

// JOHN ANDERSON CONSTRUCTION CUSTOMER PROFILE



BEST LINE
EQUIPMENT



JOHN ANDERSON
CONSTRUCTION



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//CASE STUDY JA CONSTRUCTION

COMPANY PROFILE:

John Anderson Construction, commonly known as JAC, was established in 1989 in Warren, PA as a small company that primarily worked for residential customers doing various concrete jobs. Today, JAC has grown tremendously in the Earthwork, Concrete, Pipeline, and Facilities sector. They complete several concrete projects of all different sizes that involved road building, rock demolition, and moving thousands of yards of dirt. Their line of equipment ranges from excavators, dozers, pipe benders, and all the trucks, trailers, and support equipment to handle multi-million dollar projects.

BUSINESS SITUATION:

Back in 2010, JAC started experiencing several issues with their heavy equipment dealer located just 200 miles north of their facility. They experienced several warranty issues on their new machines, poor customer service, and equipment delivery wasn't an option at the time; which is a huge inconvenience for a growing business in the heavy equipment industry. JAC needed to rely on a local rental, sales, service, and parts company specializing in the heavy equipment to supply, transport, setup and service their equipment needs; all within a timely manner.

THE PLAYERS:

JAC was in high demand for crawler excavators, wheel excavators and a variety of attachments for several pipeline construction projects across Pennsylvania. Based on Doosan's high quality industrial equipment Best Line Equipment provides, JAC decided to work with Best Line Equipment and Doosan.

Best Line Equipment is the area's premier equipment rental, sales, service, and parts provider serving all of Pennsylvania and 7 surrounding states. For 30 years, founder and CEO, Michael Houseknecht, has built a successful 12 location equipment business, serving the industrial, gas & oil, construction, and residential industries. Best Line is an authorized dealer for over 60 manufacturers, including Doosan.

Doosan was founded in 1896 and since then, Doosan has developed into a multinational conglomerate, with particular emphasis on consumer goods, manufacturing, construction, and industrial sectors. In 2007, Doosan acquired the construction machinery company, Bobcat USA, the world's largest supplier of small construction equipment. Since then, Doosan was ranked 4th among the "World's Best 40 Companies 2009" list in Business Week magazine.

THE SOLUTION:

In 2010, Best Line Equipment teamed together with Doosan to take JAC and other customers alike on a trip to The Real Operation Center, commonly known as The ROC in Tucson, Arizona. The ROC not only gives customers the ability to develop a relationship with their dealer, but to learn about the Doosan experience, giving customers a hands-on product demonstration on all Doosan



//ABOVE

JAC'S FLEET OF DOOSAN CRAWLER EXCAVATORS MAKE SHORT WORK OF MATERIALS UNLOADING AND PIPE LAYING.

//BELOW

THE COMPLETE LINE OF DOOSAN EXCAVATORS AWAITED JAC IN TUSCON, WHERE OPERATORS TESTED THE EQUIPMENT IN REAL WORK SITUATIONS.





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equipment; such as crawler excavators, wheel excavators, log loaders, wheel loaders, and articulated dump trucks.

“The ROC is the perfect place to see firsthand why Doosan is one of the top equipment producers in the world,” said John Anderson, President at John Anderson Construction. “I am happy and confident in Doosan’s products and support services.”

With over 30 years’ experience in the heavy equipment industry, Best Line Equipment is well suited to help manage all the equipment needs JAC is looking for. We not only develop close relations with our manufacturers, like Doosan, but we offer dedicated and well trained staff to assist our customers with equipment rentals, delivery, parts & service, to 24 hour emergency support when things go wrong. In addition, Best Line honors all warranty work and favors any recalls. We accommodate any type of problem that may arise with all types of equipment, in an efficient, precise, and timely manner.

“Best Line Equipment specializes in heavy equipment rental, sales, service, and parts; that’s why John Anderson Construction chose to work with Best Line. With our close relationship with Doosan, and knowledge in their reliability, efficiency, and service support after the sale, we were successful in delivering several Doosan machines to them.”

– Matt Pixler, Heavy Equipment Manager, Best Line Equipment

THE RESULT

Today, JAC continues to grow tremendously, taking the opportunity to work with Marcellus Shale and expanding into the steel pipeline and compressor station work. More skilled employees and heavy equipment were added to their facility, and since their visit to the ROC with Best Line Equipment, JAC has bought over 10 Doosan crawler excavators ranging from DX 140R3 to DX 350LC3. With the expansion of their company, they also bought from Best Line Sakai trench rollers and Hydrema articulating dump trucks to complete a wide variety of earthwork, concrete, and pipeline projects across the state of Pennsylvania.

“I’m invested for the long haul with Best Line Equipment because I developed a strong relationship with them,” said John Anderson. “It’s important to know that they are a reliable, trustworthy team. I don’t consider any other options.”

To learn more about how Best Line Equipment can help you, call us today.

MATT PIXLER | 484-357-0072, MPIXLER@BESTLINE.COM



//ABOVE

BEST LINE EQUIPMENT TOOK OVER 40 CUSTOMERS TO DOOSAN’S REAL OPERATIONS CENTER IN TUSCON, ARIZONA.

//BELOW

JOHN ANDERSON, JAC FOUNDER AND PRESIDENT.





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