

# WOOD WORKS

A PUBLICATION FOR AND ABOUT C.N. WOOD CO., INC. CUSTOMERS • 2014 No. 2

# **TOWN OF MARSHIFIELD**

Department of Public Works delivers numerous services for this southeastern Massachusetts beach community



Thomas J. Reynolds, Superintendent

## A MESSAGE FROM THE CHAIRMAN & PRESIDENT



Robert S. Benard



Paula F. Benard

New machines are only one part of our offerings 200 Merrimac Street Woburn, MA 01801



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#### Dear Valued Customer:

The construction sector continues to strengthen, although it's not growing as quickly as most of us would like. During the first half of 2014, non-residential starts were up 2.4 percent, compared to the same period the previous year, led by heavyengineering work that saw a 13-percent gain. Commercial starts remained down, compared to the previous year, but came back strong in the summer. Based on history, housing is only about half of what it should be, according to Reed Construction Data, which reported that may soon change for the better. Why? Because the Federal Reserve's bond-buying program ended, and interest rates are expected to rise by summer 2015. When that happens, usually those sitting on the sidelines jump into the market and buy houses before rates significantly climb. In turn, that boosts sales of retail items such as furniture and appliances.

A rise in housing starts would obviously be good news for the construction industry, and that growth could include new development work, which typically leads to increased commercial and other types of construction. That potentially means moving mass amounts of material, and if that's your forte, Komatsu has new Tier 4 Final machines designed to do it more efficiently. You can read about some of those new machines in this issue of your Wood Works magazine.

Among the new Komatsu Tier 4 Final machines is the PC490LC-11 excavator, which maintained the powerful lifting capacity and stability of the Dash-10 model, and features lower emissions and enhancements that maximize productivity, serviceability and fuel economy. It has all the same great benefits of its predecessor but offers reduced owning and operating costs. You'll find similar attributes in the new D155AX-8, even with an increase in operating weight.

Other new products include the WA200-7, which delivers the benefits of previous standard- and PZ-model wheel loaders in one machine. For those who work in the woods, Komatsu has two harvesting heads for greater logging capacity and efficiency.

If you are in the market for any of these products and financing is something you are interested in, we can help with that. Komatsu Financial offers several ways to help you acquire machinery and will even work with you to finance repairs. If you want to learn more about Komatsu Financial, I encourage you to read the Komatsu & You article.

Whether you need parts, service, equipment or financing, please call or stop by one of our branch locations today.

Sincerely, C.N. WOOD COMPANY CO., INC.

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Robert S. Benard Chairman

Paula F Lenan

Paula F. Benard President

# WOOD WORKS

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### A SALUTE TO A CUSTOMER

### **TOWN OF MARSHFIELD**

# Department of Public Works delivers numerous services for this southeastern Massachusetts beach community



Thomas J. Reynolds, Superintendent

The Town of Marshfield runs a transfer station that is also home to a compost site and a recycling center. The town uses a Volvo ECR145 to load trash from the transfer station into trailers. Marshfield, Mass., is an Atlantic Ocean beach town about 30 miles south of Boston. Its most famous historical resident was statesman and orator Daniel Webster, who served as Secretary of State for three U.S. presidents in the 1840s and 1850s. More recent notables include renowned defense attorney F. Lee Bailey, rock 'n' roll-band Aerosmith front-man Steven Tyler and actor/ comedian Steve Carell.

While the town is justifiably proud of its rich and famous, it's the 27,000 current residents – a number that grows to 40,000 or more during the summer months – who Marshfield Public Works Superintendent Thomas Reynolds thinks of when he goes to work each day.

"Our job in the Department of Public Works (DPW) is to provide the basic services that everybody takes for granted," said Reynolds. "Roads, parks, water, sewer and garbage – those things don't just happen. They have to be built, maintained and sometimes replaced. We have 78 people in the DPW. They all take a lot of pride in our town and our ability to deliver the services our residents count on."

Having worked for MassDOT, as well as the towns of Braintree and East Bridgewater, before coming to Marshfield, Reynolds is a 30-year veteran of public works. He reports to a three-member Board of Public Works that consists of Michael Valenti Jr., Stephen Hocking and Robert Shaughnessy.



The Marshfield Department of Public Works has six divisions: Highway/Equipment Maintenance, led by Supervisor Shawn Patterson, Highway Foreman Jim Kent and Head Mechanic Paul Frenchko; Engineering, headed by Roderic Procaccino; Cemetery/Trees/Greens, supervised by Barry Bartlett; Water, directed by Paul Duross; Trash and Recycling, supervised by Paul Tomkavage; and Wastewater (sewer), overseen by Gus Lewis.

"It's a dedicated team," said Reynolds. "Marshfield is a nice town and our DPW personnel are committed to keeping it nice. It's a challenge because land-wise we're the third-largest town in southeastern Massachusetts, and we also have very diverse geographies – from marsh land to forest and hills to the ocean. We're also growing, so we're very busy, but that keeps the job interesting."

#### Grounds, roads, water and more

Regarding growth, like most communities, housing was slow for a time, but now it's heating up. Three new subdivisions are being built and a new high school was also recently constructed.

"DPW is responsible for maintaining two synthetic turf fields at the school, and we're also putting in some additional grass fields that we expect will be ready next year," said Reynolds. "Plus, we mow and do other maintenance at all the parks and cemeteries in town."

The Marshfield Department of Public Works maintains roughly 200 miles of roadway – the vast majority of it paved, but also some dirt and gravel roads.

"Road maintenance includes a pavementmanagement program where we try to find the most cost-effective way to improve a road," said Reynolds. "It could be as minimal as crack-sealing and patching, to cold-planing and mill-and-fill, all the way up to full-depth reclamation (FDR). Most of our roads are in fairly decent shape, but like every town, we have some that are showing their age. We also have some where the pavement was just poured over old sand and oil roads, so when those start to go, we typically have to do FDR and add material to create a base, because there was not one there originally."

