

WOOD WORKS

A PUBLICATION FOR AND ABOUT C.N. WOOD CO., INC. CUSTOMERS • 2005 No. 1

Featured in this issue:

E.T.&L. CORP.

Massachusetts excavation and road contractor has built a solid reputation for providing 'A job well done'

See article inside...



KOMATSU

A MESSAGE FROM THE PRESIDENT



C.N. WOOD CO., INC.

CONTRACTORS' EQUIPMENT

200 Merrimac Street
Woburn, MA 01801

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

Dear Equipment User:

There aren't many people in this business who don't enjoy seeing the really BIG equipment at work. Even if your operation doesn't require a 1,260-hp PC3000 hydraulic excavator, a 230,000-pound D475 super dozer, a 17-yard WA900 wheel loader or a 330-ton 930E haul truck — chances are you like watching them work, and you may marvel at their capacities.

That's why, in this issue of your WOOD WORKS magazine, we're featuring some of the Komatsu equipment that was on display at MINExpo late last year. While you may not be placing an order for any of these "mega machines" anytime soon, we thought you might enjoy reading about them.

Certainly, all of us at C.N. Wood are proud of the fact that we represent Komatsu, which is one of the only manufacturers in the world that makes a full line of mining equipment. We hope it also gives you added confidence, knowing that the same advanced technology that goes into these million-dollar units is also going into your D61 dozer and CD110 crawler carrier (construction and utility-size equipment, also featured in this issue), as well as all other Komatsu units, large and small.

Whether you're buying a piece of Komatsu equipment, or purchasing parts or service from C.N. Wood, we have a new free financial product we want to tell you about. It's the Komatsu Card. Basically, the Komatsu Card will simplify the purchasing process and provide you with flexible payment options and streamlined expense management. It also will offer periodic promotional financing that won't be available anywhere else. We think it provides Komatsu users with significant benefits, and we'd recommend you consider getting one for yourself.

If you have any questions about the Komatsu Card, or if there's anything else we can do to help you improve your business, please don't hesitate to stop in or give us a call. We enjoy hearing from you and learning what's on your mind.

Sincerely,
C.N. WOOD COMPANY, INC.

Robert S. Benard
President

The same advanced
technology goes into
all Komatsu units,
large or small

WOOD WORKS

IN THIS ISSUE

E.T.&L. CORP.

This Stow, Mass., excavation and road contractor has built a solid reputation for providing 'A job well done.'

LOOKING AHEAD

With pavement in poor condition on one-fourth of the nation's major metropolitan roads, there's a clear need for improvement. Read more of the special report by The Road Information Program (TRIP).

INDUSTRY INTEREST

Here's a recap of the products and people at the 16th annual Mascon.

PRODUCT IMPROVEMENT

Looking for a mid-size dozer with big tractor features? Look no further. Komatsu's upgraded D61-15 dozer combines small-dozor versatility with big-machine productivity.

PRODUCT UPDATE

Have you ever faced hauling conditions too tough for even an articulated truck? If so, you'll want to read about Komatsu's new CD110R crawler carrier.

KOMATSU & YOU

Mamoru Yoshimuta, Komatsu America Corp. executive vice president of product support, explains his goal of meeting customers' expectations in this exclusive interview.

DOLLARS AND SENSE

Komatsu introduces its new Komatsu Card, a special financial tool that can help contractors streamline purchases while providing flexible financing options.

Published by Construction Publications, Inc. for

C.N. WOOD CO., INC.

WOBURN, MA

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

WHATELY, MA

P.O. Box 222 • 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

www.cn-wood.com

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

Robert S. Benard
President

Dana MacIver
Chief Operating Officer

Paula F. Benard
Vice President

SALES

Jim Maxwell
General Manager

Richard (Bud) Barrelle
Vice President of Sales
& Marketing

Peter LaFosse
Remarketing & Utility
Sales Manager

PARTS

Jim Burnham
Corporate Parts Manager

Wellington Chin
Johnston Store

Butch Wickline
Whately Store

Rick Auen
Avon Store

PRODUCT SUPPORT

Craig Dauphinais
Vice President of
Product Support

Gary Dow
Service Manager

Chris Buell
Field Dispatcher

Mark Whalen
Municipal Shop Foreman

Glen Robertson
Construction Foreman

KOMATSU

E.T.&L. CORP.

Massachusetts excavation and road contractor has built a solid reputation for providing 'A job well done'

E.T.&L. Corp. prides itself on being one of the most dependable and versatile heavy construction and infrastructure companies in New England. With a 60-year history of proven performance, this second-generation company has a reputation for doing excellent work.

"Our motto is: 'A job well done,'" said president Jennie Lee Colosi, who took over the business when her father Anthony Colosi retired in 1988. "We pride ourselves on doing things right the first time, and doing them in a professional and timely fashion. We're proud of the fact we're at the top of most owners' preferred list of businesses that do what we do."

Based in Stow, Mass., the company's repertoire has grown since Anthony co-founded the business in 1945 as Eastern Tree and

Landscape Corporation. He became sole proprietor in the '50s, eventually shortening the company name to E.T.&L. It started as a large land-clearing and landscaping operation and remained that way throughout much of the '50s.

"Dad built a good reputation doing many commercial and large residential projects when the company first started," Colosi recalled. "People started asking him if he would do site work as well, so he did. During the Eisenhower years he started doing highway work. He said at that time, 'We probably shouldn't call ourselves a landscaping business anymore,' so he shortened the name."

While the name shrunk, the company's work grew. Today, E.T.&L.'s main focus is on road and bridge projects in Massachusetts. The company also does landfill construction throughout New England, as well as site-work projects in Massachusetts and southern New England. Its work involves several facets, including building permanent and temporary bridges, mass excavation, road building, constructing retaining walls and installing underground pipe and utilities.

"We've always been able to adapt to the marketplace," stated vice president Garry Balboni. "We've done almost 800 acres of landfill work in the past 15 to 17 years, but that's winding down. That's a smaller percentage of what we do now. About half our work involves highway construction, while the rest of it is spread among landfill, municipal infrastructure, subcontracting and other site work."

High-profile work

It can probably be said that everyone who's driven in Massachusetts has been on a project the company has done. E.T.&L. has constructed

E.T.&L. Corp. president Jennie Lee Colosi and vice president Garry Balboni direct the company's activities at its corporate office in Stow, Mass. Colosi's father founded the contracting business 60 years ago.





E.T.&L. Corp.'s extensive equipment fleet includes this new Komatsu PC600LC-7 excavator with a 66-inch Lemac bucket. Here, operator Peter Ruggiero uses the machine to move dirt on the Sagamore Rotary project. The job includes moving 600,000 yards of material, constructing a new bridge and feeder ramps, as well as rebuilding a portion of Route 6.

or reconstructed portions of most of the Interstate and state routes. In addition, it's constructed secondary, industrial park and subdivision roads for numerous municipal and private clients. E.T.&L. built or rebuilt a large number of bridges in New England as well.

