

WOOD WORKS

A publication for and about C.N. Wood Co., Inc. customers • www.CNWood-Works.com

ENHANCED EXCAVATOR

PC138USLC-11 packs a productive punch in a compact package



**DAYTON SAND
& GRAVEL
CO., INC.**



Rusty Keene,
President/Owner

KOMATSU®

A MESSAGE FROM THE CHAIRMAN & PRESIDENT



Robert S. Benard



Paula F. Benard

**It's
showtime**

200 Merrimac Street
Woburn, MA 01801



Tel. (781) 935-1919
Fax (781) 937-9809

Dear Valued Customer:

We look forward to the upcoming CONEXPO-CON/AGG, the world's premier construction exposition. As always, the triennial event is expected to be bigger and better than ever as manufacturers unveil the latest and greatest in equipment and technology.

Once again Komatsu will showcase the innovative products and support capabilities that make it the world-class leader in construction equipment. This issue of your Wood Works magazine features a preview of the show with information about Komatsu's display areas. We hope to see you March 7-11 in Las Vegas.

Of course, our other manufacturing lines will prominently display products at CONEXPO-CON/AGG as well. If you attend the show, we highly encourage you to stop by their booths, too. We know you will enjoy visiting with them and seeing what they have to offer.

Komatsu continues to introduce new Tier 4 Final machines that increase your production and efficiency, and you can read about several of them inside as this issue highlights the broad range of equipment our leading manufacturer produces. There are articles on a new dozer, wheel loader, excavator and more.

Thoughts of CONEXPO-CON/AGG have us looking forward to what we hope is a great 2017 construction season for you. If you are interested in any of the machines featured here, or ones you see in Vegas, let us know.

As always, if there's anything we can do for you, please call or stop by one of our branch locations.

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

Robert S. Benard
Chairman

Paula F. Benard
President



WOOD WORKS

IN THIS ISSUE

DAYTON SAND & GRAVEL CO., INC.

Learn about the strong family ties that have shaped this multi-generational Maine paving company.

SPECIAL EVENT

Here's a recap of C.N. Wood's *intelligent* Machine Control event, which gave customers an opportunity to test drive the latest machines.

INDUSTRY EXTRAVAGANZA

Preview CONEXPO-CON/AGG 2017, which is set to showcase innovative products that will shape the future of the construction industry.

PRODUCT NEWS

Check out how the PC138USLC-11 excavator supplies a productive punch on today's jobsites.

NEW PRODUCT

Take a closer look at the all-around functionality of the WA270-8 wheel loader as it powers through wide-ranging applications.

PRODUCT INNOVATION

Komatsu's D155AXi-8 RC dozer offers high productivity through a combination of radio operations and *intelligent* Machine Control. Find the details inside.

CONTINUOUS IMPROVEMENT

Examine how the evolution of Tier 4 machinery drives additional service offerings.

INDUSTRY NEWS

Understand the new EPA rules that tighten fuel efficiency and emission standards for larger trucks.

THE PEOPLE INSIDE

Meet C.N. Wood Technology Solutions Expert Dan Sullivan, who works with customers to help them maximize the latest equipment technology.

Published by Construction Publications, Inc. for



www.cn-wood.com

WOBURN, MA

200 Merrimac Street • Woburn, MA 01801
(781) 935-1919 • FAX: (781) 937-9809

WHATELY, MA

102 State Road • Whately, MA 01093-0222
(413) 665-7009 • FAX: (413) 665-7277

JOHNSTON, RI

60 Shun Pike • Johnston, RI 02919
(401) 942-9191 • FAX: (401) 942-9266

AVON, MA

140 Wales Ave. • Avon, MA 02322
(508) 584-8484 • FAX: (508) 584-8514

NEW HAVEN, CT

25a Bernhard Road • New Haven, CT 06513
(203) 848-6735 • FAX: (203) 848-6734

WESTBROOK, ME

84B Warren Avenue • Westbrook, ME 04092
(207) 854-0615 • FAX: (207) 854-0614

**THE PRODUCTS PLUS
THE PEOPLE TO SERVE YOU!**

CORPORATE

Robert S. Benard
Founder/Chairman

Paula F. Benard
President

Dana MacIver
V.P. & Chief Operating Officer

SALES

Jim Maxwell
General Manager

PARTS

Jeff Sullivan
Parts Manager

Bruce Rushford
Johnston Store

Butch Wickline
Whately Store

Dave Ryan
Avon Store

PRODUCT SUPPORT

Mark Whelan
Service Manager -
Construction Products



Discover more at
CNWood-Works.com

DAYTON SAND & GRAVEL CO., INC.

Family ties are strong in this multi-generational Maine paving company



Rusty Keene,
President/Owner

Earl Keene started Dayton Sand & Gravel Company in 1966 when he purchased a gravel pit for his crushing business and built the first asphalt plant in Dayton, Maine. In the 50 years since, Earl's son, Linwood (Skip), and grandson, Rusty, have both worked at the asphalt plant and each has served as President of the company.



Dana Robinson,
General Manager
of Paving

However, the Keenes aren't the only family to boast three generations of employees at the company. Paving Foreman Walter (Bert) Robinson was one of Earl's original employees. Today, Robinson's son, Dana, is the General Manager of Paving, and grandson, Jason, is a Paving Superintendent. Creating a family atmosphere at the company has been an important part of Dayton Sand & Gravel's success.

"It's a family-owned company, but it's been more than that," said Dana. "A lot of our people have been here for nearly 25 years; everyone stays. I think that is a testament to the way the company is run."

Other than employee growth, not much has changed in the organization's approach since 1966.

"When the company started, there were eight people; today we have approximately 80," reported Rusty. "We added a second asphalt plant in 1973 and a ready-mix plant in 1977. From the beginning, we have focused on making big rocks into little rocks and gluing them back together. We don't do much, but we try to do a lot of it."