The DPW Water Division maintains all the drinking-water pump stations, 15 wells, three storage tanks and 240 miles of water lines in Marshfield.

"When we replace water mains, we do a lot of the construction work ourselves, with in-house DPW personnel," said Reynolds. "Some parts of town still use 2-inch steel water mains that were installed many years ago. We're in the process of replacing those with 8-inch ductile iron pipe. One of the primary reasons for increasing the pipe size is for better pressure for fire safety, but residents are ecstatic when they get a new main in their area, because it greatly increases the water pressure to their homes as well."

Wastewater is also a DPW responsibility. Although a significant majority of homes in the town are on septic systems, Marshfield runs a treatment facility that takes septage from haulers so everyone in the town benefits from the plant.

"It's an old plant that was built in the '70s," said Reynolds. "We're currently building a screening facility, and we need to upgrade some of our pump stations. We have a direct outfall into the ocean, so it's imperative that we do a good job of cleaning the wastewater."

For all of its divisions, the Marshfield Department of Public Works has an extensive record-keeping system. "It's very important that we know the history of our infrastructure – where it is, how old it is, when it's been changed and where we have found leaks. We keep a database to try to stay ahead of any issues."

#### Productive, versatile equipment

To help meet all of its responsibilities, the Town of Marshfield has a large equipment fleet, much of which has come from C.N. Wood or its sister



The Town of Marshfield owns a Komatsu PC200LC-10 hydraulic excavator that it bought to dig water-main trenches for a large pipe-replacement project. However, the town has used it for many other projects as well, including moving armor stone on the beach and building new athletic fields. "It's a workhorse for us," said Superintendent Tom Reynolds.



This MT6 is one of two Trackless machines that the Town of Marshfield uses for composting, as well as sweeping, snow blowing and mowing.

company, Woodco Machinery, and Sales Rep Steve Russell. The machines include a Komatsu PC200LC-10 hydraulic excavator; a Volvo ECR145 rubber track excavator; three Volvo front-end loaders (two L70Fs and an L20); two Trackless municipal sidewalk tractors (an MT5 and an MT6); and an Elgin Pelican street sweeper.

"We've had great success with the Komatsu and Volvo machines we have from C.N. Wood and Woodco," said Reynolds. "They're very efficient and economic pieces for us. They are highly reliable with minimal maintenance, and they last a long time. We've been very pleased with all of them.

"We buy some of the machines with a specific need in mind, but then we always find other

### Marshfield DPW uses its talented staff to get projects done

.. continued

uses that make us wonder how we got along without them," he added. "Take the Komatsu PC200 for example. We got it to dig water-main trenches for a large pipe-replacement project, but we use it all over the place. We've used it to move armor stone on the beach and to build a new athletic field on Rockwood Road. It's a workhorse for us."

Marshfield's Volvo machines are largely at work in the Trash and Recycling Division, primarily at the transfer station. "The ECR145 is



(L-R) C.N. Wood Sales Rep Steve Russell meets with Town of Marshfield Operator Bruce Grout, Superintendent Tom Reynolds and Operator Robert Reed.

The Town of Marshfield uses its Elgin Pelican NP street sweeper year-round. "It's invaluable. In the winter, we have a lot of storms that bring ocean debris over the seawall, so we're frequently sweeping streets, even during the coldest months," said Superintendent Tom Reynolds.



a nice machine," said Operator Robert Reed. "We got it about a month ago, and I love it. It's doing exactly what we need it to do, which is get trash into the trailers."

Marshfield uses its Trackless machines in composting, as well as for sweeping, snow blowing and mowing, while the Vactor is often used in the Wastewater Division.

"We use the Vactor to flush water and wastewater pipes, then follow behind it with a camera truck to take a look at the lines," said Reynolds. "We also use it to clean out blockages that occur at our tidal gates. We find a lot of ways to use it. And of course, the Elgin is our street sweeper, and it's invaluable. In the winter, we have a lot of storms that bring ocean debris over the seawall, so we're frequently sweeping streets, even during the coldest months."

The Town of Marshfield has four mechanics to keep its equipment running and maintained. "They do a good job, but there are times we need help from the distributor," said Reynolds. "That's where C.N. Wood and Woodco shine. They respond quickly with outstanding service. I've had all positive experiences support-wise from C.N. Wood and Woodco. Their service is second-to-none."

#### **Best bang for buck**

In addition to the 200 miles of roads and 240 miles of water line that the Marshfield DPW maintains, the department also takes care of 117 acres of cemetery and town grounds.

"As a department, I think we might be somewhat unique in that we do a lot of the infrastructure and ground work ourselves with our own personnel," said Reynolds. "We have some very talented people here that enable us to do that.

"The biggest challenge in public works is always finances," he noted. "We can't do everything we would like to do because there's never enough money. So the key is to be efficient and cost-effective. I know some people think there's a lot of waste in all levels of government, but I can assure everyone in Marshfield that our Department of Public Works tries very hard to give residents and tourists the best bang for their tax buck." ■





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### **BRANCH NEWS**

### SHOP EXPANSION

### C.N. Wood's Woburn service department doubles in size with new addition

C.N. Wood recently doubled the shop space at its Woburn branch with a new 10,000-square-foot building that houses six large service bays, including one dedicated to accommodating compressed-natural-gas vehicles. It will also house welding/fabrication and detail areas.

"This new building will streamline our processes, allowing us to move equipment in and out more efficiently," said Service Manager Mark Whelan. "In each large bay, we can work on two or more pieces of equipment, depending on their sizes, and we can drive machines straight in and out. We can bring more machinery out of the elements and into a controlled environment. It really gives us a lot more capacity."

C.N. Wood President Paula Benard noted that the added capacity is important as service-related work continues to grow.

"The markets have been up for the past couple of years, and that's a good sign, as it means companies have more work and are putting more hours on their machines," she said. "With that comes an increased demand for maintenance and repairs, so it was necessary for us to have a larger space to properly take care of our customers' needs."