"We've been involved in many very high-profile projects," Colosi noted. "The company has always risen to the challenge and gotten things done right and on time. That's one of the reasons we've continued to be successful and customers trust us. They know we can meet almost any challenge."

One of E.T.&L.'s latest challenges involves building a new bridge on Route 3 for traffic going to and from Cape Cod, and eliminating the Sagamore Rotary and the side roads coming into the rotary. E.T.&L. crews will construct the new bridge north of the rotary, as well as rebuild an existing portion of Route 6 to run underneath Route 3. The company will also construct feeder ramps from Route 6 to Route 3. The \$32 million project was started in November 2004 and is expected to be complete in 2007.

"There have always been multiple roads funneling into the rotary, and it's created real problems over the years," Balboni related.



An E.T.&L. operator uses the company's new Komatsu WA480-5 wheel loader to stockpile material at the Sagamore Rotary project.

"Drivers on Route 3 basically have to stop, wait for a clear zone and then pull out. Cars are often backed up for five or six miles. This project will relieve the congestion and get people on and off Cape Cod much quicker."

"It's a really big challenge," acknowledged site superintendent Jack Flynn. "We have to be able to do everything we need to without

Continued...

Topnotch crew, equipment meet job challenges

... continued



Jack Flynn,
superintendent

disrupting the existing flow of traffic. That was one of the job stipulations, so working conditions are difficult. Plus, we have to tunnel under Route 3, excavating about 600,000 cubic yards of material, to be able to put in the new section of Route 6, called Scenic Highway."

E.T.&L. also completed a large project for the Vocational School in Worcester, Mass. It is an \$8 million site-work project, involving 80,000 yards of rock excavation. The company processed the rock and did site work, including a 20-acre landfill that was capped and turned into athletic fields.

"That's one of about 70 landfill projects we've done since the mid '80s when we really got heavy into doing those," Balboni remarked. "We're very proud of that job and all the projects we've done like that, where we're turning the land back into something more beneficial."

Equipment to meet the challenge

To stay on top of the 10 to 15 projects E.T.&L. has going at any one time, it relies on a large fleet of equipment, including numerous productive Komatsu excavators and wheel loaders purchased from C.N. Wood through sales representative Allen Austin.

"The Komatsu equipment has worked very well for us," affirmed equipment manager Fred

Dutile. "It runs smoothly and gives us good production. We're very happy with our Komatsu equipment."

E.T.&L. has several Komatsu excavators, including a PC400 and a new 133,160-pound PC600LC-7 that it's using on the Sagamore Rotary project. With a 385-horsepower engine and a 66-inch bucket, the PC600LC-7 is perfect for moving the mass quantity of earth excavation the job requires.

"With as many yards as we have to move, we decided it was the best machine for the job," Dutile remarked. "It's big enough to handle the material but easy to move. It's got plenty of power, and it's very comfortable. It will load very quickly, and that's important when you have to move a lot of dirt. It's a nice, all-around machine."

The company uses Komatsu wheel loaders, including a WA480 and five WA500s, for a variety of applications, including carrying pipe and loading dirt. With the versatility of quick couplers to go from bucket to forks, the Komatsu wheel loaders are valuable machines.

"Those machines have been very productive for us," Balboni reported. "We're able to use them for much more than moving dirt around. They've increased our productivity because they're adaptable to so many uses."

"We demo many brands when we're looking for equipment," Dutile noted. "We spend quite a bit of time making sure it matches our needs. That's a big part of our process, but we also look at what the dealership offers. One of the big reasons we choose Komatsu is because of the support Allen and C.N. Wood give us."

Employees play a vital role

Colosi and Balboni know that the support and pride E.T.&L. employees show are what makes the company grow and prosper. During peak season, the firm employs up to 150 people, many of whom have been with the company a long time.

"Our employees are a big part of why we're successful," Colosi asserted. "We have quite a few that have been with us a very long time, 20 to 40 years in some cases. We work as a team

E.T.&L. crews are building three temporary bridges to route traffic around the construction site at the Sagamore Rotary project.





E.T.&L. operator Chris Hayden backfills the footings for a temporary bridge on the Sagamore Rotary project using a Komatsu PC400LC-6 excavator.

and we care about our people. In return, they care about the company. They're very loyal to E.T.&L."

Key members of the staff include Ken Straney, vice president of engineering and estimating; general superintendents Jim Farese and Jay Balboni, superintendent Jack Flynn, and equipment manager Fred Dutile.

Keeping the personal touch

Colosi said E.T.&L. will keep a sharp eye on any future growth. After a period of rapid growth in the '90s, she said it's time to reassess taking on more.

"I think we've built a good, strong company," Colosi emphasized. "We'll continue to do what we've been doing — building bridges, roads, landfill work — but I don't see us becoming a large national company. We like the current company size. We can still put our arms around it."

"If we get much bigger, we run the risk of losing that personal touch," she concluded. "Our reputation is something we've worked very hard to attain and we certainly want to maintain that." ■



One of six Komatsu wheel loaders E.T.&L. owns, this WA500-3 has logged more than 6,100 hours. "The Komatsu wheel loaders have been very productive for us," reports vice president Garry Balboni.



C.N. Wood sales rep Allen Austin (left) works closely with E.T.&L. equipment manager Fred Dutile.



Quality you can rely on

PRODUCTIVITY. UP.

ROAD-RAGE DOWN.

Roadside construction without crossing the white line? Komatsu's tight-tail-swing excavators offer efficient roadside operation — without disrupting the regular flow of traffic. Capable of swinging within minimal spaces, these models feature the same power and performance of Komatsu's conventional excavators, making them the strongest performers in the industry. Add in a comfortable cab, quiet operation and a wide variety of attachments, and you'll have a proven performer in any application — highway, road, demolition and general construction.

To learn more, call us today at 1-800-252-7999 or contact your nearest Coneco branch.



PC300USLC-3

KOMATSU®

• Komatsu America Corp., headquartered in Chicago, IL • North American manufacturing operations in Chattanooga, Canton, Dallas, Newberry, Peoria and Seymour • Over 210 distributor locations serving North America

©2005 Komatsu America Corp. www.komatsuamerica.com

LOOKING AHEAD

ROAD WOES

Transportation research group calls for greater investment to improve highways

One out of four of the nation's major metropolitan roads — interstates, freeways and other critical local routes — have pavements in poor condition, resulting in rough rides and costing the average motorist \$400 annually in additional vehicle operating costs. That's the finding of a report released by The Road Information Program (TRIP), a Washington, D.C.-based national nonprofit transportation research group.

