

WOOD WORKS

Winter 2024





Gerry Carney Jr.



Dan Rott



Kevin Keroack



Craig Cutone



Celebrating our 60th anniversary

Dear Valued Customer:

2024 marks our 60th year in business, and we are excited to celebrate this milestone with you. Without your continued support and partnership, we would not be here today. Bob Benard founded C.N. Wood in 1964 based on his belief in doing things the right way, even if it isn't the easy way. This has guided us to where we are today.

While Bob and his daughter Paula have retired, we know that mentality will continue into the future. You can read about C.N. Wood's history in our 60th anniversary article. From everyone at the C.N. Wood family, we want to thank you for continuing to choose us as your business partner.

In this issue, we highlight the Stamford Stormwater Management Department, which utilizes a variety of equipment to provide stormwater maintenance for the city. Discover why the department prefers the Vactor 2100i, Elgin Pelican sweepers, and the IBAK RapidView camera system.

You can also read about AMAXX Inc., which utilizes a variety of Komatsu products and equipment to complete its projects. Through Komatsu's Smart Construction solutions, the company uses data-driven analytics to make decisions and stay on schedule. Learn about AMAXX's unique projects and how it is staying ahead of the game on page 14, and find out about other Smart Construction solutions on page 30.

Material handling is a growing industry that requires the right equipment to process a wide range of materials. Windfield Alloy Inc. recently added a Terex Fuchs MHL360 material handler to process non-ferrous and ferrous materials. See how the machine has impacted the company's production on page 18.

We were excited to see and connect with many of you at several different events throughout the year, including the CASHO 2024 Equipment Show and Komatsu Demo Days. We appreciate you taking the time to stop by our booth at CASHO and hope you gained valuable information about Komatsu's latest offerings at Demo Days. Read about each event in this issue of Wood Works.

As always, if there is anything we can do for you, please feel free to contact one of our nine branch locations throughout the Northeast.

Sincerely,

A handwritten signature in black ink that reads 'Gerald J. Carney'.

Gerry Carney Jr.
President



WOOD WORKS

In this issue

Keeping Stamford flowing pg. 4

Learn about the Stamford Stormwater Management Department.

C.N. Wood celebrates 60 years pg. 8

Delve into C.N. Wood's rich history.

AMAXX Inc. adopts technology pg. 14

See how this family-owned company expands its sitework capabilities.

Recycling powerhouse pg. 18

Meet the Tetlers, the people behind Windfield Alloy Inc.

Leveraging tax-advantaged machinery purchases pg. 22

Understand bonus depreciation.

Reputation for reliability pg. 24

Read about Earthworks Site Development & Utilities Inc.

Bring 3D to conventional excavators pg. 27

Check out Komatsu's Smart Construction 3D Machine Guidance.

Showcasing the latest innovations pg. 28

Get a glimpse of the CASHO 2024 Equipment Show.

Optimize your operations with technology pg. 30

Figure out which Smart Construction solution is right for you.

Effectively implement equipment pg. 34

Explore Demo Days.

Updated My Komatsu pg. 36

Take a look at My Komatsu's new features.



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200 Merrimac Street
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(203) 848-6735

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(413) 665-7009

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283 Pane Road
Newington, CT 06111
(860) 665-7470

PINE BUSH, NY

97 Route 302
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(845) 744-2006

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Keeping Stamford flowing

Stamford Stormwater Management Department utilizes advanced equipment to perform stormwater and sewer maintenance throughout the city



Tyler Theder,
Regulatory
Compliance and
Administrative Officer



Bill Klous,
Fleet Manager

Stamford, Conn., located just 30 minutes north of New York City, is a bustling urban center with a population of approximately 140,000 residents spread across 54 square miles. Stamford's geography poses unique challenges, with a mix of urban areas and natural waterways, including Long Island Sound. To keep the city's infrastructure functioning smoothly, the Stamford Stormwater Management Department has implemented a rigorous stormwater maintenance program.

Tyler Theder, Regulatory Compliance and Administrative Officer for the Stamford Stormwater Management Department, underscored the critical nature of the department's work.

"Our goal is to ensure that the water discharged from over a thousand outfall pipes all across the city is as clean as possible," Theder explained.

"Without our maintenance efforts, the city could

face significant flooding issues, especially during heavy rains."

The department's focus on routine and emergency maintenance ensures that Stamford's extensive stormwater system remains in top condition, protecting both the city's residents and its environment.

Essential equipment

To tackle the complex challenges of stormwater management, the city of Stamford relies on a fleet of advanced equipment, including four Vactor 2100i combination sewer cleaners, an IBAK RapidView camera system, and three Elgin Pelican broom sweepers. These machines play vital roles in maintaining the city's stormwater infrastructure.

The Vactor 2100i's 12-yard debris body and 1,500-gallon water tank make it an essential tool for keeping Stamford's storm drains clear and functioning efficiently.

"This truck is by far the best machine for this job," declared operator Joey Hoyt. "With its powerful suction and hydro excavation capabilities, we can clear out debris and repair lines without causing extensive damage to the surrounding area."

The IBAK RapidView camera system is another critical piece of equipment because it allows the team to inspect pipelines and identify issues before they become major problems.

"We've had the IBAK system for nearly 10 years, and it's been a reliable tool for us," Hoyt said. "It allows us to see exactly what's going on inside the pipes, saving us time and resources in the long run."

The Elgin Pelican broom sweepers round out the fleet, ensuring that debris is removed from the streets before it can clog storm drains.

"These machines are user-friendly and reliable, making them an invaluable part of our operation," stated Fleet Manager Bill Klous.

Stamford's investment in these machines is not just about efficiency but also about safety and environmental protection. The Vactor 2100i's ability to handle both heavy-duty cleaning and delicate hydro excavation means that the team can work around underground utilities without risking damage, which is crucial in a city with such dense infrastructure.

(L-R) One of the crews for the Stamford Stormwater Management Department includes Liam Kenny, Dylan Pellini, Joey Hoyt and John Antonucci.





With a Vactor 2100i combination sewer cleaner, operators remove material from Stamford's storm drains.

"The precision we get from the Vactor's controls, especially with the wireless remote, allows us to operate safely and effectively, even in the most challenging environments," noted operator Liam Kenny.

Moreover, the combination of the Elgin Pelican sweepers, the IBAK RapidView camera system, and the Vactor 2100i's jetting capabilities ensures that Stamford's stormwater pipes are not only cleaned but also thoroughly inspected. This triple-headed approach allows the team to address potential issues before they escalate, leading to fewer emergency repairs and a more reliable stormwater system overall.

"By using these tools together, we can be proactive rather than reactive, which is a huge benefit for the city," said Kenny. "It's all about making sure the water flows smoothly and that we're not caught off guard by unexpected problems."

Strong partnership with C.N. Wood

The success of Stamford's stormwater management efforts is bolstered by a strong partnership with C.N. Wood. This relationship has been instrumental in keeping Stamford's fleet operational and ready to tackle any challenge.

"C.N. Wood has been a reliable partner for us," commented Theder. "C.N. Wood



Liam Kenny operates a Vactor 2100i combination sewer cleaner via a control panel.

has been great in terms of supporting the product, training our staff to safely operate the equipment, maintenance, and helping us stay on the road. They're always there when we need them, ensuring that our machines are up and running when it matters most."



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Continued...

'C.N. Wood is a partner we can rely on'

... continued



Joey Hoyt inspects a pipe with the IBAK RapidView camera system.



The Stamford Stormwater Management Department uses three Elgin Pelican broom sweepers to remove debris from the road before it falls into the catch basin.



Klous echoed this sentiment, highlighting the importance of C.N. Wood's service.

"When we have an issue, they're quick to respond," Klous said. "Their service team is knowledgeable and efficient, ensuring that our equipment has minimal downtime. This level of support is crucial to our operations, especially when dealing with critical infrastructure like stormwater management. You need reliable equipment, and you need the support that goes with that equipment, and that's what C.N. Wood delivers."

The relationship between Stamford and C.N. Wood extends beyond simple transactions, evolving into a true partnership.

"It's more than just a business relationship," Klous concluded. "C.N. Wood is a partner we can rely on, and that trust is invaluable in our line of work."

Looking to the future

As Stamford continues to grow and evolve, so too will its stormwater management needs. The department is committed to maintaining its high standards of service while adapting to new challenges and technologies. This includes exploring the potential for expanding its fleet and incorporating even more advanced equipment to keep up with the city's demands, so its strong relationship with C.N. Wood will continue to be essential to the department's success.

"As we move forward, I'm thankful to have a trusted partner like C.N. Wood," Theder said. "Their support ensures that we can keep Stamford's stormwater system functioning at its best, even as we face new and emerging challenges."

The department is also focused on training and equipping the next generation of operators, ensuring that Stamford's stormwater management team is prepared for the future.

"It takes years for our workers to fully master the equipment and the seasonal demands of this job, but with the right training and support, we're confident that our team will continue to meet the city's needs for years to come," Theder stated.