#### **Practical and efficient**

Whelan said the new shop space can handle practically any size machine C.N. Wood carries. The 10-ton overhead crane has a 22-foot hook height, so working on larger machine components is not an issue. C.N. Wood took energy efficiency into account, as well, in the new building, which uses gas-fired infrared heat and efficient lighting elements.

"We put a lot into planning a nice space for our customers' equipment, as well as our shop technicians' comfort," said Whelan. "We currently have 12 shop technicians, and we're planning to add more in the near future."



Mark Whelan,



C.N. Wood's new Woburn shop is now complete. It doubled the branch's service area and gives technicians additional room to work on machinery.



### **INTELLIGENT TECHNOLOGY**

# Komatsu, BOMAG machines provide greater efficiency in earthmoving, compaction



Jim Maxwell, C.N. Wood General Manager

Throughout the past couple of decades, more and more construction companies have embraced technology, especially GPS grading systems. While "plug-and-play" systems for dozers remain the predominant technology, built-in intelligence is gaining steam in earthmoving, as well as in paving and compaction.

"Technology and intelligence are making companies more efficient than ever," said C.N. Wood General Manager Jim Maxwell. "For instance, GPS systems on dozers and motor graders give operators greater precision with little or no staking. Because they are extremely accurate, the chances of overcutting or overfilling are virtually eliminated, and in turn, extra costs are nearly eliminated as well. Almost all of our customers have embraced some type of technology, and we're actively working to be sure that we have the products and personnel to support their needs."

BOMAG Intelligent Compaction systems deliver optimal compaction every time, which takes the guesswork out of asphalt compacting.



C.N. Wood carries some of the most cutting-edge products in the constructionequipment marketplace, including Komatsu's *intelligent* Machine Control (iMC) dozers. Komatsu's iMC family includes D61i-23, D39i-23, D37i-23 and D51i-22 models.

#### Integrated system

Unlike traditional GPS systems, Komatsu's iMC dozers' machine-control-system components are factory-integrated, eliminating the need for masts and cables. A Global Navigation Satellite System antenna is mounted on top of the cab. Additional components include robust stroke-sensing hydraulic cylinders, an enhanced inertial measurement unit with a monitor and a controller mounted inside the cab.

"Traditionally, operators grade to within 6 inches, then turn on the GPS system for finish grading," explained Phil Hoffman, C.N. Wood Technology Solutions Expert. "Komatsu's intelligent dozers provide fully automatic blade control from rough-cut to finish grade. The dozers sense the load on the blade and adjust it to carry the optimum load. The advantages include greater efficiency, and it allows less-experienced operators to be more effective."

As they travel around the jobsite, the dozers measure actual elevations, which provide accurate surface data. A stroke-sensing angle cylinder measures the actual angle of the blade for high-precision grading accuracy on cross-slope, whether the blade is angled or not. The iMC models are significantly more efficient compared to conventional aftermarket machine-control systems, depending on factors such as operation and conditions.



Komatsu's *intelligent* Machine Control dozers feature automatic blade control from rough-cut to finish grade with integrated machine-control components that eliminate traditional masts and cables associated with aftermarket GPS systems.

Operators can select different dozing modes, which tailor the system response to the machine operation and, therefore, optimize performance. Operators can also adjust blade-load settings to match actual material conditions for added efficiency.

"Because the GPS system is integrated, Komatsu's iMC dozers save time and money by eliminating expensive components, such as a mast and cables that can get damaged or stolen and need to be replaced," said Hoffman. "Operators don't have to take time to mount and remove those from the machine every day, which increases production time. Just as important is the increased safety that comes with not having masts and cables. No one has to climb on the machine or the blade."

Komatsu uses Topcon GPS technology, but Hoffman pointed out that other systems can be adapted for use with the *intelligent* Machine Control dozers.

"My role as Technology Solutions Expert is to help customers get the most out of their machines, and especially the intelligent technology," said Hoffman. "When customers demo one of these dozers, I work with them to ensure their existing files are correct and ready to use with the intelligent machine. If they have another system, we can convert their files and base station for use with Topcon. It's seamless, so anyone can take advantage of the intelligent machines."

Maxwell added, "Everyone who has demo'd an intelligent machine has been impressed. In fact, the first customer who used a D61i was so impressed that he purchased it. That says a lot about how well the machines perform."

#### Taking the guesswork out of compaction

On a new road project, you might use a Komatsu *intelligent* Machine Control dozer to build a solid subgrade before paving. As the road is paved, proper compaction is essential. Bomag's Intelligent Compaction systems take the guesswork out of asphalt compacting to deliver optimal compaction every time. Tandem roller models available include the BW213DH-4 BVC and the BW190AD-4 AM.

The roller monitors the vibrational energy, or stiffness, of material. Based on the stiffness reading that the machine receives, it will automatically adjust the output energy that the roller's drum is putting to the work surface.

The roller makes the adjustment through a process called vectoring, which involves changing



Phil Hoffman, C.N. Wood Technology Solutions Expert

### Intelligent machines will continue to evolve

... continued



Bob Leach, C.N. Wood Product Support Specialist, Paving Industry

the angle of the energy delivered from the drum. For softer areas, the drum will direct energy at a straight vertical angle. As the material stiffens, the roller directs the drum's energy at a more horizontal angle, eventually becoming fully horizontal as the surface reaches optimum compaction.

"The vectoring drum is unique to Bomag," said Bob Leach, C.N. Wood Product Support Specialist, Paving Industry. "It works in correlation with the accelerometer in measuring the stiffness of the mat and makes the necessary change to achieve proper compaction. Another important aspect is it allows you the ability to forensically diagnose and dissect the reason for a bad spot on a project so that you can more easily tell why it happened and take corrective measures to subsequently avoid the issue.

"That can potentially pay huge dividends down the road, especially on quality control/ quality assurance jobs where the specific parameters for rideability and density are defined," he added. "Paving contractors who



achieve those often receive bonus money, or they are penalized for not meeting them, so there's something on the line."