TRIP's study, "Bumpy Roads Ahead: Cities with the Roughest Rides and Strategies to Make our Roads Smoother," found numerous cities where a majority of major roads and highways were in poor condition. Among the worst were: Los Angeles (66 percent), San Diego (60 percent), New Orleans (56 percent), Boston (54 percent), Tulsa (41 percent) and Philadelphia (40 percent).

The TRIP report found the continued increase in urban traffic is putting significant wear and tear on the nation's urban roads. Overall travel on urban roads increased by 35 percent from 1990 to 2002; urban travel by large commercial trucks grew at an even faster rate, increasing by 51 percent from 1990 to 2002. Large trucks place a significant stress on road surfaces. Overall vehicle travel is expected to increase by approximately 42 percent by the year 2020 and the level of heavy truck travel nationally is projected to increase by approximately 49 percent by the year 2020.

"We know how to build and repair roads to last longer, but it requires a greater investment up front," said William M. Wilkins, TRIP's executive director. "Given the fact that urban travel continues to increase, we must act now to build better

roads to accommodate such an increase in travel."

Growing needs

The United States Department of Transportation (DOT) estimates that the U.S. federal government needs to spend \$272 billion over the next six years to maintain current road and bridge conditions and traffic congestion levels. Again, that's just to maintain current conditions. The DOT estimates that \$354 billion needs to be spent during the next six years to make significant

Continued ...

Overall travel on urban roads increased 35 percent between 1990 and 2002. Urban travel by large trucks during the period increased at an even faster rate, 51 percent.



innovation at its best.

ELGIN



introducing the
Pelican 3-wheel mechanical sweeper.

If you need an all-around sweeper with incredible digging power, the Elgin Pelican® is the perfect solution. This legendary machine combines maneuverability, economy, serviceability and single-lane dumping...with mechanically or hydraulically driven brooms that easily handle heavy, compacted dirt and bulky debris.

The Pelican is based on a design that has been continually improved since 1914. Innovations like high-visibility bubble windows, the No Jam™ conveyor and an optional patented sprung guide wheel have made it the world's best-selling three-wheel broom sweeper. Customized with your choice of options, the Pelican is sure to fit your needs.

Pelican Series P



Pelican Series SE



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

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

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

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

Better paving materials improve roads

... continued

progress in improving road and bridge conditions and relieving traffic congestion levels. But Congress and the administration appear to be in no hurry to address the issue.

The Safe Accountable Flexible and Efficient Transportation Equity Act of 2003 (SAFETEA) was expected to become law when the Transportation Equity Act for the 21st Century (TEA-21) expired on April 30, 2004. But because the House, Senate and president were too far apart to agree on a funding level, they instead passed temporary extensions of TEA-21, in order to continue funding transportation programs at all. The next extension was for eight months and was passed September 30, 2004.

How far apart were the various sides? The Senate approved a new federal program that would provide \$238 billion for highways in the next six years. The House of

Representatives' six-year highway program was for \$222 billion, while the administration was willing to spend \$207 billion.

Extending pavement life

TRIP's study noted that state and local governments are increasingly utilizing improved materials and designs and better maintenance practices to extend the lifespan of pavements. Additional federal funds would help in these efforts.

"Using better pavement materials and designs will save drivers money by keeping roads in good condition longer and by delaying the need for reconstruction," said Wilkins.

Currently, 60 percent of state projects utilize more durable pavement materials and designs to ensure smoother and longer-lasting roads, while about 20 percent of local projects do so.

Continued ...



The U.S. Department of Transportation estimates that the federal government needs to spend \$272 billion over the next six years just to maintain current road and bridge conditions and traffic congestion levels. But the president and both houses of Congress are proposing to spend far less than that.

Transportation funding on the rise

... continued

Additional findings

The TRIP study turned up other interesting facts about our nation's roadways.

- Pavement conditions on the nation's major urban roads and highways have worsened in recent years, from 22 percent in poor condition in 1998, to 25 percent in poor condition in 2002.
- State and local contracts for highway and bridge improvements are down 18 percent for the eight-month period from July 2003 through February 2004, compared to the same period in 2002.
- While a desirable goal for state and local governments is to maintain 75 percent of its roads in good condition, only three of the nation's urban areas of one million people or more (Atlanta, Orlando and Jacksonville) achieve this goal. In fact, only 15 major urban areas have at least 50 percent of their major roads in good condition.
- Increased funding is also needed to implement pavement preservation programs that postpone the need for significant rehabilitation by performing

initial maintenance on road surfaces while they are still in good condition.

- A poll taken in 2000 by the Federal Highway Administration found that 37 percent of respondents were dissatisfied with current pavement conditions.

Growth in 2005

As for the immediate future, the chief economist for the American Road & Transportation Builders Association (ARTBA) says the U.S. highway construction market should grow about 4.5 percent in 2005. ARTBA economist Dr. William Buechner cites more federal funding and renewed economic growth as primary factors for the increase.

According to ARTBA, the value of construction work performed on highway and bridge projects should be a record \$69 billion in FY 2005, up from \$66 billion in FY 2004. Buechner cited several factors that support such market growth.

General state tax revenues are rebounding, and economic growth, according to Buechner, is the best indicator of state and local funding for highways and bridges. The Bush administration is predicting annual economic growth of about 5.5 percent between now and 2009, which should provide a solid base for more state and local government investment in highway construction in 2005 and beyond.

Congress, although still without a transportation bill at the time this publication went to press, has signaled its intention to appropriate a record \$34.6 billion for federal highway investment in FY 2005, on top of \$1.9 billion that was shifted from FY 2004 funding, bringing total federal funding to \$36.5 billion.

Despite his optimism over projected funding levels, Buechner cautioned that cost increases could eat up much, or all of the increase. A weak dollar and strong demand for construction materials from China are likely here for a while, he notes. If prices for steel, cement and other materials continue to rise at their current rate, then the higher prices could consume most of the projected increase in highway funding this year. ■

Despite not reaching the level of funding that DOT says is necessary, the American Road & Transportation Builders Association is predicting a 4.5 percent increase in highway and bridge work this year, which would be a record \$69 billion.





COMPACT TECHNOLOGY
BORN OUT OF REALLY
BIG THINKING.



Undeniable power, performance and reliability — a history of productivity that runs in the family. Take a look at the pedigree of Komatsu's complete line of utility equipment and you'll find a direct link to its larger hydraulic excavators. Arguably the most productive excavators in the world, Komatsu has taken the best features of these machines and built its Utility Equipment with the same uncompromising quality.

To learn more, contact your local Komatsu distributor, visit us online at KomatsuAmerica.com or call **1-800-Komatsu**.