Stamford's commitment to innovation, maintenance and strong partnerships positions the city to effectively manage its stormwater infrastructure, ensuring that its residents and environment are protected now and in the future. ■

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C.N. Wood celebrates 60 years

Family values, innovation and an unwavering commitment to people reinforce C.N. Wood's legacy in the industry



Gerry Carney Jr.,
President & CEO,
C.N. Wood



Paula Benard,
Director,
Former President,
C.N. Wood

As C.N. Wood Co. Inc. reaches its 60th anniversary, the company reflects on its history of compassion and loyalty. C.N. Wood has become a reliable partner in the field, working with a wide range of local businesses and municipalities throughout New England. C.N. Wood's story is as much about the excellent people behind it as it is about the high-quality equipment it provides.

In 1962, Bob Benard and Paul McCarthy took a shot at entrepreneurship and became partners of what was then known as the Charles N. Wood Company, which had been in business as a small but highly regarded contractor and municipal equipment supply house specializing in snow removal equipment. Two short years later, Bob and Paul had successfully bought out Charles Wood, establishing C.N. Wood and focusing their efforts on customer service, much of which was based off of Bob's experience as a service manager. He learned that customers appreciated efficient service and kept coming back if they were treated well, a philosophy still embraced today as C.N. Wood is one of the largest and well-respected distributors of construction and municipal equipment in the Northeast. As the company's reputation grew, a number of manufacturers began requesting to work with C.N. Wood, and Bob oversaw the additions of virtually every major product line

that the company added. The most critical of which was taking on Elgin street sweepers and Leach rubbish bodies in 1965 and much later the addition of Komatsu in 1980. While Leach remained part of the company's core business well into this century, Elgin and Komatsu are today the cornerstones of C.N. Wood's operations.

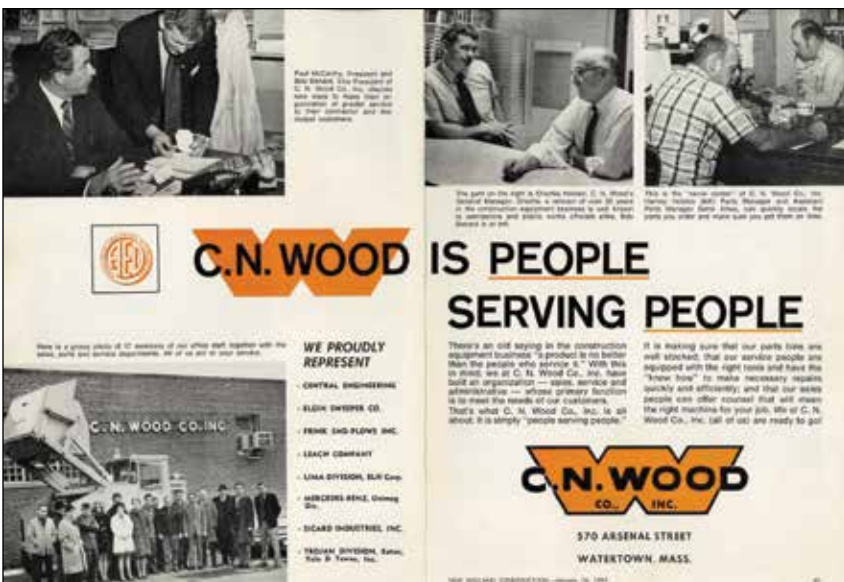
More important than any product line, C.N. Wood was built on a foundation of trust, hard work and genuine relationships. Bob's vision was never about creating a corporate giant. Instead, he sought to build a company that was more like a family, where employees and customers were treated with respect and sincerity.

"Bob was never in it for a big payout," recalled Paula Benard, who is on the board of directors at C.N. Wood and Bob's daughter. "His life revolved around the business. His friends were offshoots of the business, and he enjoyed every interaction with customers and employees alike."

The company's culture has always been, and remains today, about prioritizing long-term relationships over short-term gains. Bob's approach to business was simple yet profound: "Keep the customer happy, even if it costs a little now; it will pay off in the long run." This philosophy has not only earned C.N. Wood a loyal customer base but also created a work environment where employees feel valued and motivated. Many workers have spent decades at C.N. Wood, passing on their skills and dedication to the next generation. One lifelong employee was Richard "Bud" Barrelle, who worked at C.N. Wood since the beginning. He retired a few years ago and unfortunately passed away this July. Buddy used to joke when he'd see people retiring after being with the company for 20, 30 or 40 years as he was with the company for nearly 60 years himself!

"It is a family business, and it isn't just my family per se," said Paula. "Over the years, we've seen multiple generations of families working together here. There have been all sorts of parent-child combinations, cousin combinations, brother-in-law combinations. It has always felt good that our employees valued the company in such regard that they would recommend it to their family members."

These long-standing relationships between C.N. Wood and its employees show just how much the company cares about its people and highlight



This 1971 advertisement still rings true with C.N. Wood culture in 2024. Our people are, and always will be, the key to our success.



A Komatsu WA500 wheel loader pushes material up to a Komatsu PC360LC excavator.

the importance of treating staff members well, because the success of C.N. Wood has always been driven by the hard work of its employees. From the skilled technicians who keep every machine running smoothly to the dedicated members of the office staff who keep things on track, the team at C.N. Wood is the backbone of the company.

"Our technicians and staff are the ones who make it all happen," Paula emphasized. "Their know-how and dedication are what allow us to deliver top-notch service to our customers. Bob always had a soft spot for his technicians because they do the work. We're selling their product, and the support is such an important part of the business."

This respect for the hands-on work of every employee has built a strong culture of teamwork, allowing C.N. Wood to consistently meet and exceed customer expectations, which has strengthened the trust and reliability that customers have come to count on from C.N. Wood over the past 60 years.

Adapting and growing

C.N. Wood has weathered economic downturns and industry shifts throughout the decades but has always emerged stronger. Paula recalled her own journey with the company, which began in 1991 during an economic slump.



The Komatsu WA500 wheel loader has always been a reliable workhorse for C.N. Wood customers.

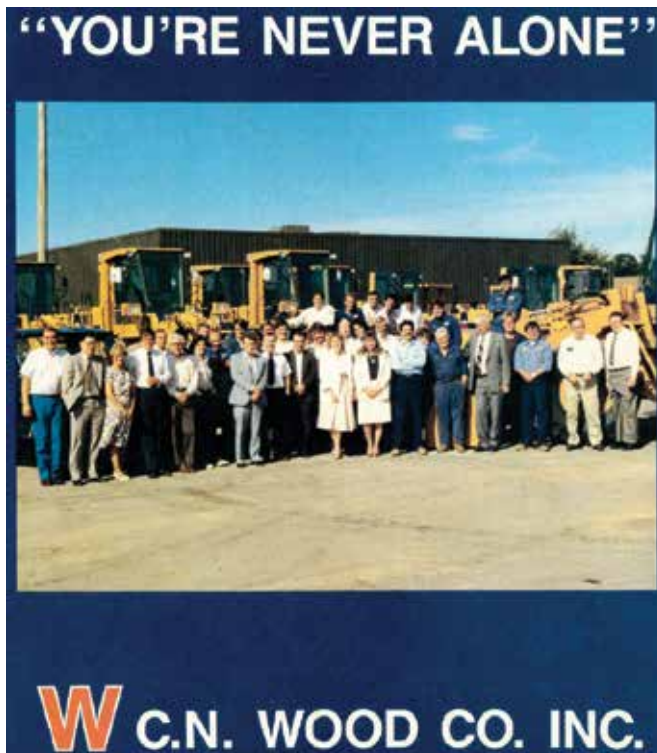
"I began in marketing and helped with various tasks. Over time, I got involved in setting up branches and organizing trade shows. I felt like I was a party planner, but for business," she laughed.

Paula reflected on an event where the company hosted an open house at a customer's facility

Continued...

'Embracing new technologies while keeping our core values intact'

... continued



Our slogan today is the same as it was in 1989: With C.N. Wood, You're Never Alone!



In 1989, the C.N. Wood service team works on Elgin Pelicans. Elgin street sweepers have always been a product of great pride with C.N. Wood.

Our Truvac Hydro Excavation trucks have brought C.N. Wood into the 21st century of digging.



in the early 1990s because C.N. Wood's offices were too small at the time to accommodate a large event.

"This was before we moved to our Woburn offices," recalled Paula. "The event was a lot of fun, especially for local customers and their families. We wanted to create a carnival-like atmosphere that not only highlighted that we provided great equipment, but that we knew how to engage our customers and have a good time. It was a huge success."

Her dedication and hard work eventually led her to become the president of the company, a role she took on to ensure business operated smoothly even when Bob was away. She then transitioned to her current role as a member of the board of directors.

