

WOOD WORKS

W. L. French Excavating Corporation



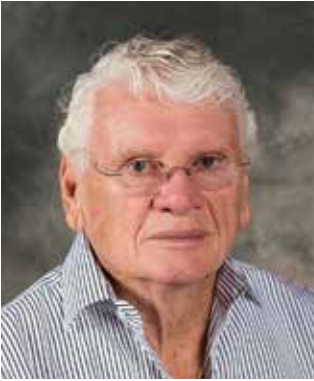
(L-R) Vice President Lisa French Kelley; President Bill French, Jr.; Vice President Jessica French Goyette; and Vice President Tom Dion



Galasso Materials

Jeff Tinney,
Equipment Manager

A Message from the C.N. Wood Co., Inc.



Robert S. Benard



Paula F. Benard



Dear Valued Customer:

Like most every industry, the COVID-19 pandemic has affected the construction business. No one knows for sure what tomorrow will bring in these uncertain times. One thing you can count on, however, is that we at C.N. Wood will continue to offer around-the-clock sales and service support.

This issue of your C.N. Wood Woodworks magazine highlights the diverse lineup of equipment we carry. From pavers to vac trucks, read how this equipment could improve your projects.

The new BOMAG BF200 and BF300 series are great for a variety of paving situations. Their compact size and advanced technology allow an operator to work safely on compact sites, like city centers and parks. Find out more inside.

Vacuum excavation and material breakup are no problem for W. L. French Excavating Corporation. They rely on nearly a dozen NPK hammers to crush rock and other materials, while using their Vactor Manufacturing TRUVAC HXX vacuum truck for safe digging. Read their story inside.

Galasso Materials utilizes a fleet of BOMAG equipment for its paving projects. From the CR552 asphalt paver to the BW 161 ADO-5 articulated tandem roller, the firm's recent acquisition has paid dividends for its bottom line.

You can also meet the team at our Connecticut branch, which offers sales, service and parts support for our customers across the construction industry.

As always, if there is anything we can do for you, please contact us. We're always here to help.

Sincerely,



Robert S. Benard
Chairman/CEO



Paula F. Benard
President

**Here for you in
uncertain times**

WOOD WORKS

In this issue

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Get to know the members of the French family who are leading this second-generation business that serves the greater Boston area.

Galasso Materials pg. 10

Learn the keys to success for this Connecticut firm, which specializes in a wide range of projects from paving highways to warehouses.

Paving News pg. 14

Check out the versatile BOMAG asphalt paving line that is well-suited for a variety of applications.

Meet the Connecticut Team pg. 17

See how the staff at the North Haven branch support customers through detailed product knowledge and outstanding service.



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W. L. French Excavating Corporation takes on high-profile excavation and trucking projects that are transforming Boston

When Bill French, Sr. graduated from high school in 1972, he was determined to build his own company. He soon founded W. L. French Excavating Corporation after purchasing a truck to haul material for companies in the Boston area. Today, W. L. French provides site contracting throughout the city and is co-owned by President Bill French, Jr., Vice President Jessica French Goyette, Vice President Lisa French Kelley and Vice President Tom Dion.

"My father was a risk taker and always wanted to work for himself," recounted Jessica. "He was the truck driver, the mechanic; he was the business. My mother, Nancy, handled all of the finances. They worked extremely hard to succeed, and my father's reputation always preceded him."

For Bill, Sr.'s children, joining the family business seemed like the obvious decision. Growing up,

the kids operated trucks and spent their summers working at the office. In 2004, Bill, Jr. took over as President after spending the previous nine years working in different positions throughout the company.

"The business has always been an extension and part of our family," said Jessica. "It is easy to see why we all gravitated here when the time was right for each of us. We love what we do and enjoy building and being a part of a company where others want to be."

Recently, W. L. French was named an Engineering News Record Top-25 Specialty Contractor in New England. The recognition is a result of the firm's focus on implementing technology and creating a safe working environment for its employees.

"We have a tremendous group of talented people who love their craft," offered Bill, Jr. "We are a

W. L. French Excavating Corporation is led by (L-R) Vice President Lisa French Kelley; President Bill French, Jr.; Vice President Jessica French Goyette; and Vice President Tom Dion.



family-owned business striving to do our best for the last 48 years. Our employees have played a big part in that."

