great timing because Russell was without work, and I was about to be out of a job. My father allowed us to run our business through his company for a while until we started bidding against him. By then we had built up a little cash and could make it on our own."

The duo's new company was located in Mount Airy, N.C., and focused on providing quality bridge work. Although Russell has since passed away and David serves as the mayor of Mount Airy; David's son, Locke, now leads the business and has expanded its operations since joining full time in 2005.

"When my dad and Russell started, they were basically bridge contractors," noted Locke. "Now, we take on more lead contracting roles with projects and have branched out into a lot of other areas of road building. We do very little private work and instead devote most of our time to public contracts.

"What really helped us was the recession," continued Locke. "The government tried to pull the country out of the economic downturn by pumping money into infrastructure. Our market never really slowed down, and we were able to pick up some good equipment at auction."

Since then, the company has grown to more than 340 employees and focuses on assignments throughout North Carolina, although crews have traveled as far as Atlanta. Smith-Rowe provides a wide range of services, including grading, earth and bridge work, clearing, grubbing, demolition, wet utilities, storm drainage and trucking. A commitment to hiring the best people while retaining a family atmosphere has helped the firm stay even-keeled through its expansion.

"Our people are the most important part of the business, because it takes everybody pulling together to make a company successful," said Locke. "We could do less quality and a higher quantity of work; however, reputation is critical. Our employees are the reason for where we are today."

Recent success

Smith-Rowe's good name helped it land the company's largest contract to date.

"The project is a joint venture with E.S. Wagner to finish the last section of the

An operator moves crushed asphalt at APAC Plant 5 in Winston-Salem, N.C., using a Komatsu WA470 wheel loader. "We tried several brands and found that Komatsu was the most reliable," said President David Rowe.





▶ VIDEO



At APAC Plant 5 in Winston-Salem, N.C., Smith-Rowe Operator Logan Sawyers uses a Komatsu PC360LC excavator to load asphalt into a crusher and a Kleemann MS 19 D track-mounted screening plant. “The excavator has great power, it runs really smooth and it’s just a sound machine,” said Sawyers. “I like the side view from the cab because I can see everything around me. Safety’s always number one on the jobsite, and with this machine I’m able to see my blind spots.”

Greensboro Urban Loop,” said Locke. “On this contract we are performing the clearing and grubbing on more than 300 acres, wet utility installations, building 10 mechanically stabilized earth retaining walls, one temporary structure and 10 permanent bridges.”

In total, the company has completed more than 800 projects through the last four decades. At any given time, it has 40 to 50 active jobsites. Recently, Smith-Rowe finished clearing debris that had piled up along a bridge on the Cape Fear River during Hurricane Florence.

“We used a barge to float an excavator equipped with a grapple that could reach down and pick up all of the stuff from the river,” described Locke. “It was about a 300-by 600-foot area that got bigger closer to the bottom of the river where all the material had accumulated. We built a barge landing so we could float debris to the shore and haul it off.”

Back on dry land in Winston-Salem, Smith-Rowe also works at APAC Plant 5, a hot-mix asphalt facility. There, it crushes 50,000 tons of reclaimed asphalt pavement for the plant annually.

Pleasure to work with Linder

Since its first job in the early 80s, Smith-Rowe has relied on Linder Industrial Machinery for its equipment needs.

“Thinking back to when my father was in the grading business, he always said if it wasn’t for Mitchell Distributing Company (now Linder) he would not have made it,” said David. “It’s good to remember all of the people who have been involved with Linder. It’s been a pleasure to work with them.”

Steady growth throughout the last decade led to a large investment in iron and a current fleet totaling more than 100 pieces of Komatsu machinery. Today, Locke works closely with Linder Sales Rep Joshua Prevette to ensure he has the right equipment for each job.

“Komatsu excavators are superior machines, and I really like the new dozers,” shared Locke. “The dozers have a slanted nose that lets an operator see the blade, have excellent visibility from the cab and the feel is great. Once we committed to Komatsu, it just made sense to continue that with the rest of our fleet.

“Purchasing a majority of our machines from the same distributor has been an advantage,” added Locke. “Komatsu Financial is great, and we really like Komatsu CARE. It helps to have complimentary service done correctly through the warranty period.”

Komatsu’s KOMTRAX remote monitoring system offers an additional advantage for Smith-Rowe in keeping tabs on and maintaining its fleet.



Discover more at
TheLinderLink.com

Continued . . .

'Komatsu excavators are superior machines'

... continued



Smith-Rowe Owner and Vice President Locke Rowe and President David Rowe call on Linder Industrial Machinery and Sales Rep Joshua Prevette for all of their equipment needs.

"It provides everything from help in locating all of our equipment, to daily working hours and idle time," explained Locke. "We get monthly idling reports that we can forward to our operators to show where we can save money. KOMTRAX makes that possible."

Looking ahead

When David started Smith-Rowe, he couldn't imagine where it would be today.

"The end of my vision happened when we grew to four crews, and that was about 30 crews ago," joked David. "The company has far exceeded my expectations. It's all Locke and the leadership group today."

Locke envisions Smith-Rowe continuing to grow and provide additional services without oversaturating the market.