One of C.N. Wood's recent defining moments was appointing Gerry Carney Jr. as the president of the company while simultaneously expanding its Komatsu footprint into Connecticut and the Hudson River Valley section of New York. This was no small feat. Beyond the additional employees and three new locations, it required significant changes in operations and strategy. Paula acknowledged that while it was a lot of work, it was a necessary move that helped the company grow.

"Gerry has a lot of experience in the operational side of the business, making him a great choice to lead the company forward," Paula explained. "My experience was different, so it was good to have that balance between us. He's done a great job building on the values Bob and I established while helping the company expand into new areas of business."

The company's partnerships with Komatsu and Federal Signal (Elgin, Vactor, Truvac and Trackless) have been particularly fruitful, with Paula noting that both organizations have been "great to work with" over the years. These strong relationships have allowed C.N. Wood to offer top-notch products while exploring complementary lines that go with the company's strengths.

As the industry has evolved, C.N. Wood has consistently been quick to adapt to new technologies and industry trends. Despite the challenges that come with change and growth, C.N. Wood has maintained its commitment to providing the best possible equipment and support to its customers.

"We've always focused on staying ahead by embracing new technologies while keeping our core values intact," stated Paula. "It's about



Sometimes, you just go with the big boy! The Komatsu PC1250 excavator delivers reliability, and demolition contractors swear by its durability.

ensuring that we continue to deliver quality products and reliable service, no matter how the landscape shifts."

Building on Bob's legacy

Looking back over the past 60 years, Bob's legacy at C.N. Wood is not just about the success of the business; it's about the impact he had on the people around him. He was known for his generosity and willingness to help anyone in need, whether it was an employee, a customer or a family member.

"Bob was very generous," Paula noted. "He was always there for anyone who struggled, never expecting anything in return. That's rare and something people always remember about him."

The respect Bob earned from his peers and employees was not just due to his kindness but also to his keen understanding of the industry. Paula fondly remembered how her father had a way of simplifying complex situations in meetings.

"He was the original listen-more-than-you-talk guy," said Paula. "Consequently, when Bob spoke, people listened! He had a knack for summing up arguments and presenting them clearly."

While C.N. Wood has grown significantly throughout the past six decades and embraced innovation, it has never lost sight of the values that Bob instilled in it from the beginning.

Continued...



Elgin street sweepers with a C.N. Wood sticker on the side of them have been keeping New England roadways clean for nearly 60 years.



C.N. Wood's Vactor sewer cleaners keep the New England utilities clean and functional.

'We've built something special here'

... continued

"The customer is first, and then the customer is second, and the employees are right up there too," Paula stated.

Moving forward, C.N. Wood's focus remains on providing the best support possible for the customer.



Our contractor customers have adopted hydro excavation via our TruVac products in order to safely dig around underground utilities.

"The reality is every piece of equipment breaks at some point, and when it does, we will get it up and running ASAP," Gerry said. "I found an old C.N. Wood ad in the archives from the early '70s that stated C.N. Wood is People Serving People. It's amazing that 53 years later, that's who we still are and what we will remain. We will always strive to have that family business feel for our customers and our employees no matter what the future holds."

With a dedicated team, strong leadership and a commitment to excellence, C.N. Wood is well positioned to continue its success for many more years to come.

"We've built something special here," Paula concluded. "I'm confident that the next 60 years will be just as remarkable." ■



Our customers have worked on some very interesting projects. Here a Komatsu PC800 excavator and a Komatsu PC490 excavator are being used on an urban deep hole excavation project.



The recent generations of Komatsu dozers have proven to be best in class. C.N. Wood's GPS team has proven to be invaluable to customers.

In 2003, demolition work on the old Foxboro Stadium took place while the new stadium was being built.



A Komatsu PC800 excavator was utilized to set large structures as part of a high-profile urban utility job site.



EARTHMOVING, DEMOLITION, AND MATERIAL HANDLING ATTACHMENTS • EXCAVATOR CUSTOMIZING



AMAXX Inc. adopts technology

Komatsu Smart Construction solutions help this family-owned company expand its sitework capabilities and increase efficiency



**Adrian Maxwell,
President**



**Patrick Kehoe,
Vice President**

For nearly three decades, AMAXX Inc. has taken on a wide range of sitework projects, establishing itself as a premier site contractor in the Pawling, N.Y., area. Founded in 1995, the family-owned company's turnkey services have allowed new businesses and residential areas to flourish.

"We're a full-service site development contractor working in Dutchess, Putnam, Westchester, Ulster and Orange counties in New York, as well as Fairfield County in Connecticut," elaborated AMAXX President Adrian Maxwell, who joined the company in 2003. "We do everything from drainage to foundation excavation, septic systems, sewer systems, ponds, and utility work. Most recently, we've started specializing in smaller commercial projects and larger residential projects."

In 2014, AMAXX Vice President Patrick Kehoe became Maxwell's partner in the business.

"I started working for Adrian's dad when I was 15," recalled Kehoe. "Initially, we focused on smaller residential jobs. With time, we've evolved to the point where we're primarily completing high-end residential and commercial projects. Our major break came

when we undertook a project for our town's bank, which was our first commercial venture. That success led to more, pushing us into the commercial realm and larger jobs."

Both Maxwell and Kehoe grew up around construction industry trades, so their experiences have helped them successfully run the business. Maxwell noted that while their leadership is important, the cornerstone of AMAXX's success is its workforce.

"Most of our guys have been with us for 10 or more years," Maxwell emphasized. "I attribute a lot of our success to our employees and the opportunities we've given them, and the projects we've been given."

Kehoe added, "We run the company like a family because we truly believe everyone's family here. Without our team, we wouldn't be where we are today."

The company's investment in its employees and in doing things the right way has helped it quadruple in size over the last five years. One of the more recent driving factors in the firm's success is its commitment to using GPS-equipped machines on every project.

"Adding GPS set us apart from other companies in the area," stated Maxwell. "Once we have the control points from the design engineer or surveyor, we can create digital layouts of the job site ourselves. That allows our guys to hit the ground running with the GPS machines and avoid a lot of the holdups that come from doing things the old-school way with stakes and lasers."

Tapping into technology

Building on its impressive transformation with Smart Construction, AMAXX is breaking new ground, literally and figuratively. Currently, the company is breathing life into a project that began as an old restaurant site, transforming it into a four-story indoor storage facility. The project wasn't without challenges, particularly the unexpected discovery of substantial rock deposits. Yet, with the innovative application of Smart Construction, AMAXX hasn't missed a beat.

"The whole Smart Construction thing was really Pat's vision, and it's elevated us to a different level," shared Maxwell. "Despite

An operator uses a Komatsu PC240LC excavator to pile local rock at a staging site on an 800-acre maple syrup facility.





► VIDEO

AMAXX operators hammer rock with Komatsu excavators on a storage facility job site. The Komatsu PC130 excavator is equipped with Komatsu Smart Construction 3D Machine Guidance and an NPK GH7 hammer, while the Komatsu PC290 excavator is equipped with a Topcon indicate kit and a hammer attachment.

the unexpected challenges, like the rock, we're still on schedule, and we owe that to Smart Construction."

Navigating the complexities of such projects requires cutting-edge equipment, such as Komatsu excavators and Intelligent Machine Control (IMC) dozers.

"We're using the Komatsu PC290 excavator with a Topcon indicate kit, and the Komatsu PC130 excavator with Komatsu Smart Construction 3D Machine Guidance," explained Kehoe. "The 130 is equipped with a NPK GH7 hammer while the 290 has an older hammer. We also have a Komatsu D51PXi-24 IMC dozer that is fully integrated with GPS, and we use a drone to map and analyze the job site from an aerial perspective."

Bruce Flint, an operator and a foreman at AMAXX, added, "With the Topcon and indicate-only systems, I have plans and elevations right in front of me. I don't need to get in and out of the machine as much, which allows me to work faster and more efficiently. I know exactly which depth to hammer to."

Technology not only accelerates AMAXX's workflow but also refines it.

"Before Smart Construction, we were always pulling tapes, using marking paint, and constantly laying out," noted Kehoe. "Now, with GPS kits, layout time is hours instead of days. Everything is right there on the screen."

This efficiency extends beyond the construction site.

"Everything with Smart Construction can be done remotely," Maxwell added. "No physical delivery of files is needed. We can show engineers and landscape architects the as-builts without them having to leave their offices."

Maxwell and Kehoe aren't just utilizing Smart Construction for its efficiency. They're deeply invested in its potential for precision and collaboration. For instance, AMAXX's ongoing project at an 800-acre maple syrup facility has transformed from a house construction to a myriad of tasks, including pond work, stone laying, drainage, and a complete site package. This massive undertaking required careful planning, most of which became possible due to the capabilities of Smart Construction.

"We found three abandoned wells on this project," Maxwell revealed. "Using Smart



Bruce Flint,
Operator/Foreman



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Continued...

'It was amazing'

... continued

Construction, we marked them out and communicated directly with the engineers, allowing us to decommission them as per-town specs."

AMAXX's integrated use of different technologies — excavators with indicate kits, an IMC dozer, and a drone — also helps it be successful on the maple syrup facility project.