Although W. L. French started out as a mom and pop business, it has grown to more than 260 employees with 25-30 active job sites at a given time and projects up to \$20 million dollars. The company operates predominately inside the I-128 beltway and specializes in site preparation, mass excavation, earthwork, utility installation and environmental remediation. It also has a large trucking service throughout New England and a snow-removal division.

"We offer our clients the whole gamut from A to Z, where some of our competitors are only A to M," stated Jessica. "We might lose a bid, but we still find ourselves at the table because we are managing the soil component of the project for our competitors. That lends to our credibility that we always complete projects in the same manner – and that trust extends to our competitors as well."

Well-known projects

The company works closely with repeat customers, generating 80 percent of its business from the private sector. It often helps private colleges, such as Harvard University, Boston College and the Massachusetts Institute of Technology, in creating biolabs and other facilities.

"We have been privileged to work on some really interesting, complex and high-profile projects," said Jessica. "However, the jobs that are not as high-profile are just as important. They are all important. How we start and finish every project is critical because that will contribute to earning our next job."

Currently, W. L. French is working on the Polar Park baseball complex for the Worcester Red Sox, the Triple-A affiliate of the Boston Red Sox.

"This project is going to be a boost to the city of Worcester," stated Jessica. "New hotels, retail stores, bars, restaurants and other facilities will help revitalize the area. It is really exciting to be a part of it."

Across the street from Fenway Park in Boston, W. L. French is working with the Boston Arts Academy to build a new facility for the city of Boston. At Harvard, the company worked with Harvard



"We've found the NPK hammer to be the best on the market," offered President Bill French, Jr. "The hammer allows us to assist quickly at any job site and keeps us from slowing down or falling behind our schedule."

Business School to build Klarman Hall, a 1000-seat convening space. It is also providing the trucking for the Green Line Extension of the Massachusetts Bay Transportation Authority, a project set to expand rail transportation to Boston.

"Everyone at our company takes pride in what we do," stated Jessica. "There is a certain sense of accomplishment in driving around Boston and physically seeing the results of our hard work."

The business excels with projects that combine its site work and trucking operations.

"When our construction and excavation division works in tandem with our trucking division, we are able to move a high volume of soil per day," explained Bill, Jr. "It is not uncommon for us to move 10,000 to 15,000 tons in one day. Everyone wins because we are able to work more efficiently and save the customer money through our efficiencies."

C.N. Wood sets high bar

As crews work throughout the city they often encounter unexpected material they need to break down before continuing with the task at hand. It also means that the company frequently operates in densely populated areas. To solve these challenges, the firm counts on C.N. Wood and Sales Rep Brian Doherty to find the right equipment.

"The service at C.N. Wood, no matter who I am working with, is excellent," stated Bill, Jr. "Our

Continued . . .



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NPK GH30 hammer proves its versatility

... continued

relationship with Brian has helped our company flourish. C.N. Wood sets the bar high."

He added that includes carrying high-quality equipment, such as the NPK hammers, W. L. French utilizes to break down material.

"We have found the NPK hammer to be the best on the market," offered Bill, Jr. "We can reseal the hammers annually and have not had a major failure since we have started. For the amount of work they see daily, that is outstanding.

"We have hammered a lot more than I anticipated as the company's grown," continued Bill, Jr. "We are not a demo contractor yet, but we have nearly a dozen hammers. Some of them never stop."

W. L. French Excavating utilizes its NPK GH30 hammer for a wide variety of tasks.

"We use it for just about everything," explained Bill, Jr. "That ranges from rock excavation built into a contract to an obstruction that cannot be removed hydraulically and needs to be broken down. Having access to the hammer allows us to assist quickly at any job site and keeps us from slowing down or falling behind our schedule."

To keep job sites clean and safe, crews use a Vactor Manufacturing TRUVAC HXX Vacuum truck.

"The Vac truck allows us to excavate safely around live utilities in the metro area," said Bill, Jr. "We were able to customize the truck to fit our business model without compromising quality. It is a great tool that we use on almost every job."