"We want to be the company everyone wants to call, whether it be a prime contractor, the DOT or whomever," said Locke. "We're going to continue to get better in all that we do and provide the best service possible for our customers." ■



A Smith-Rowe crew member pushes dirt along an edge using a Komatsu D61PX dozer near Rural Hall, N.C. "It's strong as anything I've used for its size, and it handles really well," said Operator James Wray. "The visibility of the blade is great because I can see all the way across the cutting edge in front of me."

▶ VIDEO



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A SALUTE TO A LINDER CUSTOMER

LEE MAR CONSTRUCTION CORP.

Fort Myers, Fla., company utilizes latest technology to complete mass excavating projects



Butch Felts,
Vice President



Luke Felts,
Project Manager

Margie Smith moved from Tennessee to Fort Myers, Fla., and pioneered the way for women in the construction industry when she started a fill dirt business in the mid-1960s. Then in 1971, Ronnie and Edwina Felts purchased the company, naming it Lee Mar Construction Corp. In the decades that followed, the business played an integral role in reshaping the area through a wide array of construction projects. Today, Ronnie and Edwina's son, Butch, is Vice President and runs the firm alongside his son, Luke, who serves as a Project Manager.

"I was born and raised in Lee Mar," shared Butch. "I started out shoveling dirt, driving stakes and running equipment before eventually moving into some management positions."

"My story is similar," added Luke. "In high school, I would call out sick to ride along with my dad to jobsites, then worked there part time during the summers. After that, I went to Florida Gulf Coast University and earned a degree in business management before returning to the company in a role where I do a little bit of everything."

The father-son duo has established Lee Mar as a premier general contractor specializing in mass-grading and excavation projects throughout Charlotte, Lee and Collier counties. To supplement business, Lee Mar also excavates and sells fill dirt from a quarry owned by Vulcan Materials. Within its construction business, the company typically has five to 15 projects of varying sizes active at any time. Approximately 70 percent of its jobs are private or residential, and the remainder are public projects.

"We're a complete site-preparation company," described Butch. "We clear land, dig dirt, build roads and get the site ready for homebuilders. Generally, we will sub out some parts of the contract, such as paving and underground utilities."

With more than 50 employees between the office and field staff, Butch recognizes that people like Superintendent Garret Rogers, Project Manager Richard McKee and Operations Manager Jimmy Thompson all play vital roles in Lee Mar's success.

"We treat our employees and clients like family," stated Butch. "We have very little turnover; most of our employees have been here 10, 15 or 20 years. All of our management is brought up from within, so they understand the culture we're trying to build."

Niche projects

Like many companies that have stood the test of time, Lee Mar has adapted to the economic environment.

"In the '80s and '90s we were a golf course contractor," explained Butch. "We had a lot of big iron because that was a huge thing in southwestern Florida. Later, we dove into state projects and worked for some of the larger road contractors in the country."

The demand for new housing is now spurring a majority of Lee Mar Construction's current projects. Near the Southwest Florida International Airport in Fort Myers, the company is helping transform tracts of land into single and multi-family housing developments.

"A lot of larger organizations have offices in this area and are hiring younger people who



▶ VIDEO

Lee Mar Construction Operator Daniel Rafael moves large amounts of material despite wet conditions at the Timber Creek development in Fort Myers, Fla., using a Komatsu D61PXi-24 dozer with *intelligent* Machine Control. "I really enjoy running this machine," he said. "The automatic controls make getting to grade easy."



are looking to buy new houses," offered Butch. "One of our current projects is called Timber Creek. It's a 600-acre residential tract where we recently broke ground."

The \$20-million undertaking will remove 1.5-million cubic yards of material to make way for 1,230 homes and 13 water-retention ponds. The project is divided into two phases, and the firm expects to be on site for more than a year. Crews have encountered some early challenges due to the high water table in the area.

"There's a lot of rock and water, two things that are different about this part of Florida," explained Butch. "Anywhere we work, we'll generally dig through rock. Some of our projects require us to excavate 13 feet below sea level, and we have to dig them wet without dewatering. It's a niche that we've learned how to handle."

The company also strives to minimize its ecological impact.

"That's a big part of our business, making sure as we're working on 600 acres that we don't disturb the two acres next to us," said Butch. "We're very careful to protect the adjacent land."

Technology and support

Technology plays an important role in Lee Mar's success, which is why it works closely with Linder Industrial Machinery and Sales Rep Ray Henry to incorporate Komatsu's *intelligent* Machine Control dozers into its fleet. The firm began using an aftermarket GPS system in the early 2000s and has witnessed the impact it has on a jobsite.

"We were one of the first in the area, maybe in the country, with this type of technology and have gone through the evolution of it," noted Butch. "That's what brought us to Komatsu, because it's on top of the GPS food chain right now."

Lee Mar recently added two Komatsu D61PXi-24 dozers and a D39PXi-24 dozer to its fleet and noticed immediate results.

"The machine control quality, accuracy and ease drew us to Komatsu," explained Butch. "Our operators grade just once, plus they know where they're at without putting stakes in the ground. The complete project is on the screen in front of them, whether it's laying out a lake, building a pad or creating a detention pond. It gives operators total control."



Discover more at
TheLinderLink.com

Continued . . .