"The Komatsu PC240 excavator and Komatsu PC138 excavator are critical for building the rock bridge across the pond to the island," mentioned Kehoe.

Maxwell added, "We used the D51 for grading and fine grading, which was really impressive

to see. There was a shortfall of topsoil on the job site, and we were able to fix it within a couple hours. It was amazing."

One particularly innovative application is AMAXX's use of drone technology.

"For sites like ours, we get paid by the yard for rock removal," Kehoe elaborated. "Being able to measure our own stockpiles with a drone is invaluable. Within 24 hours, I can have a quantity check against surveyors' measurements."

C.N. Wood partnership

On top of the efficiency AMAXX enjoys through its tech integration is a pivotal relationship with C.N. Wood, especially sales representative Charles Venezia. The relationship between the two companies goes beyond business transactions. It's built on trust, reliability and a shared vision for delivering excellence.

"C.N. Wood, our sales, our service, everybody has been great," declared Kehoe. "Anytime we call, there's always an answer. There's always somebody available to help. Parts and service have been great also. The machines seldom break down, but when they do, help arrives promptly."

In addition to the impeccable after-sales service, AMAXX values the proactive approach of C.N. Wood in ensuring continuity in its operations.

Maxwell attested, "The rental department is incredible. When we faced challenges like the recent storm and needed an excavator urgently,



An AMAXX crew hammers rock in front of a storage facility that is under construction.

With a Komatsu PC138USLC excavator, an operator places stone for a natural rock bridge at an 800-acre maple syrup facility.





An operator uses a Komatsu D51PXi-24 Intelligent Machine Control (IMC) dozer to grade a house pad and the surrounding property.

C.N. Wood was right there. Their support truly sets them apart."

For Kehoe, honesty is what makes their relationship unique.

"We've dealt with others who oversold their capabilities," commented Kehoe. "Komatsu and C.N. Wood have always been transparent about what they can and can't do. We've grown a really great relationship with Ed DeLaurentis, who manages the technology solutions experts for C.N. Wood. He's always there to answer any questions we have, and his passion for what he does is evident. If he doesn't have an answer, he'll get it within a day."

Future

As AMAXX continues to embrace cutting-edge technology, its vision for the future is ambitious and clear.

"Right now, we're still growing," noted Maxwell. "We have a great group of guys, and we aim to expand in the Smart Construction sector. We're eager to undertake projects like our current ones, possibly even larger."

It's not just about the tech for AMAXX. Its company culture is also a driving force.

"We take immense pride in our work, and our team embodies that," stated Kehoe. "There's no 'that's not my job' mentality here. Whether it's commercial or residential, our standards



(L-R) AMAXX's Adrian Maxwell and Patrick Kehoe rely on C.N. Wood's Charles Venezia and Ed DeLaurentis to support their Komatsu equipment and Smart Construction solutions.

remain consistent. Delivering the best is paramount. Our emphasis is on productivity and excellence. Job site cleanliness, unity and a sense of family are crucial for us. It's a collective effort every step of the way." ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Your results may vary.*

Recycling powerhouse

Strategic expansion and equipment innovation fuel growth at New England-based Windfield Alloy Inc.



Eric Tetler,
President



Brandon Tetler,
Vice President
and Treasurer

Established in 1978, Windfield Alloy Inc. began as a chemical refiner out of Lawrence, Mass., navigating through the changing landscapes of the industry to emerge as a full-circle recycling powerhouse. Eric Tetler, the president of Windfield, never envisioned himself in the industry, but fate led him straight to it.

"I actually went to school for sports management, but I had a little background in recycling because of my father, and when I got married, I teamed up with my wife's father, who was involved with precious metals," recalled Eric. "Starting with just five of us, we've grown significantly over the years by adapting to the market's highs and lows, including the challenges posed by COVID-19."

Today, the firm specializes in electronics recycling, non-ferrous and ferrous metal recycling, precious metals handling, and comprehensive logistics services, making it a unique player in the global recycling market, with a reach that extends to Europe, Asia, South America, and across the U.S. Windfield also operates a roll-off trucking operation, seamlessly moving materials between facilities and international shipping partners.

"Our ability to handle a variety of materials, coupled with our logistical capabilities, allows us to serve a global market," noted Eric. "The electronics and precious metals aspect of our business has taken us worldwide, while the non-ferrous and ferrous is regional. Every week, we're moving roughly three to four million pounds of all commodities for processing."

Windfield's commitment to innovation and service extends beyond recycling.

"We offer unique services like data destruction and product separation and have maintained an R2 certification, which sets us apart in the industry," commented Vice President and Treasurer Brandon Tetler, who is Eric's son. "We internally mitigate any market risk we have because of our diversity. We can shift to different aspects of the company that are less capital reliant. That's good for competitive advantage as well when it comes to market changes."

The firm operates multiple specialized facilities in New England, with each location tailored to specific segments of the recycling process.

"Our main office is out of Atkinson, New Hampshire, so a lot of higher-end, higher-volume customers go through there with compliance needs and otherwise more hands-on management oversight; that's where we handle any data-containing devices, as well as some non-ferrous and ferrous operations," explained Brandon. "We have two feeder yards in Haverhill, Massachusetts, and Lawrence, Massachusetts. They service directly to the public, and we operate our own dumpster services out of them."

Equipment and operations

Windfield's deployment of state-of-the-art equipment is pivotal for its day-to-day recycling processes. Windfield leverages its equipment across its facilities to enhance efficiency, manage vast quantities of recyclable materials, and uphold its commitment to environmental sustainability.

"In our industry, expanding operations hinges on having the right equipment," stated Eric. "It's not just about having the capacity but ensuring we have the most efficient and reliable machinery for the job. We can't process an additional 2,000 tons a week without the right material handler. It's about having the proper infrastructure, from the scales to the trucks and the personnel,

The Terex Fuchs MHL360 material handler allows the operator to view the job site from a safe vantage point.





At Windfield's Atkinson, N.H., facility, an operator moves scrap metal with a Terex Fuchs MHL360 material handler.

but ultimately, the equipment makes all the difference."

Brandon added, "We've recently upgraded our material handling capabilities with a Terex Fuchs MHL360 material handler, which replaced our 2007 Fuchs 350. We've also recently acquired a Komatsu WA500 wheel loader and a Genesis shear from C.N. Wood."

These pieces of equipment play a critical role in Windfield's operations and are used to process heavy steel, load materials, and maintain yard orderliness.

"There's a synergy between waste management and scrap industry solutions that we're able to capitalize on by using the Fuchs 360 and the Komatsu WA500," said Brandon. "The technology and the reliability of the new Fuchs material handlers, as well as the consistent performance of the Komatsu loaders, allows us to put as many hours as we need on them with minimal maintenance and maximum comfort of mind that problems aren't going to arise."

The Haverhill facility has become a key location for processing non-ferrous and ferrous metals, with the newly added capability of rail transport

for 18 railcars, enhancing the company's logistical reach. The Komatsu WA500's high-lift bucket with an internal scale package is especially useful when loading uniform material over rail, according to Brandon.

Eric added, "This rail yard enables us to distribute materials directly to mills nationwide, providing us with a significant competitive advantage."

Support from C.N. Wood

When deciding which equipment to add to its facilities, Windfield relies on its partnership with C.N. Wood Co. Inc., especially sales representative Mike Garnass.

"Mike's been a great consultant to us, especially as we developed the rail yard last year, which was something that was completely new to us," commented Brandon. "C.N. Wood's done a great job as far as actually being consultants — not just sales reps. They help us find the right pieces of equipment that fit our yards, fit our volume, do exactly what we need, and are maintainable."

Eric added, "Mike's done a great job with us and really managing what our true needs are — not going too small, not going too big. It's been a great fit."

Continued...

'C.N. Wood has been prompt and transparent'

... continued

The partnership has led Windfield into new territories, such as incorporating the Komatsu WA500 into its fleet, a decision that Brandon describes as a significant risk that paid off.

"Taking a leap of faith on the Komatsu WA500, on Mike's recommendation, proved to be the

right choice for our needs," remarked Brandon. "We haven't owned Komatsu machines before, so as far as preventative maintenance goes and just daily upkeep, they've helped a lot as far as knowledge base on how we can maintain this investment we've made. C.N. Wood has been prompt and transparent when it comes to actually servicing our equipment. It's this level of trust and proven reliability that has us discussing future purchases with C.N. Wood."

C.N. Wood's involvement goes beyond equipment sales, playing a crucial role in the planning and execution of Windfield's projects.

"They've been really involved, especially in projects like our rail yard," said Brandon. "C.N. Wood came in, Mike especially, and helped us feel comfortable with the decisions we're making as far as equipment goes and the yard layout to make sure that the operation was as optimized as possible. Mike's expertise saved us countless hours of research and helped us make informed, confident investment decisions."

