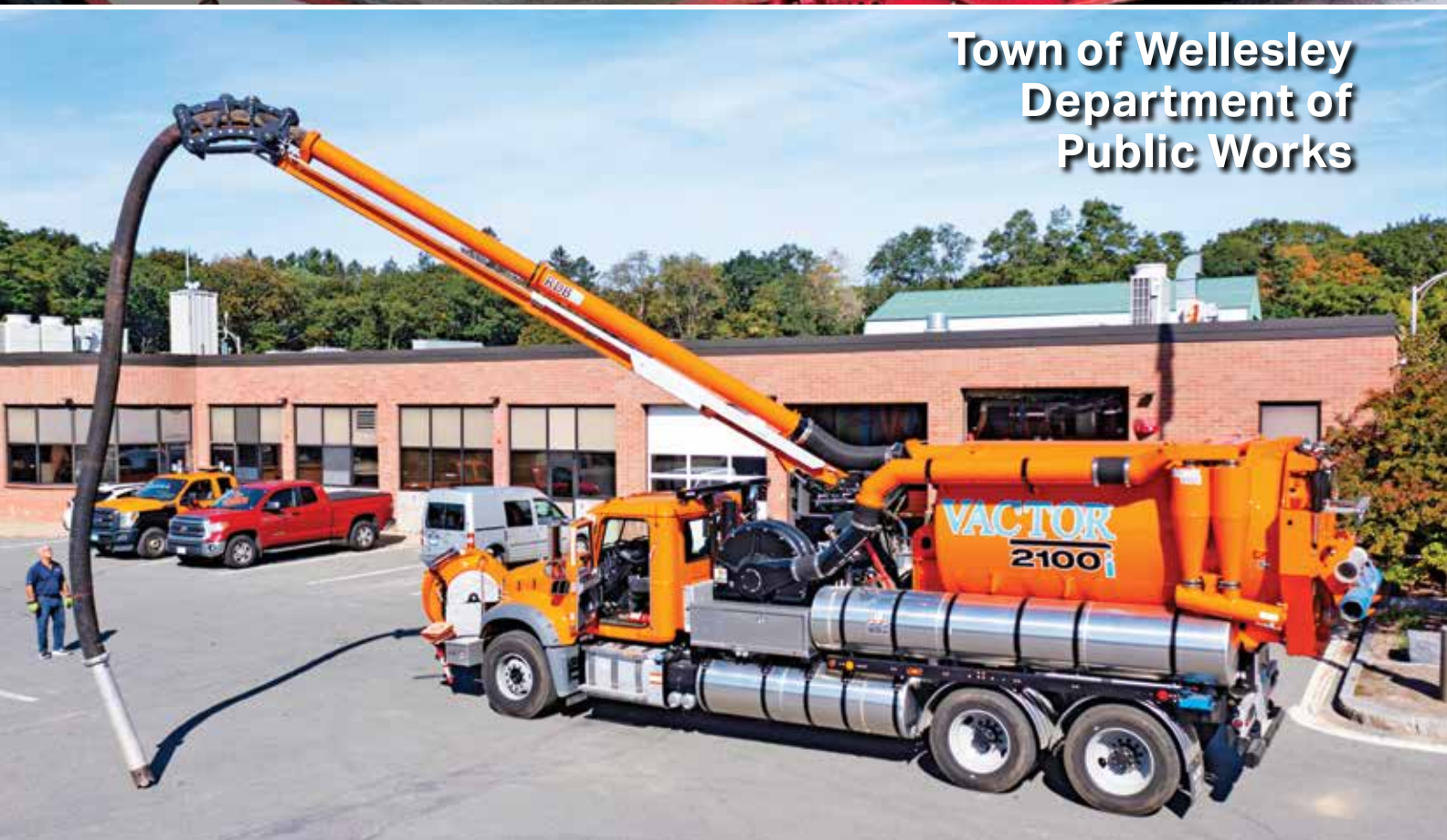


# WOOD WORKS



City of Portland, ME  
Department of Public Works



Town of Wellesley  
Department of  
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## A Message from C.N. Wood

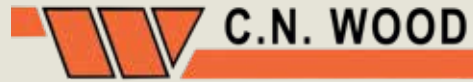


Robert S. Benard



Paula F. Benard

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Dear Valued Customer:

We applaud Congress for passing the \$1.2 trillion Infrastructure Investment and Jobs Act. The multiyear bill will provide much-needed funding for fixing aging roads and bridges, expanding public transit and internet access, modernizing the electric grid, and improving water and wastewater systems. It's a historic investment in our nation's infrastructure.

