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Local & State Headlines

Equipment dealer expands

- An Albany equipment dealer expands its holdings in the Southeastern United States.

Susan McCord

ALBANY — Albany-based Flint Equipment Company has completed its largest acquisition to date with the purchase of Van Lott, Inc., company officials said Wednesday.

"We're trying to expand our footprint, so that we can serve a larger customer base, gain efficiencies and increase opportunities, Flint President and CEO Chris Cannon said.

Headquartered at the FlintCo corporate offices in Albany, Flint Equipment Company has completed about a half dozen acquisitions since Cannon purchased the company in 2002, he said.

However, Cannon said in a statement, "'Big' is not what Flint is about. We're not growing to get 'big.' We're growing to perform better."

Van Lott is a 73-year-old, family-owned John Deere construction and forestry equipment distributor in Columbia, S.C., with branches in North Carolina and South Carolina.

"It's a tough economy to expand in, but this is generally when the opportunity presents itself," Cannon said.

Founded as a John Deere dealership in 1932, Flint provides sales and product support of new and used construction, forestry, compaction and mining equipment. Its agricultural division is Albany Tractor Company, and Flint Power Systems sells and services large industrial and marine engines.

The Van Lott acquisition expands Flint's John Deere territory to include 10 full-service facilities in Georgia, Florida, Alabama, South Carolina and North Carolina.

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Flint adds nearly 100 sales and service employees with the Van Lott purchase, bringing its total to approximately 450, including 200 in Albany, Cannon said.

Before acquiring Flint, the former Carlton Co. executive completed the 1998 merger of TransWaste Services and Central Georgia Waste Services with the publicly traded Waste Industries Inc.

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