Visibility from cab 'is a big benefit'

... continued

"One of my favorite things about Komatsu, aside from being well-balanced and strong machines, is the visibility from the cab," added Luke. "The ability to see 360-degrees is a big benefit to our guys when people are working all around them. The visibility is fantastic compared to some competitors."

Lee Mar uses a D61PXi-24 to move large quantities of material and a D39PXi-24 to perform smaller berm, sidewalk and other tasks in tighter spaces. "Both machines are easy to use," noted Luke.

Continuing to help implement technology on the jobsite remains a vital part of Linder's commitment to Lee Mar.

"They're great about making sure we get the latest technology out here to try," shared Butch. "We have a great relationship with them."

Protecting the Everglades

Limiting the downstream impact from land development remains a challenge for the construction industry in Florida. Luke envisions the company playing a role to mitigate future issues.

"Our state is moving toward policies that direct clean water through the Everglades and restore the natural flow as much as possible," said Luke. "There's a lot of earthwork involved in that process, some of which includes building massive retention areas. There are a couple of big projects in the works currently that fit right in with what we do, so I can see that being a part of our business in the future." ■



(L-R) Project Manager Luke Felts and Vice President Butch Felts call on Linder Industrial Machinery Sales Rep Ray Henry and PSR Joe Deoreo for their equipment needs.

Crew members with Lee Mar Construction deploy a pair of Komatsu D61PXi-24 dozers to move dirt at the Timber Creek development in Fort Myers, Fla. "Our operators grade just once, plus they know where they're at without putting stakes in the ground," said Project Manager Luke Felts. "The complete project is on the screen in front of them, whether it's laying out a lake, building a pad or creating a detention pond. It gives the operator total control."

