

WOOD WORKS

A PUBLICATION FOR AND ABOUT C.N. WOOD CO., INC. CUSTOMERS • 2008 No. 3

Featured in this issue:

QRS EQUIPMENT CORP./ RJV CONSTRUCTION CORP.

This Canton, Mass., contractor
continues a long family history
in the industry

See article inside. . .



(L-R) Owner Ron Pacella Jr.,
President Joe Pacella and
Supervisor Victor Pacella

KOMATSU

A MESSAGE FROM THE CHAIRMAN

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Dear Equipment User:

There has been a strong push in recent years for more "green" construction, and it seems that trend will continue to increase as more and more projects take sustainability into account as they're designed. It's likely that any job you do now and in the future will have factors built into it that call for reuse and recycling of materials.

Equipment is among the items that are affected as standards call for better fuel economy and lower emissions. Komatsu has always been a leader in those areas. With the development of its ecot3 engines, it's lowering emissions with better fuel economy, while at the same time providing more horsepower. The result has been improved productivity for less, leading to lower per-yard costs.

You'll find such technology in new Komatsu machines, such as the next generation of the D39-22 dozers featured in this issue of *Wood Works*. Like other recent updates and additions to the Komatsu dozer line, these machines provide numerous features that help you move dirt faster and more efficiently.

At C.N. Wood Co., Inc., we're proud to represent such an innovative equipment manufacturer. If you're looking for new equipment, Komatsu has a machine to fit nearly any need. Don't forget, buying new equipment this year could provide you with significant tax advantages under the new Economic Stimulus Act.

As always, if there's anything we can do to help you with your equipment, parts and service needs, please don't hesitate to call us.

Sincerely,
C.N. WOOD COMPANY, INC.

Robert S. Benard
Chairman



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WOOD WORKS

IN THIS ISSUE

QRS EQUIPMENT CORP./ RJV CONSTRUCTION CORP.

See how four generations of the Pacella family have kept this Canton, Mass., contracting company going and growing.

TRADE SHOW NEWS

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INDUSTRY OUTLOOK

With interest in "green" construction growing, learn how minimizing environmental impact has become the goal of more construction projects.

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NEW UTILITY MACHINES

Take a look at Komatsu's new MR-3 series of compact excavators. You'll find them packed with many new features.

TECHNOLOGY TIPS

Learn how the Topcon global-positioning system has partnered with Komatsu to move material faster, more efficiently and at a lower cost per yard.

FIELD NOTES

Here's a quick recap of Komatsu's Demo Days, where equipment users got to test drive and operate new Komatsu machines.

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KOMATSU

A SALUTE TO A CUSTOMER

QRS EQUIPMENT CORP./ RJV CONSTRUCTION CORP.

This Canton, Mass., contractor continues a long family history in the industry



Ron Pacella Jr.,
Owner



Joe Pacella,
President



Victor Pacella,
Supervisor

The name in bold red paint on the side of the equipment at QRS Equipment Corp. and RJV Construction Corp. not only indicates who owns the machines — it represents four generations of family in the industry.

That name is “Pacella” and has been associated with pipe work in and around Boston since 1946. That’s when Querino Pacella first went into business for himself, and six decades later, that family tradition in the industry is still going strong.

“The biggest single factor to what we’ve accomplished and our longevity is that we’re all family,” said Ron Pacella Jr., Querino’s grandson and one of the current owners. “We take care of each other and we watch each other’s back.”

The Pacella family has also been looking out for the needs of its customers for more than half a century. Based in Canton, Mass., the family business is actually made up of two

companies that work together as one: QRS Equipment Corp. is the equipment company that handles the equipment purchases and maintenance while RJV Construction Corp. is the construction arm of the business that finds and executes the work.

That work consists of underground utilities installation, including sewer, water and stormwater drainage. Most of that work is done in the state of Massachusetts, specifically the city of Boston.

“A typical job for us involves pipe work for a municipality, usually the installation of new water mains, sewer and drains for the city of Boston,” Pacella explained. “Most of the work we do today involves revamping old systems and replacing the old cast-iron pipe. Some of that pipe work has been in place for 150 years and it needs to be replaced.”

Family history

A much higher percentage of pipework was brand-new when Querino Pacella went into business with five of his brothers and formed Pacella Brothers 62 years ago. “They were actually one of the largest contractors in this area,” Ron Pacella Jr. said.

In 1963, Querino’s sons, Ron Pacella Sr. and Querino Pacella, decided to venture off and start their own company with Ron’s brother-in-law Dan Shea. That company was QRS (for Querino, Ron and Shea).

“They were doing similar work to what we do today, just on a smaller scale,” Ron Pacella Jr. said.

The name Pacella has been associated with pipe work in the Boston area for more than 60 years.



The first big job for QRS was putting in sewer lines for the city of Brockton in the mid-1960s. "That started as a small job and became a big job," Pacella said. "That gave the company steady work for four or five years and worked out well."