#### **Prevents over-compaction**

By delivering the appropriate levels of compactive effort into the material at all times, Bomag's Intelligent Compaction system ensures that the required density is achieved and also prevents material from being over-compacted.

The heart of the system is Bomag's Asphalt Manager II, a quality-control tool for heavy tandem rollers that determines drum energy vectors and displays the EVIB stiffness value in real time. Smoothness and density targets are realized through manual and automatic modes while minimizing passes and preventing aggregate crushing. A simple menu guide on the operating panel provides easy and efficient control for the operator.

"Bomag's system allows companies to bid tighter and know they'll still be able to make a decent profit on a job because it makes them more productive, efficient and effective," said Leach.

#### An industry revolution

Maxwell said that new technology and intelligent machines are no longer the wave of the future. They're here today and will continue to evolve.

"I believe these machines are only the beginning," Maxwell noted. "We're already seeing intelligent pavers, and Komatsu showcased an *intelligent* Machine Control excavator at CONEXPO. The days of operators being in the seat of a machine for 30 years and learning their craft through experience and reading grade stakes are likely gone. It's getting harder to find replacements for them when they retire.

"The future workforce is more likely to be playing video games today than they are focused on a career running a machine," he added. "But, they might consider it if they take a look at where machinery is headed. Much of it today resembles a video game with joystick controls, monitor screens and intelligence. We're seeing a revolution in the industry."

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### **A CLOSER LOOK**

### **FEWER PASSES**

# Intelligent BOMAG BW190AD-AM delivers optimal compaction

Getting asphalt compaction right with the least number of passes has always been a challenge. BOMAG's Intelligent Compaction systems, in models such as the tandem BW190AD-AM, overcome that challenge and make even the most-inexperienced operators look like pros.

The BW190AD-AM features BOMAG's Asphalt Manager II (see story on previous page), which automatically determines drum energy vectors and displays EVIB stiffness values in real time. A simple menu guide on

Quick Specs on the BOMAG BW190AD-AM's				
Model Horsepower Drum Width Operating Weight				
BW190AD-AM	134 hp	79 in.	11.5-12.9 tons	

The BW190AD-AM tandem roller features BOMAG's Asphalt Manager II, which automatically determines drum energy vectors and displays EVIB stiffness values in real time, and it delivers optimal compaction every time.



the operating panel provides easy and efficient control for the operator. The roller monitors vibrational energy, or stiffness, of the material and automatically adjusts the output energy that the roller's drum puts to the work surface, and optimal compaction is delivered every time.

The front drum provides up to 30 percent more centrifugal force than models without Asphalt Manager II, which results in fewer passes. The front drum delivers 35,500 pounds of centrifugal force in high frequency (3,000 vpm) and 55,575 pounds in low frequency (2,400 vpm).

That makes the 134-horsepower BW190AD-AM a solid choice for compacting asphalt layers, wear courses and frost blanket layers in new construction and maintenance work on medium and large construction projects such as roads, airports and parking lots.

#### High-visibility operating platform

BOMAG designed the operating platform for maximum production with equally good front and back views of the work area, as well as optimal views of the asphalt edges. It has two steering wheels and a rotatable sliding seat, allowing operators to easily move from side to side for best visibility. It has left and right cab steering that allows operators to offset the roller's rear drum nearly 7 inches in either direction.

Other standard features include a pressure sprinkler system with two pumps that reduce water consumption by delivering the optimal amount of water from the 264-gallon tank; an edge-pressing roller; and folding scrapers.

For more information about the BW190AD-AM contact your C.N. Wood sales representative or one of its branch locations.



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# **TRAINING TOMORROW'S WORKERS**

# As the number of available workers shrinks, the construction industry turns to education

A recent survey conducted by the Associated General Contractors of America (AGC) showed two-thirds of construction firms reported experiencing labor shortages between July 2013 and July of this year. Additionally, 25 percent said the inability to find enough workers forced them to turn down work.

"As demand for construction rebounds, many firms are finding that the pool of available workers is pretty shallow," said Stephen E. Sandherr, AGC's Chief Executive Officer. "Retiring older workers, strong demand in

For five consecutive years, skilled craft-worker positions have been the toughest to fill in America. The shortage of workers has forced some companies to turn down work.



other sectors of the economy and fewer young people seeking careers in construction are combining to create workforce shortages for many construction firms."

For five consecutive years, skilled craft-worker positions have been the toughest to fill in America, according to Build Your Future, an initiative of the National Center for Construction Education and Research (NCCER), which promotes career and technical education (CTE). That's despite 27 percent of those with post-secondary licenses and certifications earning more than someone with a bachelor's degree. The average skilled craft professional makes \$6,200 more annually than recent college graduates, according to Build Your Future.

### Reasons for a tight labor market

The tight labor market has been good for the skilled workers who are employed, with 70 percent of companies saying they are paying more than they did last year. As the pool of available workers continues to shrink, paychecks will likely continue to rise. So why is there such as shortage of workers?

The Great Recession is one reason. Construction was hit particularly hard with an unemployment rate that reached nearly 30 percent. The lengthy downturn caused many to seek work in other fields. The industry was already growing older, with the average worker's age in the mid to late 40s when the downturn began in 2008. In 2012, the average age of a tradesperson was 56. Many older workers simply retired and never came back.

Another reason is perception. For decades, construction had a stigma as hard, dirty work. Youngsters were encouraged to avoid the construction industry. For instance, in 2012



Retiring older workers, strong demand in other sectors of the economy and fewer young people seeking careers in construction are combining to create workforce shortages, according to Associated General Contractors CEO Stephen Sandherr. The tight labor market has been good for skilled workers, with 70 percent of companies saying they are paying more than last year.

only one in three parents encouraged a trade, according to SkillsUSA. In student surveys from a decade ago, construction ranked near the bottom of fields they wished to enter.

#### Attracting younger workers

The last 10 years, especially the past few, have seen a major push to attract younger workers, from elementary school through college age. Groups such as NCCER host career days to show students the value of construction work and how the industry can be a great fit for their skill sets. They're also getting the word out through online videos and advertising and through materials teachers can use in the classroom.

