

WOOD WORKS

A PUBLICATION FOR AND ABOUT C.N. WOOD CO., INC. CUSTOMERS • 2012 No. 1

ALBANESE BROTHERS, INC.

Dracut, Mass.-based underground utility contracting firm is an American success story

See article inside . . .

TESTA CORP

See article inside .



Joe Pasquerella,
Project Manager



Robert
Billingsley,
General
Superintendent

KOMATSU®

Founder Marco Albanese
(second from left) and
his children (L-R) Maria,
Treasurer; Oto, VP; and
Marcella, President



A MESSAGE FROM THE CHAIRMAN

**We're optimistic
about the future**

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Woburn, MA 01801



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Dear Valued Customer:

As we begin the new year, we're optimistic that the construction industry will begin a strong push toward growth. There have been some positive signs lately that show the industry is experiencing growth. As it does, that's going to mean more need for equipment that can get the job done as efficiently as possible.

In the last few months, Komatsu has rolled out many of its new Tier 4 Interim machines. In this issue of *Wood Works*, we spotlight a new excavator, articulated truck and dozer. Komatsu not only changed the engines in these machines to meet emissions standards, but, in many cases, lowered fuel consumption while increasing horsepower and operating weight.

These machines have additional components that require maintenance, and Komatsu is backing up the technology with an industry first — its Komatsu CARE Maintenance Program that provides complimentary services on new Tier 4 Interim machines for three years or 2,000 hours.

Our skilled, factory-trained, service personnel take great pride in ensuring your machinery remains productive with as little downtime as possible. We do that on Komatsu machinery and the other manufacturers' lines we carry, as well as competitors' machines. This is a good time to winterize your machinery, if you haven't done so already.

If you'd like more information about any products or services we offer, please don't hesitate to call us or stop by one of our branches. We're here to help.

Sincerely,
C.N. WOOD COMPANY, INC.

Robert S. Benard
Chairman

WOOD WORKS

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ALBANESE BROTHERS, INC.

Learn how this Dracut, Mass.-based underground utility contracting firm became an American Success story.

TESTA CORP

Read about this Massachusetts demolition contractor, who is playing a major role in the success of "93 Fast 14," a rapid-replacement bridge project.

INDUSTRY OUTLOOK

Here's an overview of the current funding situation for surface and air transportation and a look at potential funding sources.

GUEST OPINION

See what the AED has to say about transportation funding.

NEW PRODUCTS

Check out the features and benefits the new Komatsu PC360LC-10 excavator offers, including more efficient excavation.

Find out how Komatsu made its new Tier 4 Interim HM300-3 articulated haul truck more productive with a larger payload capacity and reduced emissions.

PRODUCT IMPROVEMENT

Lower emissions and less fuel consumption are just two of the features of Komatsu's new D155AX-7 dozer that make this Tier 4 Interim model more efficient than its predecessor.

POINTS OF INTEREST

If the hassle of tooth replacement on your ground-engaging tools is costing you too much downtime, check out Komatsu's KMAX tooth system.

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ALBANESE BROTHERS, INC.

Dracut, Mass.-based underground utility contracting firm is an American success story

As a nation of immigrants, the U.S. is filled with people who came from other countries, bringing little to nothing with them. A large number of them achieved great success here, including many in the construction industry. Marco Albanese is one of those construction success stories.

Marco left his native Italy in 1972 at the age of 25, leaving behind a family, including three young children. He had no choice. There was no work and little opportunity in his hometown of Flumeri, near Naples. When he arrived in Boston, Marco had no money and spoke no English. He had a construction background, but initially, the only work he could find was as a dishwasher. Eventually, he was able to hire on with a local contractor.

Marco stayed with that company for six years — earning a living, learning the language and learning the industry. Most of his money went back to Italy to support his family. In 1978, he felt

established enough to start his own company, Albanese Brothers, Inc., with his brother John. That's also when he brought his three children, Marcella, Oto and Maria, to America.

Today, Marco is retired (John left the company in 1991 to start his own business) and the three siblings are equal owners of Albanese Brothers. They share responsibilities in running the Dracut, Mass.-based firm, which has become one of the leading underground utility contractors in New England.

"Our bread and butter is sewer and water work, especially the challenging jobs — deep, with lots of water and ledge," said Marcella, who serves as President. "We have the people, the equipment and the know-how to do the difficult projects. Anybody can do an easy pipe job. But only a handful can do the big, dirty ones in a tight time frame. We're one of those who can."

While sewer and water work, including pump stations, is what Albanese Brothers is best known for, it's far from all the company does.

"We do site-development work, including clearing and grading," said Oto, who guides field operations and serves as Vice President. "We do milling, paving, aggregate crushing and recycling. We drill and blast. We even do clean-up and finish work, such as hydroseeding."

"The reason we started doing all these things was to be able to serve our customers better," explained Marco. "Our goal is 100-percent customer satisfaction."

"Today, we're a self-contained company that can deliver a wide array of turnkey projects," added Maria, company Treasurer. "By doing the work ourselves, we know it's going to be done right and be done on time."

Marco Albanese (second from left), founder of Albanese Brothers, retired and turned the company over to his three children (L-R) Maria, Treasurer; Oto, VP; and Marcella, President.



Big jobs

Through the years, Albanese Brothers has done many good-size projects throughout New England. The company is currently doing a complicated sewer/water job for Massachusetts Water Resources Authority (MWRA) and the town of Saugus. It consists of laying a little more than a mile of 36-inch water line for MWRA along with a 12-inch water line for Saugus, parallel to each other under U.S. Route 1.

