

WOOD WORKS

A PUBLICATION FOR AND ABOUT WOODCO MACHINERY CUSTOMERS • 2011 No. 1

PETRUCCI CONSTRUCTION

From modeling to construction,
Joe Petrucci's goal is
to keep clients happy

See article inside . . .



Joe Petrucci,
Owner/President

A MESSAGE FROM

THE CHAIRMAN



Dear Valued Customer:

You've probably heard a lot about Tier 4 engines, which substantially reduce emissions. A cleaner environment is something we all welcome. As an equipment user, how the machines perform on the job is equally important to you.

This issue of *Wood Works* includes an article that focuses on the new Tier 4 Volvo wheel loaders which, in addition to being cleaner, are also more productive and more fuel-efficient. The new G-series machines deliver 20 percent more lifting force, 10 percent more breakout force and up to 15 percent better fuel efficiency than the F-series machines they replace. If you're in the market for a mid- to large-size wheel loader, we invite you to try the L150G, L180G or L220G.

If you've never tried Volvo machines, please read the customer feature in this issue on our good customer Joe Petrucci of Petrucci Construction. He likes his Volvo excavators and wheel loaders so much, he's painted his older non-Volvo machines to look like Volvos. I think you'll also be interested to learn how Joe got into the construction business.

Woodco Machinery's Woburn branch and our facilities in Avon, Mass., and Johnston, R.I., are conveniently located and capable of meeting all your support needs with a large supply of replacement parts and a team of trained technicians to make repairs.

At Woodco, we want to be your equipment partner. We think we can help you do more for less. Don't hesitate to call or drop in if you have any questions, or if you just want to see what we have to offer.

Sincerely,
WOODCO MACHINERY



Robert S. Benard
President

**Always looking
for ways to
improve your
bottom line**

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PETRUCCI CONSTRUCTION

Read how a focus on keeping clients happy helped this successful contractor make the leap from fashion modeling to construction.

INNOVATIVE PRODUCTS

Check out Volvo's new C-Series skid steer loaders with a unique single arm and plenty of advantages.

NEW PRODUCTS

Learn all about the new Volvo G-Series wheel loaders that offer more power and better fuel efficiency.

INDUSTRY NEWS

See why Congress may have to consider a shorter-term highway bill.

BRANCH FOCUS

Get to know the folks at Woodco Machinery's Woburn branch and learn how they can serve your equipment, parts and service needs.

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PETRUCCI CONSTRUCTION

From modeling to construction, Joe Petrucci's goal is to keep clients happy



Joe Petrucci,
Owner/President

Joe Petrucci may well be the only construction company owner in the world who comes from a modeling background. Not model cars, model trains or model planes. Just modeling — as in fashion, runways and photo shoots.

“Yeah, there’s probably not too many others like me,” he noted, chuckling. “But it’s really not as weird as it sounds. I was riding my bike on Newbury Street in Boston when a modeling agent saw me and gave me her card. At the time, I was playing college hockey but it was pretty clear I wasn’t going to make that a career, so I decided, what the heck. I wasn’t crazy about college and I didn’t have anything else going on. I’d always been interested in acting and thought this might lead to that. And if not, I’d still see the world and have a great time. Why not try it?”

So Petrucci moved to New York and spent what he calls “eight great years” modeling throughout the world, including all the fashion capitals of Europe. In 1994, he was going to start a family and decided he couldn’t be traveling like that anymore, so he came back home to Westwood, Mass. Because he’d never worked

for anybody else, Petrucci thought he should probably just start his own business.

“I wanted physical, outdoor work,” he noted. “My father was a builder and I’d worked with him growing up, so I knew I wanted to be in the construction industry. To get started, I put up hundreds of flyers offering to mow lawns and I got a bunch of jobs right off the bat. From that point, I just kept adding services.