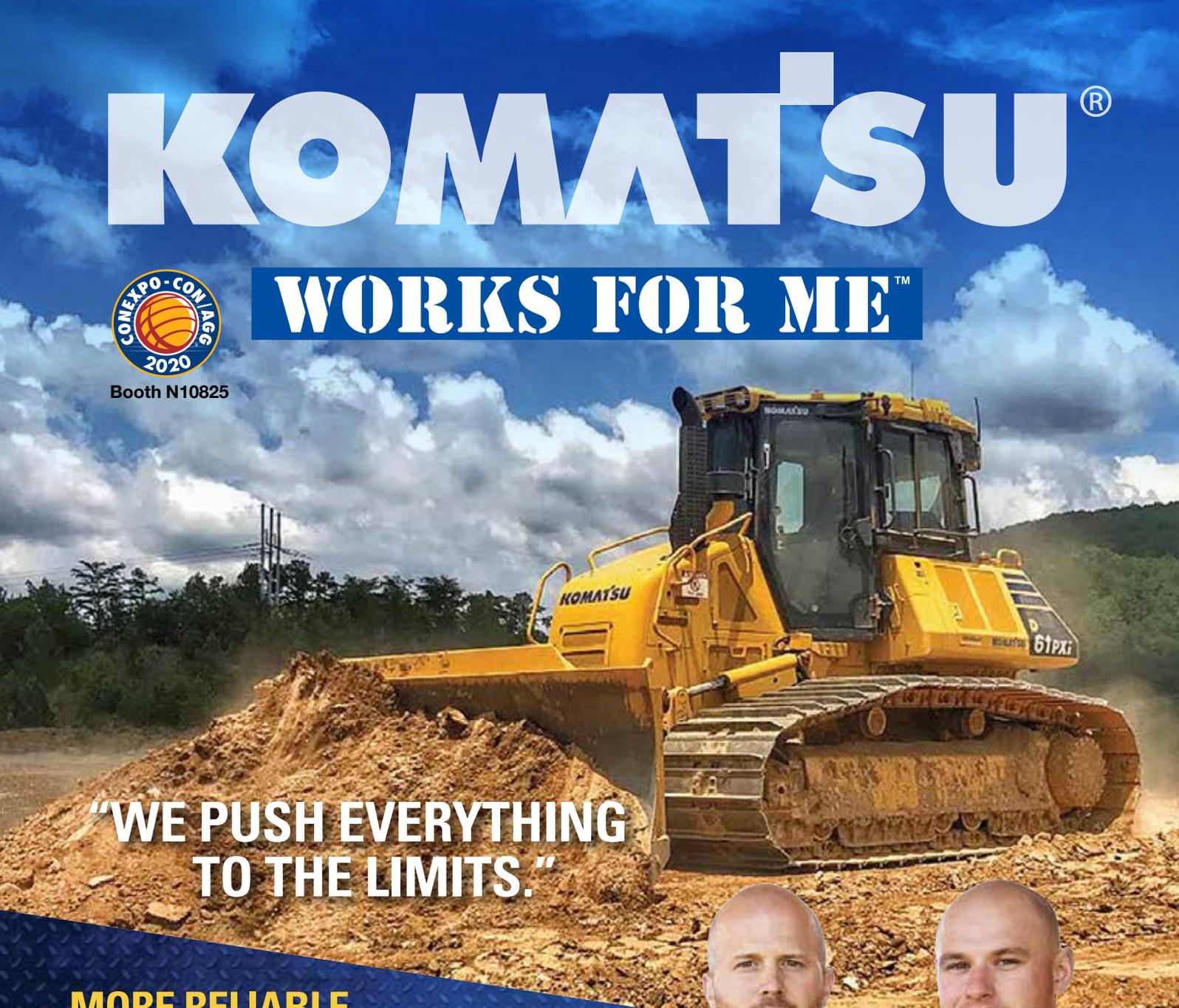


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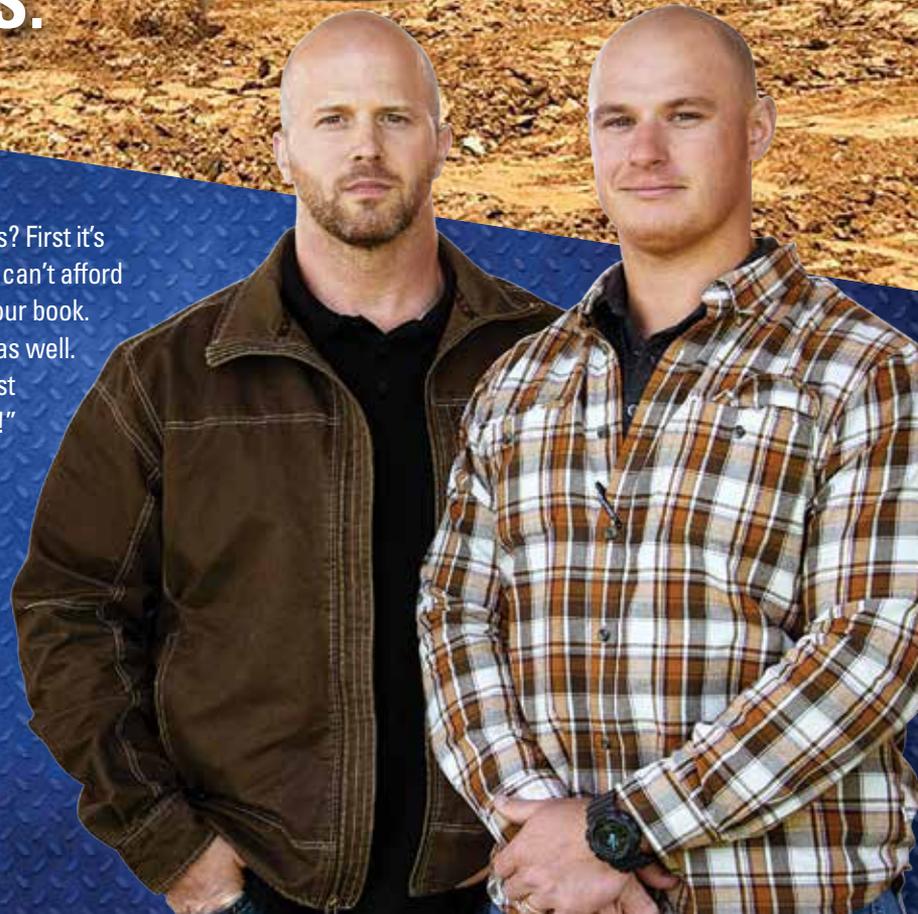


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A SALUTE TO A LINDER CUSTOMER

R. H. PRICE, INC.

Charlotte, N.C., firm powers through muddy terrain to upgrade sewer system

Through the end of 2018 and into 2019, Charlotte, N.C., experienced historically heavy rains that turned jobsites into mud pits. For Jimmy Price, President of R. H. Price, Inc., moving material through the rain-soaked terrain has been trouble-free. The leader of this sewage and pipe installation company relies on Terramac crawler carriers to stay on schedule, even in challenging conditions.

“The Terramacs are nearly unstoppable when it gets muddy,” shared Price. “We tried our first model four years ago because we needed something with high flotation to carry material throughout the jobsite that wouldn’t get stuck. The machine performed great, and we’ve consistently used them ever since.”

The company is replacing and upgrading a Charlotte Water sewer-outfall system for a future development that runs parallel to Beards Creek and is frequently flooded. The project requires 7,000-feet of new, uninterrupted sewer installation using 18-inch and eight-inch tie-in pipe. Price relies on his Terramac RT14R crawler carrier to haul bedding stone along the entire length of pipe.

“The site conditions have been so wet that we wouldn’t be able to do the job with any other machine,” said Price. “We need 30-tons of stone every hundred feet, which makes for a lot of trips. Multiplying that many trips over the entire project, it would be nearly impossible to complete it with anything else. The Terramac is basically a lifesaver.”

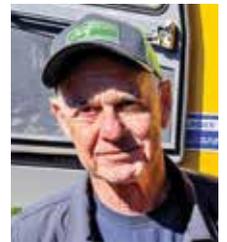
Nimble in tight quarters

R. H. Price Operator John Ferrell noted the 360-degree rotation and up to 90-degree dump-angle capabilities of the machine are equally important on this project.

“We work in a lot of small spaces and don’t have room to turn around with a traditional machine,” explained Ferrell. “I can pull up next to a rock pile and swivel the bed to dump material without having to move the tracks. I can also drive the machine either forward or backward, which means I don’t track up the ground as much. The Terramac works better in the mud than anything else I’ve ever operated.”