So far, Dayton Sand & Gravel has achieved success with that approach, completing nearly 300 projects a year in Maine's York and Cumberland counties. The company handles jobs ranging in size from 50 to 20,000 tons of material, but prefers overlay projects in the 500- to 1,000-ton range.

"We like to show up with our paver, roller and hot-top truck after a project is graded and marked and get to work," explained Jason.

"We can do any size job – from a driveway to a 20-mile stretch of highway – and deliver a quality product," noted Rusty. "We make the mix, lay the material, compact it and check for quality. We take a lot of pride in our work."

C.N. Wood and Cedarapids equipment

When it comes to machinery, Dayton Sand & Gravel has a clear favorite – Cedarapids pavers by BOMAG – from C.N. Wood Co., Inc.

A Dayton Sand & Gravel operator uses the company's BOMAG BW266 single-drum roller to resurface a section of Edgewater Lane in Saco, Maine.





► VIDEO

Cedarapids pavers by BOMAG, like this CR552 rubber tire asphalt paver, are the machines of choice for Dayton Sand & Gravel. “Our crews love the Cedarapids pavers because they lay a great mat, which is extremely important to us,” said General Manager of Paving Dana Robinson. “Anytime we needed to use another brand, our crews complained.”

and Territory Manager Thomas Graham. The company currently uses CR552 and CR352 highway-class pavers along with BOMAG BW266 single-drum rollers.

“Our crews love the Cedarapids pavers because they lay a great mat, which is extremely important to us,” acknowledged Dana. “The machines provide superior density, and the mat looks good. Anytime we needed to use another brand, our crews complained. They are loyal to Cedarapids because of the success we have had with them.”

“In our line of work, we’re the ‘painters,’ and a good-looking final product is our goal,” said Rusty. “What we do shows, and our crews want their jobs to look just right. Once a foreman asked me to see a parking lot he had finished because he was so pleased about the final result, so I did. We’d both seen thousands of parking lots, but – in our business – you get excited about the really good ones. It’s how we’re wired.”

Dayton Sand & Gravel’s affinity for Cedarapids pavers is essentially an inherited one. Rusty says the company has used the brand for as long as he can remember. That loyalty, combined with the

number of long-term employees as well as multi-generational family members on staff, has created a sense of comfort and trust with the machines.

“There is a certain level of familiarity with the pavers, and the equipment has earned that with its performance,” explained Dana. “We are able to get 89-percent density before we even use a roller. We only need to change the screeds once a year, and the heat is evenly distributed.

“Another great thing about these pavers is that, mechanically, most of the machines have remained the same,” he added. “While there are updates and advances with each new model, they are pretty much the same machines we’ve been using for 25 to 30 years. Some equipment has become so high-tech that we can’t maintain it. That isn’t the case with Cedarapids, which is why we can keep them longer.”

No end in sight

In what should come as no surprise, Dayton Sand & Gravel plans on maintaining the approach that has generated its success for the last 50 years.

Continued . . .

Company has grown from eight employees to nearly 80

... continued



(L-R) Dayton Sand & Gravel President/Owner Rusty Keene, General Manager of Paving Dana Robinson, Paving Superintendent Jason Robinson and Quality Control Manager Trevor Kraus call on C.N. Wood Territory Manager Thomas Graham for equipment and service.

"Our plan for the future is to keep doing what we're doing now," Rusty said. "I think we are at a very good size. We're not rich, but we make money. If we grew, we'd make more money, but we'd need to add more people and services. I'm not too interested in that. We're at a good spot now."

Both Dana and Rusty plan to remain a part of the future as well.

"I'm 67," revealed Dana. "When people ask me when I plan to retire I usually say, 'When I'm 72, but that's negotiable.' It may be 82. I don't know what I'd do if I retired. I'll keep doing this."

"Retirement isn't in my plans," said 60-year-old Rusty. "We have an 80-year-old mechanic; he's my inspiration." ■

Fifty years ago, Dayton Sand & Gravel opened this asphalt plant with eight employees in Dayton, Maine. Today, the company has two asphalt plants, a ready-mix facility and nearly 80 employees.





BOMAG

FAYAT GROUP

ASPHALT INNOVATION...

BW190AD0-5

**8,000 HOUR
TanGO Wrapper
Warranty**

TanGO
...BOMAG-Oszillation



BW138AD-5

**THE
NEW EYE
FOR COMPACTION**



www.bomag.com/us

Go Ahead, Compare Us...

Available through C.N. Wood Co., Inc.



JUMP RIGHT IN

C.N. Wood's *intelligent* Machine Control event gets customers in latest machines



Jim Maxwell,
C.N. Wood
General Manager



(L-R) Komatsu Director, Regional Sales & Marketing, North Region Ed Powers; President & COO Masayuki "Max" Moriyama; and Senior Product Manager – *intelligent* Machine Control Mike Salyers were on-hand for the Demo Day event.

(L-R) Benevento Companies President and CEO Charlie Benevento, Komatsu President & COO Masayuki "Max" Moriyama and Johnny Benevento visit at C.N. Wood's Demo Day event, which was held at Benevento Companies' quarry in Wilmington, Massachusetts.



Komatsu *intelligent* Machine Control dozers were available for attendees to test drive at C.N. Wood's Demo Day event.

▶ VIDEO



C.N. Wood hosted dozens of current and potential customers at its Komatsu *intelligent* Machine Control Demo Day event in Wilmington, Massachusetts, last September. Several officers from Komatsu America, including President & COO Masayuki "Max" Moriyama, were on-hand at the event to answer questions and assist customers with the latest machines.