One of NCCER's Build Your Future campaigns aims to "shift the public's perception about careers in the construction industry to reflect the wide range of professions available." Others include making career and technical education a priority in secondary schools and providing a path from ambition, to training, to job placement as a craft professional.

"As an industry, we must educate the public about the vast career opportunities available in the construction industry and provide tangible opportunities for individuals to learn skills that will help them build a successful career," said Don Whyte, President of NCCER, who recently partnered with other organizations to offer a Build Your Future Scholarship.

The campaign notes that CTE programs such as welding, electrical or carpentry add hands-on elements to the high school academic experience and can also lead to an industry-recognized credential. "CTE students are significantly more likely than their non-CTE counterparts to report that they developed problem-solving, project completion, research, math, college application, work-related, communication, time management and critical thinking skills during high school," according to the Association for Career & Technical Education.

Harvard Graduate School of Education's Pathways to Prosperity Project predicts that by 2018, 2.7 of 8 million jobs in manufacturing and construction will require a post-secondary credential.

#### Promoting the "cool factor"

The industry isn't only talking up lower-cost educational opportunities and higher earning potential of careers in construction. It's also

### Educating younger workers is a great return on investment

.. continued



The number of women in construction hasn't changed much since the 1970s, but recently, more groups have been focusing on attracting more girls and women to the industry.

promoting the "cool factor," especially the technology that's gained a significant foothold. Companies are using digital plans, video simulation, virtual reality and machinery that's guided by GPS, which is easier to operate and more comfortable.

When it comes to equipment, the industry is comparing much of today's machinery to the joystick video game consoles that many students use or have used in the past, and they are also highlighting how technologically advanced the equipment is compared to even a few years ago.

During the recent Manitoba Construction Career Expo, the Campfire Union and Manitoba Construction Sector partnered to offer students a virtual-reality simulation of running a tower crane from the perspective of the operator inside the cab. It allowed them to see what it would be like to pick up and drop loads of steel beams. Several programs designed for operation of other types of construction equipment, such as dozers and excavators, are also available. Students in engineering programs are also using tablets, laptop computers and software as part of the design-and-build process, often putting plans in digital format that equipment operators plug into GPS systems used for automated grading and digging.

Organizations and companies such as Komatsu America agree that training younger workers for tomorrow's construction and equipment-maintenance jobs is vital.



"Construction work is somewhat different from what it was," said Ken Simonson, AGC Chief Economist, in a recent Advertising Age article. "There is much more use of laser and GPS-guided equipment, building information modeling and other things that require computer skills and the use of technology that was not common before the recession."

#### Increasing the number of women

One element of the construction industry before the recession that's similar today is the lack of women. Federal data shows only about 2.6 percent of the 7.1 million workers in construction are women, about the same as in the 1970s. An industry goal is to dramatically increase that percentage with greater awareness in school and by using programs such as MAGIC (Mentoring a Girl in Construction) camps that feature hands-on activities with construction projects, women speakers and engineers, and female construction and project managers.

During Engineers Week, February 22-28, 2015, DiscoverE (formerly National Engineers Week Foundation), will host a Girl Day on February 26, and the group is encouraging others to do the same. DiscoverE said, "Girl Day is a movement that shows girls how creative and collaborative engineering is and how engineers are changing our world. With hundreds of events happening each year, together we are driving the conversation about girls and engineering."

It's all part of a broader effort to show the work force what the future of construction has to offer, including high-paying, rewarding jobs that build the country's roads, bridges, buildings and other structures.

"In the business world, we look for the ROI (return on investment) in the resources we expend, and investing in the future sometimes requires vision that does not immediately translate to the bottom line," said Katrina Kersch, Senior Director and COO of NCCER in a blog post, 'The ROI of Partnering with Education' on the organization's Web site. "Investing our time, talents and resources to partner with education means that our industry is willing to invest in our own future."

## **STRONG AND EFFICIENT**

# New PC490LC-11 excavator provides powerful lift capacity while reducing emissions

The government introduced air-quality regulations in the early 1990s, which required manufacturers to begin the process of reducing emissions. Komatsu built a solid foundation when it introduced its Tier 1 engine platform, and it continued to add technology that's met each subsequent emission standard while further reducing fuel consumption and improving performance.

Komatsu's new Tier 4 Final-certified PC490LC-11 is no exception. It delivers the same powerful lifting capacity and stability of the popular Dash-10 Tier 4 Interim model while lowering emissions and maintaining the operating weight, horsepower and bucket capacity.

"The previous PC490 increased horsepower, operating weight and lift capacity compared to the model it replaced," said Kurt Moncini, Product Manager, Excavators. "We started with that platform and enhanced this new model to maximize productivity, serviceability and fuel economy, so users get high levels of performance with the same or reduced owning and operating costs."

#### **KOMTRAX®** enhancements

Komatsu designed the Tier 4 Final engine for increased efficiency, using its already-proven technology from the Interim models and integrating a selective catalytic reduction (SCR) system. The engine uses an advanced electronic-control system to manage air-flow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability.

Komatsu's Tier 4 Final engines use DEF (diesel exhaust fluid) for treating NOx emissions. When it's injected into the exhaust stream as required,



Kurt Moncini, Komatsu Product Manager, Excavators

Continued . . .

th that platform and enhanced this new	Quick	Specs on the Koma	tsu PC490LC-11	Excavator
	Model	<b>Operating Weight</b>	Net Horsepower	Bucket Capacity
	PC490LC-11	105,670-110,220 lbs.	359 hp	1.47-4.15 cu. yds.
				The PC490LC-11 features a heavy-duty undercarriage and counterweight that contribute to high lift capacity and lateral stability. Operators can increase lifting force by 7 percent by choosing Lift Mode, which boosts hydraulic pressure.