Plans to grow

Windfield's vision for the future is ambitiously set on expansion and diversification. The firm plans to broaden its operational footprint, focusing primarily on the East Coast.

"The future for Windfield is all about growth," Eric described. "We're looking to expand our divisions more into the regional aspects of the country, focusing on areas where we can make the most impact. Our goal is to team up with the right customers and vendors, ensuring we have a strong management team and reliable partners to open up new yards and facilities annually, starting with Tampa and working our way back north."

Windfield's future strategy includes not just physical expansion but also preparing for potential market consolidation. This approach is rooted in leveraging Windfield's specialized knowledge base and diversified business model, distinguishing it in a competitive industry landscape. As Windfield moves forward, its focus on building up knowledge bases and carving out niches in each department underscores its commitment to not only survive but thrive in the evolving recycling industry, ensuring a future of sustained growth through strategic partnerships. ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Your results may vary.*



(L-R) Windfield's Eric Tetler and Brandon Tetler work closely with C.N. Wood's Mike Garnass to find the right equipment for Windfield's facilities.

Windfield utilizes its new Komatsu WA500 wheel loader to efficiently load rail cars and maintain yard orderliness.



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Leveraging tax-advantaged machinery purchases

Bonus depreciation drops to 60%; machinery must be purchased and placed into service by midnight Dec. 31, 2024

Bonus depreciation encourages businesses to invest in new equipment and machinery by providing a tax incentive.

This year, bonus depreciation dropped to 60% under the Tax Cuts and Jobs Act of 2017.¹ Bonus depreciation is available for both new and used equipment bought and placed into service by the end of the year.² Eligible qualified property includes depreciable assets that typically use the Modified Accelerated Cost Recovery System (MACRS) with a recovery period of 20 years.²

Higher amounts for Section 179

There is no limit on the amount of a bonus depreciation. It can be used in conjunction with Section 179 expensing, another tax savings vehicle with a cap.³

The Section 179 deduction limit was raised to \$1,220,000 for 2024, an increase of \$60,000

compared to 2023.³ After that amount, the expensing percentage begins to reduce. This year's total equipment purchase limit is \$3,050,000, up from \$2,890,000 last year.³

Bonus depreciation, which is generally taken after the Section 179 spending cap is reached, will continue to phase down from 60% in 2024 to 40% in 2025, 20% in 2026 and 0% in 2027.¹ ■

Editor's Note: This article is for informational purposes only. To learn more about these tax savings, contact your tax adviser or equipment dealer for more information.

1. <https://www.irs.gov/newsroom/tax-cuts-and-jobs-act-a-comparison-for-businesses>

2. https://www.irs.gov/publications/p946#en_US_2023_publink100078241

3. https://www.irs.gov/publications/p946#en_US_2023_publink100097624

You can take 60% bonus depreciation on eligible new and used equipment purchased and placed into service by midnight on Dec. 31, 2024.





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Reputation for reliability

Earthworks Site Development & Utilities Inc. completes projects quickly and accurately with GPS-equipped machines



Christopher Etre,
President



Crystal Etre,
Vice President

Founded by Christopher Etre and his wife, Crystal, in the early '90s, Earthworks Site Development & Utilities Inc. is the result of Christopher's childhood passion for big machines, building things and seeing something come together.

"When he was a kid, he started by weeding at his grandfather's apartment buildings, then moved on to cutting lawns," Crystal shared. "By high school, he had two full-time crews working for him. That experience laid the foundation for what Earthworks is today."

Christopher highlighted Earthworks' versatility, which allows the company to tackle projects of varying scales and complexities.

"We handle site development for new home constructions, commercial buildings like supermarkets and retail box stores, new road construction, and municipal projects such as water main and sewer repairs," explained Christopher. "We even take on backyard drainage jobs."

The family business prides itself on a dedicated team of eight employees, preferring to keep a close-knit and efficient operation.

"We used to have 14, but this smaller size allows us to maintain quality and enjoy our work more," Christopher elaborated. "We have great people who work with us. Everybody enjoys coming to work because we all get along and want to do the job the right way, so my goal is to keep doing what we're doing at our current size."

Operating primarily within a 10-mile radius of Upton, Mass., Earthworks has built strong relationships with local municipalities and businesses.

"We do most of our work in Upton, Shrewsbury and Grafton," stated Christopher. "Our reputation for reliability has earned us repeat business from clients who appreciate our integrity and efficiency."

Recently, Earthworks completed the sitework at a new home build in Stow.

"We finished the job in about three weeks," Christopher noted. "In that time, we completed the sewer, water and drainage work around the foundation, imported around 1,500 yards of fill, and prepared the site for the framers to begin working."

GPS equipment

A significant factor in Earthworks' efficiency is its commitment to GPS technology. The company's equipment fleet includes a Komatsu D39PXi-24 Intelligent Machine Control (IMC) dozer and a Komatsu PC238USLC-11 excavator equipped with Komatsu Smart Construction 3D Machine Guidance.

"Almost all our machines have GPS," Christopher commented. "The technology allows us to complete projects faster and more accurately, reducing dependency on engineers. For instance, our Komatsu PC238USLC-11 excavator with Komatsu's GPS kit helps us dig trenches with exact slopes while operating in tight spaces, minimizing material waste and ensuring safety. Having GPS technology on a tight tail swing machine is key for our line of work."

According to Christopher, the GPS-equipped machines allow Earthworks to do any project with confidence.

"You know you're on grade because the 3D model is right in front of you," said Christopher.

Earthworks utilizes a Komatsu PC238USLC-11 excavator equipped with Komatsu Smart Construction 3D Machine Guidance to access tight locations and maintain grade while excavating.





▶ VIDEO

With a Komatsu D39PXi-24 Intelligent Machine Control (IMC) dozer, Christopher Etre grades a driveway entrance.

"The GPS technology offers peace of mind because you can do projects so much quicker. I would say on average, we can do a project 30% faster than most of our competition because my guys don't need to stake. With a company of eight people, we're able to do a lot of work in a period of a year. We probably do what I would say most companies with probably 12 or 15 people are doing, thanks to our GPS technology."

In addition to the Komatsu equipment, Earthworks utilizes a BOMAG BMP 8500 compactor. The remote-controlled machine allows an operator to backfill trenches and compact material from a safe vantage point.

"Using remote-controlled equipment like our BOMAG compactor keeps our crew out of dangerous situations," stated Crystal. "We can keep our crew out of ditches or work between footings and other tight spaces a traditional roller can't reach. It's about working smarter and safer."

C.N. Wood support

For Earthworks' equipment needs, the company depends on support from C.N. Wood Co. Inc. and

sales representative Matt Rainha. According to Christopher and Crystal, the partnership extends beyond a business relationship.

"The service we get from C.N. Wood is fantastic," Christopher praised. "Whenever we need something, they're right there. Matt Rainha and the rest of the team are always responsive and helpful whenever I or my team have a question. I can't say enough great things about Matt Rainha."

Crystal echoed her husband's sentiments, commenting, "C.N. Wood is great to deal with. They handle parts, paperwork and any issues promptly, making our job much easier. Their commitment to customer service mirrors our own values."

Financial stability is another cornerstone of Earthworks' operations. By utilizing Komatsu Financial, the company can quickly add new equipment as needed.

"Komatsu Financial is awesome, and they've been phenomenal to work with," Christopher declared. "They offer flexible terms and quick turnarounds, ensuring we



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Continued...

'Integrity is at the heart of everything we do'

... continued

can keep our equipment up to date and functioning optimally."

Great life

Looking back on Earthworks' journey, Crystal reflected on her experience as a woman in the construction industry.

"It's allowed me a great life," she shared. "I have been able to work and play with my best friend. I enjoy the interactions and challenges. I've met many great people and learned a lot. Our customers and vendors respect us

because we treat them with the same integrity and commitment we expect."

With a simple yet profound philosophy, Christopher concluded, "Integrity is at the heart of everything we do. When you look out for your customer's best interests, everything else will fall into place." ■

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One of Earthworks' crew members remotely operates a BOMAG BMP 8500 compactor.



(L-R) Earthworks' Christopher Etre relies on support from C.N. Wood's Matt Rainha.

Earthworks completes the sitework at a new home build in Stow, Mass.



Bring 3D to conventional excavators

Drive productivity by giving operators high-precision data with Komatsu's Smart Construction 3D Machine Guidance

Are you looking for an easy way to improve your conventional excavator's grading performance? Access to 3D advantages offered by Komatsu's Smart Construction 3D Machine Guidance can help by quickly providing operators with the latest design data, effectively measuring payload volume and load counts as well as monitoring production from the office.

Smart Construction 3D Machine Guidance is an entry-level technology solution that brings 3D to conventional excavators, giving operators in the field and managers in the office access to 3D design and topography data that help drive accuracy and promote optimized operations. Using a global navigation satellite system, a machine can determine where it is on the job site and what the target grade is as well as eliminate the need to set up a laser or bench every time the machine moves.