The day began with an information session on the features of *intelligent* Machine Control equipment. After lunch, attendees had the opportunity to operate Komatsu's latest automated machine-control pieces, like the D51PXi, D61PXi and D65PXi dozers as well as PC360LCi and PC490LCi excavators. Two Komatsu wheel loaders were also available for demo.

"Events like this are great because they give customers the chance to jump in machines, and also ask experts from C.N. Wood and Komatsu any questions they may have," explained Komatsu Senior Product Manager – *intelligent* Machine Control Mike Salyers. "Customers are our most valuable resource. These events help us get feedback that we can apply to the machines."

"These types of gatherings are very exciting," said Moriyama when he addressed the crowd. "We are trying to deliver a great product, but we know product support is even more important. At C.N. Wood and Komatsu, we go to great lengths to provide excellent customer service."

"We had some customers here who were familiar with the dozers, but had never operated the excavators," said C.N. Wood General Manager Jim Maxwell. "We also



Johnny Benevento of Benevento Companies takes a break with Benevento Asphalt Office Manager Margaret McInnis.



Rick Granese Construction Operator Rocco Wood (left) talks with C.N. Wood Sales Rep Kerry Causer after operating *intelligent* Machine Control equipment at C.N. Wood's Demo Day event.



Revoli Construction Project Manager Alfredo Palumbo tests the latest Komatsu equipment. "For a non-operator like myself, the PC360LCi excavator allowed me to keep a constant grade, which is excellent for the work we do," he said.

had some people who hadn't tried any of the *intelligent* Machine Control products. Offering this event was very beneficial for them."

C.N. Wood also provided attendees with information on Komatsu CARE, a complimentary service program for Tier 4 machines' first three years or 2,000 hours of operation, and demonstrated KOMTRAX, Komatsu's telematics system. ■



C.N. Wood and Komatsu America hosted an *intelligent* Machine Control Demo Day last September. Nearly 75 attendees had the opportunity to operate *intelligent* Machine Control dozers and excavators.



(L-R) C.N. Wood Sales Rep Brian Doherty meets with the M.J. Cataldo Inc. team of Joe Cataldo, Will Zimmerman, Jim Crory, Mike Melvin and Kevin Crory.



C.N. Wood Sales Rep Bob Rosa (left) jokes with QRS Equipment Vice President Ron Pacella.



(L-R) DW White Construction's Manuel Roque, Bruce Ashley and Jeff White compare notes after operating Komatsu *intelligent* Machine Control excavators and dozers.

IMAGINE WHAT'S NEXT

CONEXPO 2017 showcases innovative new products that will shape the future of construction



Visit Komatsu at:
North Hall, Booth N10902
Gold Lot, Booth G4183

It's often said that demolition is the first step to new construction. In May 2015, crews razed Las Vegas' famed Riviera Hotel and Casino, paving the way for an expanded CONEXPO-CON/AGG. Held every three years at the Las Vegas Convention Center – right next door to where the Riviera stood – the event is scheduled for March 7-11, 2017.

CONEXPO-CON/AGG will be the first trade show to use the new space, building on what is already the largest international gathering in the Western Hemisphere for the construction-related industries. It also earned the top spot on Trade Show Executive's prestigious Gold 100 trade-show rankings. The largest show in the U.S. of any industry in 2014 – the last time the event was held – it featured more than 2.35 million net square feet of exhibit space, 2,100-plus exhibitors and approximately 130,000 attendees.

Nearly every time the triennial show is held it's bigger than the previous one. That's expected to continue with CONEXPO-CON/AGG 2017. All major areas of the construction industry will be represented in the more than 2.5 million square feet of exhibit space that will house 2,500-plus exhibitors. Almost 700 of the exhibitors are new in 2017. Event organizers expect increased attendance as well.

Technology and more technology

Those visiting will notice a heavy emphasis on cutting-edge innovation. CONEXPO-CON/AGG continues to provide attendees with access to the newest products from every key construction-related sector, including asphalt, aggregates, concrete, earthmoving, lifting and utilities.

To showcase the focus on technology, the theme for the 2017 exhibition is "Imagine What's Next." This theme reflects the vision for the show as it fully embraces applied technologies that help construction companies reduce downtime, maximize efficiency at jobsites and minimize waste, while increasing bottom-line profits and enhancing safety.

"Technology is critical to the future of the construction industry and CONEXPO-CON/AGG has always been a show that helps industry executives keep pace with the latest in new equipment and product innovations," said Rich Goldsbury, CONEXPO-CON/AGG 2017 show Chairman. "But, as the industry is being transformed by technology, our attendees understand the importance it has on the bottom line. It is our responsibility and privilege to connect them with the most cutting-edge innovations in safety, equipment and operations that are reshaping the future."

Record attendance is possible at CONEXPO-CON/AGG, scheduled for March 7-11, 2017, at the Las Vegas Convention Center.





Komatsu will prominently display its *intelligent* Machine Control dozers and excavators, including the PC490LCi-11, in the outdoor Gold Lot (Booth G4183). There, it will also highlight its SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions.

CONEXPO-CON/AGG brings the Imagine What's Next theme and technology focus to life with a new 75,000-square-foot Tech Experience pavilion dedicated entirely to presenting emerging construction innovations that are driving change and process improvements across the industry. Located in Silver Lot 3, it will feature items such as wearables for health, safety and productivity; the latest skills for careers; and new materials to enhance the nation's infrastructure, according to the Associated Equipment Manufacturers (AEM), the lead sponsor of the show.

"With the Tech Experience, CONEXPO-CON/AGG is advancing to a new level of thought leadership in our industry," said Sara Truesdale Mooney, Show Director and Vice President, Exhibitions and Business Development for AEM. "Attendees will explore three key zones: the worksite of the future, jobs of the future and the infrastructure of the future."