KOMATSU®

INDUSTRY INTEREST

MASCON 2005

16th annual expo held in brand-new Boston Convention & Exhibition Center



C.N. Wood president Bob Benard (left) is with Jane and Al Mantyla and their son Albert, standing in front of the Mantyla's new Komatsu WA200-5 wheel loader, on display at C.N. Wood's booth at MASCON 2005.

C.N. Wood had a large equipment display at its MASCON 2005 exhibit. The company has participated in MASCON every year. "It's a great way to visit informally with customers," noted C.N. Wood vice president Paula Benard.

This year's 16th annual MASCON expo featured more than just the newest and most innovative equipment and tools in the construction industry. It was held for the first time at the brand-new Boston Convention & Exhibition Center.

C.N. Wood Co. was one of more than 200 companies that displayed their products at the exhibition, which was held on March 2 and 3. Vice president Paula Benard said it was a great experience for their people as well as for customers and visitors to the expo.

"It is a really magnificent space," she said. "Our booth was centrally located near the Komatsu display and our sister company, Woodco Machinery. So, many visitors to those booths also came to the C.N. Wood exhibit."

C.N. Wood draws customers

For the second consecutive year, exhibitors had to deal with a heavy spring snowstorm. But

Continued...



Barry Greenwood, owner of Greenwood & Sons, visits with C.N. Wood's Paula Benard.



John Pasquale, owner of Viking Tree & Landscaping, and son Nick check out the cab of the Komatsu PC50MR compact excavator.



Janell and Jake Gibson take a break inside the bucket of a Komatsu SK714 skid steer loader while their parents Susan and George Gibson look around the C.N. Wood exhibit.



C.N. Wood general manager Jim Maxwell (left) and sales rep Steve Russell (right) show Komatsu equipment to Jim Derrico with Massachusetts DOT.



Dana MacIver, COO of C.N. Wood, answers a customer's questions at the company's equipment display booth.



Visiting with Kent Demolition rep Fritz Muench (second from left) is a group from A. Cardillo & Sons Excavating, including (L-R) Tony Cardillo, Anthony Cardillo, Anthony Cardillo Jr., Joe Cardillo and Dennis Duguay.

Expo stimulates interest in equipment

... continued



Anthony Meninno enjoys MASCON 2005 with his dad Scott Meninno from Meninno Construction.



Benard said that didn't have much of an effect on attendance. "You always live on the edge in New England," she commented. "We had many customers stop by and express a lot of interest in our equipment."

Komatsu equipment on display included a PC308USLC-7 excavator with a Kent KF35 hammer, a PC50MR compact excavator, a WA200-5 wheel loader and a Komatsu SK714 skid steer loader.

Many people who stopped by have made a tradition of coming to the exhibit each year, and C.N. Wood has been a part of every exhibition.

"It's an excellent way for us to meet with a large number of customers in a very low-pressure environment," said Benard. "They ask questions they might not be inspired to ask if you just knocked on their door one day. It's a good opportunity for people to come, look and compare Komatsu equipment with other brands." ■



Sales rep Kerry Causer (right) points out features of the Komatsu PC50MR compact excavator to Lewis Falzarano of Abode Services.



C.N. Wood sales coordinator Tom Fiore (left) met with Kevin Shea, owner of K.G. Shea Masonry.



Bob Cairns, president of George Cairns & Sons, (right) stopped by the C.N. Wood booth to talk to sales rep Allen Austin.



CONCRETE SOLUTIONS...

ROCK SOLID PERFORMANCE.

You face a new construction challenge everyday. And no matter what the job, **Kent Demolition Tools** offers a one-stop shop for attachments that meet your specific needs. With more than 30 different attachments, Kent helps you get any job done right.

For more information on Kent products, contact us today at **1-800-527-2282** (East coast), **1-800-624-1616** (West coast) or **330-673-5826**. Or, visit us on-line at **www.kentdemolition.com**.

- Hydraulic Hammers
- Pneumatic Hammers
- Pedestal Units
- Compaction Attachments
- Hand-Held Tools
- Mechanical Thumbs
- Excavator Grapples
- Auto-Couplers



© 2005 Kent Demolition Tools



WOBURN
200 Merrimac Street
Woburn, MA 01801
(781) 935-1919

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

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

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



100% Homegrown Quality

Ingredients

Serving Size 20-125 Tons

% Per Serving

Innovation 100%

Value 100%

Reliability 100%

Engineering 100%

Technology 100%

Performance 100%

Experience 100%

Equals 100% Total Satisfaction

Celebrating 100 Years of Healthy Hauling!

Providing a complete line of detachable and fixed goosenecks, tag-alongs and specialized trailers ... Rogers has been helping companies maintain a healthy bottom line since 1905.

*We have a factory fresh trailer waiting for you.
Visit www.rogerstrailers.com today!*



...since 1905

**PROUDLY MADE
IN THE U.S.A.**

Rogers Brothers Corporation, Albion, PA 800.441.9880



C.N. WOOD CO., INC.

CONTRACTORS' EQUIPMENT

Check out a Rogers trailer today at one of our three locations:

200 Merrimac Street
Woburn, MA 01801
Ph: 781.935.1919

140 Wales Avenue
Avon, MA 02322
Ph: 508.584.8484

60 Shun Pike
Johnston, RI 02919
Ph: 401.942.9191

MID-SIZE DOZER IMPROVED

Komatsu's D61-15 is a mid-size tractor with big tractor features

Small dozers are often valued for their versatility while large dozers are more often prized for their productivity. Sometimes however, you need one machine that combines both versatility and productivity. For those jobs, many contractors are finding the Komatsu D61-15 to be the perfect fit.

The D61-15 is a 155-horsepower dozer available as a standard track (EX) or wide-track/low-ground-pressure (PX) model. Operating weights range from 35,080 lbs. to 41,010 lbs., depending on model and configuration.

"The D61-15 is the largest machine in its class," said Komatsu dozer product manager Ed Warner. "With the greatest weight, the largest horsepower and the biggest blade, it's 5 percent larger than competitive dozers. In other words, it's basically a mid-size tractor with big tractor features and capabilities."

The unit features a unique six-way blade for maximum versatility, and a large multishank ripper that improves dozing productivity, even in hard-pack and rocky conditions.

New and improved

The original D61, introduced in 2000, featured Komatsu's Hydrostatic Steering System (HSS), which was retained in the new Dash-15 version. But the new model also has many new features including a reversible hydraulic drive fan motor that's quieter and uses less horsepower, and Komatsu's Electronic Controlled Modulation Valve (ECMV) to reduce transmission shift shock. Another improvement is a new pin and bushing seal (the F-5 seal) which helps retain oil in the pin, thereby lengthening undercarriage life.