In this issue, learn more about our Vactor and TRUVAC rental program, which allows customers to temporarily add equipment to their fleet for a specific job. Customers also have the opportunity to test out the equipment before purchasing it through an RPO (rental purchase option).

Our featured customers include the Town of Wellesley Department of Public Works; the City of Portland, Maine, Department of Public Works; and Hydrograss Technologies Inc. Read their stories, and discover how the right machines paired with support from us increases their efficiency and productivity.

Plus, now is a good time to consider doing the maintenance and repairs that you may have put off during the busy season. Our skilled service personnel can perform the work in a timely, cost-effective manner to help limit your downtime. Contact us for details.

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

Sincerely,

Robert S. Benard  
Chairman/CEO

Paula F. Benard  
President

# WOOD WORKS

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### **Town of Wellesley Department of Public Works pg. 4**

Discover how a pair of Vactor vehicles makes sewer projects more efficient and increases the crew's versatility.

### **City of Portland, ME, Department of Public Works pg. 8**

Find out how the city keeps streets clear of debris and mitigates the amount of pollution entering catch basins.

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Learn about C.N. Wood's Vactor and TRUVAC rental program, which allows customers to rent equipment on a weekly or monthly basis, depending on the job.

### **Hydrograss Technologies Inc. pg. 17**

Meet Robert Arello Jr., whose landscaping company provides preventative solutions for erosion, sediment and dust control throughout New England and Florida.



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# Pair of Vactor vehicles makes sewer projects more efficient for the Town of Wellesley Department of Public Works



**Dana Leavitt,**  
Fleet Mechanic



**Brian Zabchuk,**  
Fleet Supervisor



Discover more at  
[CNWood-Works.com](http://CNWood-Works.com)

How can you add versatility to your sewer maintenance crew? For the Town of Wellesley Department of Public Works (DPW), versatility is synonymous with Vactor. The Massachusetts town's DPW relies on its two Vactor vehicles, a Ramjet 850 sewer jetter and a 2100i combination sewer cleaner with an RDB 1015 Rapid Deployment Boom, to complete its sewer jobs.

"The Ramjet and combo sewer cleaner are great assets to our fleet," noted Dana Leavitt, fleet mechanic. "They each have unique capabilities that allow us to take on a wide range of projects. From simple sewer maintenance jobs to challenging access locations, the two vehicles make our jobs easier."

The Ramjet sewer jetter is primarily used for sanitary sewer line cleaning, jet flushing and rodding, storm line cleaning, and lateral line cleaning. The Vactor 2100i combination sewer cleaner allows crews to provide sanitary sewer line cleaning, jet flushing, jet rodding, lift station cleaning, storm line cleaning and hydro-excavation. Due to the design of the vehicles, crews can service any location with minimal setup time required.

"The Vactors are all-in-one solutions for us," said Leavitt. "That's important because we're

able to tackle multiple projects with the same vehicle. Our goal is efficiency, and our Vactor units make that possible."

## Vactor capabilities

Both Vactor vehicles feature customizable components for optimized use, such as a front- or rear-mounted hose reel on the Ramjet.

"Our Ramjet has a jetting hose located on the rear of the vehicle that offers 600 feet of reach," explained Leavitt. "The hose is contained in an aluminum shroud with heavy-duty, see-through windows. The structure can rotate 180 degrees, which offers us the flexibility to access a sewer from either side of the vehicle and work safely."

The Vactor 2100i combination sewer cleaner features the RDB 1015 Rapid Deployment Boom, which telescopes 10 feet out and extends the debris down 15 feet. It is also capable of rotating 180 degrees above the vehicle.

"We added the Vactor 2100i to our fleet because the Rapid Deployment Boom dramatically cuts down on the setup time at a job site," stated Brian Zabchuk, fleet supervisor. "It's a new feature Vactor recently introduced and has been very useful for our crews. You're able to retract and deploy the boom

The Town of Wellesley Department of Public Works (DPW) utilizes its Vactor Ramjet 850 sewer jetter to tackle a variety of sewer maintenance jobs.