CONEXPO-CON/AGG is co-located with the International Fluid Power Expo (IFPE),

and the two shows are teaming up to unveil the world's first, fully functional 3-D printed excavator and the first large-scale use of steel in 3-D printing, known as additive manufacturing. In addition, attendees can watch as a second excavator is printed live on the show floor.

"We know our members look forward to seeing the industry's most innovative technologies at CONEXPO-CON/AGG and IFPE each show year, and 2017 will not disappoint," said John Rozum, IFPE Show Director. "We're thrilled to bring such a significant technological and first-of-its-kind achievement like the 3-D printed excavator to the show. It will serve as a platform to demonstrate how the latest innovations and applied technologies are changing the future of the construction industry."

Komatsu spotlights SMARTCONSTRUCTION

Komatsu introduced a significant leap in machine technology three years ago

Continued . . .

Learning sessions to focus on technology trends

... continued

with its *intelligent* Machine Control dozers. The Komatsu lineup now includes eight models, including a radio-controlled version of its D155AXi-8, as well as three excavators (PC210LCi-11, PC360LCi-11 and PC490LCi-11). Komatsu will display most of its *intelligent* Machine Control equipment at the company's outdoor exhibit space in the Gold Lot (Booth G4183), as well as a new machine featuring hybrid technology.

The outdoor area will also feature Komatsu's SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions provided by Komatsu. In addition to training and support, offerings include surveying/inspection, 3-D modeling, jobsite-data solutions and setup, as well as optimized operation consultation.

Attendees flock to Komatsu's display at the 2014 CONEXPO. The company will have two exhibit areas at the 2017 show, with standard Tier 4 machines indoors in the North Hall (Booth N10902) and *intelligent* Machine Control equipment outdoors in the Gold Lot (Booth G4183).



Indoors in the North Hall (Booth N10902), Komatsu will prominently feature its standard Tier 4 machines. Among them will be excavators, ranging from utility to production-sized models; Dash-8 wheel loaders; multiple dozers and trucks; plus a motor grader. The 22,000-square-foot space will also have a presentation area; a company store with apparel, die-cast models and other logoed merchandise; as well as a photo opportunity spot.

Learning sessions

At this year's expo, educational opportunities abound with a record 143 sessions across 10 tracks. One specifically focuses on technology and will highlight industry innovations and future growth opportunities in the tech field – drones, autonomous machines, 3-D imaging, smart apps, gamification, big data and the Internet of Things (IoT).

Additional tracks will offer the latest trends and best practices for aggregates; asphalt; concrete; cranes; rigging and aerial lifts; earthmoving and site development; equipment management and maintenance; business practices; workforce skills; and safety.

"Education is a critical component of CONEXPO-CON/AGG, and we encourage attendees to take advantage of the convenience of so many learning opportunities available. They'll be able to work smarter because of the knowledge they gain," said Goldsbury.

Registration for sessions can be completed prior to the conference at the CONEXPO website (www.conexpoconagg.com). Single session, one-day passes and full-session passes are available.

"We're honored to be among the most trusted resources for industry professionals from around the world, and we feel tremendous pride as we take the exhibition to the next level of technological breakthroughs by delving into the future of the construction industry," said Truesdale Mooney. ■

PC490LCi-11

3D AUTOMATION INCREASES YOUR PRODUCTION

- Dig to grade accurately without slowing down
- No worry grading because there is no over digging
- The machine you have been waiting for:
Big, Fast, Accurate



I AM KOMATSU

MICHAEL BLANKENSHIP / TSE / MODERN MACHINERY CO. / SEATTLE, WA

"As a Komatsu Technology Solutions Expert at Modern Machinery, I train operators how to get the most out of their equipment. The all-new PC490LCi-11 is the world's first *intelligent* Machine Control excavator in its size class. It features Komatsu's fully factory integrated, revolutionary machine control and guidance system. It's ready to make you more efficient and more profitable. Leading-edge innovation is why I AM KOMATSU."

SUPPORTED WITH PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2016 Komatsu America Corp. All Rights Reserved

011

ATTACHMENTS

NPK

NPK manufactures an extensive line of the most productive attachments, offering you a wide variety of solutions to most of your construction, demolition, recycling, mining and quarrying needs! The NPK trademark has become a symbol for quality products worldwide, including the greatest selection of hydraulic hammers, pedestal boom systems, primary/secondary crushers, scalers, compactor/drivers, and material processors.



Booth C21026

Please contact your local C.N. Wood Co., Inc. Branch



Woburn, MA • (781) 935-1919
Avon, MA • (508) 584-8484
Whately, MA • (413) 665-7009
Johnston, RI • (401) 942-9191

Visit us on the web at
www.npkce.com



NEW COMPACT EXCAVATOR

Good lift capacity, tight-tail-swing radius are combined with advanced technology in the PC138USLC-11

Upgrades, updates and enhancements. Each new model that Komatsu produces has them, and the PC138USLC-11 Tier 4 Final excavator is no exception, with productive features that provide excellent lift capacity, stability and performance in a compact model design that fits a variety of applications.

"The PC138USLC-11 is the perfect machine for contractors on highway, bridge and other roadwork jobs," said Kurt Moncini, Komatsu Senior Product Manager. "It's easy to transport, versatile and the tight tail swing fits easily within one lane of traffic. Even though it's compact, the excavator has a robust counterweight and can be an effective tool on large, open jobsites, too."

The 7,630-pound counterweight provides excellent lift capacity, equal to or better than conventional models in the same size class. The contoured cab profile and sliding door allow the cab to swing within the same radius as the counterweight.

"If the tracks can fit through an area, then there is enough space for operators to swing without worrying about hitting an obstruction," said Moncini. "That gives them confidence to work in congested areas, close to power poles or transformers and up against, or even inside of a building."