Current ownership

Ron Jr. grew up in the company and by the time he joined the business on a full-time basis in 1971, QRS consisted of two crews and about 14 employees. In 1981, as the leadership of QRS began to retire, Ron Jr. teamed up with his brothers Joe and Victor to form RJV Construction (for Ron, Joe and Victor). Ron Sr. retired about five years ago and ownership of the two companies today consists of Ron Jr., his brothers Joe and Victor, Ron Jr.'s three sons Ron III, Querino and Christopher, plus their cousin, David Pacella.

Ron Jr. oversees the crews and the equipment while Joe does the estimating as President and is also President-elect of the Utility Contractors Association of New England. Victor serves as a Supervisor, Ron III, Christopher and David are Foremen/Operators and Querino fills the role of Chief Engineer.

Together, they're currently working on the largest project the company has ever undertaken, a sewer drain separation job for the city Lowell that is expected to take two years to complete. That job involves the installation of roughly 40,000 feet of pipe ranging in size from 24 inch to 72 inch.

Committed to Komatsu excavators

To get that work accomplished, QRS and RJV rely heavily on Komatsu equipment acquired from C.N. Wood Co., Inc. with the assistance of Sales Representative Bob Rosa. That equipment includes five Komatsu excavators, a PC138USLC-8, a PC150LC-6, a PC228USLC-3, a PC400LC-6, a PC600LC-8, and one Komatsu dozer, a D41E-6.

Ron Jr. recalled the company's first Komatsu was a PC200LC-5 excavator, purchased to do water mains around the time RJV was formed



Owner Ron Pacella Jr. has been pleased with the productivity of his Komatsu PC600LC-8 excavator, shown here attached with a Felco stone conveyor. "I tried a bunch of other excavators before I bought the PC600 and nothing compared to it in my mind," he said. "I think Komatsu got it right with that machine."



QRS Equipment Corp. has found productivity in a tight-tail-swing unit with its Komatsu PC138USLC-8 excavator. "We needed something that could fit into tight spaces, but was still strong enough to lift what we needed to lift and could move the dirt as quickly as possible," said Owner Ron Pacella Jr. "The PC138 is very quick and smooth. The operators love it."



Ron Pacella III,
Foreman/Operator



Christopher Pacella,
Foreman/Operator



Querino Pacella,
Chief Engineer



David Pacella,
Foreman/Operator

in 1981. "I was operating then and I tried all the excavator brands," he remembered. "I picked the PC200 because I liked it the best. It was smoother, quicker and more exact — a far superior machine, in my mind. We liked the Komatsu so much we kept buying them."

Continued . . .



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Komatsu excavators meet varied jobsite needs

... continued

QRS Equipment Corp. President Ron Pacella Jr. (left) can count on assistance from C.N. Wood Sales Representative Bob Rosa for all of his equipment needs.



"I've been running Komatsus ever since I can remember," added Christopher Pacella. "They're my favorite machines to run by far. Nothing compares to them — they're the best machines I've ever run."

"For our business, the Komatsu excavators are the most well-made," agreed Ron Pacella III. "We've tried other brands, but pound-for-pound, these are the best machines. They cycle faster and they're much smoother. They make a good operator into an excellent operator because they're so easy to run."

"Hands down, the men in the field want the Komatsu excavators," said Joe Pacella. "We've tried a bunch of other machines and Komatsu always wins out. They're smooth — the smoothest in the industry."

QRS acquired the PC600 and PC138 most recently with the Lowell job in mind. Ron Jr. said they rented and became familiar with the PC600 before deciding to make the purchase.

"I tried a bunch of other excavators before I bought the PC600 and nothing compared to it," he said. "I think Komatsu got it right with that machine. We like everything about it, especially the performance. Plus, it's smooth and tight. I'm sure a lot of research has gone into that machine and everything to me is just right. It's not jumpy. It doesn't take time for the circuits to catch up to each other like some of the other machines."

"With the PC138, we needed something that could fit into tight spaces, but was still strong enough to lift what we needed to lift and could move the dirt as quickly as possible. Time is money in our business. It's all about how many feet per day we can get in. The PC138 is very quick and smooth. The operators love it."

"We normally use the PC138 as a compaction and cleanup machine behind our PC400," said David Pacella. "It's a good size as far as staying behind and compacting and making grade for trenches."

"Our PC400 has been a good machine," he added. "It's a good size for the street. We can get under the overhead wires and we can go 20 feet deep all day long if we want. It's very versatile and has plenty of power for its size."

Continued . . .



Controller Dave Krusz (left) and Safety Officer Kevin Hughes play important roles in the accomplishments of QRS Equipment Corp. and RJV Construction Corp.

Foreman/Operator David Pacella said the company's Komatsu PC400LC-6 excavator has been productive. "It's a good size for the street," he said. "We can get under the overhead wires and we can go 20 feet deep all day long if we want. It's very versatile and has plenty of power for its size."



QRS/RJV growth fueled by hard work

... continued



(L-R) Owner Ron Pacella Jr. spends some time in the shop with Shop Foreman Chris Frazier, Equipment Manager Richard Padula and Head Mechanic Jeff McLean.