► VIDEO







## ► VIDEO

The Town of Wellesley DPW recently added a Vactor 2100i combination sewer cleaner with an RDB 1015 Rapid Deployment Boom to its fleet. "We added the Vactor 2100i to our fleet because the Rapid Deployment Boom dramatically cuts down on the setup time at a job site," stated Brian Zabchuk, fleet supervisor. "You're able to retract and deploy the boom out into your job site instead of connecting tubes together, which saves us a lot of time and labor."

out into your job site instead of connecting tubes together, which saves us a lot of time and labor.

"Controlling the boom can be done in several different ways," Zabchuk added. "There is a control panel and touch screen on the front of the machine, as well as a wireless controller that can be strapped on to the operator. The wireless controller allows our operator to control the boom from anywhere around the machine without being tied to one location."

Included on both machines is the Vactor Jet Rodder Water Pump. Located below the water tank and connected to the hose reel, the pump

*Continued...*

The Vactor Ramjet 850 sewer jetter features easily accessible maintenance and storage points.



An optional aluminum structure protects 600 feet of the jetting hose affixed to the rear of the Vactor Ramjet 850 sewer jetter. "The hose is contained in an aluminum shroud with heavy-duty, see-through windows," explained Dana Leavitt, fleet mechanic. "The structure can rotate 180 degrees, which offers us the flexibility to access a sewer from either side of the vehicle and work safely."



# C.N. Wood 'great to work with'

... continued



**Bill Stevens,  
Fleet Maintenance  
Mechanic**

was specifically designed for sewer cleaning and provides a smooth and continuous flow through its entire operating range. When necessary, a jackhammer action can be activated to break up challenging blockages.

## Great support from C.N. Wood

When looking for the right machines for its sewer projects, the Town of Wellesley DPW works closely with C.N. Wood and sales representative Steve Russell.

"Steve has been great to work with because he's quick to answer the phone and respond to any questions we have for him," noted Bill Stevens, fleet maintenance mechanic. "We also work closely with C.N. Wood's service department to maintain the vehicles. Outside of their parts support, they provide training and classes to make sure we're using the machines to their full capabilities." ■



**Fleet Supervisor  
Brian Zabchuk operates  
the RDB 1015 Rapid  
Deployment Boom  
on the Vactor 2100i  
combination sewer  
cleaner with the control  
panel on the front of  
the vehicle.**



**Fleet Supervisor Brian Zabchuk (left) and the fleet  
maintenance team for the Town of Wellesley DPW work  
closely with C.N. Wood and sales representative Steve  
Russell to maintain their Vactor vehicles. "Steve has  
been great to work with because he's quick to answer  
the phone and respond to any questions we have for  
him," said Bill Stevens, fleet maintenance mechanic.**

Fleet Supervisor Brian Zabchuk uses the wireless control to operate the RDB 1015 Rapid Deployment Boom on the Vactor 2100i combination sewer cleaner. "The wireless controller allows our operator to control the boom from anywhere around the machine without being tied to one location," he noted.







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## City of Portland, Maine, keeps streets clear of debris, mitigates the amount of pollution entering catch basins



**Bill Boornazian, PE,**  
Water Resources  
Operations Manager



**John Emerson,**  
Utility Coordinator

Combating the challenges associated with the changing seasons is no small task for the City of Portland, Maine. Spearheading the effort to keep the streets tidy is the city's Department of Public Works.

"The main reason our water resources division is in charge of street maintenance is to keep stormwater runoff from polluting the waterways, which has become an industry focus that we're tackling through an integrated plan that Nancy Gallinaro, our water resources manager, has been working on," explained Water Resources Operations Manager Bill Boornazian, PE. "Our goal is to remove things such as leaves, sand and salt before they enter the catch basins. By proactively sweeping the streets, we're able to mitigate the impact downstream."

The Department of Public Works is responsible for maintaining 256 miles of roadway and meeting compliance directives from the Environmental Protection Agency (EPA) and the Department of Environmental Protection (DEP). While water treatment plants can remove undesirable material from the water, consistent street sweeping efficiently reduces stress on the facilities and lowers the associated costs, so high-density areas are swept on a weekly basis.

During the fall, the Department of Public Works removes upwards of 3,500 cubic yards of leaves citywide.