Like other Tier 4 Komatsu machines, the PC138USLC-11 features Komatsu hydraulic technology that matches engine speed and hydraulic pump output for optimal performance. Operators can also match the machine to the materials and the job at hand with six working modes, including Power, Economy and Attachments. An enhanced attachment control stores up to 10 attachments in the monitor panel, with adjustable flow

control. Two-way attachments also run in Economy mode for greater efficiency.

Improved telematics

Komatsu upgraded its telematics technology to cellular, ensuring that when work is performed inside a building, KOMTRAX information remains available. Operators can view it through an updated monitor panel that also incorporates a standard, rearview-camera output that's always available on the screen.

"Ground-level access to service points are all located on one side, including fuel, engine oil and air filters," said Moncini. "That saves time, which can be better spent in production. It's a terrific all-around machine that's built for great production, even in less-than-ideal conditions. The PC138USLC-11 would be a valuable addition to any fleet." ■



Kurt Moncini,
Komatsu Senior
Product Manager

Quick Specs on Komatsu's PC138USLC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC138USLC-11	97.2 hp	34,731-37,669 lb	0.34-1.00 cu yd

Komatsu's new Tier 4 Final PC138USLC-11 features excellent lift capacity, stability and performance in a compact model designed to fit a variety of applications. If the tracks can fit through an area, then there is enough space so that operators can swing without worrying about hitting an obstruction.

▶ VIDEO





“IT’S ABOUT RELATIONSHIPS”
MY CUSTOMERS LOVE KOMATSU!

I AM KOMATSU

GENE SNOWDEN III / MACHINE SALES REP / BRANDEIS MACHINERY / LOUISVILLE, KY

“I’m proud to sell Komatsu products. At Brandeis, we’ve handled quality Komatsu equipment for decades. Like all Komatsu loaders, the WA470 has an excellent balance between power and stability in the pile and speed and stability when moving with the load. And maintenance departments love the access to daily checks and service items. My customers are satisfied customers, and that’s why I AM KOMATSU.”



SUPPORTED WITH PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2016 Komatsu America Corp. All Rights Reserved

010

NEW PRODUCT



Discover more at
CNWood-Works.com

VERSATILE WHEEL LOADER

The new WA270-8 powers its way through a wide variety of applications

High production, greater fuel efficiency and improved operator comfort are all traits found in Komatsu's new WA270-8 wheel loader, which fits a wide range of construction, landscaping, agriculture and other applications. Its parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used for virtually any job, from pallet handling to hard digging.

"Whether you're lifting, digging or changing attachments on the fly, the WA270-8 is compact enough to squeeze between farm buildings, yet has the power to tackle jobs often planned for bigger machines," said Frank Nyquist, Komatsu Product Specialist. "It's one of the most versatile machines Komatsu offers."

The WA270-8 features a proven, fourth-generation hydrostatic drive train with variable traction control. It has multiple working modes, including an S-mode that provides excellent traction control to reduce wheel slip. This setting is especially useful in snowy, icy or slippery conditions. Creep mode in first gear is easily controlled via a knob on the console, and allows the operator to dial in a travel speed from 1 to 8 miles per hour.

The WA270-8's new Tier 4 Final engine lowers fuel consumption by up to 3 percent in V-cycle loading and 2 percent in load-and-carry applications, compared to its Tier 4 Interim predecessor. The selective catalytic-reduction (SCR) system and other aftertreatment components help the engine with efficiency and longevity. More than 98 percent of the Komatsu Diesel Particulate Filter (KDPF) regeneration happens passively, with no action required of the operator and no interference with machine operation. The SCR system lowers nitrogen oxide emissions and is designed to last for the life of the machine.

From farms to construction sites

A more comfortable cab with a new, high-back, heated seat softens machine vibration for greater operator comfort. Operators can check vital machine metrics, including KDPF status, diesel exhaust fluid level, fuel consumption and performance information on the 7-inch LCD color monitor.

"Our advanced KOMTRAX system enables fleet managers to track highly detailed information, such as fuel burn in one type of material versus another, or to monitor fuel usage on a specific job or by operator," Nyquist noted. "It's a great tool that helps owners get the most out of the WA270-8." ■



Frank Nyquist,
Komatsu Product
Specialist

Quick Specs on Komatsu's WA270-8 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA270-8	149 hp	28,208-29,079 lb	2.5-3.5 cu yd

Komatsu's new wheel loader fits a wide range of construction, landscaping, agriculture and other applications. Its parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used for virtually any job, from pallet handling to hard digging.

▶ VIDEO



MARRIAGE OF TECHNOLOGIES

New radio-control dozer combines remote operation and *intelligent* Machine Control



Sebastian Witkowski,
Komatsu Product
Marketing Manager

From time to time, earthwork companies take on projects in less-than-ideal conditions. Grading must be completed, but site hazards need to be addressed. Komatsu has a solution with its new D155AXi-8 Radio Control (RC) dozer with *intelligent* Machine Control.

"The D155AXi-8 RC dozer is ideal for applications where customers may want to remove the operator from the machine, yet maintain high levels of efficiency and productivity," said Sebastian Witkowski, Komatsu Product Marketing Manager. "This dozer meets customer demands in those applications, while utilizing Komatsu's proven, automated, rough-cut-to-finish-grade technology."

Komatsu's new D155AXi-8 RC dozer combines radio-control grading with *intelligent* Machine Control. Operators can run the D155AXi-8 RC dozer from within the cab or with a remote transmitter that has range of approximately 330 feet, and the status of the machine is always available by checking the cab-top lights.