Dawn Solbo,
Office Manager



An RJV Construction Corp. operator works a Komatsu PC228USLC-3 excavator with a KHP135 hydraulic compactor attachment.



When an equipment need arises, Ron Jr. said the relationship with the distributor is critical. That's why he's been working with Bob Rosa and C.N. Wood since 1981.

"Bob is right there for us when we need him," he said. "I can't say that enough. He's a good guy, he knows the business and he knows what's important to us. That makes all the difference in the world to me. When I'm on the phone and he's on the other end I know I'm going to get what I need. That's important. He doesn't run away after he makes the sale. He's there when we need him."

Continued growth

The equipment needs of QRS Equipment Corp. and RJV Construction Corp. have certainly grown throughout the years with the increase in the volume of business. Ron Jr. estimates they're doing two to three times more work than just five years ago and the number of employees has grown to 45.

That growth has been fueled by hard work and a like-minded, family commitment to doing the very best job possible for their customers. "We take pride in everything we do," said Joe Pacella. "Lasting four generations is a feat in itself. This is a true family business."

"I think it's quite an accomplishment that we've been together as long as we have," added Victor Pacella. "We're a very tight-knit family to begin with. We may have issues, but we quickly forget them and we move on."

With that approach, Ron Jr. sees no reason why the current pattern of growth won't continue. "We grow every year," he said. "I think we're going to expand forever. If we didn't grow, eventually we would start going backward. That's what I've learned through the years. The status quo just doesn't seem to work in this business. We always need to keep going up."

"That's why we put our name up on all the machines," added Querino Pacella. "It's our name out there and our name is known throughout the industry. We all take pride in what we do each day and we try to make it show." ■



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TRADE SHOW NEWS

NH GOOD ROADS ASSOCIATION EQUIPMENT SHOW

C.N. Wood showcases equipment at 61st annual event

C.N. Wood showed off some of its newest and most innovative products at the New Hampshire Good Roads Association Annual Equipment Show. The 61st annual event was held July 25 at the New Hampshire International Speedway near Loudon, N.H.

C.N. Wood has participated in the equipment show for the past several years and this year, for New Hampshire customers, was able to showcase its new IHI compact excavator line of equipment. The display included both a 35NX excavator and the larger 80NX excavator. Attendees who stopped by the C.N. Wood display were also able to get an up-close look at an Elgin Pelican street sweeper and an Elgin Crosswind sweeper.

"We believe the New Hampshire Good Roads Show is an excellent opportunity to meet with both municipal and private contractor customers and let them see for themselves how our equipment can help them," said C.N. Wood President Paula Benard. "The Good Roads Association always puts on a well-run event. That makes it enjoyable for both the vendors and customers."

This year's show once again included the popular clam bake, although the annual golf tournament was rained out. The New Hampshire Good Roads Association has been a part of the road-building industry since 1904. ■



The Elgin Crosswind sweeper on display at the Annual Equipment Show is a four-wheel, dual-engine, truck-mounted, regenerative air sweeper.

Now available for New Hampshire customers, C.N. Wood displayed its new IHI compact excavator line of equipment, including the 35NX Snapper and 80NX.



C.N. Wood Sales and Inventory Coordinator Bill Linare and President Paula Benard showed off the IHI compact excavators at the C.N. Wood display.

GREEN BUILDING

How contractors can grow and profit by minimizing the environmental impact of construction projects



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When Francis Kent began recycling paving material nearly 30 years ago, he had to convince a lot of people the products made from crushed concrete and asphalt were an acceptable alternative to the construction building materials that come out of a conventional quarry.

"In the early 1980s, recycling wasn't fashionable," said John Kent, who joined his father in the family business and is now President of Oxford Recycling. "We had to fight to establish ourselves and prove to various municipalities and contractors that just because our product is recycled, that doesn't mean it's not as good as a virgin product. It meets required specs, and in fact, often exceeds them. But back then, we had a terrible time trying to convince people of that."

Eventually the practice caught on and the Kents today are running a large operation that

sees upward of 1,000 trucks per day either delivering or picking up product. They've added tree grinding to their operation, producing valuable mulch from what formerly may have been landfilled, burned or buried.

The rest of the construction industry is fast approaching the Kents' lead in what's rapidly becoming known as "green building," "sustainable design" or other terms that point to the idea of minimizing environmental impact through reducing the consumption of nonrenewable resources and waste.

A growing movement

The movement has been growing rapidly in the past few years as more consumers call for developers, designers and architects and builders to think about how they can build in a more eco-friendly way. The concept requires careful consideration in the planning stages, taking into consideration everything from how stormwater runoff can be used on site to selecting the most energy-efficient building materials. It often means using recycled materials throughout the construction process.

Industry professionals are taking green building and sustainable design into account and are joining such organizations as the U.S. Green Building Council (USGBC), a nonprofit organization that promotes such practices. It's grown to include more than 16,000 member organizations and 75 regional chapters, offering programs to educate construction personnel on green practices.