Looking ahead

W. L. French made 2019's list of the 50 fastest growing private businesses in Boston. It plans to continue that pace while retaining its high quality.

"We will maintain our controlled growth by adding the right people and performing work where it makes the most sense," said Jessica. "The COVID-19 pandemic created uncertainties going forward, which means we have to make sure we are focusing our business in the right sectors. That might mean shifting toward public infrastructure or e-commerce buildings.

"What we know is that we are strong enough to adapt and strategically secure work we can be most successful at," continued Jessica. "Our portfolio may change based on the needs of the market and how the world adjusts to COVID, but we will continue to provide the best quality service for our customers." ■

Employees of W. L. French Excavating gather around the company's new Vactor Manufacturing TRUVAC HXX Vacuum truck. "The Vac truck allows us to excavate safely around live utilities in the metro area," said President Bill French, Jr. "We were able to customize the truck to fit our business model without having to compromise on our quality of work."



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From roadways to commercial parking lots, Connecticut customers depend on Galasso Materials

The property where Galasso Materials sits near Bradley International Airport in Hartford County, Conn., has a production history dating back to the 1950s. Originally a rock quarry, the site has been transformed throughout the last seven decades as new owners have added production capabilities. Today, Galasso Materials is owned by the Tully Group and provides a wide range of paving and material services for area job sites.

"What we offer starts with the stone," said General Manager Craig Timpson. "Besides producing a variety of construction aggregate materials, we also manufacture blacktop."

Galasso Materials uses two plants to produce blacktop – one built in the 1980s, and a new plant added in 2018 that replaced two of its original, aging facilities. The new plant boosted the company's production capacity. That enabled increased sales of asphalt to local paving companies and a larger, in-house paving division.

Reliability in the company's manufacturing and contracting operations is a key focus for Timpson.

"We're dependable because we invest in our people and our fleet," stated Timpson. "Customers

know that we value our employees and equipment, which pays dividends by limiting downtime and helping our paving crews stay on schedule."

Highways to warehouses

Municipal and state projects as well as commercial parking lots comprise a large portion of Galasso Materials' current work load. At any time, paving crews are typically working one state job and multiple town or city projects.

"We prefer to do larger parking lots and town or state highway jobs," said Timpson. "Our projects last anywhere from one day to several months."

"We do quite a bit of paving for the state and towns," continued Timpson. "High quality materials and installation are the key to maintaining that work."

Galasso Materials' private work is often a result of its location near Bradley International Airport. Uniquely situated between Boston and New York City, the airport is a hub for freight. Land that was once tobacco fields as far as the eye could see is now populated with warehouse and distribution centers for some of the largest companies in the United States.



Jeff Tinney,
Equipment Manager



A paving crew from Galasso Materials resurfaces a road in Berlin, Conn., with a BOMAG CR552 asphalt paver. The machine has a 16.7-ton hopper capacity and offers a maximum paving width of 30 feet and up to a maximum depth of 12 inches. Key features include a Cedarapids frame-raise system, direct hydrostatic drive and a unique swinging control console.



Galasso Materials recently began using a BW 190 ADO-5 articulated tandem roller (left) and BW 161 ACO-5 articulated tandem roller (right). “We switched to BOMAG for our oscillating compaction rollers and have had great success,” said Equipment Manager Jeff Tinney. “The machines are durable, and the support from C.N. Wood keeps them running well. Since making the change, it’s been very apparent that BOMAG is a far better machine.”

“We’ve contracted with many of the distribution facilities to pave parking lots and do other types of work,” noted Equipment Manager Jeff Tinney. “Six years ago, we worked with an organization that built a 1-million-square-foot facility under one roof. The perimeter of the building is greater than a mile.”

Recently, Galasso Materials landed a contract for a distribution center that is five times larger.

“The company is creating a 5-million-square-foot building on a 100-acre site,” disclosed Timpson. “Currently, we’re providing all of the aggregate for the site work on that project. Eventually, we intend to pave the entire facility.”

When winter arrives, Galasso Materials focuses on servicing its equipment to improve uptime when the construction season resumes in the spring.