Quick Specs on Komatsu's D155AXi-8 RC Dozer

Model	Horsepower	Operating Weight	Blade Capacity
D155AXi-8 RC	354 hp	102,060 lb	12.3 cu yd



Operators can control the D155AXi-8 RC dozer while inside the cab or with a remote transmitter that has a range of approximately 330 feet. Operators must maintain line of sight, and they can check the status of the machine through the cab-top lights.

Witkowski pointed out that for many operators, the ability to feel the machine's response to blade load is an important factor in effective dozing. This is difficult for a radio-control application where the operator is separated from the machine, but the D155AXi-8 RC is unique among radio-control dozers thanks to the *intelligent* Machine Control that automates operation from heavy dozing to fine grading. This model has the ability to sense and control blade load, optimize the start of the cut and minimize track slip just like other Komatsu *intelligent* Machine Control dozers.

An automatic gearshift transmission and lock-up torque converter work together to select the optimal gear range, depending on jobsite conditions and load. These two features are designed to provide maximum operation efficiency. The electronically controlled transmission locks up the torque converter to transfer engine power directly to the transmission, eliminating horsepower loss and increasing fuel efficiency.

"The D155AXi-8 RC is extremely effective working in hazardous conditions or next to a high wall," Witkowski explained. "Komatsu has a long history with radio-control equipment and now several years of solid experience with its *intelligent* Machine Control products. Both are proven to provide excellent production. The D155AXi-8 RC is a perfect marriage of these two advanced technologies." ■

D61PXi-24



intelligent MACHINE CONTROL

- First to last pass grading technology
- Revolutionary track slip control
- External stroke sensing hydraulic cylinders
- New Tier 4 Final technology



I AM KOMATSU

ANDY CHAPMAN / SALES REP / LINDER INDUSTRIAL MACHINERY / GREER, SC

"From financing to product quality to support and training after the sale, Komatsu delivers everything my customers demand. I've been selling their full line, including the PXi and EXi series dozers, for years. Innovation and the exclusive *intelligent* Machine Control set them apart from the others. And that's why I AM KOMATSU."

SUPPORTED WITH PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2016 Komatsu America Corp. All Rights Reserved

014



Discover more

TECHNOLOGY DRIVES SERVICE

With evolution of Tier 4 machines, Komatsu continues to expand service and support offerings



Doug Morris,
Komatsu Director of
Product Marketing

The evolution of technology has led to the creation of advanced machines with efficient engines and lower emissions.

“As technology continues to move forward, so do our service offerings,” said Komatsu Director of Product Marketing Doug Morris. “Technology and emissions standards are frequently updated, and it can be challenging for customers to stay on top of it all. Our goal is to minimize the impact of those changes.”

One way that Komatsu helps customers stay abreast of upgrades in technology and emissions standards is through the Komatsu CARE service program. Komatsu introduced this plan when it launched Tier 4 Interim machines in 2011.

The goal of Komatsu CARE is two-fold: deliver a value-added service and provide an opportunity for owners to become more familiar with the latest engine technology through regular interactions with factory-trained service technicians. Today, engines have advanced to Tier 4 Final technology, which includes a Selective Catalytic Reduction (SCR) system that uses Diesel Exhaust Fluid (DEF).

In response to these changes, Komatsu enhanced the Komatsu CARE program.

Now, in addition to three-year or 2,000-hour complimentary maintenance and two Komatsu Diesel Particulate Filter exchanges during the first five years, Komatsu CARE addresses the SCR/DEF system as well. This includes replacing the DEF tank breather element every 1,000 hours and changing DEF pump filters every 2,000 hours on select machines. The program also covers two factory-recommended services of the SCR/DEF system in the first five years, where technicians will flush the DEF tank and clean the strainer every 4,500 hours (for engines with a gross horsepower of 174 or higher).

“We recognized that along with the SCR, there were also maintenance points that needed to be included in the Komatsu CARE program,” noted Morris. “When we introduced Komatsu CARE, our goal was to increase value to the end user. These enhancements to the program ensure that we will be able to do that.”

Data sophistication

Komatsu’s telematics system, KOMTRAX, was also upgraded with a cellular-based communication method, giving customers better coverage than with the satellite-based method the system previously employed.

“With a cellular-based system, customers have the ability to communicate information faster than before and with more reliable coverage,” explained Morris. “However, we still offer an ORBCOMM satellite communication kit for customers who work in areas with low cellular coverage.

“As customers and distributors become more sophisticated in how they use the data, we are continuously working to improve the system to make it more valuable for them,” said Morris. “The more data we are able to offer our customers, the more efficient they can become, and that’s our goal.” ■

Komatsu enhanced its Komatsu CARE offerings to keep pace with Tier 4 technology advancements.



HM300-5

THE MOST RUGGED TRUCKS

- Built-in payload meter and external display lamps
- Hydraulic wet multi-disc brakes with retarder
- Komatsu traction control system
- Selectable working modes



I AM KOMATSU

JASON ROGERS / PRODUCT SERVICE MANAGER / KIRBY-SMITH / TULSA, OK

"I've been around Komatsu products for decades. Working close with our customers and specing the right machinery for them is a key part of our success at Kirby-Smith. A full product line, including high-quality articulated trucks like the HM series, keeps my customers rolling. And that's why I AM KOMATSU."

SUPPORTED WITH PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2016 Komatsu America Corp. All Rights Reserved

015

NEW FUEL RULES

EPA, DOT finalize tougher fuel efficiency, emissions standards for larger trucks

The Environmental Protection Agency (EPA) and the Department of Transportation (DOT) set stricter fuel-consumption and carbon-emissions standards for medium- and heavy-duty trucks. The 1,690-page rule is the second and final phase of regulations called for by President Obama's Climate Action Plan and is in response to the President's directive in early 2014 to develop new standards that continue into the next decade.