The USGBC also certifies green projects through its LEED (Leadership in Energy and Environmental Design) Rating System, "a nationally accepted benchmark for the design, construction and operation

Old practices often called for burning or landfilling trees and shrubs during clearing and grubbing. Today, more and more companies, such as Oxford Recycling, are turning them into reusable products such as mulch.



of high-performance green buildings." It promotes a whole-building approach by looking at key performance areas, such as sustainable site development, water savings, energy efficiency, materials selection and indoor environmental quality. Points are awarded to designate certification levels of Certified, Silver, Gold and Platinum. A LEED-certified project meets rigorous criteria, and the honor can reap rewards for those who designed and built it, putting them at the forefront for winning more projects. Those who use it also benefit through a more healthful living and/or working environment.

"Green construction is 30 percent to 50 percent more energy-efficient and 40 percent more efficient in water usage, plus it offers health benefits," said Ashley Katz, Communications Coordinator with the USGBC. "Currently, we have a little more than 1,500 certified projects in total, but our goal is to have 100,000 commercial buildings and 1 million homes certified by 2010. We've also raised our commitment to fund green-building research by increasing the amount given in grants to \$2 million in 2008."

In addition to the increased use of recycled materials, nearly all new construction projects have other green considerations built into them, such as erosion-control measures, retention ponds to keep stormwater runoff on site, and balanced earthwork designed to cut down on the amount of import and export materials and compaction. Many call for disturbing as little ground as possible, as well as finding ways to save existing trees, or planting new ones.

In many cases, state highway departments have led the way by using existing roadway materials in the construction of new paving projects. Materials such as old concrete and asphalt roadbeds that used to be hauled away are now being crushed on site and reused as road base. Asphalt millings are used in shoulder materials or put back into the mix for new road pavement. Porous pavement that allows water to drain through it to the stone base and back to the soil is becoming increasingly more popular.



More efficient machines with Tier 3-compliant engines, such as Komatsu's Dash-8 excavators and new BR580 JG crusher, increase production with less fuel and lower emissions than previous models. Used in combination, as shown here, these machines can turn old pavement into new materials for reuse, rather than putting them in a landfill.

Efficient machinery reduces emissions

Reducing environmental impact in construction means more than just using recycled materials and careful jobsite planning. It also takes into account the machinery that's used to make the materials, move the dirt and lift building products into place. Equipment manufacturers are doing their part in conjunction with federal regulations and guidelines, which have included mandates that lower engine emissions, such as nitrous oxide (Nox) and particulate matter (PM). Both are considered significant public health risks.

Latest regulations require new diesel engines to meet Tier 3 standards, with stricter Tier 4 standards coming in the next few years. In some cases, the results have not only been lower emissions, but less fuel consumption as well, leading to the same or better production with lower operating costs. It's a win-win for the equipment user.

"That's been a great benefit of our ecot3 engines (the 'eco' stands for ecology and economy; the 't' for technology; and the '3' for Tier 3)," said Toshio Miyake, who was involved with product planning for Komatsu Ltd. during the development of ecot3 engines. "In addition to meeting the emission regulations, and thereby putting fewer pollutants in the air, we're also able to make a better machine."

Continued . . .

Komatsu, contractors join green movement

... continued

"Initially, there was concern that emissions requirements might negatively impact some power and performance features. But we've overcome potential problems and we view the ecot3 engine as a big step forward in all respects for equipment users."

Manufacturing part of the process

Komatsu and other manufacturers are taking additional steps by making going green

Factories such as Hensley Industries, part of Komatsu Ltd., are using more environmentally friendly practices during production. The plant, which makes ground-engaging tools for mining machines, recycles nearly 100 percent of its waste products, including dust, which goes into this containment area. It is pelletized and sold for use in other products, including concrete.



a consideration in the manufacturing process. When Hensley Industries, part of Komatsu Ltd., built its new foundry in Dallas, several steps were taken to improve efficiencies and recycle nearly 100 percent of the waste materials it generates in the process of making ground-engaging tools for mining machines.

During the planning stages, Hensley took into account how potential environmental issues, such as noise, smoke and odor, would affect not only the workers at the foundry, but its neighbors as well. The plant was built with a highly effective dust-collection system that moves the dust to outside containment units where it's eventually pelletized and sold for reuse in such products as concrete. Noise suppression was built in so a nearby school and apartment complex wouldn't be affected.

"We're very proud of what we accomplished as we set out to build a very modern facility that was environmentally friendly and an asset to our neighbors," said Paul Rudd, General Manager-Manufacturing, who helped design the foundry. "It's truly state-of-the-art and highly efficient. It's the cleanest manufacturing facility I've ever seen."

Continuing to grow

Contractors can invest in ways to help too. Using newer, lower-emission equipment, or retrofitting older equipment with more environmentally friendly engines can help out. Employing GPS-based site-preparation practices can help operations be more efficient. These systems allow users to get to grade in fewer passes with less wasted effort. More accurate grading requires less aggregate material for subbase, and increasingly, the subbase that is used is coming from recycled products, such as the ones Oxford Recycling makes.