"3D Machine Guidance is an indicate-only system that plays nicely between a standard excavator and Komatsu's Intelligent Machine Control excavators with factory integrated semi-automatic grade control," explained David Yim, Solutions Manager for 3D Machine Guidance with Komatsu's Smart Construction team. "A major benefit of 3D Machine Guidance is that the operator can dig only what's needed, so there's no wasted production and reduced material handling. That allows the operator to be more efficient, saving time and money in the operation."

3DMG Basic, Steer To Indicator

Yim noted that Smart Construction 3D Machine Guidance — formerly Smart Construction Retrofit — has new features such as 3DMG Basic that will eliminate the need for a project file.

"After a project has been localized, an operator can touch the bucket to the ground to create a flat plane surface directly from where the cutting edge is," said Yim. "They can also touch point A then point B and create a sloping surface. Another new feature is the Steer To Indicator that offers horizontal guidance along with vertical guidance. That's a powerful tool for those working in utility applications."

Smart Construction 3D Machine Guidance helps lower the costs of bringing technology into your operations with compact and modular kits that fit most sizes of Komatsu excavator models, including the HB365LC-3 hybrid excavator.

"It is now available as a factory-installed option on new machines or as an add-on through your Komatsu distributor," Yim indicated. "3D Machine Guidance can also be installed and used on many OEM brands of excavators. We encourage anyone who's looking for a system that will improve the production and efficiency of their conventional excavators to contact their distributor about adding 3D Machine Guidance." ■



Watch the video



Komatsu's Smart Construction 3D Machine Guidance is an entry-level technology solution that brings 3D to conventional excavators, giving operators in the field and managers in the office access to 3D design and topography data that help drive accuracy and promote optimized operations.

► VIDEO



Showcasing the latest innovations

C.N. Wood highlights diverse range of machines at the CASHO 2024 Equipment Show



Ed Beauregard,
Sales Representative,
C.N. Wood



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The Connecticut Association of Street & Highway Officials Inc. (CASHO) 2024 Equipment Show, a much-anticipated annual event, brought together key decision-makers in the construction and environmental equipment industries at the New Life Church in Wallingford, Conn. This year's event showcased an impressive lineup of cutting-edge machinery, attracting municipalities from across the state. The show serves as a vital hub for showcasing the latest innovations and fostering relationships within the industry.

"It's important to display your different lines of equipment that you carry for all the manufacturers that you have," said Ed Beauregard, a sales representative for C.N. Wood. "Rather than trying to bring the equipment around to all the different customers, here you can have all of your customers come and see all your lines in one day."

One of the standout pieces of equipment on display was the Elgin Broom Badger,

a non-CDL sweeper that has quickly become a favorite among municipalities.

"The Elgin Broom Badger is a newer product for Elgin and C.N. Wood," noted Beauregard. "We also have the Elgin Pelican, which is one of the most popular sweepers that you'll see around the country. Of course, the ever-popular Elgin Broom Bear has been synonymous with sweeping in the state of Connecticut for a long time. We're excited to offer our customers different sweeping options to find the best fit for their operation."

In addition to sweepers, the show featured a versatile trackless machine. Functioning as a valuable asset for municipal operations, the unit offers compatibility with multiple attachments, from snowblowers to over-the-rail mowers or finish-cutting mowers.

Vector is known in the industry as the most dependable, safest and most productive combination vacuum truck, so a Truvac TRXX hydro excavation trailer was showcased

C.N. Wood's Connecticut team is ready to assist customers at the CASHO 2024 Equipment Show.





▶ VIDEO

C.N. Wood displays various machines at the CASHO 2024 Equipment Show, including the above TruVac TRXX hydro excavation trailer, a Komatsu PC30 excavator, and a Komatsu WA200 wheel loader.

as well. It allows the operator to dig with high-pressure water or high-pressure air.

"The benefit of that is that you're able to dig around fiber optic or gas lines safely compared to the old style of excavation on fiber optic lines," explained Beauregard.

The show also featured a fully outfitted camera truck equipped with advanced systems for inspecting sewer lines and catch basins. This technology is crucial for maintaining infrastructure integrity and ensuring public safety. C.N. Wood's facility in North Haven, Conn., was recently outfitted with state-of-the-art equipment to service camera inspection systems.

Lastly, C.N. Wood displayed a Komatsu PC30MR excavator and a Komatsu WA200 wheel loader.

Great event

Reflecting on the event's importance, Beauregard emphasized C.N. Wood's commitment to quality and service.

"C.N. Wood's been around for a long time," commented Beauregard. "We're a dedicated dealer that prioritizes service and support for our customers. We have a large parts inventory, so we're able to get you up and running right away because of our service and our parts department."

Beauregard concluded, "We appreciate all of our customers who took time out of their day to stop by and check out our equipment or have a conversation. CASHO is a great event, and we look forward to continuing our participation in the future." ■



The CASHO 2024 Equipment Show features an Elgin Pelican sweeper.



Local customers gather around the C.N. Wood tent to learn more from C.N. Wood's knowledgeable team.

Optimize your operations with technology

Smart Construction solutions can help you increase productivity, track it and make faster critical decision

Technology use in the construction industry has grown rapidly during the past decade and includes both on-machine technology as well as software designed for each stage of project management. Choosing the right technology to move your business forward comes with many questions, and the correct answers depend on what technology your company has already adopted.

Komatsu has long been a technology proponent. It was among the first manufacturers to incorporate telematics into its machinery, with its Komtrax remote monitoring system that enabled customers to monitor fuel usage, idle time, location and more. During the past two decades, Komtrax has expanded to include additional comprehensive information that helps with proactive fleet management, to help reduce downtime as well as owning and operating costs.

"For our customers, Komtrax was a great introductory option down the technology path, and it continues to be a great feature," said Jason Anetsberger, Director of Customer Solutions,

Komatsu. "On our new machines, it's easily accessible through our My Komatsu platform and lets you monitor any piece of equipment."

Anetsberger continued, "Now, the question is: what's the next step that is right for you in this technological journey? Fortunately, we have many Smart Construction solutions depending on where you are at the moment. We offer solutions that can support a small operation that is currently not using any technology, as well as solutions for large multinationals that have fully embraced machine control and project management systems."

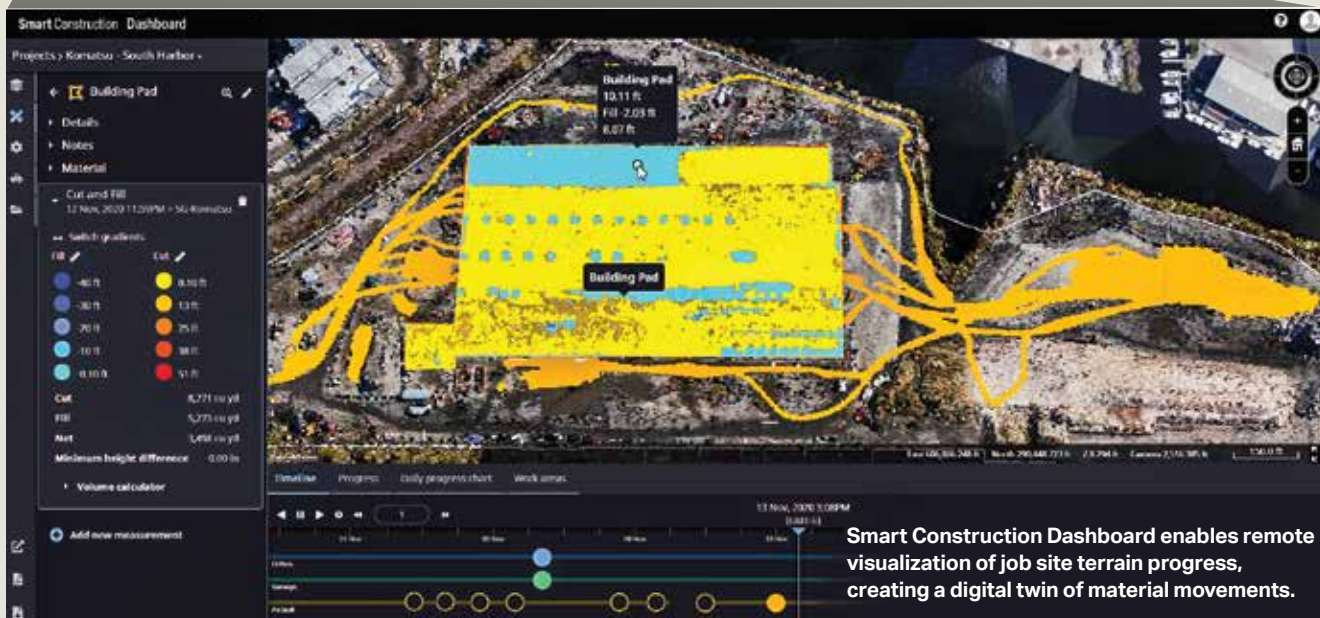
Anetsberger provided some helpful tips for how to determine which Smart Construction solutions could be beneficial and when the right time to add them is. All of the solutions can be accessed and viewed through your My Komatsu account.