The program promotes a new generation of cleaner, more fuel-efficient trucks. It does so by encouraging the wider application of currently available technologies and development of new and advanced, cost-effective technologies through model year 2027, according to the DOT. It will be a three-step process with the first

coming in 2021, followed by further steps in 2024 and 2027 to provide lead-time compliance.

This rule is expected to lower CO₂ emissions by approximately 1.1 billion metric tons, save nearly \$170 billion in fuel costs and reduce oil consumption by up to 2 billion barrels during the lifetime of vehicles sold under the program. The DOT and EPA claim the new rule will provide \$230 billion in net benefits to society, including favorable payback periods for truck owners. Buyers of a new long-haul truck in 2027 would recoup the investment in fuel-efficient technology in less than two years through fuel savings, according to the DOT and EPA.

"This ambitious, but achievable announcement is a huge win for the American people, giving cleaner air, more money saved at the pump, and real benefits for consumers across the supply chain," said Transportation Secretary Anthony Foxx. "Today's action preserves flexibility for manufacturers to deliver on these objectives through a range of innovations and technology pathways."

The final rule builds on the fuel efficiency and greenhouse gas emissions standards already in place for model years 2014-18, which the agencies anticipate will result in CO₂ emissions reductions of 270 million metric tons and save more than \$50 billion in fuel costs.

Trucking industry groups are hopeful the new standards can be met.

"We are pleased that our concerns, such as adequate lead time for technology development, national harmonization of standards and flexibility for manufacturers, have been heard and included in the final rule," American Trucking Association President Glen Kedzie said in a statement. ■

The EPA and DOT finalized emissions and fuel-efficiency standards for medium- and heavy-duty trucks, which is the second-largest segment of U.S. transportation in terms of emissions and energy use, according to the agencies.



THE **NEXT** GENERATION IS HERE



Trackless Vehicles Ltd. is pleased to announce the release of our new model: the **MT7** municipal tractor.



The **MT7** includes the features of its predecessor, the MT6, plus over forty new features and design improvements. A **Tier 4 Final** John Deere engine complimented by state of the art hydraulic systems, electronics and on board self-diagnostics to name just a few. For further information or to arrange a demonstration, please contact us at the number below or through our website.



Flail Mower, Boom Flail Mower
6', 10' & 14' Rotary Finishing Mowers
Aerator, Spraying Systems



Leaf Loader with Truck Chute
Power Angle Sweeper & Pickup Sweeper
Front End Loader, Stump Grinder



Asphalt & Concrete Cold Planers
Line & Stencil Painting
Infrared Asphalt Heater & 45KW Generator



Snow Blowers (Standard or High-Output Ribbon)
Angle Plows, V-Plows, 5 Position Folding V-Plow
Front, Rear & Tow Behind Spreaders





EARTHMOVING, DEMOLITION, AND MATERIAL HANDLING ATTACHMENTS • EXCAVATOR CUSTOMIZING



C.N. WOOD CO., INC.

AVAILABLE THROUGH C.N. WOOD CO., INC.

LEWAC
CORPORATION

MORE INDUSTRY NEWS

Outlook foresees construction growth throughout 2017

Dodge Data & Analytics' 2017 Construction Outlook report points to positive signs for the year, with nearly all sectors growing or remaining level, with the exception of the electric-power and gas sectors. The report predicts a 5-percent increase in total construction spending, led by single-family housing, which is expected to rise by 12 percent.

Institutional buildings may increase as much as 10 percent, followed by manufacturing and commercial buildings, as well as public works, all of which may rise 6 percent, according to the report. Multifamily housing will remain flat, while construction related to electric utilities and gas plants could plunge by nearly 30 percent.

"On balance, there are a number of positive factors which suggest the construction expansion has room to proceed," said Robert Murray, Chief Economist for Dodge Data & Analytics. "The U.S. economy in 2017 is anticipated to see moderate job growth, market fundamentals for commercial real estate should remain generally healthy, and more funding support is coming from state and local bond measures. Although the global economy in 2017 will remain sluggish, energy prices appear to have stabilized, interest-rate hikes will be gradual and few, and a new U.S. president will be in place." ■



PALADIN™
POWERFUL ATTACHMENT TOOLS

The Power of Combined Excellence®

**PALADIN OFFERS
THE WIDEST BREADTH
OF ATTACHMENT
SOLUTIONS ACROSS ALL
APPLICATIONS**

CONSTRUCTION
MATERIAL HANDLING
VEGETATION MANAGEMENT
LAND CLEARING
LANDSCAPING
AGRICULTURE MATERIAL HANDLING
SNOW REMOVAL
ENERGY
DEMOLITION

BRADCO CP CUSTOMWORKS CWS FFC HARLEY JEWELL J:B KODIAK McMILLEN SWEEPSTER



Division of
IES INTERNATIONAL
EQUIPMENT
SOLUTIONS

www.paladinattachments.com

DAN SULLIVAN

C.N. Wood Technology Solutions Expert ensures that customers maximize latest technology

The latest technological advancements to heavy equipment can help companies run more efficiently by allowing them to finish projects faster than ever. However, without proper training and knowledge, the advantages of the newest machines compared to their predecessors are minimal. To ensure that customers get the most out of their machines, Komatsu developed Technology Solutions Experts (TSEs), who specialize in *intelligent* Machine Control products. They train customers and provide continuing support.

"Our goal is to break down everything related to *intelligent* Machine Control," said C.N. Wood TSE Dan Sullivan. "We want to make sure that customers understand their machines before operating them. We're also here to help with any other questions they may have for as long as they own the machines."

C.N. Wood Technology Solutions Expert Dan Sullivan is committed to helping customers get the most out of their Komatsu *intelligent* Machine Control equipment. "We want to make sure that customers understand their machines before operating them. We're also here to help with any other questions they may have for as long as they own the machines."