"It's an extremely difficult project," said Maria. "The pipe installation itself is tough. We have to consider traffic, water, rock, existing utilities and environmental impacts. On top of that, all the work has to be done at night."

"We can't start until 9:00 p.m. and the road has to be fully open to traffic by 5:00 a.m.," noted Marcella. "We have to remove the pavement to lay the pipe, which means we have to rebuild the road, including repaving, every night."

"Obviously, the pavement has to set before reopening to traffic so that leaves only about a four-hour window to work each night to put the pipe in," added Oto. "The job encompasses many of our skill sets all in one project. It's not an easy job, but it's the kind we enjoy."

Employees share family work ethic

A trusted and talented group of employees is what enables Albanese Brothers to take on jobs like Rt. 1. The company employs up to 100 people when at full strength.

"We're a family-owned company and our employees are like family too," said Marco. "We have many good people who've worked here for years and they definitely are a large part of why we've been successful. They represent us well."

"The key to our success is hard work," said Maria. "We do whatever it takes to complete a quality job on time and on budget, and do it with a smile. The great thing about our employees is that they share our values and our work ethic."

Productive equipment and dealer support

Albanese Brothers has a large fleet of Komatsu bulldozers and hydraulic excavators. In fact, Marco says he believes he bought the



This Albanese operator uses the company's new Komatsu PC308 excavator on a sewer and water-line job in Saugus, Mass. "I love the tight-tail-swing PC308," said VP Oto Albanese. "It's great on road jobs because it's got good size but can swing safely with traffic in the next lane."



first Komatsu excavator ever sold in New England back in the early 1980s.

"I think the world of Bob Benard (C.N. Wood founder and chairman). He helped me get started by selling us a Michigan loader back in the late '70s. Then in the early '80s, we took a trip down to Kentucky with C.N. Wood Sales Rep Gerry Carney to look at a Komatsu excavator and we fell in love with it. We immediately bought one and it was a great machine for us."

Today, Albanese Brothers has four Komatsu dozers and 15 Komatsu excavators, ranging from a compact PC35 up to a 65-ton PC600.

Albanese Brothers is best known for doing deep and/or difficult sewer work, but the company offers a full slate of services, including demolition.

Continued . . .

Albanese Brothers: "Honor is important to us"

... continued

"Excavators are the machines that make us money and Komatsu excavators are the best," asserted Oto. "They're fast, powerful and reliable. We recently got a tight-tail-swing PC308 for the MWRA job, and it's unbelievable. It's a good-size machine but we can swing it in one lane with traffic right next to it and not worry about hitting anything. It improves safety and productivity. It's great. I like it so much I want another one right now so I can put it out on another job."

"All our Komatsu machines are productive and reliable, and we also appreciate how long they

last," said Marcella. "We just traded in a Komatsu excavator that had 14,000 hours. I felt bad doing that because it still ran like a clock. It was a beautiful machine with only normal wear."

As impressed as they are with the Komatsu equipment itself, the Albaneses are equally sold on the service they receive from C.N. Wood.

"When we have a problem, they respond quickly and there's never any question as to whether C.N. Wood will stand behind the product," said Marco. "They've done things for us I didn't even ask for because I didn't think they owed it to me."

"Bob Benard and Gerry Carney are true gentlemen and they treat us like gold," added Oto. "They're our partners and our good friends. We can do a deal on a handshake with C.N. Wood. People and companies like that are hard to find these days."

In good hands

When Marco started Albanese Brothers, he wanted to be a general contractor with bonding up to \$100,000. Today, the company is bonded up to \$60 million and does about \$15 million to \$20 million worth of work each year.

"I never dreamed the company would be where it is today," said Marco. "All I wanted was a little company and to be able to make a decent living for my family. The fact that we exceeded that tells me if you love what you do and never give up, anything is possible in America. And I believe that's still true today."

"Certainly, our dad emphasized the importance of doing quality work in a timely manner, but beyond that, his main message was to always be fair, honest and honorable in our dealings," said Oto. "Honor is important to us," added Marcella. "We're old-school. To us, our word is the same as a signed contract and keeping our good name means everything to us."

"I'm proud that my children understand what's gotten the company to where it is," said Marco. "It wasn't always easy, especially being apart for all those years. But that experience made them what they are, and I'm confident that Albanese Brothers is in good hands, and will be for years to come." ■



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This Albanese Brothers operator uses a Komatsu D41 dozer to stockpile fill material at a job in Manchester, N.H.

Using a Komatsu PC400, this Albanese Brothers operator feeds a mobile crusher. "Excavators are the machines that make us money and Komatsu excavators are the best," said VP Oto Albanese.



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TESTA CORP

Massachusetts demolition contractor plays major role in success of "93 Fast 14" rapid-replacement bridge project

For Testa Corp, completing jobs on time and budget is routine. But even the best of companies are occasionally challenged, and such was the case when the Wakefield, Mass., company tackled the Massachusetts "93 Fast 14" rapid-replacement bridge project this summer in Medford.

The \$98 million project called for the replacement of 14 bridges along Interstate 93. Normally that would take four years, but a strong, coordinated and innovative effort got the job done in 10 weeks with minimal traffic disruptions. All work was performed on weekends during a 55-hour window of time that required demolition of the existing deteriorated concrete bridge deck and removal of the existing superstructure.

Working as a subcontractor, Testa Corp performed the demolition work on Friday nights and early Saturday mornings. Usually starting around 10 p.m., Testa crews worked throughout the night, relying on Komatsu excavators equipped with LaBounty shears and NPK hammers to break up the bridge decks. Steel plating was used to protect local roads underneath bridges from debris. Using Komatsu wheel loaders, Testa loaded debris in trucks for off-site removal.

