

LINKED EQUIPMENT ORIGIN STORY



INDEX

Page 1. From Bussing to Building

Page 2. Founded in 2012

Page 3. Growing Pains

Page 5. Interesting Builds

- Restrooms for Ghost Towns
- Restrooms at the Bottom of a Mine
- Oil Fields and Barges
- Parking Lot Stores & Bars

Page 6. What Makes Linked Unique?

Page 7. Currently in the Works

Page 8. What's Next?

From Bussing to Building



Linked Equipment started out as a charter bus company called Southwest Charter Lines in 1986. The company ran through 2009, and within that time, major innovations navigated a bright path for Linked Equipment's future.

In 2004, Southwest Charter Lines was fortunate enough to earn a contract with Fort Bliss, a military base in El Paso, Texas. President Bush had just commanded bases to deploy troops overseas. Linked Equipment provided transportation solutions for Fort Bliss.

By 2009 the little 20 bus company had tripled in size to 60 buses. In 2010, Linked Equipment realized the need for innovative solutions for buildings at Fort Bliss.



The Colonel of the base didn't have the support for the fast growth Fort Bliss was experiencing and contracted Southwest Charter Lines to help build some modular buildings.

Southwest Charter Lines said, "We wanted to succeed in this endeavor, so we said "yes" and brought in refurbished shipping container units to serve as modular restrooms, storage, offices, and living quarters. We placed them in the fields where the troops would have easy access to everything.

They were extremely rugged, they went up quickly, and they could serve as a temporary or permanent structure as needed." Thus, Linked Equipment was born. The base was not as concerned about cost, but the refurbished containers also happened to be the most cost-effective compared to other building structure materials. Southwest Charter Lines started building these units and found that they were good at it and enjoyed building them as a team.

Southwest Charter Lines innovated and adapted to their consumer needs, and that is how a charter bus company got into the design and construction of modular buildings from shipping containers.

During the following two years, the charter bus company had developed a lot of experience and background in modular building, especially utilizing shipping containers as the building blocks for modular facilities.

LINKED EQUIPMENT EST. 2012



How Linked Began

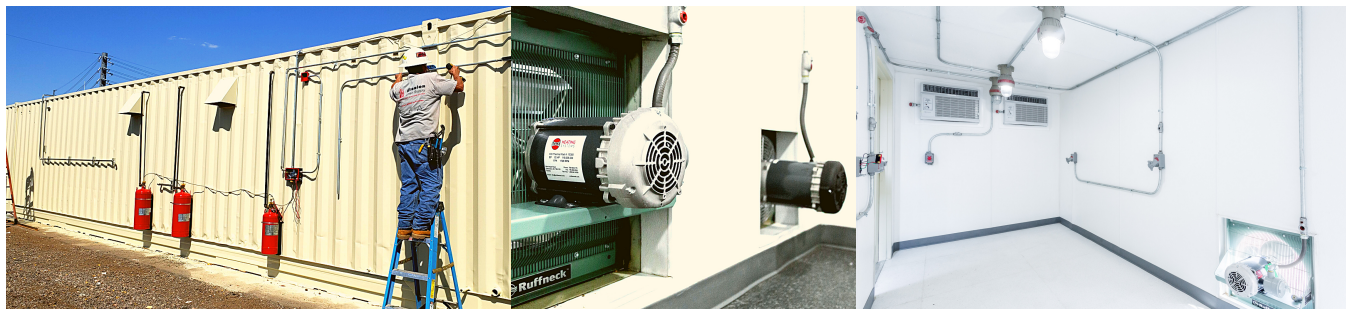
Linked Equipment started selling equipment because that's where the company's background was. We sold a lot of light towers, equipment, trucks, and things of that nature when we first started. On the side, we were creating modular buildings from shipping containers. The sales from the equipment definitely helped us get the modular building business up and running.

The modular building business continued growing and eventually, Linked Equipment stopped selling equipment to focus on perfecting modular shipping container builds. During that period of time, we built a lot of storage containers. We also built restrooms, offices, and mostly what we would consider simple builds. The learning curve was difficult and it took time to get from those early builds to where they are today, having successfully built 50 extraction labs for the Hemp and Cannabis industry.

Linked Equipment is an expert at building extraction labs. We use the best safety features due to highly combustible workspaces. One can find many press stories on extraction labs blown to smithereens caused by improper building code and a lack of safety equipment. Every extraction lab built needs to be perfect. Was the learning curve back in the day difficult? I mean how do you do it perfectly starting with the first one?



The Learning Curve



There were some educational builds when Linked Equipment was getting started. They were challenging at the time, but Linked looks forward to a challenge. We looked at how hard it was going to be to make that transition from doing storage units and other simple builds to those very first extraction labs.