"Much of the material we recycle would have ended up in a landfill. Asphalt and concrete do not decompose, so it's not beneficial to dump that material there," Kent noted. "Reusing the material is a way to reduce the environmental impact in variety of ways. Not only is the paving material reused, it often reduces trucking, which means fewer emissions. We've seen a gradual increase in the use of our recycled materials, and we believe it's only going to continue to grow." ■



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About a year ago, Komatsu unveiled its new Dash-22 hydrostatic dozer series by introducing the revolutionary D51, easily distinguishable by its super-slant nose design. Now, the manufacturer has extended Dash-22 features to the next size class down, the 10- to 11-ton D39.

Available in a standard-track EX or wide-track PX version, the D39-22 is unique in appearance, thanks to its sharply sloped nose and mid-mounted cab. According to Komatsu, the features are much more than cosmetic improvements.

"The combination of the super-slant nose and the cab being mounted almost two feet forward compared to the D39-21, dramatically improves visibility to the blade," said Komatsu Dozer Product Manager Bruce Boebel. "The mid-mount cab also improves machine balance, making the D39 both a highly productive and stable small to mid-size dozer."

Other significant improvements to the new hydrostatic (HST) D39 dozers include the highest horsepower (105 hp) in class; an electronically controlled, hydraulically driven fan that improves overall machine efficiency; and adjustable blade pitch, which allows an operator to cut or carry material. In addition, the D39-22 dozers have larger undercarriage components; heavy plate steel throughout; and new, heavy-duty HST components; all of which combine to make them much more durable machines.

"From the blade, all the way to the back of the machine, we rethought everything about the D39, with the goal being to make it the most productive, efficient and user-friendly

dozer in its class," said Boebel. "We believe we've succeeded in every way. For example, variable-displacement travel motors provide plenty of power throughout a turn, and with the unmatched visibility to the blade, even a beginning operator can be very effective on the D39-22."

Powered by Komatsu's ecot3 (Tier 3) engine, the D39 is also very fuel-efficient in either grading or dozing applications.

For more information on the new Komatsu D39EX/PX-22 dozer, contact your sales representative or our nearest branch location. ■



Bruce Boebel,
Product Marketing
Manager

Brief Specs on Komatsu D39EX/PX-22

Model	Output	Operating weight	Blade capacity
D39EX-22	105 hp	20,834 lbs.	2.89 cu. yd.
D39PX-22	105 hp	21,804 lbs.	3.0 cu. yd.

The new D39EX/PX is the second Komatsu hydrostatic dozer in the Dash-22 series. Features include industry-leading power, along with a super-slant nose design and mid-mounted cab which provide unparalleled visibility to the blade.





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NEW UTILITY MACHINES

COMPACT EXCAVATORS

Here's a first look at Komatsu's new MR-3 series

Komatsu recently introduced its third generation of short-tail-swing compact excavators, the MR-3 Series. The MR-3 carries the Komatsu pedigree through and through. From the Komatsu-designed and -built load-sensing hydraulic system to the design of the undercarriage, frame and body.

The MR-3 series brings some great new features to the Komatsu line of compact excavators that are accepted the world over. ■

Continued . . .



Komatsu's new MR-3 series of compact excavators features ease of maintenance with larger, lockable access covers for accessing the engine, hydraulics and fuel, as well as for cleaning coolers.



A new monitor panel has easy-to-read gauges and warning lights, hour meter, charge-level monitor with audible alarm, engine oil-pressure monitor with audible alarms and high-speed travel indicator.



Ease of use was built into the MR-3 series with a new dozer control lever that has two-speed travel control, as well as auto shift and load sensing.

The new MR-3 series of compact excavators ranges in size from the 4,090-pound PC18MR-3 to the 11,376-pound PC55MR-3.



Many new features on MR-3 series excavators

... continued

Komatsu's MR-3 series features a spacious operator station with the KOMTRAX remote machine-monitoring system (standard on PC18MR-3 through PC55MR-3). Cab models have heater/air conditioner, two radio-ready speakers and wiring for a radio.



A high-strength, X-frame design has rounded legs to help prevent build-up of debris on the frame. Open centers allow material to fall off the frame.



Komatsu's MR-3 series of compact excavators has a new look, with integrated counterweight that allows for swing, even in the tightest spaces.



Komatsu improved functionality with the MR-3 series, including a reduced gap between the blade and bucket for easier load-and-carry.



Superior service access means tilt-forward access to the operator station for periodic inspections (on PC18MR-3 through PC55MR-3) with easy access to the main hydraulic valve, swing motor, starter and alternator.

Komatsu packaged the MR-3 series with tracks and blade included in the package as well as other unique features.



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TECHNOLOGY TIPS

GLOBAL POSITIONING

Komatsu machinery and Topcon technology —
a powerful team that helps keep your costs down

Moving material faster, more efficiently and at a lower cost per yard is the goal of every earthmoving contractor. Those advantages are all available with Komatsu machinery equipped with Topcon Positioning Systems GPS (Global Positioning Satellite) technology.