"Obviously, with a very tight time frame there was no margin for error," said General Superintendent Robert "Ponch" Billingsley, who oversaw the work. "That included not damaging the existing supporting structures that remained in place to carry the new bridges. We had to have our work completed by early Saturday morning, so the next phase of putting the new bridge in place could be started. Testa set the pace."

Before demolition and replacement of bridges began, considerable preplanning was done to

ensure schedules were met. Using an innovative method, new bridges were prefabricated in sections in an off-site factory setting. They were designed for added durability compared to the ones replaced, including concrete decking which was cured in a controlled environment for greater strength and longer life.

Once Testa Corp had an existing bridge removal complete, general contractor crews moved in and put the new structure sections in place using cranes. A unique concrete mix, designed to set fast and strong, was poured between sections and allowed to cure on Saturday. Sundays saw milling, approach grading, paving, temporary barrier placement and striping completed.

"The "93 Fast 14" project drew a lot of attention as a model way to speed up bridge replacement," said Project Manager Joe Pasquerella. "This was a unique project for Testa, and we're proud to say we were part of it. It placed a high demand on our work force and our equipment, and both stood up to the challenge." ■



Robert "Ponch" Billingsley, General Superintendent



Joe Pasquerella, Project Manager

Testa Corp used several Komatsu machines to demolish and remove old bridge materials, including WA450 wheel loaders for loading trucks. All work was done overnight on Fridays and Saturdays.



WHERE ARE WE HEADED?

There's a need for infrastructure investment, but how to fund it remains in question

Congress passed and the President signed an act that provides an extension of funding for surface and air transportation. It came as welcome news to construction companies, their subcontractors and suppliers who work in those sectors, but the reality is that they can only breathe a sigh of relief for a short period of time.

The Surface and Air Transportation Extension Act of 2011 only provides monies into the first quarter of 2012 — another short-term mechanism for funding, much like what Congress has done since the previous highway bill expired in September of 2009. That means the fight for dollars to build the nation's infrastructure will be brought up again soon.

This comes at a time when numerous studies show America's highways, bridges, airports and other modes of transportation are suffering from a serious lack of investment. An American Society of Civil Engineers (ASCE) report shows that to bring the nation's surface transportation infrastructure up to tolerable

levels, about \$1.7 trillion is needed between now and 2020. Current funding levels fall short of that total by \$846 billion or \$94 billion per year, according to the report.

The results of underfunding are stark, the report notes. It will cost the economy 870,000 jobs and suppress growth of the country's Gross Domestic Product (GDP) by more than \$3 trillion by 2020. It will also cost American households and businesses more than \$129 billion in vehicle operation, delays, accidents and environmental damage.

"Clearly, failing to invest in our roads, bridges and transit systems has a dramatic, negative impact on America's economy," said ASCE President Kathy J. Caldwell, P.E., F.ASCE. "The link between a nation's infrastructure and its economic competitiveness has always been understood. But for the first time, we have data showing how much failing to invest in our surface transportation system can negatively impact job growth and family budgets. This report is a wake-up call for policymakers because it shows that investing in infrastructure contributes to creating jobs, while failing to do so hurts main street America."

According to a study by the Harvard Center for Risk Analysis, inadequate infrastructure systems also contribute to health problems. The analysis looked at health costs resulting from higher emissions associated with road congestion. Results showed traffic-related air pollution as a contributing factor to heart attacks and strokes, with emissions from idle vehicles causing nearly 4,000 premature deaths.

It also costs the country in terms of stature. A World Economic Forum report in 2007-2008 ranked our nation's infrastructure systems sixth best in the world. In a new report released in September 2011, the U.S.

The nation's transit systems, including roads and rail, are in need of repair. One study shows \$1.7 trillion is needed during the next eight years to bring infrastructure up to tolerable levels.





slipped to 16th. A government report said America spends about 2 percent of GDP on infrastructure, about half what it did 50 years ago and well below other global leaders.

Gas tax increase unlikely

A recent Market Watch article, "How to fix crumbling U.S. roads, rails and airways," pointed out that "Deficits in the U.S. trust funds that support the country's Interstate system and civil aviation have been widening for years, as tax revenue failed to keep up with inflation. To fill the gaps, Congress has been taking cash from the general fund.

"But tax revenue for the general budget has declined as well because of the economic recession and the Bush-era tax cuts, and now Congress is determined to eliminate the shortfall by reducing spending across the board," it continued. "For every \$1 billion pulled from the U.S. budget for highways, an estimated 30,000 jobs are lost, according to a 2007 report from the Department of Transportation."

The ASCE report noted a modest investment would go a long way, saying an amount "equal to about 60 percent of what Americans spend on fast food each year, would: protect 1.1 million jobs, save Americans 180 million hours in travel time each year, deliver an average of \$1,060 to each family and protect \$10,000 in GDP for every man, woman and child in the U.S."

The gap in funding isn't likely to decrease soon, and may widen further. The national 18.4-percent gas and 24.4-percent diesel per-gallon taxes haven't been raised in nearly



Numerous roads and bridges have been rated as structurally deficient or in need of repair, causing our nation's global rank to fall from sixth to 16th in terms of infrastructure systems.

Funding for surface and air transportation was extended into 2012, but long-term plans remain elusive.

two decades, and the recession has meant less driving, which in turn means less fuel purchased. More fuel-efficient cars and new standards to further improve fuel efficiency equate to even fewer fill-ups.

Potential funding sources

So where will the money come from to repair and replace an ever-increasing deterioration of the nation's surface, air and other transit systems?

Given the economic and political climates, an increase in the gas tax isn't likely any time

Continued . . .