“We have a lot of downtime in the winter, which gives us the chance to really go through our machines,” explained Tinney. “We tear them down and replace anything that might be worn. Given how well our equipment runs, it’s proven that what results is savings for us and our customers, both in time and money.”

Relationship with C.N. Wood

Starting with a high-quality machine backed by dealer support makes Galasso Materials’ offseason servicing efforts even more effective. That’s why

the company turns to C.N. Wood and Salesman Ron Cookish for all of its equipment needs.

“Ron, Bob Leach (Paving Specialist) and C.N. Wood have been excellent in supporting us since day one,” said Tinney. “Whenever we need something, they make it happen. Having the right equipment is important, and C.N. Wood backs that up with customer support.”

Laying and compacting asphalt is a large portion of Galasso Materials’ business. In order to produce a high-quality finished product, the company relies on BOMAG pavers and rollers.

“Good equipment and products are important because compaction testing standards continue to tighten,” noted Timpson. “Making sure we have the best rollers helps us to achieve compaction and avoid financial penalties. We’ve compared multiple brands and found that BOMAG delivers what we need.”

The firm’s fleet of BOMAG equipment includes seven CR552 asphalt pavers, multiple BW 138 static rollers, two BW 161 ADO-5 articulated tandem rollers and one BW 191 ADO-5 articulated tandem roller.

“We recently switched to BOMAG for our oscillating compaction rollers and have had great success,” said Tinney. “The machines are durable and the support from C.N. Wood keeps them

Continued . . .

'It's very apparent that BOMAG is a far better machine'

... continued



Galasso Materials Equipment Manager Jeff Tinney (center) relies on C.N. Wood Paving Specialist Bob Leach (left) and Salesman Ron Cookish (right) for the company's equipment and support needs.

running well. Since making the change, it's very apparent that BOMAG is a far better machine."

Meeting emissions standards and significantly decreased downtime are important factors in Galasso's decision to work with C.N. Wood and BOMAG products.

"We're very satisfied with BOMAG's performance from an emissions standpoint," stated Timpson. "We were constantly having issues with other manufacturers' machines breaking down and leaving us stranded on the side of the road while the machine would attempt to regenerate. Not having to worry about that with BOMAG has been great."

Linking producers to buyers

Continuing to serve customers by repairing and maintaining roads and commercial parking lots remains the goal for Galasso Materials.

"While this is a great location for warehouses, no business could transport its goods if the roads aren't maintained," said Timpson. "We're proud to be an integral part of connecting producers and consumers. We plan to continue to provide the highest quality asphalt and aggregate that we can." ■

Crew members feed asphalt into the hopper of a BOMAG CR552 asphalt paver at Galasso Materials' paving job site in Berlin, Conn. "The machines are durable and the support from C.N. Wood keeps them running well. Since making the change, it's very apparent that BOMAG is a far better machine," said Equipment Manager Jeff Tinney.



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Compact, versatile BOMAG asphalt pavers are well-suited for the challenges of urban projects

The new BOMAG BF 200 and BOMAG BF 300 series asphalt pavers blend a compact design, strength and reliability into each machine. The pavers are ideal for small construction sites and offer the flexibility to work in locations from city centers to parks.

Technology plays an important role in the effectiveness of both the BF 200 and BF 300 series. The machines offer consistent quality management and unique technical systems to improve application efficiency and reduce operating costs. They also offer the best visibility in their class.

The screed extension QUICK COUPLING system reduces setup time, and BOMAG's MAGMALIFE screed technology provides rapid screed heat up. An active ECOMODE setting improves fuel efficiency and reduces engine noise, which limits machine noise impact in urban environments.

"The BOMAG BF 200 and BF 300 series asphalt pavers are quality equipment for the paving professional," said C.N. Wood Paving Specialist Bob Leach.

BF 200 series

The BOMAG BF 200 series asphalt pavers are the manufacturer's smallest compact city pavers. Paving widths start at 43 inches and incrementally

extend to 144 inches. The compact design offers advantages for inner-city applications, such as cart paths, underground utility work, street repair and patching, maintenance patching, driveways and small parking areas.

The machine also includes a redundant left and right control lever so that the operator can monitor asphalt joints effectively on either side. BOMAG also added adjustable auger height for better material control, just like the BF200's big brothers.