“To me, business is really about clients and relationships,” Petrucci explained. “You get a job. You do it well. That customer wants you back for their next job. It may be something you haven’t done before, but you want to help your customer and you want to keep him as a client, so you figure it out or you hire somebody who does know how to do it. Bottom line, you do whatever you have to do to get the job done and keep the customer happy.”

Petrucci started doing small-scale landscape construction, an outgrowth of his lawn-mowing business, but he found when he arrived at a site to go to work, it was rarely ready for him. He saw that as an opportunity to do the site work himself.

“That’s how we got to where we are today,” he said. “We offer specialty excavation and paving. We build parking lots, driveways, tennis courts, baseball fields, swimming pools, etc. We do drainage. We plow snow in the winter. Again, we just try to do whatever a client wants us to do. It’s a combination of residential and commercial work.”

Pride in work

Based in Westwood, Petrucci Construction has done work for a virtual “Who’s Who” of Boston-area movers and shakers. Clients have included New England Patriots President Jonathan Kraft, Boston Celtics Co-owner

This Petrucci Construction operator uses a Volvo L70 wheel loader to clear asphalt at a jobsite.



Stephen Pagliuca and former Boston Red Sox star pitcher Curt Shilling. The company also did a project for the "Extreme Makeover: Home Edition" TV show, which included building a replica of Boston's famed Fenway Park in the family's backyard.

"I believe our success is based on the quality of our work and the fact that our clients know we're going to do a job they'll be happy with," said Petrucci. "As a company and as individuals, we care about the final product. We take a lot of pride in our work, as though everything we do has our name on it. You'll never hear anybody at Petrucci Construction say, 'That's good enough, let's move on.' We stay until a job is done right — period. If it takes us an extra hour, an extra day or an extra week — so be it."

Petrucci Construction is not the largest contracting firm in New England, not by a long shot. Counting Petrucci, twelve people work at the company.

"I'm very selective about whom I hire. They're all top-of-the-line people. We don't have much turnover at all. A couple of my guys ran their own businesses before joining me, so they understand the business end as well as the work end, and that's a big help too."

Asked to name his key people, Petrucci names them all. Construction Foreman (and brother-in-law) Tom Mather; Estimator/Designer Gino Pierdomenico; Operator/Foreman Franco Polcaro; Operators/Laborers Ryan Dunn, Vincent Cawley and Corey Mather (Tom's son); Laborers and brothers Gabriel and Victor Mejia; Secretary/Treasurer Nancy Jo Barnett (Joe's sister); CPA Linda Chiavoli; and Office Assistant Erin Kelleher.

"We bid some jobs, but a majority of our work is time and materials," said Petrucci. "We're able to do that because most of our customers are repeat customers. They like the quality of our work. They trust us to be fair and do right by them. And they know there aren't going to be any hassles."

Equipment and a "partner" they can count on

To do the quality of work the company is known for, Petrucci counts on Volvo construction equipment from Woodco Machinery in Woburn,



www.WoodcoWoodWorks.com



Petrucci's foreman and brother-in-law, Tom Mather, often runs the company's Volvo EC160 excavator. "This is the machine that sold us on Volvo and Woodco," said Mather. "It's smooth, comfortable, easy-to-operate and has plenty of power."



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Operator Ryan Dunn uses the Volvo L60F to load trucks at a job in Wellesley, Mass., where Petrucci Construction is rehabbing a parking lot at Babson College. "It's one of the quietest machines I've ever been in," said Dunn. "It's very comfortable, precise and easy-to-use."

Mass. The company owns four Volvo hydraulic excavators from the EC35 (36 hp) up to the EC160 (116 hp) and four wheel loaders from the L20 (55 hp) up to the L70 (168 hp).

"I like everything about our Volvo machines," said Petrucci. "They're fuel-efficient. They're quiet, productive and reliable. We have no breakdowns to speak of. They're also extraordinarily comfortable; for example, they have heated seats, which are great for winter work. Because of the comfort and quiet, our operators are really happy in them. I have a few wheel loaders from when we used to use another brand, and I'm so pleased with our Volvos that I actually repainted all of those old machines in Volvo colors."