Various funding sources offer potential solutions

... continued

soon. Alternate funding methods have been discussed, but there are no sure bets right now. Past research from a survey by the firm HNTB showed Americans preferred tolling to increased gas taxes.

HNTB's Pete Rahn said tolls will likely be a more prominent source of future funding. The organization's survey revealed most of the nation supports highway tolls with 82 percent saying the rate should be a dollar or less for every 10 miles on an Interstate. Fifty-six percent of those said the rate should be less than 50 cents.

Sixty-six percent of the people polled by the organization said they would like their toll money to go toward relieving congestion issues, with 41 percent saying they would support their toll money going to road and bridge repair. Others said they would like to see the money go toward dedicated truck lanes or adding lanes to existing roads.

The American Recovery and Reinvestment Act — also known as the stimulus bill — that was passed in 2009 funded some road construction projects during the past two years. In a speech before Congress last September, the President proposed additional spending on infrastructure as a way to boost the economy.

One idea he mentioned was an "infrastructure bank" that would provide loans or loan guarantees for transportation and other projects. The idea has been brought up several times before, including bills proposed by congressional

leaders. One put forth in the Senate would make the bank an independent government entity with congressional oversight. The proposal would give the bank a one-time appropriation of \$10 billion that would lead to more than \$600 billion in future projects.

The rest of the money would come from private investments in the infrastructure bank. Investors could partner with local, state and regional governments and propose a project to the bank, which would determine its worthiness based on factors such as public demand and support and the ability of the project to generate revenue that would pay back investors.

If deemed a worthy project, the bank would loan up to 50 percent of the total cost, making the bank another investor. Loans would be repaid through revenue generated from the project, which may come from such sources as dedicated state taxes, fees, tolls and passenger tickets.

PPPs

These "public-private partnerships" (PPPs) have already worked together on some state-level projects. According to the National Conference of State Legislatures, PPPs are agreements that allow private companies to take on traditionally public roles in infrastructure projects, while keeping the public sector ultimately accountable for a project and the overall service to the public. A government agency typically contracts with a private company to renovate, build, operate, maintain, manage or finance.

"Though PPPs are not optimal for many transportation projects, they have been shown to reduce up-front public costs through accelerated or more efficient project delivery," said the organization. "PPPs don't create new money but instead leverage private-sector financial and other resources to develop infrastructure."

Not everyone agrees on how to pay for the infrastructure investment, but most everyone agrees that something has to be done.

"We can no longer ignore the growing liability our aging roads present to U.S. economic competitiveness and the mobility of our citizens," said HNTB's Rahn. "Americans are feeling the pain, every day, as they commute and cross the nation's highways and bridges." ■

Several funding sources have been proposed, including public-private partnerships, which allow companies to pair with government entities as investors in a project. Known as PPPs, they have been used on state-level projects around the country.



A STEP IN THE RIGHT DIRECTION

Congress temporarily extends transportation funding; a multi-year bill should be a priority

In September, the Senate approved the Surface and Air Transportation Extension Act of 2011 (H.R. 2887). The bill, which the President signed, extended the surface transportation and airport construction programs into the first quarter of 2012. Had the programs lapsed, the Highway Trust Fund would have lost \$100 million per day in gas tax revenue and more than 1.6 million jobs would have been at risk.

“AED applauds Congress for putting politics aside and moving forward with extensions of federal transportation construction programs,” said Associated Equipment Distributors President Toby Mack. “This legislation ensures that the hundreds of thousands of workers who build and maintain our highways, bridges and airports can continue their work, at least temporarily.”

Given the current political situation in Washington, this is an important victory. House Republican leaders, who previously advocated cutting the highway program, were willing to go along with the deal, recognizing the massive job losses that would result from funding cuts.

The bill effectively extends highway and FAA construction programs at current spending levels. “While the extension is welcome news, it falls short of giving the construction and equipment industries the certainty essential to recovery and job creation. By delaying action on a new multi-year highway bill, Congress is putting off much-needed investment in the infrastructure the U.S. economy needs to grow and flourish,” Mack said.

As further evidence that the Hill is waking

up to the need for action on highway reauthorization, a memo on job creation by House GOP leadership released in September cited infrastructure spending as a possible area for bipartisan cooperation saying, “Congress and the President should spend the next few months working out a multi-year transportation authorization bill.” ■

This article is from the Associated Equipment Distributors, a trade association representing companies in the distribution, rental and support of equipment. Its members account for more than \$15 billion of annual sales of construction equipment and related supplies and services in the U.S. and Canada.

Congress passed a bill that extended surface transportation and airport construction funding into the first quarter of 2012. The Associated Equipment Distributors believe a long-term bill is a necessity.



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NEW PRODUCTS

MORE POWER, LESS FUEL

New Komatsu PC360LC-10 offers more efficient excavation

Efficiency is the name of the game when it comes to moving dirt. Now, a new player in the excavation game, Komatsu's Tier 4 Interim PC360LC-10 excavator, has taken the lead. Using its proven Tier 3 platform, Komatsu added features to provide greater efficiency with lower fuel consumption, improved operator comfort and enhanced serviceability, all of which maximize productivity while lowering operating costs.

In addition to meeting Tier 4 Interim engine standards, the 257-horsepower PC360LC-10 uses an integrated design with Komatsu-exclusive hydraulic pumps, motors and valves. The design has a closed-center, load-sensing hydraulic system that uses variable speed matching to adjust engine speed based on the pump output. To make the excavator even more efficient, Komatsu enhanced the hydraulic system to reduce hydraulic loss and fuel consumption.