There are numerous safety features that need to be built into the labs and Linked Equipment was eager to perfect them. In actuality, it was a huge learning curve. Linked Equipment took on one particular job that helped us hop the fence and get better at it. We had a little 20-foot lab that had to be approved by the state of Washington. Linked Equipment had our engineers put together the plans and the state of Washington approved them. When we started the build, we had to go through subsequent inspections at each stage of the process while the building was happening.

The first inspection went fairly well. By the time, the second inspection took place, the state had changed its code requirements and inspector. The new state inspector traveled to Linked Equipment Headquarters in Phoenix, Arizona to carry out the inspection. The plans Linked Equipment thought would pass had to be restructured. We had to start over from scratch, and it was an expensive education. But at the end of the day, we learned a lot.

Our electrical engineers were on-site for 4 to 5 months working in harmony with the construction crews to develop a safe and secure extraction lab. We wound up rebuilding the lab from start to finish and passed the more stringent inspection successfully.

After that trial by fire, our crews understood exactly what to do at every step. 50 builds and zero accidents later, Linked Equipment is now an expert in building modular extraction labs. While the learning curve was fierce, Linked Equipment accepted the challenge and created a streamlined process to building a safer extraction lab with the right equipment for reliable extraction and safe working environments.

In 2015-2016, the cannabis industry started to emerge with Government deregulations. Linked Equipment received several contracts to build labs for vendors in the cannabis industry. Once cannabis was made legal in California, business really took off. To date, we have more than 50 labs under our belt with labs all over the US.

We have been very fortunate. Linked Equipment has really expanded this past year. We have gone from making a couple hundred thousand a year to being on track to close with \$10 million in sales this year. There were some other important innovations that we made during that time and they made the biggest difference.

We use a specialized engineering firm that partners with construction companies throughout the United States. They specialize in our industry and have seen everything under the sun. That experience is why Linked Equipment has them taking care of all of the engineering and design. It is perfect every time! While the beginning was challenging, we've perfected our craft. Linked Equipment has been rapidly growing in the hemp and cannabis industry due to more states moving to legalization. We look forward to seeing where we can take our company in the near future!

Interesting Builds

Restrooms for an Off-Grid Ghost Town

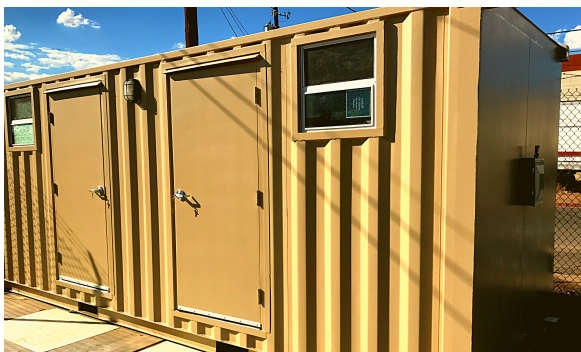
Around 4 years ago, one of Linked Equipment's clients requested that we build restrooms off-grid for a ghost town. This client was drafting plans to purchase a ghost town in Wickenburg, AZ. Two years later, they were ready to build.

Linked Equipment designed the restroom similar to our others, however, we were faced with one issue. How were we going to build this to sustain off-grid electricity and plumbing? If using a generator, what is the next step?

Linked accepted the challenge and was able to create something that was well built and could also operate without regular power.

- All DC rather than AC, basically running off of batteries.
- An engineer-designed electrical panel, which was all DC.
 - (DC is commonly used in RVs and boats).
- DC was placed on the outside of the building and ran all LED lights, and revisions to make it functional and sturdy.
- Tankless and waterless urinals were added with some pumps to feed water into two main tanks providing for the whole restroom.
- Placed a row of batteries down below the panel and hooked up a battery charger to the panel.

It actually worked out really well! Before big events, the client would bring in a generator and put them on charge for seven to eight hours. They were ready to operate all day for visitors.



Self-contained Restrooms Placed Deep Inside Mine

A mining company approached Linked Equipment for self-contained restrooms. We created a 40-foot building with 8 tanks, 4 for freshwater and 4 for blackwater. They had pumps both black and fresh.

The mining company placed the restroom in the depths of a mine. Pumps were added for both fresh and blackwater tanks. A hose was running from a truck to their subterranean restroom weekly to pump in fresh water and extract the wastewater.

To our knowledge, the restroom is still in use today, kept on by generators!

Linked Equipment loves these custom builds. We could do prefab all day long. People have these unique needs, and they need someone of our caliber to go make this happen.