"Many of the other improvements over the original D61 center around the operator's compartment," noted Warner. "We've added

Komatsu's Palm Command Control System (PCCS) for joystick travel control — the same system that's on every Komatsu dozer from the D31 to the D475. We've added an on-board diagnostic monitor that alerts the operator to any abnormality. And we've included new cab damper mounts that reduce vibration and noise to a low 77 decibels, which is almost like driving a pickup truck."

Operators and mechanics will also like the simplified service and maintenance as a result of longer oil-change intervals and the grouping together of key service points in a central and convenient location. ■

For more information on the Komatsu D61-15 dozer, contact your sales representative or call our nearest branch location.



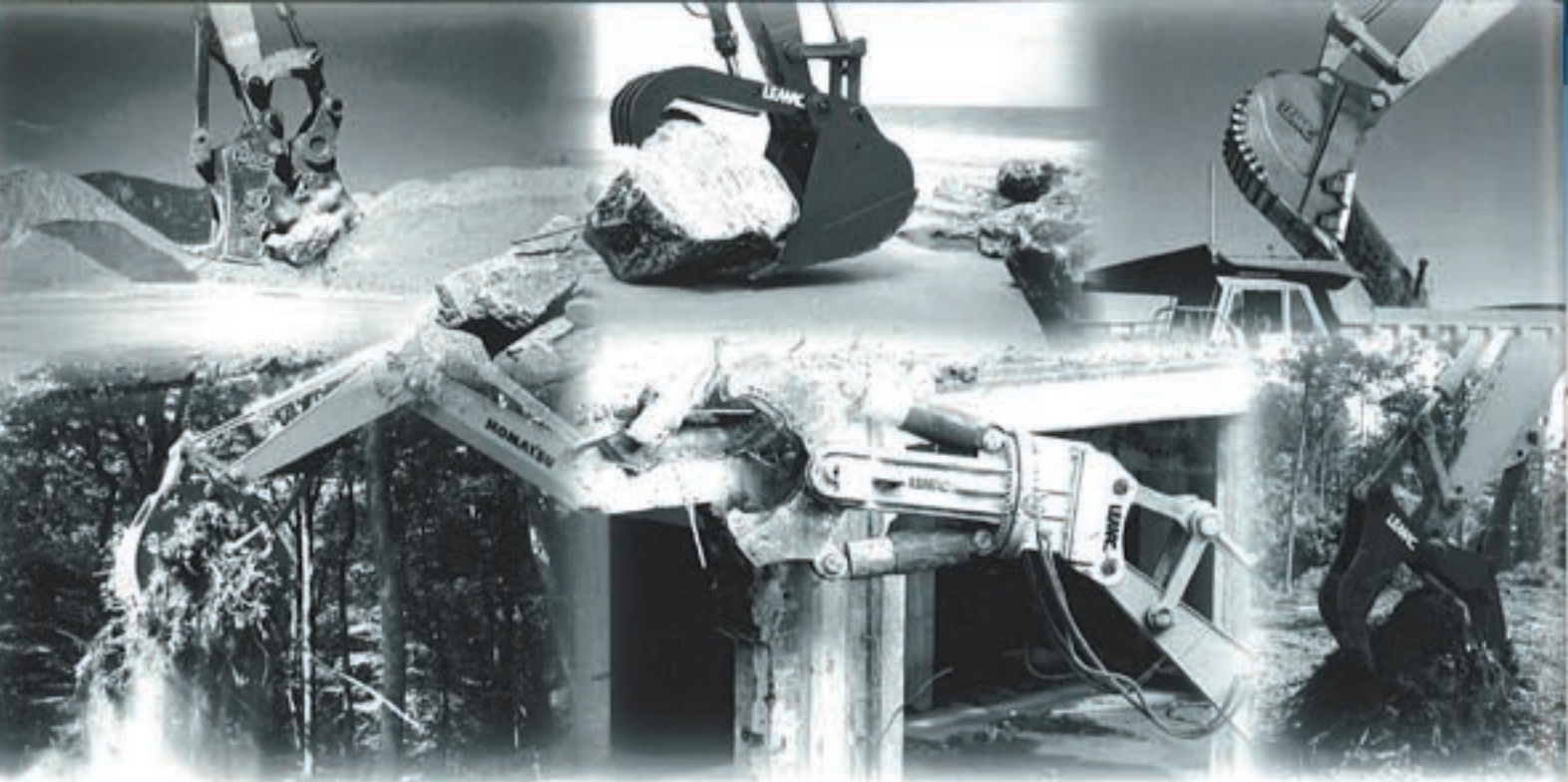
Ed Warner,
Komatsu dozer
product manager

Quick specs: Komatsu D61-15

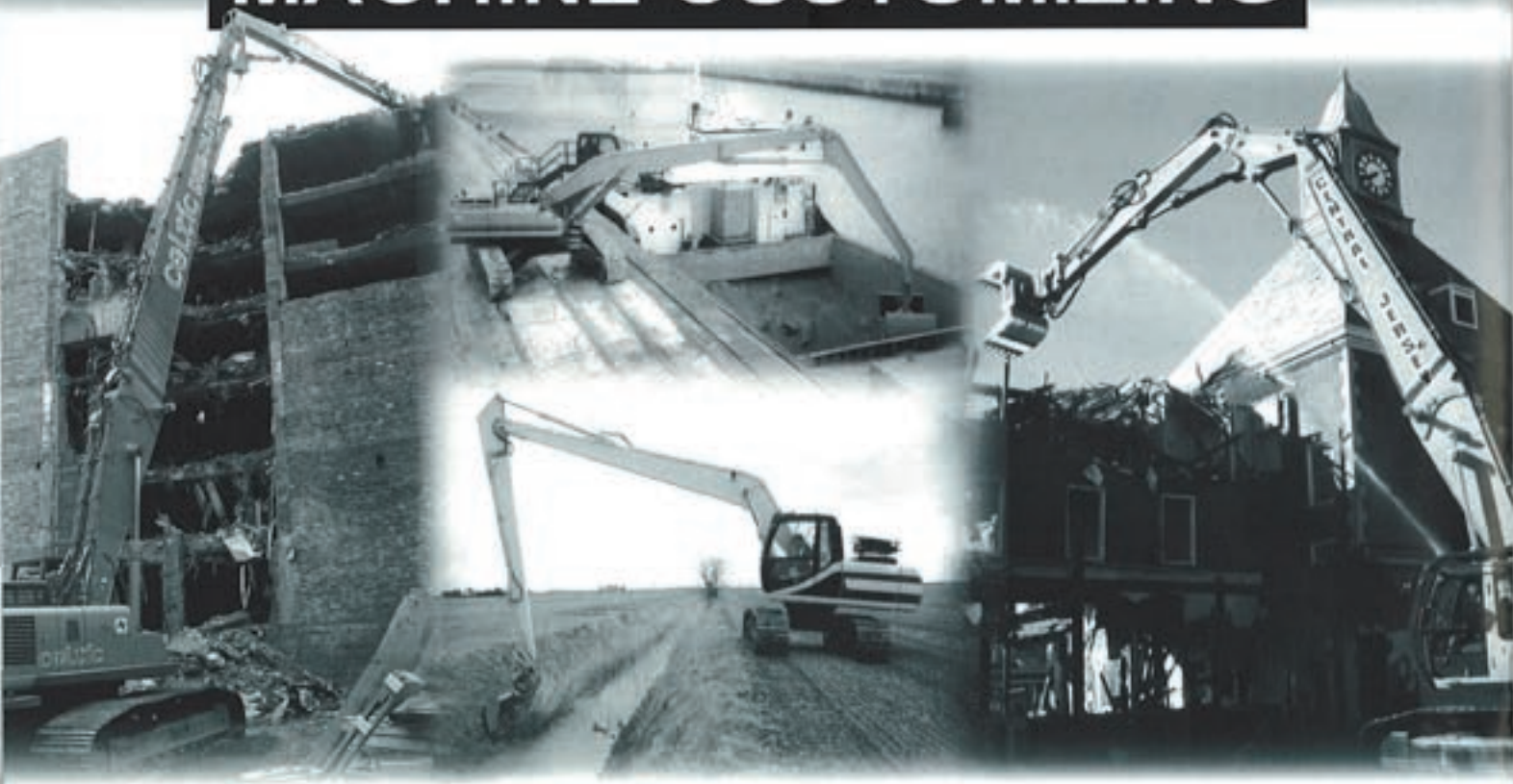
Model	Output	Operating weight	Blade capacity
D61EX-15	155 hp	35,080 lbs.	4.4 cu. yd.
D61PX-15	155 hp	41,010 lbs.	5.0 cu. yd.

