

Wood Works

Cioffi Excavating Services Inc.

New York-based company specializes in full-scope site development



From groundwork to GPS

Cioffi Excavating Services Inc. advances jobsite speed and accuracy with Komatsu IMC equipment and C.N. Wood's trusted support



Jerry Cioffi,
Owner and CEO



Dominic Cioffi,
Co-owner

Cioffi Excavating Services Inc. started with one crew and a straightforward goal: get the work done right and keep moving. Founded by Jerry Cioffi in 1990, the Stony Point, New York-based company has grown to 60 field employees and runs more than 20 active projects each week across Rockland and Westchester counties, as well as Bergen County in New Jersey. Over the last three decades, Jerry has built the company by staying hands-on and adapting to changing jobsite demands.

"We've had our ups and downs, but we keep going because we work hard and have great people around us," said Jerry Cioffi, owner and CEO. "We strive to give the best product we can, and our customers see that every time we show up."

With a dedicated team of hardworking and experienced employees, Cioffi Excavating Services self-performs a wide range of site

development jobs, including excavation, underground utilities, concrete, curbing, paving and grading. From apartment complexes to assisted living facilities and commercial sites, the team consistently pushes jobs forward with speed, accuracy and the right equipment for the work.

"We strive to give the best product we can, and our customers see that every time we show up."

*- Jerry Cioffi,
Owner and CEO,
Cioffi Excavating Services Inc.*

"Our employees are a key part of our success," commented Jerry. "Guys like our mechanic Nick and our operator Jaier have been with us for a long time. They all put a lot of effort into making sure that we're doing the right thing for our customers."

Today, Jerry's son, Dominic Cioffi, helps lead the business as a co-owner. He brings a new perspective to a company grounded in experience.

"I grew up running equipment and learning from my dad, and now I get to help carry it forward," stated Dominic. "We're always looking at how to work smarter, faster and better."

IMC helps improve speed

To enhance efficiency, Cioffi Excavating Services has modernized its fleet in recent years, investing heavily in Komatsu intelligent machine control (IMC) equipment by partnering with C.N. Wood Co. Inc.

"Our first IMC machine was the Komatsu PC360LCi excavator," recalled Dominic. "Now, we have two 360LCi machines, a D61PXi-24 dozer and a PC210LCi excavator. We use them on almost every job — they're an invaluable part of how we work today."

Komatsu's IMC system comes factory-equipped with integrated GPS, allowing operators to dig or grade to plan without relying on stakes or setting up external masts on any machines.

"When we bought the first IMC machine, we were skeptical, but once we got one on a job and saw what it could do, we kept

Customer snapshot

Company: Cioffi Excavating Services Inc.

Location: Stony Point, New York

Employees: 60 field employees

Established: 1990

Area of expertise: Full-scope site development, including excavation, utilities, concrete, paving and grading

Komatsu equipment: PC360LCi and PC210LCi IMC excavators; D61PXi-24 IMC dozer; WA200 wheel loader

Komatsu technology: intelligent machine control (IMC)

Cioffi Excavating Services increases productivity with a Komatsu PC360LCi intelligent machine control (IMC) excavator.

► VIDEO





With the Komatsu D61PXi-24 IMC dozer, operators can reach grade without sacrificing power or size.

buying more," said Dominic. "One of our IMC machines can do the work of three standard pieces of equipment."

The company's younger operators quickly adapted to the technology and began completing tasks with more confidence and less downtime.

"We're moving quicker on jobs because of the IMC machines."

*- Jerry Cioffi,
Owner and CEO,
Cioffi Excavating Services Inc.*

"Most of our newer operators grew up on tablets and around video games, so they know how to use technology," explained Dominic. "The machine has the plan and does what the job entails, so it makes it a lot simpler and a lot easier."

With an in-cab monitor displaying real-time location and jobsite layout, operators can grade to spec without continually stopping to check for accuracy.

"You drop the blade or bucket and go," described Jerry. "You don't second-guess your cut because the machine knows where it is at all times. We're moving quicker on jobs because of the IMC machines."



Cioffi Excavating Services relies on its BOMAG BW 211 roller to reach compaction efficiently.

Along with the IMC equipment, Cioffi Excavating Services relies on a standard Komatsu WA200 wheel loader to move aggregate and backfill trenches.

Superior support from C.N. Wood

C.N. Wood helps Cioffi Excavating Services find new machines and maintain productivity. From equipment purchases through sales representative Mike Chason to service support from road mechanics like Craig Sinski, Cioffi Excavating Services appreciates that



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'C.N. Wood has been good to us'

...continued



**Joe Trimarco,
Supervisor**

C.N. Wood's team responds quickly and knows the equipment inside and out.

"C.N. Wood has been good to us," declared Jerry. "We enjoy their partnership and our equipment purchases with them."

"If we need something, Mike is on-site right away," added Supervisor Joe Trimarco. "He's very knowledgeable and helps us with anything."

C.N. Wood's Smart Construction Manager Ed DeLaurentis plays a key role in maximizing the company's use of IMC equipment.

"Ed is the best in the business," emphasized Jerry. "He trains our guys, sets up jobs, troubleshoots problems — whatever we need, he has the answers. He's a huge part of our success in adopting IMC machines and why we continue to partner with C.N. Wood."

"C.N. Wood is always ready to go and takes care of the services when they're needed."

- **Joe Trimarco,
Supervisor,**

Cioffi Excavating Services Inc.

By the numbers

- **20+** active projects are managed each week across Rockland, Westchester and Bergen counties
- **3** machines' worth of work is completed by **1** Komatsu IMC machine, according to Dominic Cioffi



(L-R) C.N. Wood's Mike Chason works closely with Cioffi Excavating Services' Jerry Cioffi, Dominic Cioffi and Joe Trimarco to find the right equipment for their projects.

Cioffi Excavating Services' recent additions include two Cemen Tech volumetric mixers to control concrete pours on its own schedule.



C.N. Wood's Product Support Sales Representative (PSSR) Marco Goodin also works closely with Cioffi Excavating Services, tracking maintenance through Komatsu Care and making sure the equipment is maximizing uptime.

"C.N. Wood is always ready to go and takes care of the services when they're needed," noted Joe. "If we need a part, Marco runs it right down to us no problem."

In addition to Komatsu equipment, Mike has helped Cioffi Excavating Services add Cemen Tech volumetric mixers and a BOMAG BW 211 roller to its fleet.

"We talked through every angle before buying the first concrete truck," remembered Jerry. "Now we have two, and we're pouring on our own schedule instead of waiting around for trucks to arrive on-site. Mike helped improve our efficiency and continues to look for smart solutions because he understands what matters to us."

Staying consistent

As the business continues to evolve, Jerry and Dominic plan to maintain their current pace and focus on jobs that fit their strengths. For the Cioffis, success comes down to doing honest work, staying efficient and delivering results.

"We have a lot of new projects starting up, and I'm content with where we're at," concluded Dominic. "We'll continue to take pride in what we do." ■

**The opinions expressed here are based on the customer's specific experience. Results may vary.*