Continued . . .



Petrucci Construction focuses on customers

... continued



Operator Vincent Cawley

"Joe and I were at a trade show when I first saw an EC160 excavator," recalled Foreman Tom Mather. "As soon as I got on it, I knew it was what I wanted. That's when we started switching to Volvo. The excavators are easy to operate and highly productive."

"I'm in the L60 front-end loader quite often," said Operator Ryan Dunn. "It's quick and quiet. The hydraulics are precise. Plus, it has great visibility. It's just a really nice machine."

"In addition to the quality of the equipment, we're extremely pleased with Woodco Machinery," noted Mather. "On the parts and service side, they take care of us. And when we need a machine, our Woodco Salesman, Bob Rosa, makes sure we get it right away."

"The great thing about Bob and Woodco is that they're not just about the sale," added Petrucci. "They treat us as partners and want to make sure we get what we need. For example, I called Bob once and ordered a loader. Instead of just ringing up a sale, Bob asked me what I was going to do with it. I told him and he said, 'That's not really what you need. I've got something that will do the job better.' He was looking out for me and giving good advice. I appreciate that. It's a great relationship to have in the business world."

Focus on clients

Petrucci has great relationships with many in the Boston-area building/construction community.

"I owe a lot to some good people who've helped me along the way," he noted. "Danny Pellegrino of J&D Landscape has hired us for some good jobs, as has William Prescott of the A.W. Bannister Company. People like that hire us or recommend us and the word gets out about the quality of the work we do."

Petrucci says he has no interest in growing his company. He's totally content with his company's current size, with the type of work he's doing, and his life in general.

"From the time I left modeling, this is all I ever wanted to do. I love the industry — the creativity, the challenges and the business side. It's very satisfying for me at our current level. I've been asked to do large projects and turned them down because I felt they might swallow my company. I don't want the headaches that come with being a large company. I want to keep it small and tight and just make sure our clients are happy."

"My focus has always been about doing quality work, pleasing customers, and keeping those customers for life. I think all my employees feel that way too. Many of us are family and the rest are like family. As long as we can maintain a solid work load and maintain our reputation as a 'can-do' contractor, we're happy doing just what we're doing." ■



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Petrucci Construction has four Volvo wheel loaders, including this L50F.



Owner Joe Petrucci (left) says he counts on Woodco Sales Rep Bob Rosa. "The great thing about Bob and Woodco is they treat us as partners."

Operator/Foreman Franco Polcaro says he appreciates the blade on the Volvo EC140. "Sometimes we have to push material as well as dig. That's when the EC140 really comes in handy. It's like two machines in one."



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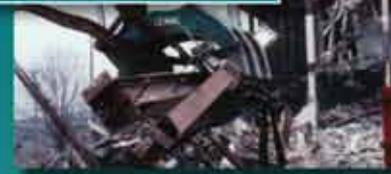
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REVOLUTION IN DESIGN

Single loader arm in Volvo's C-Series skid steer loaders offers significant advantages

The first difference users of the new Volvo C-Series skid steer loaders will notice is the look, but the advantages these five new wheeled and tracked models offer don't stop with the uniquely designed, single, loader arm. When the full lineup of C-Series skid steers is rolled out, there will be three wheeled and two track models available in North America.

With a single loader arm rather than the traditional dual-arm design, Volvo C-Series loaders deliver the same superior loading performance and durability found in a traditional skid steer, while offering improved visibility, safety and enhanced cab access.

Excellent vertical lift makes C-Series loaders ideal for truck loading and a wide range of material-handling applications. Each has good tip height and reach, along with powerful lift capacity, so they are highly efficient in load-and-carry applications, as well as with a variety of attachments, such as forks and augers.

"There's no horizontal cross member, giving the operator excellent visibility to the task at hand. We lowered the arm position, and with no arm on the left side of the machine, side visibility is greater too," pointed out Marcello Bargellini, Product Specialist for Volvo's Utility Line. "Field tests prove the single-arm design provides ample strength and reliability."