The combination of the two provides a powerful tool that allows users to save time and money in several ways. Available are 2D and 3D systems that allow users to upload job designs into a control box, which receives machine-positioning signals from a radio antenna and GPS receiver on the machine. The control box continuously compares actual machine and blade position on dozers and motor graders and calculates corrections that are sent to the machine's hydraulics, creating fully automatic grading of the jobsite. The result is reduced or eliminated staking and surveying costs, and the ability to reach final grade in fewer passes.

Komatsu is working to make Topcon technology "plug and play" on factory-direct machines. In the past, Topcon systems had to be added on after the purchase of a machine. Komatsu's goal is to ship the machines with the brackets for mounting Topcon components as well as the internal wiring harness and hydraulic valve already in place. All users will have to do is plug their Topcon system in, and after initial set up, calibration and consultation with a Topcon representative, they'll be ready to go.

"With our new 'plug and play' setup, the user won't have to have the machine out of service for an extended period of time to make the machine GPS ready," said Mike Milostan, Komatsu America Product Marketing Manager, Working Gear. "We've taken the initial step with our new D51 dozers. It will soon be available as an option on all dozers,

followed closely by motor graders then excavators."

**More precise excavator
cuts and fills**

Several Topcon systems are available to dozer, motor grader and excavator users, such as the 3D-Xi Indicate 3D GPS+ control system for excavators that offers multiple views: plan, profile and section. It displays real-time movement of the bucket, stick, boom and entire machine. Grade can be controlled on the left, middle and right of the bucket.

"Similar to units used with dozers and motor graders, the excavator systems will improve the bottom line with better production, material savings and reduced survey costs," said Milostan. "Komatsu excavators work well with Topcon systems such as the X63, which helps in tough situations such as deep cuts, underwater excavations and steep slopes, as well as shallow digs. It displays machine position in real time, providing the operator complete control of the bucket at all times. A



Mike Milostan,
Komatsu America
Product Marketing
Manager, Working Gear

Continued . . .



Topcon GPS systems are available with Komatsu excavators, displaying real-time movement of the bucket, stick, boom and entire machine. Grade can be controlled on the left, middle and right of the bucket.



Easy-to-use systems up production at lower cost

... continued

touch-sensitive control box with a bright, color display shows the operator how to get and keep the bucket on grade for better accuracy. Operators can select a variety of screen options such as plan profile, cut/fill scrolling tape indicator and cross section. It significantly reduces the need for a grade checker as well."

Saving time and money

Also available is the 3D-MC machine control system that provides accurate grade control and productivity, the 3D-LPS (Local Positioning System) with high-precision stakeless grading in limited-satellite-access locations, the 3Di-GPS+ indicate control system for rough grading and the mmGPS (mm stands for millimeter) machine control system with millimeter accuracy. In most cases,

one system can control multiple machines on a jobsite, and for larger jobsite applications, additional GPS units can be linked together to provide coverage over the entire area.

All are easy to learn and use, according to Milostan.

"We understand that some contractors may be reluctant to try the systems because they believe GPS is too complicated, but that couldn't be further from the truth with Topcon systems," Milostan noted. "Komatsu currently has dozers, a motor grader and an excavator equipped with Topcon systems at our demo site in Cartersville, Georgia, so those considering the technology can come and operate those machines to see how easy they are to use. We're confident that the combination of Komatsu machinery and Topcon GPS technology will be a huge benefit to the equipment owner by saving time and money."

That's been proven with such products as Topcon's popular 3D-GPS+ and 3Di-GPS+, which are extremely accurate for finish and rough grading with Komatsu dozers or motor graders. Both systems have been shown to increase dirt-moving productivity by 30 percent to 50 percent and reduce staking 50 percent to 90 percent. Maps give the operator real-time cut-and-fill information that helps reduce push/haul lengths anywhere on the jobsite. The 3Di-GPS+ system can even be used for marking clearing limits, saving valuable time on surveying.

"Topcon's GPS+ systems are the most powerful on the market," stated Milostan. "They not only use the U.S. group of GPS satellites, but also the Russian GLONASS satellite group, giving them more satellites than the competition. The result is stronger, more accurate positions and better performance in obstructed areas, so there's less system downtime."

It all adds up to better production at less cost. "As with any new equipment, there's an initial investment. But the time and money savings that users see using the Topcon system with Komatsu machinery — especially newer ones with our more powerful and more fuel-efficient Tier 3 engines — means users can quickly recoup the cost and put more money in their pockets in the long run," said Milostan. ■

Finish grading with a Komatsu motor grader equipped with Topcon technology is easier, as it allows fewer passes to get to grade. Komatsu is working to make Topcon technology "plug and play" on factory-direct machines.



Topcon systems have long been available for Komatsu dozers, including Tier 3 models such as the D155AX-6 and the new D51-22s. "Using the Topcon system with Komatsu machinery — especially newer ones with our more powerful and more fuel-efficient Tier 3 engines — means users can quickly recoup the cost and put more money in their pockets in the long run," said Mike Milostan, Komatsu America Product Marketing Manager, Working Gear.