The Komatsu D61-15 is the largest, most productive dozer in its class. The new Dash-15 version is quieter and smoother than its predecessor and has a longer undercarriage life, thanks to a new pin and bushing seal.





EXCAVATOR ATTACHMENTS MACHINE CUSTOMIZING



LEMAC
ATTACHMENTS

www.LemacOnline.com



**EARTHMOVING, DEMOLITION
AND MATERIAL HANDLING
ATTACHMENTS AND FRONTS**

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

NEW CRAWLER CARRIER

Are conditions too tough for a traditional hauler? Try the Komatsu CD110R

When most people think of hauling in adverse conditions, they think of articulated dump trucks. But sometimes, conditions can be too wet and sloppy, too congested or too environmentally sensitive, even for articulated haulers. That's when you may need the Komatsu CD110R-2 crawler carrier.

The CD110R-2 is basically a dump truck on tracks, so it can go through almost anything. A major benefit is the fact that the cab and bed can rotate a full 360 degrees, which eliminates the need for U-turns on a jobsite. Because no space is required for directional changes, the CD110R-2 is able to get into and out of tight spaces easily, and can dump a payload at any angle.

"The crawler carrier is designed to work in adverse conditions where articulated trucks cannot, yet provide a high level of productivity," said Bob Lessner, utility product marketing manager for Komatsu. "The machine's low ground pressure allows it to work in environmentally sensitive areas such as forest management operations, or in deep mud situations that are inaccessible or counterproductive to traditional machines. It's ideal for operating in HAZMAT applications because its low ground pressure reduces airborne particles."

Smooth hydraulics and cab comfort

A 255-hp Komatsu engine powers the 34,390-pound crawler carrier. It can carry a payload of 11 tons. Minimum ground clearance is 27 inches. The CD110R-2 incorporates field-proven, industry-leading Komatsu hydraulic technology.

Travel control levers use Proportional Pressure Control (PPC) technology, the same as

Komatsu dozers, for smooth, "light-touch" power to the tracks in direct proportion to control-lever movement. A foot pedal controls dumping, allowing for effective, well-balanced use of both hands and feet. A joystick lever controls upper structure rotation.

The CD110R-2 is an upgraded version of Komatsu's original crawler carrier. In addition to increased drawbar pull, many of the improvements were to the cab, where operators will find air conditioning, superior ventilation, and a soundproof cab. Safety features include a parking brake that automatically engages when machine operations start, and a safety-lock lever that blocks the functions of the upper structure rotation, dumping and traveling operations levers. ■



Bob Lessner,
Komatsu utility product
marketing manager

For more information on the CD110R-2 and how it may benefit your operation, contact your sales representative or our nearest branch location today.

Quick specs: CD110R-2 Crawler Carrier

Output	Operating weight	Payload Capacity
255 hp	34,390 lbs.	24,250 lbs.

The Komatsu CD110R is a crawler carrier with excellent flotation that can deliver an 11-ton payload through almost any ground conditions.





It's a mid-size roller that hits like a big one.

That's what they're saying about the new HYPAC C754B tandem-drum roller. Its 54-inch-wide drums exert up to 11,925 pounds of centrifugal force each, making it perfect for mid-size asphalt contractors.

Not too big. Not too small. With working speeds up to 3.7 miles per hour and frequency up to 3,600 vibrations per minute, the C754B makes quick work of residential and commercial projects. It's a four-ton machine that hits hard. And keeps on rolling.



HYPAC

HYPAC is HIGH Productivity



CONTRACTORS' EQUIPMENT

WOBURN

200 Merrimac Street
Woburn, MA 01801
(781) 935-1919

AVON

140 Wales Ave.
Avon, MA 02322
(508) 584-8484

WHATELY

102 State Road
Whately, MA 01093-0222
(413) 665-7009

JOHNSTON

60 Shun Pike
Johnston, RI 02919
(401) 942-9191

MEETING CUSTOMERS' EXPECTATIONS

That's the goal of executive vice president of product support

QUESTION: You've been involved in the equipment industry, primarily the product support end of it, for 40 years. What's different today compared to when you first joined Komatsu in the 1960s?

ANSWER: The biggest change is that customers are much more demanding today in regard to availability of equipment. In other words, they want downtime kept to an absolute minimum. Of course, this has always been important, but today — with the high cost of doing business, tight schedules and margins, and keen competition — it's absolutely critical to their ability to complete jobs on time and under budget, and thereby make money. At Komatsu, we fully understand the pressure they're under and we've tried to respond accordingly.

QUESTION: Respond in what way?

ANSWER: First of all, customers want equipment that's reliable — that doesn't break down. At Komatsu, we've significantly improved our equipment through the years to make it last longer with fewer problems. Having said that, we all know that a machine is still a machine and, no matter how well it's made, over time, problems are inevitable.