Strategically placed cameras provide a complete view of the machine on the in-cab monitor, increasing jobsite safety. Ferrell equates the overall operating experience to playing a game.

“It’s all done by joystick, like a video game,” noted Ferrell. “Foot pedals aren’t necessary with all the controls at my thumbs. I can go forward and reverse, idle up and track speed using one joystick; then dump and rotate using the other. This is a great machine because it’s efficient, and at the end of the day, I’m not worn out from operating it.” ■



Jimmy Price,
President



John Ferrell,
Operator

The Terramac RT14R crawler carrier is important on a jobsite, according to R. H. Price Operator John Ferrell. “I can pull up next to a rock pile and swivel the bed to dump material without having to move the tracks,” explained Ferrell. “The Terramac works better in the mud than anything else I’ve ever operated.”



Discover more

▶ VIDEO



A SALUTE TO A LINDER CUSTOMER

OCEANAGOLD HAILE GOLD MINE

Families enjoy day of pumpkin painting, digging for treasure and touring equipment



Robby Reed,
Operator

OceanaGold's Haile Gold Mine in Kershaw, S.C., hosted its annual fall event for employees and their families. Child-friendly activities included sifting for gold, digging for treasure, painting pumpkins, playing cornhole and bingo and touring facilities. Guests were also treated to door prizes and lunch. Getting the opportunity to climb aboard and learn more about the mine's new Komatsu 730E-10 electric-drive mining truck was also a popular activity.

"OceanaGold gives family members a chance to come out and see the equipment that they hear us talk about at home," said Operator Robbie Reed. "Representatives who operate the equipment were available to answer any questions. It was a fun day with plenty of activities for the kids."

The 730E-10 is a recent addition to the Haile team and served as a centerpiece for the event. For Reed, the addition of the truck is a testament to the mine's success and commitment to employee safety.

"Komatsu simplified the machine to make it driver-friendly, which means it takes less time to train operators," explained Reed. "It's a super truck that could revolutionize the mine."

Haile Gold Mine's relationship with Linder Industrial Machinery is a recent one.

"The switch from mechanical to electric-drive trucks has been a big change for everyone on-site," added Linder Sales Rep



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Linder Industrial Machinery Area Manager John Covington and his daughter pose as gold miners.

Kids play with toy trucks and dig for treasure in a miniature mining area.



A family pauses for a photo in front of a Komatsu 730E-10 electric-drive mining truck. The tire measures more than 10 feet in height.





▶ VIDEO

OceanaGold Haile Gold Mine in Kershaw, S.C., showed off its new 200-ton Komatsu 730E-10 electric-drive mining truck at an employee event in October.

Michael Malloy. “Komatsu and Linder have provided training to help the operators with the transition. We’re excited about the future of our partnership with OceanaGold as the mine continues to grow.” ■



Children and their parents enjoy painting pumpkins at one of many stations with family-friendly activities.



Future employees test the seats and cab of the Komatsu 730E-10.

A family checks out the inside of the Komatsu mining truck.



Guests add handprints to a display that encourages employee hand safety while working.



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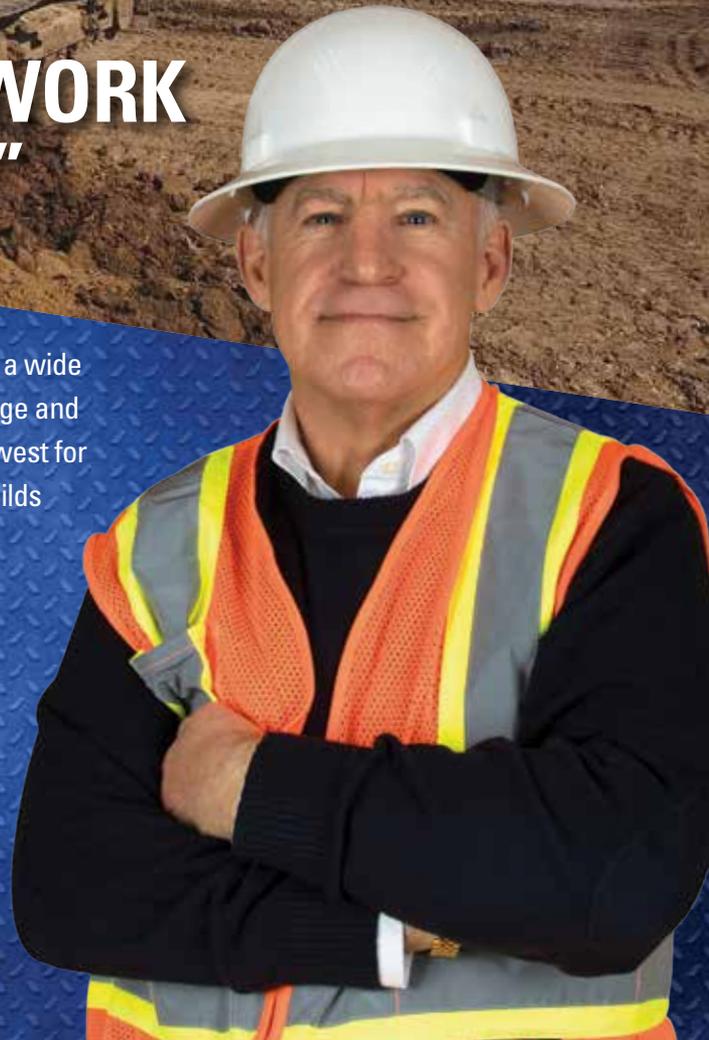
"At Selge Construction, we're a family business. We've constructed a wide range of projects, built on a foundation of integrity, industry knowledge and quality workmanship. Selge has gained respect throughout the Midwest for the highest quality work built in the safest way possible. Komatsu builds a quality product that performs as promised and helps us get the job done. That's why Komatsu works for me!"