FIELD NOTES

DEMO DAYS

Equipment users test drive and operate new Komatsu machines

Komatsu's newest products, along with many that have been updated, were featured at a recent Komatsu Demo Days event. Hundreds of equipment users took advantage of the opportunity to operate the machines at the Komatsu Training and Demonstration Center in Cartersville, Ga.

Among the units that were available were the brand-new Komatsu D39-22 dozer and its big brother, the D51-22. The units feature powerful engines, rugged components, a mid-mounted cab and a distinctive sloping nose that provides the best visibility in the industry.

Construction-size excavators on hand ranged from the popular PC200LC-8 up through the 487-horsepower PC800LC-8. Loaders included Dash-6 versions of the WA250, WA380, WA500 and WA600. Also available to test drive and operate were Komatsu articulated and rigid-frame haul trucks, a GD655-3 motor grader, numerous utility machines, and a BR580JG mobile crusher.

For more information on any of these units, feel free to call your sales representative or visit our nearest branch location. In many cases, if you'd like to try something out, we'll be able to set up a demo for you. ■



The new Dash-22 series dozers (D39 and D51) were among the machines featured at a recent Komatsu Demo Days event.

Demo Days are held periodically at the Komatsu Training and Demonstration Center in Cartersville, Ga.



At Demo Days, equipment users get the opportunity to see and operate new and updated Komatsu machines.



KOMATSU & YOU

NEXT GENERATION OF COMPACT EQUIPMENT

Komatsu's Utility Division introduces new machines that improve owning and operating costs



Ivor Hill,
Vice President and General Manager,
Komatsu America Utility Division

This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.

Ivor Hill joined Komatsu in 2000 and was named Vice President and General Manager of Komatsu America's Utility Division in 2002. Under his guidance, the division has grown to be a significant player in the North American compact equipment market. It has grown from five products in its infancy to nearly 30 today.

"Komatsu really began to produce compact construction equipment about a decade ago, bringing to the table years of experience building quality and reliable large construction and mining machinery," said Hill. "That experience paved the way for innovative utility machines that we believe are second-to-none. Komatsu is committed to making each of its products efficient, productive and easy to maintain. Customers will get the same quality and reliability from our smallest PC09 excavator as they will from our largest mining machine."

Although born and raised in England, Hill has lived and worked in North America most of his adult life. His background includes work with a mining company before joining Komatsu.

An avid soccer player, Hill plays in several leagues around Komatsu Utility's home base of Newberry, S.C. He has four children and two grandchildren he enjoys spending time with when he's not on the job.

QUESTION: What's changed in Komatsu's Utility Division in recent years?

ANSWER: Since Komatsu seriously began marketing compact and mid-sized machines in the North American market about a decade ago, we've seen our unit sales grow significantly. Since establishing the Komatsu Utility Division 5 years ago, our unit sales have grown 400 percent.

In 2002, Komatsu consolidated all major functions of the Utility Division at our Newberry, S.C., headquarters. At first, there was only a manufacturing plant and a few marketing people. Today, the Utility Division in South Carolina is also the home to our North American sales, marketing, finance, distribution, and manufacturing personnel and the global center of excellence for skid steer loader and compact track loader development.

The Utility Division is responsible for seven product lines with 30 machine models, including products like excavators, skid steer loaders, compact track loaders, backhoe loaders, compact wheel loaders, crawler carriers and compact dozers.

QUESTION: Why is it important to the end user to have the skid steer loader development center located in South Carolina?

ANSWER: North America is the largest skid steer loader market in the world and the skid steer loader is a product with an American pedigree. It only makes sense to place the design and development center here in South Carolina. It's close to the customers who use these products, and input from equipment users is a key part of

our research and development. With sales, marketing, engineering and manufacturing all located at the Utility Division headquarters, we can streamline communication and the development process, to ensure quality and reliability across the board.

With our new role as the global center of excellence for the SSL and CTL products, we have the benefit of working with customers and dealers all over the world. This expands our knowledge base and helps us find new ways to serve our customers, wherever they live and work. We can also be more efficient by producing higher unit volumes for the world market — again a benefit for our customers.

QUESTION: Is Komatsu Utility introducing new products this year?

ANSWER: Komatsu Utility is in the process of introducing its new generation of compact and mid-size excavators. The MR-3 compact range improves on the vastly popular MR-2 units. There's a brand-new PC45MR-3 with better performance and price position than its predecessor. The all-new PC88MR-8 extends our range into the mid-size eight-ton class with a larger, more powerful unit that's designed and built by the same team as our larger construction-class excavators. In our fourth business quarter, we plan to introduce the first North American-designed skid steer models and build them in our Newberry, S.C., plant.

One benefit that users will find across the board is that all our utility machines will have common controls, such as Pressure Proportional Control (PPC). The benefit is that operators can move from one machine to another, a compact excavator to a skid steer, for example, and be confident they can run the machine because the controls are common among them. That will obviously speed up production because the operator doesn't have to learn a whole new skill set to run the machine.

QUESTION: What else is Komatsu Utility doing to help the machine owner save time and money?

