

// GREENE TEAM PELLET FUEL COMPANY, LLC CUSTOMER PROFILE



- + GREENE TEAM
PELLET FUEL COMPANY, LLC
- + BEST LINE EQUIPMENT
- + DOOSAN HEAVY EQUIPMENT



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//CASE STUDY GREENE TEAM PELLET FUEL COMPANY, LLC

COMPANY PROFILE

After learning about a nation-wide shortage of wood pellet fuel, Moe Galis did what any good entrepreneur would do: he saw the opportunity, and he seized it. With a master's degree in Agricultural Engineering from Penn State University and a background in manufacturing, he founded Greene Team Pellet Fuel Company, LLC in 2006. Along with a dedicated team including his sons, Andy, Robbie, and Michael, Moe Galis created a successful business that continues to produce carbon neutral, renewable fuel that people can use to heat their homes.

BUSINESS SITUATION

Greene Team has since grown to operate with a team of 20 employees, including the Galises, and supplies their pellets to customers from Fairmont, WV to Presque Isle, ME. The business handles close to 2,000 tons of wood dust and chips per week. Their previous heavy equipment simply couldn't keep up with the growth of the business. Greene Team needed heavy equipment that could handle frequent use and that they could rely on.

THE PLAYERS

Founded in 1985 by Mike Houseknecht, Best Line Equipment offers equipment rental, sales, service, and parts to Pennsylvania and the surrounding states. Best Line Equipment is a trusted dealer of over 60 major industry manufacturers, including Doosan. With a sales and service team of over 450 talented employees and with a tireless dedication to their customers, Best Line Equipment understood Greene Team's need for durable equipment.

Doosan is an industry leader with a rich global manufacturing history. They have become the fifth largest manufacturer of construction equipment in the world and understand the importance of providing only the best quality of machines. Their durable equipment includes wheel loaders and excavators, exactly what Greene Team was looking for.

THE SOLUTION

Best Line Equipment saw the issues Greene Team was having with their machines and had the solution. Doosan equipment met the growing business's need for durable equipment that they could rely on to complete, and keep up with, their work. Thanks to the reliability of these machines, Greene Team has purchased four Doosan DL-300s with several attachments and a Doosan DX-140 excavator. With these machines, they can efficiently produce the quality wood pellets they pride themselves in. "It's a robust machine that can stand up to the harsh running conditions at our plant," says Andy Galis, Operations Manager at Greene Team, in reference to their Doosan equipment.



//ABOVE

GREENE TEAM PELLET FUEL COMPANY, LLC UTILIZES DL300 WHEEL LOADERS AND A DX140 CRAWLER EXCAVATOR TO MOVE SUBSTRATE IN PREPARATION FOR PELLET MANUFACTURING.

//BELOW

LARGE CAPACITY ROCKLAND BUCKETS LOOM LARGE ON-SITE.



DOOSAN



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//ABOVE
GREENE TEAM'S MOE GALIS (LEFT) AND BEST LINE'S ADAM HOUSEKNECHT (RIGHT) KEEP FRIENDSHIP AT THE CORE OF THE RELATIONSHIP.

THE RESULT

Greene Team has now been working with Best Line Equipment for the past four years. Thanks to the reliability of Doosan equipment, the need for repairs are few and far in between, but when they are needed, Best Line is there to make sure they are taken care of. "Greene Team has grown a lot over the past two years. With help from Doosan products and the strength and reliability of Best Line Equipment's parts and service departments, they are able to keep their plant producing 24 hours a day, with minimal plant shutdowns, if any," says Ryan Wagner, Heavy Equipment Salesman at Best Line Equipment.

The relationship built between Greene Team and Best Line Equipment is made strong by their mutual appreciation for quality equipment and their appreciation for each other as business partners.

"It's a moderately sized company that is still a family business like ours. You can tell it's a family run business because of how the employees care about what happens to their customers."

*~ Andy Galis
Operations Manager
Greene Team Pellet Fuel Company, LLC*



//ABOVE
THE GALIS FAMILY PROVES THAT HARD WORK AND DEPENDABLE EQUIPMENT CAN DELIVER A GREAT PRODUCT WHILE HAVING FUN.





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//CONTACT

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For over 30 years, Best Line Equipment has been a successful, privately-owned, 13 location construction equipment rental, sales, service, & parts company that services Pennsylvania and its surrounding states.

We are an authorized dealer for over 60 major industry manufacturers and utilize a sales and service team of over 450 talented employees.

Our goal is to provide our customers with the best equipment rentals, construction sales, and professional services in the marketplace by providing a comprehensive range of equipment, excellent customer service, and tireless dedication to the customer.



DOOSAN