Marv Selge / Selge Construction, Inc. / Niles, MI

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'LARGEST HEAVY METAL SHOW'

CONEXPO-CON/AGG returns to Las Vegas with record number of exhibitors, exhibit space

The "World's Largest Heavy Metal Show in 2020" is right around the corner with the return of CONEXPO-CON/AGG to the Las Vegas Convention Center and beyond, March 10-14. Presented every three years, it is North America's biggest trade show and features the latest in equipment and innovation from every key construction-related sector.

In total, a record-setting 2,800 exhibitors are expected to converge on 2.6-million square feet of exhibit space. The show's footprint

has changed with the Gold Lot under construction, making it unavailable. Instead, CONEXPO-CON/AGG will use the Las Vegas Festival Grounds, located on the Las Vegas Strip adjacent to the Circus Circus hotel. The grounds will contain lifting (aerial and cranes), earthmoving, hauling and underground construction equipment, among other things.

"This show is shaping up as one of the best ever; attendees and exhibitors will not be disappointed," said Mary Erholtz,

Continued . . .



Gearing up for 'best possible experience'

... continued

CONEXPO-CON/AGG Chair. "AEM (Associated Equipment Manufacturers, the show's lead sponsor) and our show committees of industry leaders are working hard to deliver an outstanding event focused on the latest innovations, technologies and best practices to succeed in our changing world."

'Smart city' display

Similar to 2017, CONEXPO-CON/AGG will emphasize technology. The Tech Experience

returns and focuses on three areas that impact the industry: modern mobility; sustainability and sustainable building; and smart cities, according to Al Cevero, Senior Vice President Construction, Mining & Utility at AEM.

Cevero and other members of the show planning team recently unveiled a 10 x 22-foot "smart city" replica scheduled for display. It demonstrates how a smart city, through sensors and analytics "will be able to transform information into digestible data, providing knowledge for the city to work smarter," according to show organizers.

The smart city replica will showcase several scenarios, including various city grids and how a city responds to heat, wind and storms; connectivity, including 5G sensors, telematics and the internet of things (IoT); and the impacts of construction such as the jobsite of the future within the city and how equipment will communicate.

"The main goals of the Tech Experience are to drive awareness and adoption of new technologies and innovations, engage and attract the next generation of attendees and position the show as a thought leader," said Cevero. "Our plan is to demonstrate how the three areas will transform the contractor's business of the future."

Multitude of education sessions, tracks

More than 150 educational sessions are scheduled throughout the week to highlight the latest topics and industry trends. They are grouped into tracks for ease in finding areas of interest. Tracks include aggregates; asphalt; earthmoving and site development; equipment management and maintenance; business best practices; how to attract, engage and retain talent; safety; and technology solutions.

CONEXPO-CON/AGG will be co-located with the International Fluid Power Expo, and new for 2020 is the opportunity to mix and match education sessions offered through both shows. Attendees can register for educational sessions as well as the show itself through the CONEXPO-CON/AGG website at www.conexpoconagg.com. ■

 Be sure to visit with our manufacturers at CONEXPO-CON/AGG in March.	
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North America's largest trade show, CONEXPO-CON/AGG will feature the latest in equipment and innovation from every key construction-related sector. It is slated for March 10-14, 2020, in Las Vegas.



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PROACTIVE DOZING CONTROL

New intuitive technology uses real-time data collection to mimic actions of experienced operators



Derek Morris,
Product Marketing
Manager,
*intelligent Machine
Control*



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TheLinderLink.com

Construction companies continue to face a growing shortage of operators. Whether they retire or leave for other opportunities, firms often struggle to find new personnel with the skills and knowledge to replace them.

Komatsu aims to help bring newer operators up to speed faster with the intuitive technology of its Proactive Dozing Control logic. The GPS-grading system is designed to collect and interpret data and make decisions that mimic those of seasoned professionals. The system is available on four dozers: D51EXi-24, D51PXi-24, D61EXi-24 and D61PXi-24.

“Like an experienced operator, Proactive Dozing Control logic understands what the terrain around the machine looks like and decides on the appropriate action such as whether to cut and carry material, spread or fill that material or whether it should be finish grading,” explained Derek Morris, Product Marketing Manager, *intelligent Machine Control*. “The system provides the real-time position of the dozer on the jobsite to create a highly accurate elevation for it to drive the blade to the precise grade needed.”

Improving productivity

Proactive Dozing Control logic can be used from first pass to last to perform auto-stripping, auto-spreading, high production dozing and finish grading. Morris stated that it gives operators the ability to use dozers to their full capacity, leading to increased utilization, better return on investment and greater production.