"The streets around the City of Portland collect a lot of leaves during the fall, which presents several safety hazards," noted Boornazian. "They can block drainage inlets during heavy rains and cause flooding. They freeze in cold weather and become an issue. Over the years, we've established a robust program to keep the streets clear, especially in October/November."

In the spring, the Department of Public Works collects roughly 3,000 tons of debris, which includes the residual sand, salt, leaves and other corrosive materials from the winter.

"Whenever possible, we try and sweep the streets to prevent the material from accumulating at landfills, catch basins and inlet structures because removing it is labor intensive," Boornazian said. "Through our street sweeping efforts, we can proactively capture the material and save the taxpayers' money."

### Elgin right fit

For over 50 years, John Emerson has been a part of the public works industry. Since 2007, he has been the utility coordinator for the City of Portland. When Emerson took over the position, the department had little consistency in its fleet.

"We started out with some old, poorly maintained sweepers from a variety of different vendors," recalled Emerson. "It was difficult to keep them up and running and maintained. We quickly realized standardizing the fleet around one unit would be more reliable and efficient. After testing out multiple brands, it was apparent the Elgin product was the best fit for us."

Today, the Department of Public Works utilizes a fleet of six Elgin Pelican sweepers to keep its city streets free of debris.

"The sweepers give the operator a tremendous amount of visibility to see what's happening around them," noted Emerson. "All of the curbs in Portland are granite, which means our operator needs to have sight lines to make sure he doesn't wear down the equipment. The Elgin sweepers combine height and visibility to maximize our operators' efficiency."

"Operator comfort also plays a role," Emerson added. "The cabin is spacious, the seats

In addition to its six sweepers, Portland, Maine's Department of Public Works has an IBAK TV truck with the RapidView IBAK pipeline and manhole inspection system. "The IBAK TV truck unit is used to CCTV (closed-circuit television) up to 150,000 linear feet of sewer every year," said Utility Coordinator John Emerson. "The IBAK makes it possible for us to regularly inspect them, analyze the information and then determine if and when we need to replace a sewer."







Portland, Maine's Department of Public Works awaits the delivery of a new Elgin Pelican sweeper. "The sweepers give the operator a tremendous amount of visibility to see what's happening around them," noted Utility Coordinator John Emerson. "All of the curbs in Portland are granite, which means our operator needs to have sight lines to make sure he doesn't wear down the equipment. The Elgin sweepers combine height and visibility to maximize our operators' efficiency."

are comfortable, and the machine is easy to operate. With our crew of approximately 18 operators, having a universal machine that any of them can jump on and run is important."

### C.N. Wood partnership leads to additional machines

When the Department of Public Works was deciding which brand of sweeper to use, dealer support played an important role. For Emerson, C.N. Wood and sales representative Fred Griego have proven that working together was the right choice.

"The team at C.N. Wood is very responsive whenever we have a question," stated Emerson. "They do an excellent job helping train our operators. Most importantly, when we call and need regular wear and tear maintenance performed, the turnaround time is excellent. We feel like a priority."

The great relationship with C.N. Wood led the Department of Public Works team to add a



Vactor 2100i combination sewer cleaner and an IBAK TV truck with the RapidView IBAK pipeline and manhole inspection system.

"The combination machine is used to clean, vacuum and maintain 1.4 million feet of sewer pipe annually," said Emerson. "The IBAK TV truck unit is used to CCTV (closed-circuit television) up to 150,000 linear feet of sewer every year. The TV truck allows us to inspect and maintain the city's sewers. It also gives us

*Continued...*



# C.N. Wood ensures machines are well maintained

... continued



Portland, Maine's Department of Public Works also utilizes a Vactor 2100i combination sewer cleaner. "The combination machine is used to clean, vacuum and maintain 1.4 million feet of sewer pipe annually," said Utility Coordinator John Emerson.

the ability to prioritize and update our capital programs based on the condition of our sewer system here in Portland. Some of our sewers are 130 years old and decrepit. The IBAK makes it possible for us to regularly inspect them, analyze the information, and then determine if and when we need to replace a sewer.

"C.N. Wood, in coordination with the city's Fleet Department, helps improve and streamline our maintenance programs," continued Emerson. "Because we have so few units, uptime is key. C.N. Wood does an excellent job making sure our machines are well maintained and ready to take on any job."

## Extending the sweepers' lives

Currently, the Department of Public Works budgets to replace one Pelican unit annually through its six-year rotation plan.