Komatsu lowered the fuel consumption while providing additional horsepower (compared to its predecessor, the PC350LC-8) with a larger-displacement engine that features an advanced, electronic control system to manage air-flow rate, fuel injection, combustion parameters and aftertreatment functions. An integrated Komatsu Diesel Particulate Filter (KDPF) reduces emissions without interfering with machine performance.

"Komatsu's mid-size excavators have always been considered the top of their size class, and the PC360LC-10 fits right in," said Product Manager Doug Morris. "Users will find it an excellent digger for speciality work, such as trench and large foundations, as well as for productive bulk excavation. It also has good power to run attachments, such as demolition grapples or hammers."

Strong, comfortable cab

A new, strong, ROPS-certified cab has a reinforced pipe-structure framework with viscous damper mounts for low vibration. A high-back, fully adjustable seat uses air suspension and is heated for improved comfort. An auxiliary input and two 12-volt ports are standard.

"Outside the cab, the PC360LC-6 has handrails that surround the upperstructure for easy access to service points," noted Morris.

"We want users to get maximum production with minimal downtime. The PC360LC-10 delivers just that," he concluded. ■



Doug Morris,
Product Manager

Brief Specs on PC360LC-10

Model	Operating Weight	Horsepower	Digging Depth
PC360LC-10	79,930 lbs.	257 hp	26 ft., 10 in.

"Komatsu's new PC360LC-10 excavator offers excellent digging power for large trenches as well as bulk excavation," said Product Manager Doug Morris. "It also has good power to run attachments, such as demolition grapples or hammers."

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NEW ARTICULATED TRUCK

Increased load capacity among more productive features of Komatsu's new HM300-3 truck



Rob Warden,
Product Manager

When Komatsu made changes to its articulated dump trucks to meet Tier 4 Interim regulations, it took the opportunity to also make the trucks more productive. Case in point, Komatsu's new HM300-3. The artic truck now reduces emissions and offers increased capacity compared to its predecessor model.

Komatsu also increased operating weight, while maintaining a maximum ground speed of 36.4 miles per hour in order to move more material in the same amount of time. "The HM300-3 has a low, nine-foot, three-inch loading height, so it matches up well with 30-ton to 60-ton hydraulic excavators and five-yard to seven-yard wheel loaders," said Product Manager Rob Warden. "In addition, it has two, single-stage,

body-lift cylinders that give it a 70-degree dump angle. It's a very efficient and productive truck that fits well into load-and-carry applications."

The HM300-3 features a new Komatsu Traction Control System (KTCS) that automatically provides optimum traction when operating in soft ground conditions. The HM300-3 continually monitors machine performance and detects changes in momentum due to soft ground conditions. When a change in momentum is detected, the inter-axle differential lock applies automatically, activating KTCS. KTCS monitors tire slippage with sensors located on four wheels. If slippage occurs, the four independent brakes automatically apply as necessary to regain traction.

In addition, a Komatsu Advanced Transmission with Optimum Modulation Control System (K-ATOMiCS) offers a six-speed, fully automatic transmission that selects the ideal gear based on vehicle speed, engine rpm and shift position. It results in powerful acceleration, smooth downshifting and synchronized engine speed when climbing slopes. K-ATOMiCS also helps keep the load in the body and increases productivity.

A new cab design on the HM300-3 provides a more comfortable and quiet work environment, including a rounded front dash panel with easy-to-reach switches. A redesigned dashboard and relocated, air-ride seat improve visibility. From the new, high-resolution monitor, the operator can modify settings, such as reversing the fans or selecting the starting gear.

"A newly designed engine hood provides convenient access to service points and improved forward visibility," Warden pointed out. "Of course, it has the same standard features, such as KOMTRAX, that make it a true Komatsu machine, so we know users will find the HM300-3 a valuable addition to their fleets." ■

Brief Specs on HM300-3 Artic Truck

Model	Operating Weight	Load Capacity	Ground Speed
HM300-3	116,823 lbs.	22.4 cu. yds.	36.4 mph

NEW!



Komatsu's new Tier 4 Interim HM300-3 articulated haul truck provides greater load capacity and a new traction-control system that automatically provides optimum traction when operating in soft ground conditions.

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COMPLIMENTARY TIER 4 SERVICES



Komatsu CARE for Komatsu Tier 4 Interim models is a new, complimentary maintenance program designed to lower your cost of ownership and improve your bottom line. It provides factory-scheduled maintenance on the machines for the first three years or 2,000 hours, whichever comes first. This includes up to two exchange Komatsu Diesel Particulate Filters. Be sure to contact your Komatsu distributor for all the details.

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NEW D155AX-7 DOZER

Tier 4 Interim model builds on already productive features for greater efficiency



Bruce Boebel,
Product Manager

On its surface, Komatsu's new D155AX-7 dozer is much like its predecessor: the operating weight, net horsepower and blade capacity all remain the same. However, many comparisons stop there as the new Tier 4 Interim D155AX-7 offers lower emissions, yet maintains low fuel consumption for reduced per-yard costs.

Coupled with a highly efficient, automatic transmission, the new Tier 4 Interim engine uses advanced electronic control to manage air-flow rate, fuel injection, combustion parameters and aftertreatment function for optimal performance. The automatic gearshift transmission and lock-up torque converter transfer engine power directly to the transmission, providing a 10-percent decrease in fuel consumption compared to conventional models. The D155AX-7 uses a much larger cooling package

with improved airflow to keep the engine running cool in harsh working conditions.

"Even in the toughest working conditions, the D155 remains efficient and productive," said Product Manager Bruce Boebel. "It meets all the Tier 4 Interim standards for reduced emissions, without sacrificing the excellent power previous D155 models have become known for in dozing and ripping applications where mass quantities of material are involved."