Morris added that owning and operating costs are also lowered because wear and tear on the machine is reduced with automated operation, including minimized track

slippage during operation, which lengthens undercarriage life.

“Proactive Dozing Control logic opens up a world of application possibilities for machine control technology,” said Morris. “Traditionally, GPS machine control focused on finish grading, which meant that operators only used the technology approximately 10 to 20 percent of the time. Proactive Dozing Control logic is a game-changer because the integrated system now lets operators use automation any time.”

A difference in data

Morris emphasized that Proactive Dozing Control logic collects real-time data from the tracks, a significant difference from traditional blade-mounted aftermarket systems.

“Conventional systems only understand the position of the blade and capture data at the cutting edge, so when an operator backs up and raises the blade, he or she could potentially be capturing false data,” said Morris. “Because our data is collected at the tracks, that’s not an issue.

“We took the data that was always naturally available and provided it directly to the machine, making it highly intelligent and giving the dozer awareness of the terrain around it,” Morris continued. “The result is an intuitive technology that delivers productivity gains of within 6 percent of an experienced operator.

“By using the tracks, we have created machine control that is far more advanced, offering an entirely new level of efficiency,” he added. “Whether you are an experienced operator or someone new to the job, Proactive Dozing Control logic enables precision work every time, making operation easier and more productive.” ■



▶ VIDEO

Proactive Dozing Control logic understands what the terrain around the machine looks like and decides whether to cut and carry material, spread or fill with it or whether it should finish grade, just like an experienced operator. The integrated GPS grade control system works from first pass to last to perform everything from auto-stripping to final grading.



With Proactive Dozing Control logic, data is collected at the tracks and provided to the machine, making it highly intelligent and giving the dozer awareness of the surrounding terrain. "The result is an intuitive technology that delivers productivity gains of within 6 percent of an experienced operator," said Derek Morris, Product Marketing Manager, *intelligent Machine Control*.



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NEW SPECIALTY DOZER

Machine minimizes ground disturbance while providing high production on sensitive jobsites

Equipment users often balance the need to minimize ground disturbance while maintaining high production. That can be especially challenging for larger tracked equipment. Komatsu's new D155AX-8 LGP (low ground pressure) dozer strikes the right balance.

"The D155AX-8 LGP's newly designed eight-roller undercarriage distributes weight and provides optimum balance and traction while reducing ground pressure," said Komatsu Product Manager Chuck Murawski. "Previously, there were few machines with those attributes in this size class. Now, the D155AX-8 LGP is ideal for mining and reclamation operations, especially mine-site applications such as leach-pond cleanup, tailing, settling and drainage-pond work, as well as liner installations."

Murawski illustrated that despite a heavier operating weight than a standard model, the D155AX-8 LGP's longer and wider tracks maintain the lowest-in-class ground pressure of 7.7 psi. The ground contact area is increased by 72 percent, improving flotation in soft conditions and reducing ground pressure by up to 47 percent. The D155AX-8 LGP has a 12-percent wider track gauge and 9-percent longer track on ground than a standard D155AX-8.

Fewer passes to move more

"The D155AX-8 LGP is excellent for applications that require low ground pressure and can be especially useful for energy and pipeline work, as well as mining," said Murawski. "When equipped with 38-inch extreme service shoes, angle blade and towing winch, it has a higher operating weight compared to competitors. That increases usable drawbar pull when using a powerful towing winch."

Murawski added that the dozer can be equipped with either a 12.9-yard semi-u blade or a 9.6-yard angle blade. Optional rear attachments include a counterweight with rigid drawbar, hydraulic winch, long drawbar and a multi-shank variable pitch ripper.

"The D155AX-8 LGP can move large amounts of material, while the wider cutting edge reduces the number of passes needed when grading," said Murawski. "For applications that don't require an angle blade, the higher-capacity semi-u with dual tilt and pitch hydraulics is a great choice. For sandy soil applications, an abrasion-resistant spec with rotating bushing undercarriage is available." ■



Chuck Murawski,
Komatsu Product
Manager



Discover more

Brief Specs for Komatsu's D155AX-8 LGP Dozer

Model	Net Horsepower	Operating Weight	Ground Pressure
D155AX-8 LGP	354 hp	92,800-100,000 lb	7.7 psi

The new D155AX-8 LGP's eight-roller undercarriage provides excellent traction and optimum balance while reducing ground pressure, said Komatsu Product Manager Chuck Murawski.



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Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS



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IMPROVING YOUR PRODUCTIVITY

Director of Parts Marketing Chris Wasik shares programs for minimizing downtime, operating costs

QUESTION: What does Komatsu offer beyond Komatsu CARE, which covers routine scheduled maintenance?

ANSWER: To help maintain peak performance and minimize downtime, we recently introduced Genuine Care to extend the benefits of Komatsu CARE, where services are completed by certified technicians using Komatsu genuine parts, filters and fluids. Customers can sign up with their distributors for customized solutions that best match their needs. That may be performing services on the same schedule as Komatsu CARE, or perhaps they prefer to have major services done every 1,000 hours. Options are definitely available. Genuine Care gives customers peace of mind knowing that services are done on time and on location with the right parts.

QUESTION: What other new programs can assist customers?