No solutions? IMC is a good introduction

If you are not using any of Komatsu's Smart Construction solutions, Intelligent Machine Control (IMC) dozers and excavators may be a good starting point, according to Anetsberger. When Komatsu introduced its first IMC dozer more than a decade ago,



Jason Anetsberger, Director of Customer Solutions, Komatsu



Smart Construction Dashboard enables remote visualization of job site terrain progress, creating a digital twin of material movements.



Intelligent Machine Control (IMC) dozers can help increase productivity. For those looking for an introduction to Smart Construction, IMC equipment may be the best fit.

it was the original Smart Construction solution. Several new models and next generation machines have been added that feature fully factory-integrated GPS machine control, which helps increase productivity and efficiency by reducing surveying and staking costs and eliminating the masts and cables of traditional aftermarket GPS add-on systems.

With seven sizes of IMC dozers, ranging from the 105-horsepower D39i-24 to the 354-horsepower D155AXi-8, there is a fit for practically every construction site application. The IMC 2.0 dozers have advanced features such as proactive dozing that enables operators to cut/strip automatically from existing terrain as well as lift layer control, tilt steering control, and quick surface creation.

On the excavator side, there are IMC machines ranging from the 20-ton-class PC210LCi-11 to the 50-ton-class PC490LCi-11. All have semi-automatic functions that go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface. Once target elevation is reached, even if the operator tries to move the joystick to lower the boom, the excavator doesn't allow it, reducing wasted time and the need for expensive fill material.

IMC 2.0 excavators feature bucket angle hold control, which automatically holds the

bucket angle to the design surface during arm operation. It's less fatiguing for operators, so they can be more productive, and it produces a better finish-grade surface. Plus, auto tilt bucket control assists operators by aligning the bucket parallel with the slope, so that finish grading can be accomplished without needing to align the machine with the target surface. Testing has shown that these latest generation models help improve accuracy by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

"We have more than a decade of proven success with IMC machines saving time and material costs, to help increase profitability," said Anetsberger. "IMC was our first Smart Construction solution, and we have built a suite of additional beneficial solutions, including our Smart Construction 3D Machine Guidance for standard excavators. This technology is a good entry-level system for someone who may be considering GPS but is not ready to fully commit to integrated machine control."

Smart Construction 3D Machine Guidance is an add-on, indicate-only system that offers many of the benefits of IMC. It's three-dimensional, so operators get the advantage of seeing where they are on a project, as well as their relation to target elevation. They can set audio alerts that

Continued...

'Easy to implement, user-friendly'

... continued

change tone the closer they get to finish grade. That, along with the visual representation on the app, helps keep operators from digging too deep, saves time and lowers costs.

From site to office and vice versa

Additional Smart Construction solutions can help customers better manage their projects from pre-bid to final close out.

"Knowing which one to use is a matter of assessing your goals," Anetsberger stated. "Do you want faster, more accurate mapping and progress tracking? Do you want to move to 3D digital plans and combine drone data with 3D design data to confirm quantities? Do you want better labor management and cost tracking and to be able to do it remotely?"

A couple of solutions Anetsberger suggested for those who now have IMC machines are Smart Construction Remote and Smart Construction Dashboard. Remote allows users to remotely send design files to targeted machines in the field and remotely support operators without driving to the job site, saving time and fuel expenses. With remote access, contractors can help their operators troubleshoot issues in real time by viewing the same visuals as in the machine.

To help users with tracking cut/fill progress, Dashboard allows remote visualization of job site terrain progress, with the aim to have a

digital twin of the job site material movements. It combines data from multiple sources into one comprehensive picture and provides a 3D graphic visualization of all design, drone and machine data to measure cuts/fills, quantities and productivity. Users can confirm pre-bid and topographical map data, track site progress in near real time, document job site conditions as evidence for change orders, and quickly and easily measure quantities.

"Dashboard and Remote are complementing solutions to IMC," said Anetsberger. "The visual representation and the ability to track job site progress more easily from practically anywhere, can lead to faster decisions and potentially better bottom-line outcomes. They are easy to implement, user-friendly, and the cost savings have been significant for companies using them."

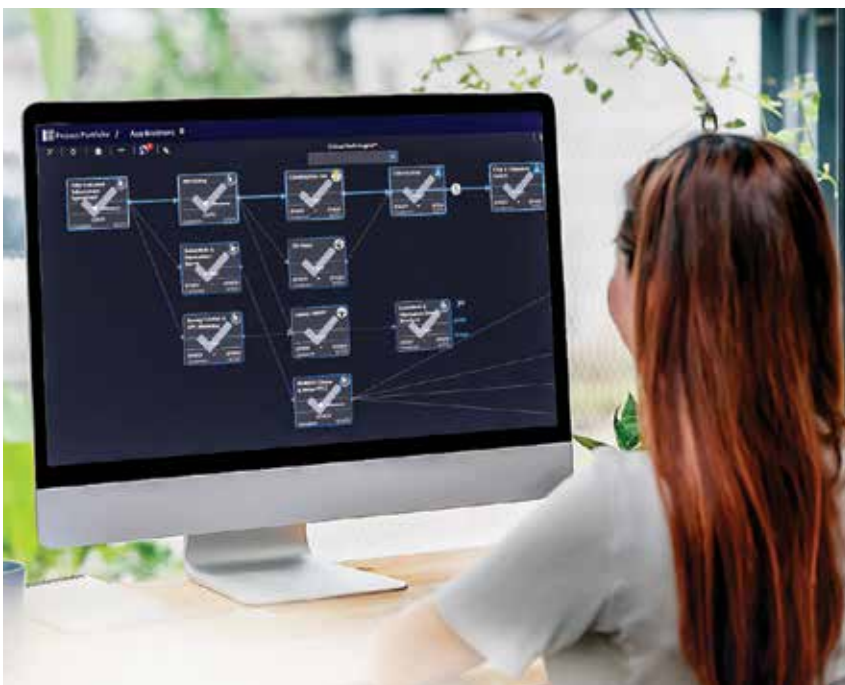
Further building your solutions portfolio

As any project manager knows, job sites often evolve and plans change, which makes staying on schedule and on budget a challenge. Smart Construction Office is a project scheduling and management solution that serves as a central hub for all your jobs and can help replace manual production and cost tracking with streamlined daily automation. It delivers timely updates, insights and auto-forecasting schedules, and cost estimates throughout a project's life cycle.

"Office is a project management tool that gives you reliable forecasting and insight into budget versus actual costs," explained Anetsberger. "Another consideration is Smart Construction Field, a mobile app that uses data to track spending and allows contractors to quickly view current conditions and progress. You can break it down by labor, equipment, materials, receipts, timecards, and much more. Both Office and Field are brand-agnostic, so they can be a great solution for contractors with mixed fleets."

Additional Smart Construction solutions include Design, Drone and Fleet, which can help replace paper plans with digital files, accurately map job sites, and collect data for fleet optimization.

"There are so many easy ways to implement technology solutions into your operations," concluded Anetsberger. "We encourage anyone who wants to streamline and optimize their operations to learn about Smart Construction solutions by talking to their distributor about how to get started." ■



Smart Construction Office is a project scheduling and management solution that serves as a central hub for all your jobs.



Technology to help you work smarter



Maximize productivity on your job sites with advanced automation technology. **Komatsu's Intelligent Machine Control (IMC)** can help you get the most from your machines, crew and carefully designed plans.

- Get new operators up to speed quickly
- Go from mass excavating to finished grading faster than ever
- Helps eliminate potential damage to design surface
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KOMATSU

Effectively implement equipment

Customers learn how Komatsu products can help improve efficiencies and performance during Demo Days



Andrew Earing,
Director of Operator
and Technical
Training,
Komatsu



Eli McDonald,
Equipment Coordinator,
Reece Albert Inc. and
CSA Materials Inc.



Dan Earley,
Co-owner,
LEI

Learning about what equipment can do provides valuable insights into how it can help your operations. The ability to experience a machine for yourself from the operator's seat takes it to another level. Komatsu gave attendees opportunities to do both during its recent Demo Days event at its Cartersville Customer Center in Georgia.

More than 30 products were available for customers to see up close and operate, ranging from compact excavators to large construction, demolition, forestry and mining machines. Representatives from Komatsu and Komatsu affiliates Montabert, Lehnhoff and Hensley Industries provided insight on how to effectively implement the equipment and attachments into attendees' operations.

Komatsu Smart Construction and Smart Quarry representatives had display areas set up to provide information on solutions available for job site management such as Smart Construction Remote, Office, Field and Drone, as well as Smart Quarry Site and Smart Quarry Study. My Komatsu representatives provided information about Komatsu's central hub for fleet management.

"What we're hoping our customers take away is our dedication to them and their business," said Andrew Earing, Director of Operator and Technical Training at Komatsu's Cartersville Customer Center. "We have more than 100 Komatsu employees here, ranging from service engineers to product management, to answer questions and listen to customers in an effort to learn more about their needs and how Komatsu can help them improve their job site efficiencies."