BF 300 series

The BOMAG BF 300 series is well-suited for city centers and urban environments. The BF 300's hydrostatically driven track chain ensures the necessary stability on construction sites where space is tight on both sides and can manage loose soil conditions. Hydrostatically driven wheeled units are highly mobile without the need of a transport vehicle, which is ideal for municipality work when moving to several sites in a single day.

The BF 300 has a minimum working width of 67 inches and incrementally extends to a maximum width of 173 inches. The 10-ton hopper capacity feeds the machine, which can pave up to 425 feet per minute. A 74-inch transport width and 199-inch length makes transportation easy. ■



The new BOMAG BF 200 (below) and BOMAG BF 300 series asphalt pavers (left) blend a compact design, strength and reliability into each machine.





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North Haven, Conn., branch provides steadfast support and consistent communication for customers

A team atmosphere is key to the success of C.N. Wood's North Haven, Conn., branch. With seven employees at the facility who support the entire state – sales, service and parts work closely together to meet customers' needs.

"The most important thing we can provide our customers is product support," stated Sales Representative Ron Cookish. "We're essentially a 24/7 operation to make sure that they are always taken care of. Our service department is comfortable with that, because we know that if we can't support customers' needs, we're not doing them justice."

The service department includes Service Technicians Ed McCullough, Seth Larkin and Will Rivera. The trio utilizes three service trucks and works as a team to stay on top of any help that customers may require to keep downtime to a minimum.

"Support is where we separate ourselves from the competition," said Cookish. "When a customer calls because a machine is down, we'll prioritize what we're doing to get them back up and running. Because we're a smaller operation, we can focus on going above and beyond what the customer expects and react much quicker to things."

In the office, Parts Specialist Rachel Tomain and Parts Manager Desiree Caron provide phone

support and work with sales and service to ensure effective and timely communication between customers and the North Haven office.

"Our customers appreciate the amount of communication we have with them," said Tomain. "We're able to give any parts support the customer needs and can often answer their general questions about equipment."

Adding new lines

Traditionally, the branch worked closely with municipalities and governmental entities to offer environmental equipment. In 2014, it was named a BOMAG and Gradall dealer for the state of Connecticut. At the same time, the North Haven team added long-time Paving Specialist Bob Leach to ensure high-quality, knowledgeable customer service for its BOMAG paving customers.

"Bob and I work as a team to handle all of our paving customers," noted Cookish. "We've grown from 2% of our business being general contractors to almost 20%. Bob has been a major factor in that growth." ■



Ron Cookish,
Sales Representative



Bob Leach,
Paving Specialist



Parts Specialist Rachel Tomain (left) and Parts Manager Desiree Caron provide phone support and work closely with sales and service to ensure effective and timely communication between customers and the North Haven office.



(L-R) Service Technicians Will Rivera, Seth Larkin and Ed McCullough work as a team to keep customers' downtime to a minimum.

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GRADALL XL3300 V, Stock #GA0098, 2017, 822 hrs.



VACTOR 2112, Stock #CR0001, 2019, 2,300 hrs.

Manufacturer/Model	Stock No.	Year	Hours
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EXCAVATORS

KOMATSU PC138USLC-8	KM7083	2012	5,869
KOMATSU PC138USLC-10	KM7042	2016	1,190
KOMATSU PC170LC-10	KM7210	2014	5,400
KOMATSU PC228USLC-8	KM7252	2013	4,350
KOMATSU PC290LC-11	KM7132	2016	2,078
KOMATSU PC390LC-10	KM7212	2013	7,074
VOLVO EC480DL	KM7141	2012	7,492
GRADALL XL3300 V	GA0098	2017	822

Manufacturer/Model	Stock No.	Year	Hours
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WHEEL LOADERS

KOMATSU WA380	KM6993	2017	2,477
KOMATSU WA470-8	KM7255	2018	2,541

DOZER

KOMATSU D61PXi-24	KM7246	2018	2,395
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MISC EQUIPMENT

VACTOR 2112	CR0001	2019	2,300
VACTOR 2112	CR0002	2019	2,500



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