To fit the application at hand, operators can choose from automatic or manual gearshift modes: automatic for general dozing and manual for dozing and ripping in rough ground. The automatic gearshift transmission shifts to the optimal gear range based on working conditions and load.

Auto blade pitch, ripper controls

Equipped with Komatsu's unique SIGMA dozer blade, the D155AX-7 has a capacity of 12.3 cubic yards. While that's the same as the previous model, Komatsu incorporated a new, automatic, blade-pitch function that reduces operator effort and increases efficiency. With the flip of a switch, it sets blade-pitch position between digging and dump positions with no additional lever movements. Operators can set the blade-pitch control through the seven-inch HD monitor to automatically return to the digging position when they select reverse.

"A new ripper-control lever is more ergonomic for increased operator comfort," said Boebel. "Like our other Tier 4 Interim machines, we didn't stop with just putting in a new engine. Komatsu worked with customers to identify features that would improve their dozing and ripping performance. We believe we've made a dramatic improvement with the D155AX-7." ■

Komatsu's new D155AX-7 dozer features an automatic blade-pitch function that increases operating efficiency and reduces operator effort. The new dozer is Tier 4 Interim compliant and maintains the same low fuel consumption as the D155AX-6.



ENGAGING EXCAVATION

Komatsu's KMAX tooth system offers cost-effective solution in a large range of applications

In 2003, when Komatsu introduced its KMAX tooth system, it was limited to six tooth styles strictly for excavators. Today, those numbers have expanded to more than 20 ground-engaging tools for both excavators and wheel loaders — PC120 to PC800 and WA150 to WA800 — that handle a wide range of applications.

"There's a right fit for virtually anyone who does excavation or similar types of work, whether they need teeth for digging in clay or rock, or they need something with good penetration into a pile, such as quarry work," said Gary Jones, General Manager Product Support & Marketing for Hensley Industries, a Komatsu company that produces the KMAX tooth system. "The number of styles we have is a direct result of listening to our customers' needs and cost-effectively crafting teeth that meet those needs."

The KMAX tooth system, which now comes on Komatsu buckets, is cost-effective for several reasons, said Jones. Chief among them is durability, which is achieved through superior heat treatment that hardens KMAX teeth to the core, as opposed to some teeth that have hard exteriors but are soft on the inside.

"That gives our teeth a longer life, allowing use to 60 percent of wear as opposed to the usual 40 percent before replacement," said Marketing Manager Brent Dennis. "Heat treatment to the core is one part of the equation. Another is our streamlined design that allows KMAX teeth to offer better penetration of the material while staying sharper longer. That means added efficiency and durability for lower owning and operating costs."

Fast, easy, safe

When teeth need to be changed, the process is fast, easy and safe. Users simply need a socket wrench to unlock the reusable, non-load-bearing fastener in order to remove the tooth from the adapter on the bucket. After placing the new tooth on, it's easy to tighten it back down. In most cases, the process takes less than a minute.

"We believe it's the best system on the market because there are no pins to be hammered out," said Jones. "Our teeth are designed so that if users see uneven wear, they can flip the teeth."

"While KMAX teeth are first-fit on Komatsu machinery, the KMAX system can adapt for use on other brands," Dennis pointed out. "If you add it all up — durability, better penetration of material, speed of tooth changes, safety — we're convinced the KMAX system offers the best tooth value in the industry." ■



Gary Jones,
GM Product Support
& Marketing,
Hensley Industries



Brent Dennis,
Marketing Mgr.,
Hensley Industries

www.CNWood-Works.com

NEW!



Komatsu's KMAX tooth system offers durability in more than 20 tooth styles for a wide range of excavators and wheel loaders. It's easy and safe because the system requires only a socket wrench — no pins to hammer — to remove and replace teeth from the adaptors.



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FORECASTING THE FUTURE

GM says PMO continues to expand production to meet present, future global mining demand

QUESTION: There have been a few sparks in construction, but overall activity remains low. How's mining?

ANSWER: Mining has been strong for quite a while now. We are producing more than four or five times the number of trucks we did just 10 years ago. It's probably more than many of us here at Peoria Manufacturing Operations (PMO) thought was even possible back in 2002. Mining continues to be very strong globally, so there's a great demand for the five Komatsu mining trucks we manufacture.

QUESTION: How are you meeting demand?

ANSWER: Taking into account several factors, such as historical trends, current mining and what we see down the road, we update our forecast frequently. More recently, our firm-order backlog is very strong and we are able to see the future more clearly. We're basing our production on what we believe the long-term trends will be. Again, we expect mining to remain strong, so we're being proactive.

Most of our operations are running around the clock to ensure we meet our production goals and the demand for our mining trucks, which is globally very high. Because demand is so high, we added a second assembly line and further refined our processes to make them even more efficient. That's allowed us to double the number of trucks produced a day, and we're working to further increase that.

QUESTION: Why are Komatsu mining trucks in such demand?

ANSWER: Komatsu trucks have always been at the top of the class in terms of per-ton costs because they're not only efficient, but reliable and have a long life cycle. A big reason why is because the trucks are electric-drive as opposed

Continued . . .



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.

Jim Mathis, General Manager of Manufacturing, Komatsu Peoria Manufacturing Operation (PMO)

Jim Mathis has returned to his roots. Mathis is a General Manager of Manufacturing at Komatsu's Peoria Manufacturing Operation (PMO), where he has spent most of his career with Komatsu.

Mathis started at PMO in 1984 as Production Scheduler and moved his way up to Superintendent of Component Manufacturing. In 2008, he was promoted to Director of Manufacturing Administration, which meant a move to Komatsu America's headquarters in Rolling Meadows, Ill.