### PC490LC-11 builds off predecessor's strong attributes

.. continued

it works with the heat of the exhaust and the SCR catalytic converter to convert NOx into harmless nitrogen and water vapor that expel out of the exhaust pipe. Komatsu also enhanced KOMTRAX<sup>®</sup> to monitor the new Tier 4 Final emissions package components and process.

Other new features of KOMTRAX<sup>®</sup> in the PC490LC-11 include the Operator Identification System, which allows operators to input an identification number so equipment managers can track specific users, set parameters for individual operators, shifts, attachments and more. An Auto Idle Shutdown function helps improve operating costs by reducing unnecessary idle time. It alerts operators to excessive idle time, giving them a warning prior to shutting down the machine.

"Auto Idle Shutdown and the Operator Identification System increase efficiency and reduce wasted hours and unnecessary fuel consumption, which increase owning and operating costs," said Moncini. "Another standout feature of the enhanced KOMTRAX<sup>®</sup> system is a switch to cellular, which provides greater bandwidth, more efficient communication

Komatsu's new PC490LC-11 provides the same powerful lifting capacity and stability of the popular Dash-10 Tier 4 Interim model while lowering emissions.



and allows operator ID set-up information to be sent to the machine."

#### Heavy-duty components

The PC490LC-11 maintains the productivity features of the Dash-10, including a heavy-duty undercarriage and counterweight that contribute to high lift capacity and lateral stability. A variable-track gauge option increases both the lift capacity and lateral stability up to an additional 10 percent. To account for that, it has strong undercarriage components, including links, rollers, shoes, idlers and center frame. A reinforced, revolving frame and large-capacity swing bearing provide further strength. Operators can increase lifting force by 7 percent by choosing Lift Mode, which boosts hydraulic pressure.

Lift Mode is one of six available working modes, allowing operators to match machine performance to the application. Additional modes include Power, Economy, Breaker, Attachment Power and Attachment Economy.

The PC490LC-11's enhanced hydraulic system helps reduce hydraulic loss, resulting in better efficiency. Additionally, Komatsu designed and produces all major components of the hydraulic system, including pumps, motors and valves. The integrated design employs a closed-center, load-sensing system that uses variable-speedmatching technology.

"Variable-speed matching adjusts the engine speed to hydraulic pump output, allowing the engine to operate at the most efficient rpm," said Moncini. "It also has a hydraulically driven reversible cooling fan that varies its speed in response to coolant, hydraulic oil and ambient temperatures for greater efficiency.

"Like other Tier 4 products, the PC490LC-11 is backed by Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, with work done by certified technicians who also perform a 50-point inspection," Moncini added. "Komatsu met the Tier 4 Final standards while maintaining the strong attributes of the predecessor model. We believe users will see the added benefits, even those who are currently or have previously used the Interim model." ■



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# 'ONE MACHINE, ALL APPLICATIONS'

# Komatsu's new WA200-7 wheel loader provides benefits of standard and PZ models in a more efficient package



Craig McGinnis, Komatsu Product Specialist, Wheel Loaders

Having one machine that provides production in earthmoving, sand and gravel applications, as well as the lifting capacity to move pipe and other materials is a distinct advantage for a wheel loader. Komatsu's new WA200-7 provides these, in a powerful Tier 4 Interim package that builds upon the proven technology of its predecessor.

Komatsu's WA200-7 uses the versatile PZ "parallel Z-bar linkage," which provides large breakout force for quick and easy bucket filling. It also keeps loads level during lift and has high tilt forces to handle large attachments, making it an ideal machine for fork applications, such as moving pallets.

Quick Specs on the Komatsu WA200-7 Wheel Loader				
Model Operating Weight Net Horsepower Bucket Capacit				
WA200-7	25,342-26,070 lbs.	126 hp	2.6 cu. yds.	

Komatsu's new WA200-7 uses the versatile PZ "parallel Z-bar linkage," which provides large breakout force for quick and easy bucket filling. It also keeps loads level during lift and has high tilt forces to handle large attachments, making it an ideal machine for fork applications, such as moving pallets.



"The WA200-7 is one machine for all applications," said Craig McGinnis, Komatsu Product Specialist, Wheel Loaders. "It combines the best of both the standard and PZ Dash-6 models but has many improvements. One of the biggest changes is Komatsu's proprietary Tier 4 engine technology that further reduces fuel consumption by up to 3 percent compared to the already-low level of the Dash-6 series. It also uses a Komatsu Diesel Oxidation Catalyst (KDOC) that reduces particulate matter through 100-percent passive regeneration, which does not interfere with daily operation."

McGinnis notes that Komatsu designed the KDOC to last through the engine's lifetime, and it also engineered the WA200-7 with no diesel particulate filter. Additionally, Komatsu provides complimentary scheduled maintenance through its Komatsu CARE program for the first three years or 2,000 hours.

#### **Enhanced operator comfort**

To enhance operator comfort, Komatsu designed the WA200-7 with a roomy cab. The work equipment is controlled by a multifunction mono-lever that includes a forward-neutral-reverse switch and an integrated proportion-control switch for third-spoolequipped loaders.

"As with other Komatsu wheel loaders, the WA200-7 has a highly efficient and responsive hydrostatic drive train with variable-speed control and the Komatsu Traction Control System," said McGinnis. "The dynamic braking effect of the HST practically eliminates brake wear, which further reduces maintenance costs. We encourage anyone looking for an all-purpose loader to check out the WA200-7. Its versatility, production and low owning and operating costs make it the leader in its size class." ■

# LOADERS

### From Komatsu - The Loader Experts



- Komatsu Smart Loader Logic reduces fuel consumption while maintaining production.
- Large capacity torque converter with lock-up provides 10% fuel savings.

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- New 7" LCD multi-function monitor panel provides easy access machine diagnostics.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.



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### **NEW TIER 4 FINAL DOZER**

# Enhancements give D155AX-8 greater efficiency, reduce owning and operating costs



Chuck Murawski, Komatsu Product Manager, Dozers

When you already have one of the most productive and efficient dozers in the 260 hp-plus size class, it's not necessary to completely overhaul it to meet the newest tier standard. You simply build on an already successful platform and enhance it like Komatsu did with the D155AX-8, which is Tier 4 Final certified with the addition of selective catalytic reduction (SCR).