So secondly, when problems occur, Komatsu and its distributors have learned to share the customer's sense of urgency in getting the machine back up and running. We've made parts more readily available and have lessened our emergency response and repair time. It's an on-going, never-ending challenge to always do better, but improvements have been and are being made.

QUESTION: In regard to parts and service, what specific programs or other improvements have been put in place to improve the level of support Komatsu provides its customers?

Continued...



This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.

Mamoru (Yoshi) Yoshimuta,
executive vice president-
product support,
Komatsu America Corp.

Mamoru Yoshimuta, better known throughout the Komatsu organization as Yoshi, grew up on the southern Japanese island of Kyushu. He joined Komatsu as a proving ground operator in 1964.

From that humble beginning, Yoshi began a career that would eventually lead him to the presidency of Komatsu's domestic operations in Japan, and senior advisor to the president of Komatsu Ltd. regarding worldwide product support operations. Along the way, he had overseas postings in the Philippines twice for a total of eight years, in India for five years and in the United States from 1992-1999. During that U.S. stint, Yoshi served as vice president of service for Komatsu-Dresser, and later, as vice president of product support for Komatsu Mining Systems.

A little more than two years ago, Yoshi started a second tour of duty in the United States. As executive vice president of product support, it's his job to re-organize the product support efforts of Komatsu America, now that the three divisions — utility, construction and mining — are no longer separate entities, but are all under the same umbrella. He was given three years to complete the job, which ends at the end of this year.

"It's a very challenging job because it's a first for Komatsu," Yoshi explained. "We want our distributors to be able to take care of all aspects of a customer's support needs, regardless of what those needs might be. As a manufacturer, we provide the training and help they need. So that's what I'm doing — reorganizing our system and operation. I'd say we're making progress, and every day, the support we're able to provide Komatsu equipment users gets a little better."

Improvements raise level of customer support

... continued

ANSWER: Replacement parts are a critical aspect of product support. Through the years, we've helped our distributors improve their stocked (off-the-shelf) parts inventory so they're carrying basically all the fast-moving, usable wear parts that a customer is apt to need. The next step, which we've already begun establishing, is a system of regional parts depots to house many of the less common, slower-moving parts that a customer might need only once in a while. It will basically ensure that a customer will have any part he needs by 7:00 the following morning.

In regard to field service, equipment today has become so sophisticated and updates are so frequent, that we are continually sending out information to our distributors to help their technicians make repairs in the shortest possible amount of time. We also provide frequent, hands-on training for our distributors' trainers and technicians at their facilities, as well as at our new training center in Cartersville, Georgia.

Beyond parts and service, our equipment itself has industry-leading on-board diagnostic tools to

alert an operator to potential problems and assist the distributor's technician in troubleshooting. Most of our large machines already have the Vehicle Health Monitoring System (VHMS). In the next year or two, we intend to install Komtrax, a similar monitoring device, on all our small and medium-size Komatsu machines.

QUESTION: Is there one tip you could give to equipment users that would help them improve their equipment owning and operating costs?

ANSWER: I think everyone today understands the importance of preventive maintenance. While historically, customers have done their own PM, many forward-thinking equipment users are now turning to their Komatsu distributor for everything from oil changes to major repairs.

There are several benefits to this approach. One, you don't need a staff of mechanics. Two, the PM gets done regularly, on-time/every-time, and you're assured that not only are the proper fluids and filters used, but also that fluids and filters are properly disposed. And three, it's a professional set of eyes looking at your machine regularly, letting you know what issues are indicated, and what your options are for dealing with them. Over the long term, we're convinced that this distributor-based PM service will make money for an equipment user through increased uptime, greater productivity, longer machine life and higher resale or trade-in value.

QUESTION: With on-board diagnostics, repair and maintenance contracts, even GPS-transferred equipment information — it sounds like Komatsu is trying to do more and more of the service-related activities that equipment users previously did for themselves.

ANSWER: I call what we offer, "Proactive Product Support" because it's aimed at heading off issues before they become problems. A few years ago, we were a leader in the "Repair Before Failure" concept. This is similar, but with an even stronger emphasis on problem prevention.

Basically, we're offering services that allow the equipment owner to concentrate on his primary business — whether that's moving dirt, laying pipe, cutting trees, quarrying rock, handling material or anything else. That's what he does best and it's what makes him money. Taking care of equipment is not his specialty — it's ours. ■

In addition to the national Parts Distribution Center in Ripley, Tenn. (shown here), Komatsu has begun establishing regional parts depots to more quickly get replacement parts in the hands of customers.

With a PM contract, a trained Komatsu technician will do all your preventive maintenance, which improves machine performance and longevity.





Quality you can rely on



The golden opportunity.

Introducing the extraordinary D475A-5 mining dozer, the latest gem in our mining dozer line. Unrivaled, passenger car interior noise levels, easy-to-use Palm Command Control System levers and a spacious, comfortable cab ensures your operators strike gold every time. Plus, optimized machine balance, improved sight lines and an advanced blade design further enhance productivity and profitability. It's everything you and your operator want from a dozer.

To learn more, contact your local Komatsu distributor, visit us online at KomatsuAmerica.com or call 1-800-Komatsu.

KOMATSU®

• Komatsu America Corp., Headquartered in Chicago, IL • North American manufacturing operations in Chikuma, Goshima, Dallas, Spokane, Plover and Arizono • Over 200 distributor locations serving North America

©2014 Komatsu America Corp. www.komatsuamerica.com



Quality you can rely on

**New
Equipment**



**Accepted at
Participating
Komatsu
Distributors
Nationwide**



Rental

**Used
Equipment**



Parts



Service

The power of Komatsu at your fingertips.

The new Komatsu Card. The most convenient way for you to purchase all your parts, service work, rentals, equipment and more through your Komatsu distributor. Giving your business more purchasing power and flexibility than ever before. Exclusive Komatsu cardholder benefits include:

- Flexible payment options
- Consolidated monthly statements
- Rapid approval process
- Authorized user control capabilities
- Special promotion and incentive offers
- Competitive interest rate
- No annual fee or minimum purchase required
- Accepted at all participating Komatsu distributor locations in the U.S.

See your local Komatsu distributor today to fill out a quick and easy application form — and start using the Komatsu Card to put the power of Komatsu at your fingertips.

KOMATSU

• Komatsu America Corp., Headquarters in Chicago, IL • North American manufacturing operations in Chikuma, Canada, Dallas, Seneca, and Seymour • Over 200 distributor locations serving North America

©2004 Komatsu America Corp. www.komatsuamerica.com

Kom-FUN10

DOLLARS AND SENSE

THE KOMATSU CARD PROGRAM

This new financing tool enables customers to streamline purchases of parts, service, rentals and equipment

Whether you're a large construction company with hundreds of machines, or a one-man operation doing local work with a single skid steer loader — you need and want flexible financing options. That's exactly what you'll get when you sign up for the new Komatsu Card program.