The operator's environment offers increased space, comfort and ease of use. All controls and gauges are easy to use and ergonomically placed to provide comfort for prolonged activity. Each model, whether enclosed cab or open canopy, is designed to limit noise.

Unlike traditional loaders, operators enter and exit the cab through a wide-opening side door, eliminating climbing over potentially

muddy, wet or slippery buckets or attachments. That means safer, easier entrance and exit.

"The cab and engine have been shifted to the left, providing balance for the single arm on the right," Bargellini explained. "In every customer demonstration comparing these machines to the competition, the C-Series has come out the clear winner. Across the board, users are impressed with everything the C-Series has to offer." ■

Brief Specs C-Series Skid Steer Loaders

Model	Operating Weight	Horsepower	Tipping Capacity
MC110C	7,476 lbs.	84 hp	4,501 lbs.
MC115C	7,971 lbs.	84 hp	4,501 lbs.
MC135C	8,430 lbs.	92 hp	6,024 lbs.
MCT125C*	10,205 lbs.	84 hp	7,991 lbs.
MCT135C*	10,663 lbs.	92 hp	8,628 lbs.

*track model



The innovative single arm on Volvo's new C-Series skid steer loaders provides better visibility, safety and cab access, while offering superior loading performance and durability compared to a traditional dual-arm design.

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NEW PRODUCTS

NEW WHEEL LOADERS

Greater lift, more breakout force and better fuel efficiency in new Volvo G-series wheel loaders

Volvo's newest line of mid- to large-size wheel loaders, the G-series, features a new engine that meets EPA interim Tier 4 emissions standards. That's important to regulators. More important to equipment owners is the increased performance they'll get from G-series machines.

"The G-series is a huge upgrade," said Blaine Pressley, Director, Volvo Quarry and Aggregates Segment. "The L150G, L180G and L220G deliver 20-percent more lifting force and 10-percent more breakout force compared to the previous F-series. In addition, the new machines are up to 15-percent more fuel-efficient, which is saying something because the F-series was already the most fuel-efficient wheel loader on the market."

One big key to G-series improvement was Volvo's decision to make the Optishift system standard equipment (previously, it was available as an option).

"Optishift is a true difference maker," said Pressley. "It uses Volvo's patented Reverse-By-Brake function to automatically put the transmission in neutral and engine down to idle whenever the operator changes direction (forward to reverse or vice versa). Obviously, this lessens the amount of fuel consumed, but equally as important, it eliminates much of the wear and tear on driveline components. As a result, owners get longer life from the engine, transmission, torque converter and axles, and more machine uptime. The lock-up torque converter dramatically increases fuel efficiency in load-and-carry applications."

Do more with less

As with all Volvo wheel loaders, these new G-series machines come with an Automatic Power Shift (APS) transmission to ensure the

loader is always in the ideal gear for maximum efficiency. The L150, L180 and L220 also continue to feature Torque Parallel (TP) linkage, which combines the benefits of Z-bar linkage with parallel lift, delivering safe performance and strong breakout forces, even in a high lift position.

"Volvo is all about helping equipment users do more with less — more production, less fuel and lower life-cycle costs," said Pressley. "We believe our G-series sets a new standard for wheel loaders. We hope everybody who's looking for a wheel loader will give the L150G, L180G or L220G a try and see the Volvo difference for themselves."

Volvo G-series Wheel Loader Specs

Model	Operating Wt.	Power	Bkt. Capacity
L150G	56,571 pounds	295 hp	4.1-15.7 cu. yd.
L180G	62,766 pounds	328 hp	5.0-18.3 cu. yd.
L220G	72,334 pounds	366 hp	5.9-18.3 cu. yd.

Volvo's new G-series loaders have 20-percent more lifting force, 10-percent more breakout force and are up to 15-percent more fuel-efficient than the preceding F-series. "It's all about helping our customers do more for less," said Volvo Segment Director Blaine Pressley.