"I've spent my entire adult life with Komatsu," Mathis said. "I'm very happy to be returning to Peoria and getting the chance to work with many of the same people I worked with during the 20 years I was here before. I can't say enough good things about the people who work here. Their hard work, dedication and commitment have helped PMO expand its production capacity greatly."

Mathis, along with another general manager, oversees a staff of more than 600 salaried and hourly workers at PMO, where five models of electric-drive, mining haul trucks are produced. He's responsible first and foremost for safety, then quality, followed by production, delivery and profit and loss.

"It's a challenge, but one that I enjoy," said Mathis. "I've seen many changes through the years that have made our equipment better, both in production and reliability. There's nothing more satisfying than knowing we're building a truck that's going to help a customer be more profitable."

Mathis completed an MBA at Peoria's Bradley University a few years ago, while working at PMO. Jim and his wife, Suzanne, have five children, the youngest of which started her freshman year of college last fall.

Komatsu — at the forefront of technology

... continued

Komatsu's Peoria Manufacturing Operation works around the clock to ensure timely assembly and delivery of five sizes of mining trucks.



Some of the world's largest mining trucks, including electric-drive 830Es are assembled at PMO. "It's been proven that our trucks work longer with less downtime. That makes a huge difference to a mine that's running 24 hours a day," said Jim Mathis, General Manager of Manufacturing at PMO.



to mechanical. It's been proven that our trucks work longer with less downtime. That makes a huge difference to a mine that's running 24 hours a day. Our customers tell us that.

Of course, many other features have been a direct result of our working with customers and listening to their needs to incorporate those into our trucks. Based on their recommendations, we've integrated convenience features, such as ramp-style staircases to the driver's cab rather than a ladder hanging on the side.

QUESTION: Komatsu has built its reputation for mining trucks based on the foundation of reliability. What does the factory do to ensure each truck reinforces this reputation?

ANSWER: It's important to recognize that product quality begins with unrivaled design, followed by rigorous testing and confirmation. Only then can manufacturing truly excel at producing high-quality products and deliver reliability to our customers. We make countless quality checks and confirmations every day on every truck throughout the production process. This also includes the critical role our suppliers play in supporting us. It's not something special or unique. It's what we do every day with every process.

QUESTION: What does the future hold beyond Tier 4?

ANSWER: In some sense, Komatsu is already there and has been for quite some time. We've been developing, producing and testing autonomous haul trucks — trucks that run without a driver — for several years. They are already being used in active mines. That's a huge technological advantage for the customer because it keeps costs down, and for us because it puts us at the forefront of the mining equipment industry.

We've always been strong in technology, especially in tracking machine usage, function, production and maintenance with our KOMTRAX PLUS system. It allows both us and the customer to see how a truck is being used so we can build future machines based off that information and customer recommendations. We never stop trying to improve. ■



EARTHMOVING, DEMOLITION, AND MATERIAL HANDLING ATTACHMENTS & EXCAVATOR CUSTOMIZING



A CLOSER LOOK

TAKING A TEST DRIVE

Demo Days provides opportunity for equipment users to try out new Komatsu machines

Operators could experiment with several dozers at Demo Days, including this low-ground-pressure D39PX-22, equipped with a 3D machine-control system.



Among the machines at Demo Days was the Komatsu HB215LC-1, the world's first and only hybrid excavator.



Equipment users tried out many Komatsu machines, including the popular WA500-6.



Komatsu Tier 4 Interim machines headlined the most recent Demo Days event at the Komatsu Training and Demonstration Center in Cartersville, Ga.

"There's always some concern on the part of equipment users when new models are introduced with new technology in them," said Bob Post, Komatsu Director of Marketing and Sales Training. "That concern may even be greater when the change is mandated by the government, as is the case with Tier 4 (to meet new emissions requirements).

"The fact is, at Komatsu, we've made our Tier 4 machines better," he noted. "In addition to being cleaner emission-wise, they're also more productive and more fuel-efficient. And contrary to what many believe, there's not that much more maintenance involved. Demo Days is the perfect opportunity to introduce equipment users to our Tier 4 Interim units as well as all our other latest machine models."

At the Fall Demo Days event, Komatsu had dozers ranging from the D39-22 up to the D275. Several of the dozers were equipped with 3D machine-control systems for operators to try out. Excavators at the show included the world's only true hybrid hydraulic excavator (HB215LC-1) and several new Tier 4 Interim models including the PC360LC-10 and PC390LC-10, as well as the PC1250LC-8. Other new machines featured were the WA380-7 wheel loader and D65-17 crawler dozer.

"We welcome all opportunities to get equipment users inside our new machines," said Post. "Once they test our equipment in a real-world environment like Demo Days, they can see for themselves the Komatsu difference." ■

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END EXCESSIVE IDLING

Komatsu personnel explain how non-productive hours negatively affect your machinery



Rizwan Mirza,
Manager,
KOMTRAX,
ICT-Construction
Business Division



Goran Zeravica,
Distributor Operations
Development Manager,
ICT-Construction
Business Division

Equipment monitoring systems, such as Komatsu's KOMTRAX, provide valuable information on machine functions, including hours, fuel consumption, machine location, trouble warnings and more. All items are important, but there's one function that's often overlooked, and Komatsu's Goran Zeravica and Rizwan Mirza are on a mission to let users know that it may be the most important one of all.

"Owners and operators don't seem to take idle time into account as much as they should," emphasized Zeravica, Distributor Operations Development Manager, ICT-Construction Business Division. "It has a huge impact on owning and operating costs, in many cases driving up those costs well beyond what they should be."