ANSWER: Recently, we launched the MyKomatsu website application that ties together machine telematics, manuals and online parts ordering. Customers can access information about their machines from any computer or mobile device. The web app allows owners to monitor their fleets and find the items necessary to maintain them. Parts can be selected from the parts book and dropped into a shopping cart. The order is then sent to a Komatsu distributor for quick fulfillment. MyKomatsu brings together initiatives such as KOMTRAX and eParts into a single location.

QUESTION: Does Komatsu still maintain its other support initiatives?

ANSWER: Absolutely. Many remain popular because they have been proven to save

Continued . . .



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.

Chris Wasik,
Komatsu Director of
Parts Marketing

Earlier this year, Chris Wasik received a 20-year service award from Komatsu and shared why he has stayed with the company so long.

“It’s the people I work with,” explained Wasik. “We genuinely want each other to succeed. We all know, too, that our success is directly tied to our customers’ success, so we are working toward a common goal to deliver the best equipment and support in the industry.”

The northern Illinois native said he noticed this culture from the minute he joined Komatsu in 1999 to work on the initiative that eventually led to Komatsu’s KOMTRAX telematics system.

In 2015, Wasik became Director of Parts Marketing, where he oversees programs to promote undercarriage, filters, batteries, reman products, kitting and more.

Wasik married his wife, Denise, the same year he joined Komatsu. The couple has a 14-year-old son, and Wasik enjoys coaching his son’s baseball team and camping.



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EQUIPMENT BUYING MADE EASIER

Here's what Komatsu's Sourcewell certification means to purchasers



Doug Morris,
Director, Sales
and Marketing,
Komatsu America

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 Sourcewell. Membership is free, and there are no minimum contract requirements.

Among the largest government cooperative agencies in North America, Sourcewell (formerly the National Joint Powers Alliance) represents more than 50,000 member organizations that have access to hundreds of competitively solicited contracts covering a variety of products, solutions and services. With Sourcewell, the procurement process is simplified.

Ready-to-use contracts

Following an extensive evaluation, Sourcewell recently awarded Komatsu America a four-year contract to provide

members with access to more than 50 heavy-construction-equipment products, as well as Komatsu's technology, service and solutions. Komatsu's distribution network, which includes 34 dealers with collectively more than 200 branches across North America, will provide support to Sourcewell members.

"It stands to reason that if a well-respected agency, such as Sourcewell, thoroughly vets a manufacturer and selects it as a trusted heavy-equipment provider for governmental entities, then it meets the criteria for high-quality machines and world-class service," said Doug Morris, Director, Sales and Marketing, Komatsu America. "That should give members and nonmembers alike confidence to source equipment solutions from a Komatsu distributor."

To learn more about Komatsu's contract with Sourcewell, visit komatsuamerica.com/sourcewell-cooperative-purchasing. ■

Sourcewell, one of the largest governmental cooperative agencies in North America, recently awarded Komatsu America a four-year national cooperative contract for heavy-construction equipment and related accessories, attachments and supplies.





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MEET LOY WOOD

Organization, passion for working with parts is perfect blend for Warehouse Parts Supervisor



Loy Wood,
Warehouse Parts
Supervisor



Discover more at
TheLinderLink.com

Warehouse Parts Supervisor Loy Wood spends his day at Linder Industrial Machinery's Ladson, S.C., branch locating orders for customers, organizing shelves and keeping the shop stocked with everything from machine oil to dozer blades.

Wood has worked in this capacity since 2015. Before taking on his current role, he served in the U.S. Air Force where he coordinated transportation for both passengers and cargo. Organization and timeliness were essential elements to that job and have translated to quick success with Linder.

"Instead of moving people and freight around the globe, now I'm focused on the Ladson branch," said Wood. "I'm always trying to find ways to be more organized and efficient. If I find something takes too long,

I'll work to make it faster and at less cost to the customer."

A new vertical lift machine (VLM) in Ladson's parts department makes it easier for Wood to organize hundreds of parts and increase his efficiency.

"Instead of having drawers where it's necessary to bend down and guess where things are at, the VLM brings it out to me," said Wood. "It holds 55 trays with a combination of big and small boxes and small to large parts. The machine works well and there are fewer errors because it tells exactly where things are located on the tray and how many items are supposed to be there."

New discoveries every day

Wood enjoys the excitement of seeing new machinery components and learning how they work. "Every day unique parts arrive, and I don't always know what they do or which machine they're for. It's fun to figure out the function of each part and where it's supposed to go."

"I like to tinker with parts, bolts, screws and things like that," noted Wood. "What I do at work pretty much equals what I enjoy in my time off. I have an older car that breaks down a lot, so I'm always replacing things and making repairs on it."

While Linder stretches across three states, Wood enjoys the family atmosphere at the Ladson branch.

"It's like a mom and pop shop where everybody knows everyone, and we get along really well," said Wood. "Upper management recognizes people who put in hard work. It's a great place to work." ■

At Linder's Ladson, S.C. branch, Warehouse Parts Supervisor Loy Wood keeps the parts department stocked and organized so he can easily find hundreds of items. "Every day unique parts arrive, and I don't always know what they do or which machine they're for. It's fun to figure out what each part does and where it's supposed to go."

▶ VIDEO



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