INDUSTRY NEWS

Senator says Congress may have to consider shorter highway bill

Senate Finance Committee Chairman Max Baucus said Congress may have to consider a shorter-term highway bill, in part because revenue from the federal gas tax has dropped. Baucus said a new bill may have to be written for two years as opposed to a six-year, \$556 billion plan called for by the Obama administration.

The gas tax, currently 18.4 cents, has been the main source of highway funding, but with revenues down, funding for the six-year bill would fall short by as much as \$200 billion or more. Baucus said federal aid to states for highway projects would drop by about \$14 billion per year, and that could occur as soon as 2014.

The current Highway Trust Fund is expected to remain solvent until then because Congress has put billions into it from the general fund in recent years. The previous highway funding measure, SAFETEA-LU expired in September of 2009.

The American Road & Transportation Builders Association (ARTBA) recently introduced a new Web site with information about the job creation impacts of federal transportation investment. Found at www.transportationcreatesjobs.org, the site provides statistics about the size and scope of state transportation networks, current investments and other information. ■



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Woodco Machinery's Woburn branch understands your business needs

Woodco Machinery's Woburn Service Manager Kevin Sullivan knows what it's like to be in a customer's shoes.

"I've been on that side of the equipment business, so when a customer needs service, I understand the trust and value they place in a dealer's capabilities. I never take that for granted," said Sullivan, one of several key personnel at the Woburn branch that's overseen by Interim General Manager and CFO Dana MacIver.

Sullivan's service experience dates back more than 25 years and includes work on trucks and paving equipment. He's been Service Manager at Woodco Machinery's Woburn shop for nearly five years, overseeing a staff that includes three shop and three field technicians.

"When someone brings a machine to us, or we go to them, they're getting one of the most experienced staffs in the market," Sullivan stated. "But we don't rely solely on experience. There's a heavy emphasis each year on training, both at the local and factory level. That ensures we're prepared to service all types of Volvo machines, as well as other types of equipment, such as air compressors and generators, for example."

Sullivan said staying updated is essential, especially now that Woodco Machinery carries Volvo's road machinery lineup, which includes pavers, small soil compactors, asphalt rollers and milling machines.

"We geared up for it," emphasized Sullivan, who noted that the Woburn facility is looking to hire more technicians. "Much paving is done at night, so we have someone available 24 hours a day. Our commitment to the paving

contractors is the same as it is to our Volvo construction equipment owners. We're here when they need us."

Building a solid parts inventory

Parts Manager Steve Bodtmann believes outstanding service goes hand-in-hand with having a parts inventory that's large enough

Continued . . .



Woodco Machinery's Woburn store carries a full line of Volvo products, including its road machinery lineup that features paving equipment.

Woodco's Woburn shop has ample space for large machinery, such as Volvo excavators.



Plentiful parts, topnotch technicians

... continued



Kevin Sullivan,
Service Manager



Bill Foote,
Sales Coordinator

Woodco Machinery has a large parts area that serves walk-in customers, as well as parts personnel who can handle phone orders.

Service Technician Joe Crowley rebuilds a Volvo D12C engine. The Woburn store has three shop and three field technicians.



Parts Specialist Patrick Burke pulls an order from Woodco Machinery's large inventory of OEM parts for Volvo equipment.



to service the branch's machine population. Bodtmann and Parts Specialist Patrick Burke do that by studying the market.

"Several factors go into building an inventory, including which pieces of Volvo equipment are working in this market," said Bodtmann, who has more than a dozen years of experience in parts, including the last five at Woburn. "We also have recommended stock lists from the manufacturer and we look at buying trends. It comes down to having the parts on hand when customers need them, so we can help minimize downtime."

Minimizing downtime is essential, according to Bodtmann, who noted that Woburn not only carries Volvo parts, but inventory for Carlson screeds and pavers and Mauldin pavers as well. "Whether it's a routine service or something more, having a machine down is costly. We go through extensive training each year, so when a customer calls, we're prepared to identify the part to get them up and running as quickly as possible."