Studies show that a rather large percentage of a machine's working hours are spent idling rather than actually working. According to Mirza and Zeravica, the industry average is about 37 percent of time idling. "If that's the average, it means there are machines out there idling well above that, sometimes in the range of 50 percent or more," said Mirza, Manager, KOMTRAX, ICT-Construction Business Division. "In nearly

every case, it would be better to shut the machine down when it's not in production and reduce the idle time."

Idle time adversely affects machines in several ways. "The most obvious is the amount of wasted fuel," Zeravica noted. "But something else to think about is the number of unnecessary hours being put on that machine. That drives up owning and operating costs, too."

"Letting a machine idle means reaching service intervals sooner, thereby raising owning and operating costs even more," added Mirza. "Tier 4 machines will increase the need to eliminate idling because the Komatsu Diesel Particulate Filter (KDPF) must be cleaned/serviced at 4,500-hour intervals, according to Komatsu's recommended specifications. In addition, idling for extended periods prevents the KDPF's passive regeneration system from meeting optimal temperatures for maintaining cleanliness. The result could be additional active regenerations consuming more fuel or additional KDPF cleanings at less than 4,500 hours."

Warranty affected

Piling up the hours idling also hurts your bottom line from a warranty standpoint. Idle hours count against the warranty clock just as productive hours do. If you're idling, you'll reach the end of the extended warranty period sooner.

"That's something that hardly ever crosses most users' minds, and it should be at the forefront of their thinking," Zeravica pointed out. "One other area most don't consider is resale value. If you have a five-year-old machine to sell or trade with 10,000 hours as opposed to 5,000 or 6,000, you're obviously going to get less for it. Bottom line, machine owners and operators need to take a proactive approach to idling. If the machine isn't producing, shut it down." ■

Letting a machine idle can cost you in many ways, including everything from wasted fuel to resale value.



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NEWS & NOTES

Group highlights condition of rural roads

The national transportation research group TRIP recently released a report that details the conditions of rural America's transportation infrastructure and its impact on the country, saying 12 percent of the nation's rural roads were in poor condition, while 43 percent were in fair condition.

It also found 13 percent of the nation's rural bridges were structurally deficient, meaning there is significant deterioration of the bridge

deck, supports or other major components. Ten percent rated functionally obsolete, no longer meeting current highway design standards.

Nearly 60 percent of auto fatalities occur on rural roads, and the report cited opportunities to improve safety, such as installing wider shoulders and rumble strips. Other infrastructure needs were also highlighted. The full report is available at www.tripnet.org. ■

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Did you know...

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- The average human body contains enough:
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 - sulfur to kill all fleas on an average dog,
 - carbon to make 900 pencils,
 - potassium to fire a toy cannon,
 - fat to make seven bars of soap,
 - phosphorous to make 2,200 match heads,
 - and water to fill a 10-gallon tank.
- The average mature oak tree sheds approximately 700,000 leaves in the fall.
- Snails move at a rate of approximately 0.000362005 miles per hour.
- A "jiffy" is an actual unit of time for 1/100th of a second.
- A typical lightning bolt is two to four inches wide and two miles long.
- The Hoover Dam was built to last 2,000 years. The concrete in it will not even be fully cured for another 500 years.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.CNWood-Works.com

1. P R I R P E _ _ _ _ P _ _
2. T A M O K U S _ _ _ _ _ _ _ U
3. L I R A X A U Y I _ _ _ X _ _ _ _ _
4. P E G A R L P _ _ _ _ _ _ _ L _
5. G I L I N D _ D _ _ _ _ _

KEVIN BROWN

C.N. Wood Parts Manager understands contractors' need to minimize downtime

Kevin Brown understands customers' needs well. That's because he's been in their shoes and he's using that experience to better serve customers who turn to C.N. Wood for their parts needs.

"When a customer calls on us for parts, there's always the element of downtime involved, whether it's an emergency situation or scheduled routine maintenance," said Brown, who recently joined C.N. Wood as Parts Manager. "Either way, the machine is going to be out of commission. I want to minimize that as much as possible by ensuring that we have good service, competitive prices and availability. I like to consider myself a 'fixer.'"

Brown knows how critical downtime can be because his background includes working as a manager of support services for a demolition contractor before coming to C.N. Wood. His

experience involved machine maintenance, including ordering the parts needed for service.

"One of the areas I dealt with was inventory control, which I really enjoyed," explained Brown, who now oversees parts at all C.N. Wood locations that carry Komatsu equipment. "Part of that entailed building a parts stock so that items would be on hand when needed. It also involved working with equipment distributors to ensure they understood our parts needs. Having a distributor with a solid parts inventory is critical. C.N. Wood is one of the companies I worked with, so I knew coming into this position what an outstanding organization it is."

Building on C.N. Wood's reputation

Brown's goals include maintaining and building on C.N. Wood's already outstanding reputation for parts accessibility and delivery. He's doing that by working closely with customers, C.N. Wood's 14 parts and product support representatives and the company's service departments.

"Communication is a big part of our success, and as we visit with customers we're gaining a better understanding of their needs," noted Brown, who recently completed an MBA at Rivera College. "That helps us build inventories in our locations tailored to their specific needs. I can't do that alone, so it's a team effort on our part to build relationships with our customers that help us better serve them. If customers have an issue, they can always call me and we'll work through it. I'm open to suggestions, too."

Brown is an avid snowmobiler. He and his wife of 14 years, Kathleen, have three daughters and a child on the way. ■

Kevin Brown recently joined C.N. Wood as Parts Manager, overseeing operations at its Komatsu-based locations. "When a customer calls on us for parts, there's always the element of downtime involved," said Brown. "I want to minimize that as much as possible by ensuring that we have good service, competitive prices and availability."



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