



Company Background

Linder Industrial Machinery Company was founded in 1953 by Scott Linder, Sr. and James Cox. The company began operations as Linder, Cox and Co. from its offices in Lakeland, Florida and initially focused on serving the phosphate mining industry. More than 50 years later, Linder Industrial Machinery Company is now headquartered in Plant City, Florida and has nineteen locations throughout Florida, North Carolina and South Carolina. Linder Industrial Machinery Company serves many markets that require off road machinery by providing top quality equipment, supported by excellent repair and rebuild facilities, field service capabilities, well-trained technicians and a multimillion dollar parts inventory.

In 1954 Cox sold his interest in the company to Linder, and the company name was changed to Linder Industrial Machinery Company two years later. The company grew dramatically with Florida's construction boom through the '50's. In 1989, Linder merged with H.F. Mason Equipment Co., another Florida equipment distributor, which had been founded in 1941. SMS International Co., a subsidiary of Sumitomo Corp., purchased Linder in 1996. Seven years later, Linder acquired the Mitchell Distributing Company with its ten locations in North Carolina and South Carolina.

Linder has been the exclusive distributor for Komatsu equipment for all of Florida except the panhandle since 1975. The company has been cited for excellence many times with awards from Komatsu to recognize its excellence in service, including the Chairman's Award and the President's World Class Award.

"Longevity is the test of how you've treated your customers," says Jeff Cox, president of Linder. "Over fifty years in business is a good indication that we're putting our customers first." The company attributes its success to this basic tenet, and all employees are devoted to providing excellent service to customers.

Every branch of Linder Industrial Machinery Company offers new, used and rental equipment. The company assures excellent service support with an extensive parts inventory, highly trained service personnel and on-site maintenance to eliminate travel and minimize downtime. Preventive maintenance contracts are offered to help avoid unexpected repairs, and several different financing options are always available.

Linder Industrial Machinery Company services all makes and models of equipment. Linder's service support includes total machine rebuilds, repairing heavy engines and electrical components, total track repair and hydraulic repairs.

The company offers a broad range of equipment, including excavators, backhoe loaders, crawler dozers, wheel dozers, wheel loaders, articulated trucks, shovels, asphalt rollers, graders, utility equipment, pavers, compactors, trailers, rigid frame trucks and hydraulic tools and attachments. This equipment supports many different industries: residential and commercial construction, highway construction, paving, aggregates and mining, landscape construction, forestry, demolition, agriculture, industrial, utility and government. Linder Industrial Machinery Company sells only the most reliable equipment brands—Komatsu, Atlas Copco, Blaw-Knox, Esco, Ethyre, Genesis, Hensley, Ingersoll Rand, JRB, Pemberton, Rockland and Tramac.



Fact Sheet

Founded in 1953, Linder Industrial Machinery Company serves a wide range of markets that require off road equipment by providing top quality equipment, supported by excellent repair and rebuild facilities, extensive field service capabilities, well-trained technicians and a complete parts inventory. There are now nineteen locations throughout Florida, North Carolina and South Carolina.

Locations

Headquartered in Plant City, Florida

Additional locations throughout the Southeast: Florida—Ft. Myers, Jacksonville, Ocala, Orlando, Pembroke Pines, Tallahassee, West Palm Beach; North Carolina—Asheville, Charlotte, Greenville, High Point, Raleigh and Wilmington; and South Carolina—Columbia, Conway, Greer, North Charleston and Ridgeland

Product Lines

Komatsu – articulated trucks, excavators, dozers, trucks, backhoe loaders, graders, crushers, shovels, crawler carriers, wheel loaders, utility equipment

Atlas Copco – Drills

Blaw-Knox – Pavers and mobile conveyors

Esco - Buckets, blades and teeth

Etnyre – Distribution trucks and trailers

Genesis – Attachments

Hensley Industries – Ground engaging tools

Ingersoll Rand – Paving and compaction equipment, asphalt rollers

JRB - Attachments, couplers

Pemberton – Loader couplers, attachments

Rockland – Blades, forks

Tramac – Hydraulic attachments

Markets Served

Construction, residential and commercial

Construction, landscape

Agriculture

Government

Utility

Aggregates and mining

Industrial

Demolition

Forestry

Highway construction

Paving

Services

Extensive parts inventory

Highly trained service department for all makes and models

On-site servicing

Total engine, machine, hydraulic and track rebuilds and reconditioning

Preventive maintenance contracts

Short term and long term rentals

Automatic parts replacement and service reminders

Online parts ordering

Financing options



BUILDING ON A TRADITION OF EXCELLENCE

Komatsu Distributor

Jeffrey Cox

President

Jeffrey Cox became president of Linder Industrial Machinery Company in 1987. He is responsible for setting the strategic direction for the company and for overseeing day-to-day operations.

Cox began his career as a financial analyst with International Harvester Company in Chicago, Illinois. In 1973 he joined North American Steel Company in Lakeland, Florida as their comptroller. Two years later, he purchased Park Machine and Fabrication and owned the company for nine years. In 1984 Cox became executive vice president of Linder Industrial Machinery Company.

Affiliated with a wide range of civic and professional groups, Cox is a former Senior Warden of All Saint's Episcopal Church, a member of Associated Equipment Distributors, Florida Phosphate Council, Florida Transportation Builders' Association, Lakeland Area Chamber of Commerce, Lakeland Regional Medical Center, the Council of Growing Companies, and the University of Florida Alumni Association. He serves on the University of Florida President's Council.

A native of Lakeland, Florida, Cox graduated from the University of Florida in 1969 with a Bachelor of Science in Mechanical Engineering. He earned his MBA with a finance concentration in 1971 from the Wharton School of the University of Pennsylvania.

Cox and his wife, Susan, have two children, Laura and Jeffrey, and three grandchildren.