Sullivan provides assistance for rental customers as well, helping them incorporate the *intelligent* Machine Control equipment into existing TOPCON or Trimble systems.

"When a customer uses one of our machines, we want it to be operating at its best," explained Sullivan. "We can help them set up base stations, integrating our technology with theirs. We want to be a one-stop shop for customers with this technology."

Machine calibration is another critical area that TSEs handle for customers.

"We test a machine when it comes to the shop, before it leaves and again at the site," detailed Sullivan. "It's very important to have the machines on spec. If something comes up and a customer reports that a machine isn't calibrated correctly, I'll try to troubleshoot the problem or come out to the site."

He says one of the best ways to be certain that the machines are running at peak efficiency is to complete a simple calibration every morning with a benchmark – a spot on the site that doesn't change throughout a project. Operators can perform a self-check by confirming that the information from the machine matches the benchmark's coordinates.

While training customers and adjusting machines are the core of Sullivan's job description, customer service is his top priority.

"If my cell phone rings, I pick it up right away," he stated. "We're here to provide an all-around service. If someone has an issue with anything related to the machine, I'm going to fix it." ■





USED EQUIPMENT SPECIALS OF THE MONTH

Manufacturer/Model	Stock No.	Year	Hours
--------------------	-----------	------	-------

EXCAVATORS

Komatsu PC308USLC-3	CE3051	2008	14,895
Komatsu PC138USLC-8	KM6184	2011	5,857
Komatsu PC138USLC-10	KM6171	2015	745
Komatsu PC360LC-10	KM6099	2014	2,066
Komatsu PC490LC-11	KM6095	2015	1,237
Komatsu PC490LC-10	KM6211	2015	2,119
Volvo EC140LC	CE3058	2001	6,517
Volvo EC220DL	CE3048	2012	3,671
Volvo EW210D	CE2608	2013	674
Volvo ECR235DL	CE2607	2013	1,314
Volvo ECR235DL	CE4873	2013	2,934
Volvo EC160BLC	KM6324	2005	6,320
Volvo EC460C	SE0061	2001	12,619
CAT 365CL	KM6045	2006	14,808
CAT 320E LRR	KM6271	2013	3,699
Sany SY215C	SY0007	2013	278

COMPACT EXCAVATORS

Komatsu PC40MR-2	KM6205	2006	6,306
Volvo ECR58	CE3077	2012	1,242
Volvo ECR88D	CE2905	2015	618

PAVERS

Volvo PF6110	CE3046	2010	5,567
Carlson CP90	CA0006	2012	569
Mauldin 1750C	MA0041	2010	
Mauldin 1750C T	MA0020	2014	169

SKID STEER LOADERS

Mustang 1750RT	MU0012		102
Mustang 2100RT	MU0015	2012	295

Manufacturer/Model	Stock No.	Year	Hours
--------------------	-----------	------	-------

WHEEL LOADERS

Komatsu WA380-7	KM6042	2014	1,118
Komatsu WA270-7	KM6126	2015	662
Komatsu WA320-7	KM6113	2014	528
Komatsu WA450-1	CE3108	1989	9,755
Komatsu WA500-3	KM6068	2003	24,500
Komatsu WA200-7	KM6301	2015	101
Volvo L30ZSX	CE2402	2012	2,068
Volvo L50G	CE2741	2014	375
Volvo L35B	CE3065	2005	7,887
Volvo L90C	KM6279	1996	18,576
Hyundai HL780-3	KM6258	2004	12,383

DOZERS

Komatsu D39EX-21	KM6328	2004	1,075
Komatsu D51EX-22	KM6322	2012	2,964
Komatsu D61PXi-23	KM6315	2015	1,178

COMPACTION EQUIPMENT

Volvo DD90HF	CE2292	2011	600
Volvo DD138FA	CE2867	2010	1,930
Volvo DD112HF	CE2289	2011	1,500
Volvo SD115	CE3014	2014	629
Bomag BW211D-40	BO0120	2008	1,148
Bomag BW266AD-4	B00038	2013	2,703
Hypac C766C	CE3004	2004	4,326

SEWER TRUCKS

Vactor 2110	VA0231	2002	2,400
Vac Con	VA0220	1998	2,273

STREET SWEEPERS

Elgin Pelican SE	EG2054	2002	2,817
Elgin Pelican SE	EG2055	2006	3,843

Call Paul Oliveira today at 781-935-1919 x206!

WOBURN, MA
200 Merrimac Street
Woburn, MA 01801
(781) 935-1919
FAX: (781) 937-9809

WHATELY, MA
102 State Road
Whately, MA 01093-0222
(413) 665-7009
FAX: (413) 665-7277



JOHNSTON, RI
60 Shun Pike
Johnston, RI 02919
(401) 942-9191
FAX: (401) 942-9266

AVON, MA
140 Wales Ave.
Avon, MA 02322
(508) 584-8484
FAX: (508) 584-8514

KOMATSU®



Availability is subject to prior sales
Financing available • Call now for details

Change Service Requested

EQUIPMENT SALES:

Knowledgeable People
to Serve Your Needs



PARTS

Jeff Sullivan
Parts Manager

Butch Wickline
Whately Store

Bruce Rushford
Johnston Store

Dave Ryan
Avon Store

PRODUCT SUPPORT

Mark Whelan
Service Manager -
Construction Products

SALES

Jim Maxwell
General Manager

Visit us online at: www.cn-wood.com



KOMATSU®

WOBURN

200 Merrimac Street • Woburn, MA
(781) 935-1919

JOHNSTON

60 Shun Pike • Johnston, RI
(401) 942-9191

WHATELY

102 State Road • Whately, MA
(413) 665-7009

AVON

140 Wales Ave. • Avon, MA
(508) 584-8484