Komatsu product managers conduct informative walk-arounds of equipment to provide insights about each machine's features and benefits.



Mix of equipment

Each day began with informative presentations about equipment, Smart Construction solutions and Smart Quarry solutions that Komatsu offers to increase productivity, efficiency and sustainability. Hands-on operation followed, letting customers operate a mix of standard and Intelligent Machine Control (IMC) equipment in working environments on the 38-acre site.

"It's neat to see all the yellow iron together, from motor graders to dozers to excavators, loaders and the intelligent machines," said Eli McDonald, Equipment Coordinator for Reece Albert Inc. and CSA Materials Inc. in San Angelo, Texas. "It's rare to see this many assets in one spot. I hope to take away the knowledge to go back and reassess our fleet and improve our operations."

IMC 2.0 dozers ranging from the D39EXi-24 to the D71PXi-24 and IMC 2.0 excavators ranging from the PC210LCi-11 to the PC490LCi-11 — all of which are equipped with factory-integrated GPS machine control — were highly popular during the event. Customers could also operate a PC138USLC-11 with 3D Machine Guidance, a Smart Construction solution that brings 3D to most conventional excavators and gives operators in the field and managers in the office access to 3D design and topography data that helps drive accuracy.

"Our big excavators are 90% Komatsu, including IMC machines, and we also have IMC dozers," said Dan Earley, a co-owner of LEI in Rapid City, S.D., noting that his company also uses Komatsu's Smart Construction Office and Dashboard. "It makes my operators way more efficient. There's so much data in there we can collect and see where production is on a daily basis. Now, with Office and Dashboard, we can see in real time what was done that day. Did we get enough moved? The information is invaluable. I appreciate coming down here and getting to run what we want. I hope to keep coming back. This is a great event."

Hybrid highlight

Komatsu also featured its HB365LC-3 hybrid excavator that delivers eco-conscious performance as energy is captured during swing and stored in the ultracapacitor. When swinging, all available hydraulic power is sent to the boom, arm and bucket for improved cycle time, reduced fuel consumption and increased production.



► VIDEO

Customers test out various machines during Demo Days at Komatsu's 38-acre demonstration site in Cartersville, Ga.

"It seemed like it was stronger on the swing and something that I think we would really like in our company," said Troy Henderson, a part owner of KTA Construction in San Diego. "Being in California with the emissions that we have to deal with, the hybrid is a great choice to improve our fleet and reduce emissions."

Harry Olsen, the chief operating officer and a co-owner of Hugo Tree, a company that does land clearing, sitework and demolition in Hugo, Minn., commented, "With the hybrid specifically, I really like that the fuel consumption has dropped down. I think one of the things Komatsu's always done really well is made a very efficient, smooth machine, and I think the hybrid is the next evolution. We do a lot of stacking and material handling, so being able to have that very finite swing is nice. It's efficient."

Learning opportunity

Additionally, there were demonstrations of Komatsu's new PC490HRD-11 high-reach demolition excavator equipped with a K100 boom change system that allows for hands-free boom changes from the cab of the machine, as well as a soon-to-be-available Komatsu PC360LC-11 straight boom demolition machine. Attendees could also check out demonstrations of Komatsu's Smart Construction Drone and Komatsu's RF-5 reclaim feeder.

"One of the things we are proud of here is we let customers get in the equipment, touch the quality, feel the performance and get the full experience of our product, but Demo Days is about more than that," stated Earing. "It's an



(L-R) C.N. Wood's Craig Schoen and Matthew Rainha explore Demo Days with E.W. Sykes' Clint Sykes and Paul Smith, Cirone Construction's Mario Iacune and Tyler Iacune, and C.N. Wood's Charles Venezia.



Komatsu's HB365LC-3 hybrid excavator delivers eco-conscious performance as energy is captured during swing and stored in the ultracapacitor.

opportunity for both us and our customers to learn more about each other. It's a great platform and venue to connect with our customers and truly understand their needs." ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*



Troy Henderson,
Part Owner,
KTA Construction



Harry Olsen,
COO/Co-owner,
Hugo Tree



Watch the video

Updated My Komatsu

New features improve fleet management to help you get the critical information you want in fewer clicks

Fleet management is essential to maintaining your equipment's health. Properly maintained equipment helps increase uptime and lower overall owning and operating costs. Staying on top of fleet management can be challenging, especially if you are still relying on end-of-day field reports or drives to the job site to check hour meters.

Digital solutions such as My Komatsu can change the game by giving you real-time machine data that can be accessed from practically anywhere, as well as tools that give you the capability to order parts and more. Recent updates make it easier to navigate, so you can quickly get the information you need to help make proactive fleet management decisions.

"Filtering capabilities have been updated to help users more quickly access the information they are looking for," said Andrew Casey, Digital Solutions Analyst, Komatsu. "It's more like a dashboard where you can get information in fewer clicks, which is something our customers wanted. Using

their feedback, we made changes to make the interface more user-friendly. Customers who already have a My Komatsu account will see the updates automatically."

Casey said one of the priorities based on customer feedback was a redesign of the My Fleet page, emphasizing that its substantially different look and easier navigation enable users to see their entire fleet of registered machines all on a single page without having to go through multiple tabs.

"We also expanded the ability to filter by idle time percentage, SMR range, model type, manufacturer, and much more," Casey added. "A new sync map feature lets users zoom in on a particular territory, click the sync map to list button, and see machines just in that territory."

Component tracking capability

Another major change is the addition of component tracking, according to Casey. The new functionality allows users to monitor component health, so they can more proactively plan for replacements.

My Komatsu updates include easier navigation, so you can access information more quickly.





My Komatsu lets you monitor your fleet from anywhere at any time and helps optimize fleet management — with real-time data that can help you make proactive decisions.

"Users can set an interval based on last service date or SMR hours of the machine, then create an alert that notifies them when a component is due for replacement," Casey explained.

Machine health and fleet monitoring are now easier, faster and more efficient with new alerting features, including additional alert types for abnormality codes, coverage, Komatsu Oil and Wear Analysis (KOWA) samples, and more. Consolidated and customizable views of your alerts can be set with the alerting dashboard. With My Komatsu, you can choose how to receive notifications — by web, mobile app, email or SMS.

Telematics information (Komtrax) in My Komatsu remains a vital feature that works with Komatsu and other brands that you have registered in your My Komatsu account. You can view machine location, fuel consumption, and machine health, which includes maintenance history.

Additional features available in My Komatsu include:

- **Publications** – View parts and support manuals for your machines
- **E-commerce parts stores** – Easily order parts and solutions that you can pick up in store, have shipped to your shop, or get delivered directly to your job site
- **Digital solutions** – Sign up for and access your Smart Construction accounts such as Dashboard, Design, Drone, Field, Fleet, Office and Remote

If you don't already have a My Komatsu account, you can sign up for one by visiting <https://mykomatsu.komatsu>. Once you have an account, your dealer can help you get set up and work with you on how to best utilize the platform.

"Proactive fleet management results in less downtime because you have a clear picture of your equipment's health at all times," said Casey. "You can better plan for routine service and component changes, address excess idle time, train your staff, monitor job sites and machine performance, schedule part orders, and much more." ■



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Manufacturer/Model	Stock No.	Year
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EXCAVATORS - CRAWLER

Komatsu PC78US-10	C007177	2018
Komatsu PC88MR-10	C004879	2016
Komatsu PC228USLC-10	C007696	2015
Komatsu PC290LC-10	C007674	2014

EXCAVATORS - WHEEL

Caterpillar M313D	C008466	2014
Gradall XL5200	C007734	2004
Hitachi ZX220W-3	C008206	2012
Volvo EW210D	C006493	2013

OFF-HIGHWAY TRUCKS

Terex TR35	C007091	1999
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SWEEPERS

Elgin Megawind	E001369	2010
Elgin Pelican	E001040	2002

MATERIAL HANDLERS

Fuchs MHL331F	FU0020	2023
Fuchs MHL360F	FU0016	2023

Manufacturer/Model	Stock No.	Year
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DOZERS

Caterpillar D4K2 XL	C008707	2020
Deere 700K LGP	C007147	2014
Komatsu D39PX-24	C003403	2019

ASPHALT EQUIPMENT

Bomag BW145D-5	C035657	2019
Bomag BW190AD-5	C000660	2021

WHEEL LOADERS

Deere 624K	C008573	2014
Hyundai HL760-9A	C006369	2014
Komatsu WA500-1LE	SP1R60162	1995

MISCELLANEOUS EQUIPMENT

ASV POSI-TRACK RT75	C008036	2020
Bobcat T76	C008725	2021
Shuttlewagon SWX420	C002833	2022
Terex Finlay 883+	C004018	2023
Terex Finlay TC80	C004068	2023
Vactor 2115PD	BWS0730	2012



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