Fully equip customers

That same commitment can be found in the sales staff, according to Sales Coordinator Bill Foote. He works closely with a group of 12 representatives who are dedicated to finding the right piece of equipment to meet excavation and paving contractors' needs.

"Our staff is as knowledgeable, if not more so, than anyone in the industry at understanding how a piece of equipment fits into a customer's business," noted Foote. "They take the time to get to know how it will be used, what type of jobsite it will be on and the production needed to be successful."

The sales staff covers eastern Massachusetts, as far west as Worcester County, and all of Rhode Island.

"As an authorized Volvo construction equipment dealer, we carry everything a construction company needs, whether it's a small piece, such as a skid steer loader, or a large excavator," said Foote. "That includes the new interim Tier 4 machines, such as the G-Series wheel loader. In addition, we can fully equip the paving contractor." ■



WOODCO

USED EQUIPMENT SPECIALS OF THE MONTH

Manufacturer/Model **Stock No.** **Year** **Hours**

DOZERS

Komatsu D31X-21A	KM4107	2006	448
Komatsu D37EX-21A	KM3677	2004	1,286

EXCAVATORS

Komatsu PC200LC-7	KM5267	2005	2,315
Komatsu PC220LC-8	KM4956	2006	2,801
Komatsu PC300HD-6	KM4952	2000	11,276
Komatsu PC400LC-6	KM4240	2004	6,114
Komatsu PC400LC-6	KM4630	1997	11,444
Komatsu PC450LC-6	KM5260	2001	13,172
Komatsu PC600LC-6	CE2242	2007	4,700
Gradall XL4300	GA0007	2004	3,609

COMPACT EXCAVATORS

Komatsu PC27R-8	KM5132	1999	6,450
Komatsu PC50MR-2	KM4716	2004	4,040
IHI 80NX3	IH0006	2008	373

BACKHOE LOADERS

Komatsu WB140PS-2N	KM5289	2004	2,128
Komatsu WB156PS-5	KM4517	2007	552

WHEEL LOADERS

Volvo L50C	CE2331	1996	7,114
Komatsu WA320-3L	KM5185	1996	4,806
Komatsu WA380-5H	KM4895	2002	11,620
Komatsu WA200-6	KM5244	2009	508
Komatsu WA250-5L	KM5256	2006	2,212
Komatsu WA420-3MC	KM5283	2000	13,115

SKID STEER LOADERS

Komatsu SK820-5	KM5268	2008	263
Cat 226B	CE2325	2001	1,106
ScatTrack 2000D	KM4873	2000	1,925

Manufacturer/Model **Stock No.** **Year** **Hours**

OFF-HIGHWAY TRUCKS

Volvo A30D	CE1631	2005	5,225
Volvo A35D	CE2192	2004	10,056
Volvo A35C	DEL	1998	15,215
Komatsu HM350-2	KM4336	2007	3,047

ASPHALT PAVERS

Volvo PF6110	CE2302	2008	510
Carlson CP90	CA0002	2009	411
Mauldin 1550C	MA0002	2010	New
Mauldin 1750C	MA0003	2008	557
Mauldin 690F	MA0004	2007	305

COMPACTION EQUIPMENT

Volvo DD14	CE2300	2008	New
Volvo DD16	CE2304	2011	New
Volvo DD22	CE2287	2008	New
Volvo DD24	CE2311	2011	New
Volvo DD29	CE2306	2011	New
Volvo DD31HF	CE2307	2010	New
Volvo DD70HF	CE2288	2008	736
Volvo DD90	CE2291	2010	62
Volvo DD112HF	CE2289	2011	New
Volvo DD138HF	CE2312	2010	200
Volvo SD45D	CE2297	2008	60
Volvo SD70D	CE2298	2008	228
Volvo SD77D	CE2299	2005	665
Volvo SD100D	CE2294	2007	406
Volvo SD105DX	CE2296	2006	1,275
Hypac C340C	HY0139	2006	1,291