Linked Equipment designs, builds, and delivers buildings that remain operational after years in challenging environments.

Our years of experience, the industrial caliber equipment we use, and our building methods help us to create cutting-edge products and gives us an advantage over our competition.



Interesting Builds

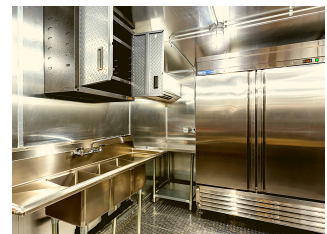
Showers for Oil Fields and Barges

We have shipped units everywhere. Linked Equipment shipped a couple of them to an oil field for a client. After the workers were out in the oil fields all day, they wanted to clean up before they went home. They were able to come into the building where they each had their own lockers and could shower before going home. We put another on a barge for the crew. Our container builds are extremely tough and durable making it possible to bring basic comforts into harsh conditions.

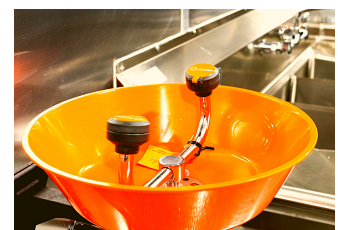
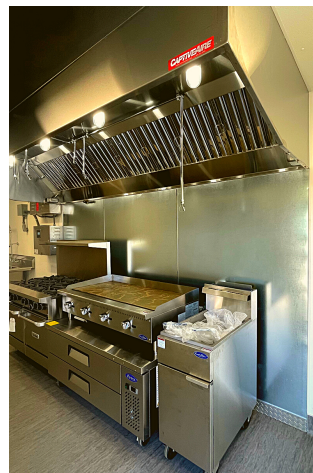
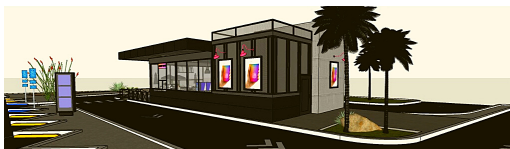


Parking Lot Stores and Restaurants in California.

We are currently working on a unique project for the city of Redondo Beach, California. The City is allowing vendors to set up a shipping container plaza. They are looking at three 20-foot converted containers to become a kitchen, a coffee shop, and a beer garden. In one building they plan to set up a self-contained kitchen similar to Linked Equipment's self-contained restrooms. The second 20-foot container will be turned into a coffee shop. The beer garden will be placed into a 20-foot container. Cold storage will be placed on one side of the shipping container and can serve out of the other side.



[Click for Information on our Modular Kitchens](#)



What Makes Linked Equipment so Unique

Quality is Linked Equipment's differentiator. We get calls frequently, and sometimes we lose jobs because we're not the cheapest company on the block. We use better materials and we don't skip steps when it comes to safety. For example, we use metal instead of wood, sheetrock, and texture instead of panels. When you walk into our buildings, it's like walking into a regular office that you would use in any complex. Linked Equipment's buildings are more durable and reliable than most buildings that use standard building materials, not to mention the price of lumber has substantially increased.

A lot of our competition is still stuck on the old-style barred HVAC systems where they are attached to the buildings, only blowing air through one area. We've made the move to a split system in which the blowers inside the buildings are all computerized. They have sensors that direct the hot or cold air to the parts of the room that need it rather than an HVAC system that blows the air out. Split systems are more efficient, they run better and have a longer life. They're quieter cool the building better. As Linked Equipment continues to innovate the building process through shipping containers and new technology, we can offer these higher quality products.

Things to consider when using shipping containers as your building:

- Sub-floors with plumbing in them, are just like at your house. There's no difference. We build sub-floors and put all the piping in there and insulate it before we cover it up.
- Getting into plumbing, if you look at piping in packs, we like to use packs that are ideal for transporting the containers. It's not rigid, and not as expensive as copper. These are the high-quality products we use in our buildings that other builders wouldn't think of.

- We won't let your building fly away. Linked Equipment will anchor your building if need be.
- Linked Equipment only uses industrial quality products and equipment. whether it be doors, steel studs, or tracking. Why risk using compromised wood with ridiculously high costs?
- We reinforced everything. If we have anything that is wall hung whether it be a toilet, TV, or a sink. They are always reinforced. We go into the unit and use 2x4s to reinforce the steel studs that are packed there. It creates a lot of strength for whatever's hanging on the walls.
- We like to use tankless water heaters, obviously; space is of great importance with these containers. So, without having a big 50 or 60-gallon water heater there, we hang them on the wall, and they don't take up any room. You can utilize more space.