"These machines hold up very well, which is why we're able to get six years out of them," said Emerson. "Because we're one of the larger cities in the area, we work the machines harder than some of the smaller townships. We stay on top of our maintenance so that when we trade in the sweeper, another township that doesn't have the same demand we do can still find a lot of success with the sweeper. Everybody benefits." ■

(L-R) The City of Portland, Maine's employees, including John Emerson, utility coordinator; Aarne Pennanen, service writer; Joe Fournier, fleet manager; Bill Boornazian, PE, water resources operations manager; and Fred Griego, sales representative for C.N. Wood, work together to maintain 256 miles of roadway. "The team at C.N. Wood is very responsive whenever we have a question," stated Emerson. "We feel like a priority."





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BM 1300/35, 51.2"

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# Vactor and TRUVAC rental program allows customers to temporarily add equipment to their fleet for a specific job

Excavation and underground utility projects in metropolitan areas confront contractors and municipalities with multiple challenges. From undisclosed utility lines to tight working spaces, each project is unique. With C.N. Wood's Vactor and TRUVAC rental program, you can meet any job site's challenges head on.

"We have several vehicles available for our customers to choose from through our growing TRUVAC and Vactor rental program, including the TRUVAC vacuum excavator and the Vactor 2100i combination sewer cleaner," stated C.N. Wood Sales Manager Tom Fiore. "Customers can rent the equipment on a weekly or monthly basis, depending on the job. The rental program also provides an opportunity for our customers to test out the equipment before purchasing it through an RPO (rental purchase option)."

Fiore notes that the rental program is an excellent option for a variety of customers. "The RPO is a great choice for our customers that would like to add a machine, but might face a temporary cash-flow problem," noted Fiore. "Also, if a customer doesn't have a full-time use for the machine, the rental program allows them to temporarily add it to their fleet for a specific job without taking on the cost of ownership. In both situations, we're able to get the customer the machine they need without the headache."

## Well-maintained trucks

When renting through C.N. Wood, customers know they are getting well-maintained trucks.

"Because the trucks are new, we can maximize our customers' uptime without costly breakdowns that can occur as machines age," said Fiore. "When a truck returns to the shop, we take care of the maintenance. Our goal is to keep each truck in the best condition possible throughout the time it's in our rental fleet."

Which truck is right for you? That depends on what type of work you do.

"The Vactor 2100i combination sewer cleaner is great for municipalities or private contractors providing routine sewer services," explained Fiore. "The TRUVAC vacuum excavator is an excellent option for any construction company or municipality completing sensitive digging around gas pipes, water lines, fiber optic cables and other utilities that can't be damaged. Even with the best operator, traditional digging using an excavator can be dangerous. The TRUVAC reduces the chance of damaging a utility and keeps your crew safer." ■

*To inquire about renting a truck through C.N. Wood's Vactor and TRUVAC rental program, contact your local sales representative or call 781-935-1919.*



**Tom Fiore,**  
Sales Manager



"We have several vehicles available for our customers to choose from through our growing TRUVAC and Vactor rental program, including the TRUVAC vacuum excavator and the Vactor 2100i combination sewer cleaner," stated C.N. Wood Sales Manager Tom Fiore. "Customers can rent the equipment on a weekly or monthly basis, depending on the job."





# WORK SMARTER WITH TRACK TRUCKS

Working in eco-sensitive areas meant contractor BluRoc LLC needed to minimize its environmental impact. They utilized three Terramac RT14R crawler carriers to install work pads for transmission pole structures without damaging the ground.

“The Terramac units float over gnarly ground conditions and climb hills while moving good sized loads because they have low ground pressure, which makes them a highly valuable tool on the job site.”

**Reggie Gordon**

*Operator*

BLUROC LLC



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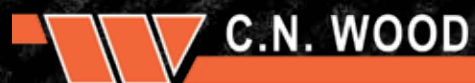
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- Aerial Lift





## Hydrograss Technologies Inc. hydroseeds challenging job sites with ease using Terramac RT9 crawler carriers

Growing up, Robert Arello Jr. spent countless hours learning the commercial landscaping industry from his father. After graduating from Utah State University with a degree in soil science and amassing over 13 years of knowledge in the business, he founded his own company that specializes in hydraulic soil stabilization and storm water management — Hydrograss Technologies Inc. — in North Oxford, Mass., in 1993.