ANSWER: Like much of Komatsu's larger construction equipment, utility machines



Komatsu's Newberry, S.C., manufacturing facility is the worldwide development center for skid steer loaders. Komatsu will introduce its next-generation, Tier 3-compliant skid steers later this year.

will now come standard with our KOMTRAX remote machine-monitoring system. Komatsu is the first manufacturer of compact equipment to make such a system standard equipment. As new models are introduced, KOMTRAX will be on board. KOMTRAX allows the owner to keep track of machines by logging onto a secure Web site. Information, such as machine location and hours are available. If there's an issue, an error code will pop up and alert us and the distributor so we can call and let the owner or operator know we're on our way to fix it. It's a very effective tool for controlling owning and operating costs because maintenance and service schedules can easily be tracked.

QUESTION: Are there other similarities between Komatsu's utility machines and its larger construction counterparts?

ANSWER: Customers will find that even though we're a relatively new player in the utility market, our smaller machines are just as reliable and productive as Komatsu's larger models. No matter what size the machine, the same Komatsu development and testing process is applied. Whether a skid steer loader or 40-ton excavator, the process is the same. There's also a high degree of component commonality and Komatsu is known for its in-house hydraulic systems. That means customers will get the same quality and reliability from our smallest PC09 excavator as they will with our largest mining machine. It's part of Komatsu's commitment to quality equipment, product support, parts and service throughout its entire lineup. ■



Komatsu recently introduced its new MR-3 series of compact excavators. The units are packed with features that offer better productivity and operator comfort.



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UNDER THE HOOD

EXTENDING MACHINE LIFE

Why Komatsu Genuine Oil is the right choice for your engine

Engine oil is engine oil, right? Not if you're entrusting something other than Komatsu Genuine Oils to keep the moving parts of your machinery working at maximum performance.

Komatsu recently independently tested several popular engine oils offered at the retail level, and subjected them to rigorous testing to see if they met Komatsu Engineering Standards (KES), which are far more stringent than the industry standard. Among the tests was a determination of the oils' abilities to resist oxidation, a critical factor considering Komatsu's 500-hour oil-drain interval.

In addition, these tests predict an oil's ability to resist deposit formation, an essential element in Komatsu's Tier 3 engines. The oils tested claimed to meet the needs of Komatsu engines, yet all the products failed the tests.

"Komatsu is a company that prides itself on its engineering and has chosen oils which allow our machines to achieve maximum performance and life," asserted Jake Tiongco, District Parts Sales and Product Manager for Komatsu America. "With our latest Tier 3 engines, it's more important than ever to protect your investment with Komatsu Genuine Oils."

Superior oxidation and viscosity control

Using something other than Komatsu Genuine Oils could lead to rapid buildup of under-crown deposits. Left unchecked, these deposits cause an insulating layer and lead to piston overheating. With insufficient cooling of the piston, deposits form in the area of the rings, which can cause sticking or collapse. This in turn leads to loss of oil control, compression and premature liner wear. Worst-case scenario: piston seizure.

Komatsu Genuine Oils help ensure those problems don't occur. Oxidation control is a critical factor in maximizing the life of any Komatsu engine, and Komatsu Genuine Oils are an essential part of that. While designed for Tier 3 engines, Komatsu Genuine Oils are approved for use in all preceding Komatsu engines.

An additional factor in oxidation stability is viscosity control. As oil becomes oxidized, it thickens and turns dark in color, eventually causing loss of viscosity, often before a scheduled change interval.

"Only oils with superior oxidation resistance, such as exhibited in the Komatsu hot-tube test, can operate the full 500 hours and maintain both viscosity control and maximum antiwear performance," said Tiongco. "Using Komatsu Genuine Oils takes the guesswork out of the equation. They're always the right choice." ■

Komatsu Genuine Oils provide superior oxidation and viscosity control. A recent test showed other engine oils failed to meet Komatsu Engineering Standards, which are far more stringent than the industry standard.



Jake Tiongco,
District Parts
Sales and Product
Manager, Komatsu
America



NEWS & NOTES

AGC says looming tax increase will hurt construction

The Associated General Contractors of America (AGC) is calling for Congress to make the tax cuts enacted in 2001 and 2003 permanent, saying if they are not, there will be a significantly negative impact on the construction industry when they expire in 2011.

AGC points out that tax rates will increase across the board for all Americans, including partnerships and "S" corporations, which make up most businesses in the construction industry. Further, the death tax will rise to 55 percent in 2011, while the impending enactment of 3 percent withholding on public-works contracts will devastate construction businesses, which on average make 2.4 percent per contract.

"Construction companies will be especially hit hard by this (3 percent withholding) because their profit margin is less than the withholding at 2.4 percent on average," the AGC said in a press release. "This will force many small businesses out of the government market, increase the costs of performing public-works contracts, and increase the costs to the taxpayer."

"Marginal tax increases raise taxes up to 5 percent in 2011, unless Congress acts, and impact more than 60 percent of construction companies that file their business taxes at the individual level," AGC continued. "The sharp rise in the death tax will take the life out of many small and medium-size companies. Owners will be forced to take their focus off their business and instead focus on ways to save their companies for future generations and their current work force." ■

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