MILLING MACHINE

Volvo MW500	CE2309	2009	462
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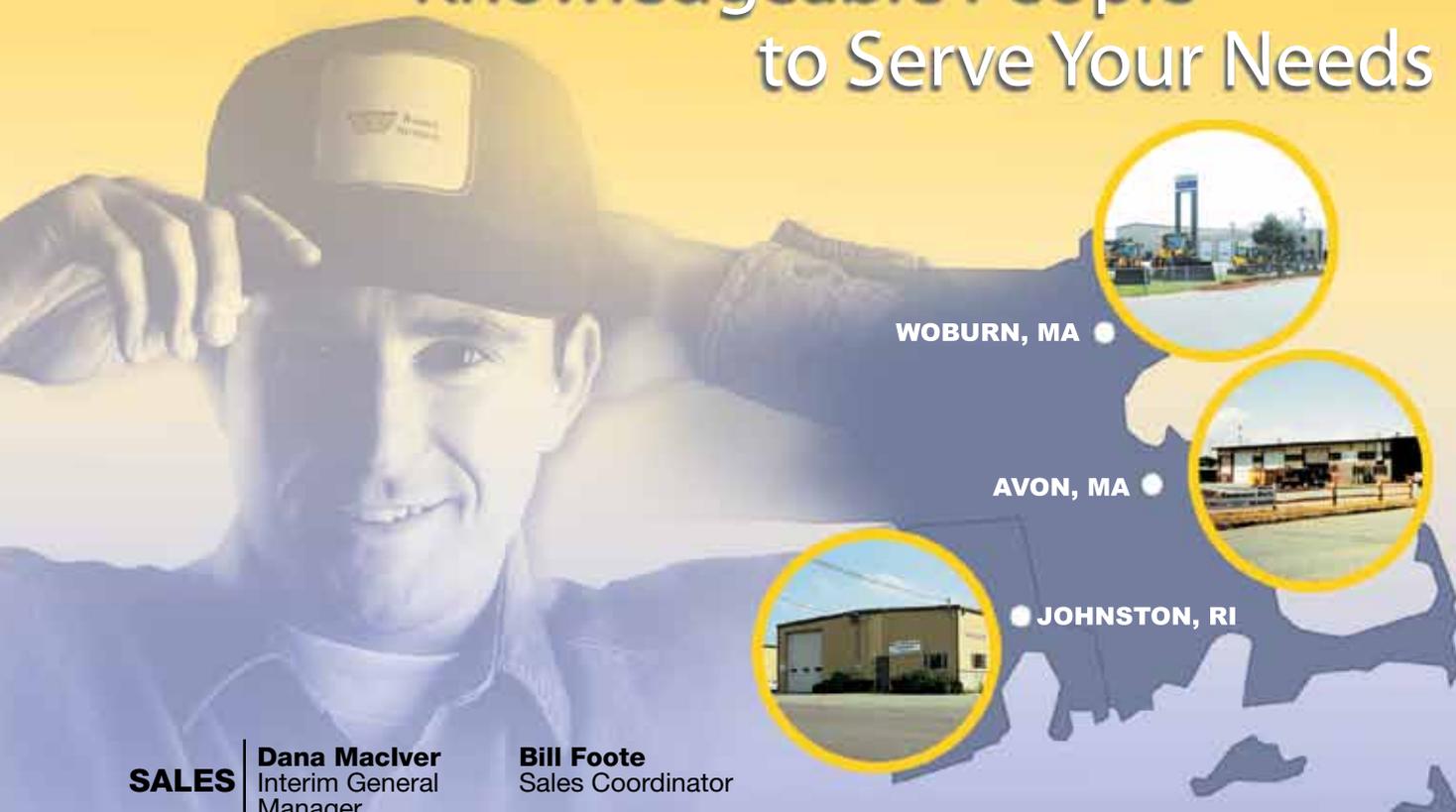
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