The Komatsu Card is being offered through Komatsu Financial in conjunction with HSBC, one of the largest banking and financial services organizations in the world. This new financing tool enables cardholders to streamline their purchases of all parts, service, rentals, merchandise and equipment sold at Komatsu distributor locations. Komatsu cardholders will benefit from increased purchasing power, periodic promotional financing offers, flexible payment options and consolidated expense management.

The Komatsu Card is honored at all participating Komatsu distributorships throughout the United States. Two valuable product structures are offered — a revolving card for those who require the flexibility to extend payments over time; and an open account structure for those customers who prefer to track and pay by invoice or purchase order number.

"For the smaller contractor, the Komatsu Card's revolving line of credit will increase purchasing power and provide flexible payment options, including delaying major payments during a slow period," said Wally Savage, director of marketing and administration for Komatsu Financial. "For the larger equipment user, authorized user control capabilities give management the flexibility to provide employees with a corporate card or issue cards in individual employee names. This allows easy identification and tracking of business expenses. Both cards provide the customer with a consolidated monthly statement to quickly review account

activity. The benefits of streamlined expense management are extremely valuable at tax time."

Promotional incentives

One of the key benefits for Komatsu Card accountholders is the ability to take advantage of periodic promotional incentives that will not be available anywhere else.

"The promotional incentives will be designed to help the accountholder's dollar work harder for his business," said Savage. "We might offer financial terms that are below market rate, or we might have special deals for specific products or parts purchases. We'll be offering promotions throughout the year."

Unlock the power of Komatsu wherever your work takes you. The Komatsu Card allows hassle-free financing whether your work takes you across state lines, or across town. See your distributor to apply for the Komatsu Card today! ■



Wally Savage,
director of marketing
and administration,
Komatsu Financial



For more information on the
Komatsu Card program and how
it can benefit your business,
contact your sales representative
or our finance office today.

The new Komatsu Card makes transactions — such as parts purchases, service work and equipment rentals — quick and easy, at any participating Komatsu distributorship nationwide.





CLASSIC.

DESTINED TO BE.



Today's Komatsu midsize dozers are the pride of a long line of classic dozers. Each generation possessing the best qualities of the one before, while featuring the latest technology that only comes from real world applications. Our newest midsize dozers are the next breakthrough, offering improved comfort, easier operation, better maneuverability and, as always, enduring Komatsu reliability. It's everything you want to boost productivity and to spend quality time at work – and home.

To learn more, contact your local Komatsu distributor, visit us online at KomatsuAmerica.com or call **1-800-Komatsu**.

KOMATSU®

ON THE LIGHT SIDE



"Here comes the big bulldozer ... chugga, chugga, chugga ..."



"I got a new phone and gave the number to our important customers. The other will get all the junk calls I can return later ... But I forgot which is which."

"You have to believe in 'life-long learning' in this business ... But I hope it's not all from mistakes."



"You say the boss hasn't spoken to you in a week ... How'd you get so lucky?"



"I just had a 'power lunch' ... Now I feel like I need a 'power nap.'"



"This is the best portable tool any mechanic could have ... It makes every job go faster."





You don't have to gamble on used equipment

The contracting business is enough of a gamble, so don't gamble on used equipment. Komatsu Distributor Certified Used Equipment is a sure bet when you're looking for high-quality, affordable machines. Each machine is inspected and evaluated by your Komatsu Distributor's certified service technicians to ensure they meet factory specifications — and deliver maximum productivity. All the cards are laid out on the table so you'll know what you're buying. What's more, your Komatsu Distributor "ups the ante" on the value of the equipment with special finance and warranty plans as well as strong parts and service support. To see how Komatsu Distributor Certified Used Equipment can help deal you a winning hand on your next job, contact your Komatsu Distributor today.

DISTRIBUTOR CERTIFIED USED EQUIPMENT

KOMATSU AT CONEXPO

New and Distributor Certified used equipment featured at triennial exposition

As always, Komatsu had one of the largest displays (30,000 square feet) at CONEXPO-CON/AGG 2005. Held once every three years, the giant equipment exposition featured machinery, accessories and services for all aspects of the construction and construction-related industries. The 2005 event was held in Las Vegas, March 15-19.

Komatsu's display featured more than two dozen machines ranging from the very small PC09 compact hydraulic excavator to the 908-hp PC1800. Other products included Komatsu skid steer loaders, the PC308USLC-3, which is the industry's largest tight-tail-swing excavator, D31 and D39 Komstat II series dozers, the WA380-5 hydrostatic wheel loader, the HM400 articulated dump truck, and much more.

Komatsu's theme for CONEXPO was "Insight," which is the ability of Komatsu and its distributors to help you make your business more profitable.

Quality used equipment

Something new at this year's Komatsu CONEXPO display was actually something used. For the first time, Komatsu had a "used" machine at the equipment expo — a Distributor Certified PC128US-2.

"For some businesses, buying new may not be an option. But regardless of the situation, contractors need a machine that's cost-effective, reliable and highly productive," said Lauri McNulty of Komatsu ReMarketing, which oversees the Distributor Certified used equipment program. "That's who Komatsu Distributor Certified used equipment is for. It is high-quality, used equipment that's been rigorously inspected by trained Komatsu Certified Evaluators and it must meet Komatsu's high performance standards before it is given a Distributor Certified stamp of approval. As a result, the customer knows

he's buying a machine that will get the job done and there will be no surprises."

Komatsu ReMarketing personnel were on hand at CONEXPO to explain the inspection process a used piece of equipment goes through to become certified as a Komatsu Distributor Certified used machine.

"We wanted people to see for themselves why they can buy a Komatsu Distributor Certified used machine with confidence," McNulty said. "This isn't about selling paint jobs — these are machines that meet factory specifications, qualify for financing and are backed up by a warranty and your local Komatsu distributor. We wanted to show everybody at CONEXPO why we think these machines are one of the best values you'll ever find in the equipment industry." ■



For the first time, Komatsu ReMarketing was part of Komatsu's CONEXPO display, where visitors could view Distributor Certified Used Equipment and see how it's evaluated.



Change Service Requested

EQUIPMENT SALES:

Knowledgeable People
to Serve Your Needs

WHATELY, MA

WOBURN, MA

AVON, MA

JOHNSTON, RI

PRODUCT SUPPORT

Mark Whelan
Service Manager -
Construction Products

Phil Hoffman
Assistant Service Manager -
Construction Products

Michael Galambos
Service Supervisor -
Environmental Products

PARTS

Jeff Sullivan
Parts Manager

Bruce Rushford
Johnston Store

Butch Wickline
Whately Store

Dave Ryan
Avon Store

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