The D155AX-8 maintains the horsepower and blade capacity of its predecessor, with about a 2.5-percent increase in operating weight," said Chuck Murawski, Komatsu Product Manager, Dozers. "Despite the increase in weight, the new model reduces fuel consumption while providing the same powerful production of the Dash-7 it replaces."

Quick Specs on the Komatsu D155AX-8 Dozer				
Model Operating Weight Net Horsepower Blade Capacity				
D155AX-8	89,300 lbs.	354 hp	12.3-15.6 cu. yds.	

Komatsu's new D155AX-8 dozer features an automatic gearshift transmission, which shifts to the optimal gear range based on work conditions and load, and a lock-up torque converter that automatically transfers engine power directly to the transmission.



Both power and fuel efficiency come from Komatsu's automatic gearshift transmission, which shifts to the optimal gear range based on work conditions and load, and a lock-up torque converter that automatically transfers engine power directly to the transmission. Operators can select from automatic or manual gearshift modes to fit the application. Automatic is for general dozing, and manual is for dozing and ripping in rough ground.

Komatsu continues to significantly improve productivity and operation with an electronic-control power train system, including the Hydrostatic Steering System that provides powerful turns under various work conditions. Counter-rotation is available while in neutral, for minimum turning radius, providing excellent maneuverability. When operating in adverse conditions such as uneven ground, the K-bogie undercarriage system keeps the correct alignment between the rollers and links for a smoother ride and longer component life.

#### More material with less power

The D155AX-8 is equipped with a dual-tilt and power-pitch SIGMADOZER blade, which gives it a high blade capacity, improves dozing performance and increases productivity up to 15 percent, compared to a conventional semi-u blade. The blade improves soil-holding capacity and reduces digging resistance for a smoother flow of material, allowing larger amounts of soil to be dozed with less power.

"The D155 dozer's popularity comes from its ability to cost-effectively move massive amounts of material, and this new model does that with a further reduction in owning and operating costs," said Murawski. "Komatsu covers scheduled maintenance for the first three years or 2,000 hours through Komatsu CARE, which includes a 50-point inspection at each interval."

### INCREASED LOGGING CAPACITY

### Komatsu introduces new robust C-Series "carry style" harvesting heads

Forestry operations are always looking for increased logging capacity, as well as machinery that's durable and reliable, and Komatsu's new C-Series "carry-style" harvesting heads deliver on all counts. Two models are available, including the high-capacity C144 and the versatile, all-around C93.

The C93, available installed on Komatsu 911.5 and 931.1 harvesters, replaces the 350.1 and offers significant improvements for better handling of thinning projects, as well as tough-limb and multi-stem harvesting applications. It has a recommended working diameter of 6 to 15 inches and a maximum cutting capacity of up to 23.6 inches.

The C144's recommended working diameter is 8 to 20 inches, with a 28-inch maximum cutting diameter. It's available on Komatsu 931.1 and 941.1 harvesters. The C144 and the C93 can be installed on other carriers as a loose head.

#### **Efficient control systems**

The C93 and C144 harvesting heads also feature Komatsu's new Constant Cut<sup>TM</sup> saw-control system with a saw bar (29.5 inches on the C93 and 32.5 inches on the C144) that includes a 19cc saw motor with an integrated valve to deliver precise control of hydraulic flow and pressure.

MaxiXplorer<sup>TM</sup> 3.1 is also standard and a complete system for machine control, head control, cross cutting and administration.

"Customers choose which head is right for them based on the diameter and weight of the timber they harvest," said Steve Yolitz, Komatsu Manager, Marketing Forestry. "Komatsu heads may also fit multiple machines, giving users several options while reducing the number of machines and attachments needed. Our distributors can guide customers to the harvesting head that is best for them."



feature Komatsu's Constant Cut<sup>™</sup> saw control system with a saw bar that includes a 19cc saw motor with an integrated valve to deliver precise control of hydraulic flow and pressure. MaxiXplorer<sup>™</sup> 3.1 is also standard and a complete system for machine control, head control, cross cutting and administration.

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Quick Specs on the Komatsu Harvesting Heads			
Model	Weight	Max. Cutting Diameter	
C93	2,138 lbs.	23.6 in.	
C144	3,086 lbs.	28 in.	

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# **CUSTOMER-DRIVEN SOLUTIONS**

### VP of Operations says Komatsu Financial offers much more than loans for purchasing new equipment

QUESTION: Why should a customer consider Komatsu Financial for financing equipment instead of going with an outside lender?

**ANSWER:** All we do is finance Komatsu equipment through Komatsu distributors. That puts us in a unique position to better understand customers' opportunities and the challenges they face compared to an outside lender that finances everything from homes to airplanes. Being an equipment manufacturer, we also know the construction and mining marketplaces better, which allows us to be more flexible on the front-end when setting up the financing and on the back-end if customers hit a bump in the road. At Komatsu Financial, either on the front end or after the sale, our first question is always, "How can we help?" For those reasons, the number of companies that turn to Komatsu Financial for their equipment needs has continued to increase.

### QUESTION: How much of an increase have you seen?

**ANSWER:** More than 80 percent of all new Komatsu machines sold in North America are financed by Komatsu Financial. That is up from about 60 percent five years ago.

### QUESTION: How have you been able to achieve that?

**ANSWER:** We've taken a much more customer-oriented approach, including getting out in the field and meeting directly with dealers and customers to understand how we can better serve their needs. That contact has helped us develop a lot of great programs that are different than what the typical marketplace has to offer. For example, if a customer has a lease that's greater than 24 months, we'll let them out of it six months early, as long as the customer is buying another piece



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.

Tim Tripas, Vice President of Operations, Komatsu Financial

Tim Tripas joined Komatsu 23 years ago after graduating from Drake University in Des Moines, Iowa, with a degree in English. "My parents encouraged me to take classes that interested me, so in addition to English, I took a lot of business and law classes. That gave me a well-rounded background and set me up well to join Komatsu Financial."