"I began by subcontracting landscape projects in the commercial industry to generate capital, and I utilized contractors that I had built relationships with over the last decade," explained Arello Jr. "Within six months, I purchased equipment to focus on erosion and sediment control, stormwater management, and introducing our own product lines to market. That was very successful and a catalyst that got us where we are today."

Hydrograss Technologies currently operates throughout New England and Florida. Its award-winning product mix provides preventive solutions for erosion, sediment and dust control through its hydroplanting, site remediation and soil stabilization techniques. The diverse scope of each project requires a versatile machine to complete the job. That's why the company turns to Terramac and the RT9 crawler carriers.

"Many of our jobs are in challenging areas such as wetlands, landfills and steep slopes that traditional rubber-tired equipment cannot access," stated Arello Jr. "Three years ago, we decided to change our approach to hydroseeding those sites because we were tearing up the ground and thought there must be a more efficient way to do it. After researching multiple options and listening to the advice from other contractors, we believed the Terramac RT9 would be the perfect fit for our operation."

Today, Hydrograss Technologies' fleet includes a pair of Terramac RT9 crawler carriers. Technicians outfitted one machine with a straw blower and the other with a hydroseeder. Metal railings around the crawler carrier with the straw blower attachment allow the firm to transport up to 180 bales of hay across a job site without having to restock supply.

"The carrying capacity and minimal footprint of the Terramac RT9 machines allow us to work in the most inhospitable environments," explained Arello Jr. "At one of our solar farm jobs in Massachusetts, we tracked the Terramac between 10-foot-wide, muddy rows of solar panels to seed, hay and tack a pollinator environment for bees. The machines articulated between each row and glided through the mud, allowing our crew to finish the job quickly and efficiently."

Arello Jr. appreciates the uptime of the machines. "If either of our Terramac machines went down, our crew wouldn't be able to do their job. We haven't had any issues with them at all in terms of mechanical failures. The versatility is fantastic. Its maneuverability is great. We're very happy with them at this point in time. If something were to happen, I've built relationships with both Terramac and C.N. Wood and know they would step up to get us going. Having support from a dealer with an excellent reputation gives us the confidence to take on any job." ■



**Robert Arello Jr.,  
President and CEO**



Discover more at  
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A Hydrograss Technologies crew sprays hay between solar panels using a Terramac RT9 crawler carrier with a straw blower attachment. "The machines articulated between each row and glided through the mud, allowing our crew to finish the job quickly and efficiently," said Robert Arello Jr., president and CEO.

A Hydrograss Technologies crew uses a Terramac RT9 crawler carrier with a straw blower attachment to spray hay on top of its unique seed mix to create a pollinator environment underneath solar panels at a solar array in Massachusetts.





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Komatsu PC170LC-10	C002325	2015	5,061
Komatsu PC210LC-11	KM6571	2018	1,994
Komatsu PC228USLC-10	C001959	2016	2,080
Komatsu PC238USLC-11	C002208	2019	1,722
Komatsu PC360LC-11	C001715	2019	759
Komatsu PC360LC-11	KM7117	2016	4,081
Komatsu PC78US-10	KM6275	2016	1,936
Komatsu PC78US-10	KM6282	2019	1,347

## DOZERS

Komatsu D61PXi-24	KM6864	2019	1,797
Komatsu D71PXi-24	C000292	2021	660

## SWEEPERS

Elgin Eagle	E000022	2005
Elgin Eagle	E000066	2012

Manufacturer/Model	Stock No.	Year	Hours
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## WHEEL LOADERS

Komatsu WA270-8	C00851	2021	759
Komatsu WA270-8	C001233	2018	1,451
Komatsu WA270-8	C001235	2018	975
Komatsu WA320-7	KM6800	2016	2,980
Komatsu WA500-8	C002021	2019	6,295

## COMPACTION EQUIPMENT

Bomag BW138AD-5	BO0221	2019	304
Bomag BW161AD-5	BO0196	2018	104
Bomag BW177D-5	CO02327	2019	54
Bomag BW190ADO-5	BO252	2020	459
Bomag BW211D-5	BO0202	2018	360

## TRACK TRUCKS

Terramac RT6	TE0002	2018	530
Terramac RT14R	TE0001	2018	1,453
Terramac RT14R	TE0003	2019	1,183
Terramac RT14R	TE0005	2019	1,777



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