[Interested in Purchasing a Restroom or Shower Facility? Click Here for More!](#)

What Makes Linked Equipment so Unique

- We use 5/8" sheetrock in fire-rated buildings.
- If we build in a high moisture area, whether it be a shower or something along those lines, we might use the green board instead of sheetrock for mold. On top of that, we install an FRP which is a plastic sheet that goes on the sheetrock. This allows for easy cleaning. It can be used in hospitals, kitchens, restrooms, etc. A lot of effort is put into our industrial buildings but is totally worth doing because of durability, usability, and a better end product for our customers.
- In every restroom we build we do it the same as any industrial restroom. We use metal or plastic stalls and urinal screens. Colors can be chosen by the client. So, the difference is not having the restroom you'd experience in a motor home, rather you will have a restroom you'd experience in a commercial office complex.
- We use a lot of fiberglass showers. They can be installed faster, plus they last a very long time. You are not going to get the durability or comfort from other prefab bathrooms. Linked Equipment has done a lot of them for the mining and military industries, and we include gym-like lockers!
- The shower modules are designed to have a row of showers and a row of lockers with a couple of benches in-between. They are more durable and better made because they expect more traffic and use. Even if parts are a little more expensive taking this route, it is better for the new owner in the long run.
- Industrial quality floors. We have static-free floors which work great for the cannabis industry. Industrial rubber floors have been great in kitchens, restrooms, etc.
- LED lights
- Industrial grade electrical panels
- When we get into restrooms and showers, we put all ground-fault circuit interrupters (GFCI) through the building.



In the Works

What's working for Linked Equipment? Affordable homes (aka ADUs). Due to the easing of restrictions around backyard homes, we have created a small, medium, and large affordable home solution. We are launching campaigns to get information about these units in front of the right buyers. With a growing population and rising prices of building materials, Linked Equipment foresees the need for living quarters and alternative materials. We believe people are becoming less concerned about the size of their home as much as they are about the homes or buildings working for their needs and lifestyle. We are also looking into how to help our customers through the permitting process which is a stumbling block for many hopeful ADU owners. As time rolls on, Linked Equipment is certainly working on projects and innovations.

Refrigeration units are another hot topic lately. We've played around with building them. Moving forward, refrigerated containers going to be a place where people are looking to store products and do it either in an explosion-proof atmosphere and or just seeking certain temperatures. When it comes to medical storage, food storage, and vaccine refrigeration, stable temperatures are a must. Our cannabis and hemp industry clients have made requests for refrigerated units to hold -30-degree temperatures! Linked Equipment always has something in the works and we look forward to offering more products to our clients in the near future!



[Find Affordable Housing.](#)



What's Next?

Linked Equipment is currently undergoing research in many new innovative areas. We are looking into expandable/collapsible containers for easier shipping. Linked Equipment got in contact with a company in Las Vegas taking a 20'long building and making it collapsible. It will unfold and comes to be about 20 feet wide. Ship it down the road and unfold it, all of a sudden, you have a 20x 20-foot building! With the proper engineering, these foldable/collapsible buildings may be offered in the near future!

We're going to be looking at bringing in outside advisors with experience in a wide range of industries that can offer their expertise into our business from something that they've done. Linked Equipment is looking at bringing on 4 of these advisors to help us grow and navigate the right path leading us into the future. Another thing happening right now is the expansion of our facility in Phoenix, we are considering buying a new facility. We are looking to move our crews indoors and we want to utilize a production line.



Segmenting building solutions by industry would help us have more meaningful conversations with customers in each industry in terms of their unique opportunities and challenges. Deeper industry knowledge makes us a better vendor allowing us to see challenges and opportunities in each industry. It means more clarification and accuracy in our messaging to each industry. We may build the same restrooms for customers in many different industries: defense, Fed, SLED, the cannabis industry, healthcare, agriculture, and much more. Regulations vary across states for the same building, so Linked Equipment is looking at streamlining the process of figuring out these regulations. These regulations provide a challenge to builders and we want to make that easier for people to understand so that they have an easier time purchasing buildings. Our marketing capability to provide better information into each industry is always improving. We'll be able to reach more people by speaking their industry's language and providing a more useful solution because we have additional experience in that industry, and we took the time to learn their language and issues.

We have buildings all up and down North America and have expanded into other countries. Linked Equipment now has multiple builds in Jamaica, and even in North Africa. We've recently drafted proposals for Panama, Peru. Linked Equipment is not restricted to any one place to sell these buildings, so if you need a building outside of the United States, no problem. Linked Equipment can handle it.

The future is bright for Linked Equipment and we look forward to solving challenges and bringing your buildings to

[Linked
Equipment](#)

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