His first responsibilities included working on audits and collections before becoming a regional operations manager, followed by director of operations. In 2004, he helped set up Komatsu Finance Europe, then returned to the United States in his present role as Vice President of Operations. He oversees all functions of finance, including credit applications, funding, audits, leasing and more.

"One of the things I'm most proud of is that 8 out of 10 Komatsu machines sold in North America are now financed through Komatsu Financial," said Tripas. "That's due to a very concerted effort by our personnel to get out and meet customers face-to-face at their jobsites, offices and our distributor locations, so we know their businesses and can tailor programs to meet their needs. I believe Komatsu makes the best equipment in the business, so building a world-class finance company that helps customers put that machinery in their fleets and finances the parts and service to keep them producing is a priority."

Tim and his wife, Alissa, have a daughter, and he enjoys spending time with his family outside of work. He also sneaks out to golf on occasion.

### Komatsu Financial tailors programs to meet customers' needs

.. continued



More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. That is up from about 60 percent five years ago.

Komatsu offers cost-effective and viable financing solutions for new and used equipment purchases and leases, as well as parts and service needs.

Komatsu has a parts and service financing program that lets customers finance the first \$50,000 at zero percent for 15 months with no payments for 90 days. That allows customers to bring the equipment into the shop, get it fixed and get the equipment back and working before a payment is due.





of Komatsu equipment. So, a customer may have a D51 dozer and would really like a larger size or a new D51i-22 *intelligent* Machine Control dozer. With this program, we completely forgive the final six months of payments on the existing lease, to allow for the additional machine purchase. Nobody else in the industry does anything like that.

### QUESTION: Could you give some other examples?

**ANSWER:** In talking with customers, many said they desired the flexibility of paying over time for repairs or service work from their dealer. We developed a parts and service financing program that's a true loan. Some competitors have similar financing, but in reality, it's a credit card that charges higher interest. Komatsu Financial's program lets customers finance the first \$50,000 at zero percent for 15 months with no payments for 90 days. That allows the customer to bring the equipment into the shop, get it fixed and get the equipment back and working before a payment is due. Additionally, on this or any other product from Komatsu Financial, there is never a pre-payment penalty.

Another example is our Flex Lease. Customers make a 36-month commitment, but every year on the anniversary of the lease, they have the option to return the equipment. That grew out of a customer telling us, "I think I need a machine for three years, but I know for sure I need it for one." The advantages are obviously that if a situation changes, they can opt out, and if customers choose to stay in the lease, their rate continues to be what it was from the day the lease started. It's been well-received, especially in light of the past few years when we've seen a big shift from ownership toward leasing. We have several other attractive leasing options if that's the route a customer wants to go.

#### QUESTION: Do you finance used equipment?

ANSWER: Absolutely. We'll finance new and used equipment as long as it's a product a distributor sells and not a competitive brand. Our focus is on helping build successful relationships with our distributors and their customers, and financing new and used equipment, leases and parts and service contributes to that. We consider Komatsu Financial a facilitator in the process, and we're willing to do whatever we can to help customers be successful. ■

## **KOMATSU FINANCIAL** Financing Your Success







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- ✓ Leasing Programs
- √ Parts and Service Financing
- √ Equipment Credit Lines
- $\sqrt{Flexible Terms}$  and Payment Plans
- ✓ Industry Expertise
- √ Superior Customer Service







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# NCCCO launches boom truck operator certification program

The first phase of a new Certification of Crane Operators (CCO) program designed specifically for boom truck operators is now available from NCCCO (National Commission for the Certification of Crane Operators). The new CCO Boom Truck – Fixed Cab operator certification is a subcategory of the CCO Telescopic Boom – Fixed Cab certification.

CCO Boom Truck – Fixed Cab was developed specifically for the industries that use these machines, such as building supplies, HVAC, sign installation and tree maintenance.

"While boom trucks have a wide variety of users and applications, many machines don't operate in typical construction applications, but are engaged in activities such as delivering materials and equipment," said Joel Oliva, NCCCO Manager, Program Development and Administration. "This new program is designed specifically to address the unique needs of boom truck operations."





### USED EQUIPMENT SPECIALS OF THE MONTH

Manufacturer/Model	Stock No.	Year	Hours
EXCAVATORS			
Komatsu PC138USLC-8	KM5805		8,948
Komatsu PC600LC-8	KM5669	2007	6,443
Komatsu PC800LC-8	KM5473	2008	11,385
Komatsu PC450LC-8	KM5624	2010	3,671
Komatsu PC450LC-8	KM5791		4,426
Volvo EC220DL	CE2541		646
Volvo EC300DL	CE2445		1,736
Volvo EC380DL	CE2262		3,574
COMPACT EXCAVATORS			
Volvo ECR88	KM5828		8,202
MATERIAL HANDLERS			
SENNEBOGEN 835C	SE0036	2007	8,773
WHEEL LOADERS			
Komatsu WA250-6	KM5700	2009	2,730
Volvo L30ZX	CE2645	2012	1,752
Volvo L220D	CE2566	2000	17,270
Volvo L60E	CE2736		5,963

Manufacturer/Model	Stock No.	Year	Hours
ARTICULATED TRUCKS			
Volvo A35D	CE2427	2006	11,051
Volvo A35D	CE2428	2006	11,576
Volvo A35D	CE2431	2005	11,924

MU0031		314
MU0012		102
MU0015	2012	295
CE2745		54
	MU0031 MU0012 MU0015 CE2745	MU0031 MU0012 MU0015 2012 CE2745

COMPACTION EQUIPMENT			
CE2802	3,777		
CE2291	700		
CE2292	567		
	CE2802 CE2291 CE2292		

SEWER TRUCKS			
Vactor 2110	VA0231	2002	2,400
Vactor 2112	VA0228	1999	5,584
Vac Con	VA0220	1998	2,273

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