

WOOD WORKS

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J. TROPEANO, INC.

Newest generation brings enthusiasm,
growth to family company
in North Andover



(L-R) Estimator/Co-Owner Tim Tanner,
Vice President of Operations Dailyn Sullivan,
Owner Louisa Tanner and Fleet Manager
T.J. Tanner operate J. Tropeano, Inc.

A MESSAGE FROM WOODCO MACHINERY



Robert S. Benard
President



Dana MacIver
Vice President and
Chief Operating Officer

**Strong additions
to Volvo's
lineup**



Dear Valued Customer:

If you attended CONEXPO-CON/AGG, you saw some of the innovative products in today's construction marketplace, as well as new and exciting services that Volvo offers to support them. In case you missed the show, this issue of your Woodco Wood Works recaps the triennial event.

Volvo knows that customers are always looking for technology and practices to help them become more efficient and profitable. That is why Volvo chose the theme "Push Boundaries" for its CONEXPO-CON/AGG display. Volvo is committed to bringing customers the best equipment and technology in the industry, as well as backing it up with the highest level of service. The event served as a debut for Volvo's 24-hour parts guarantee, which promises one-day delivery to customers in emergencies or machine-down situations, or the shipping fee is waived.

Volvo also used the event to showcase its latest technology, like its Dig Assist software. Working through the Co-Pilot program, Dig Assist provides excavator operators with a real-time, interactive 2-D visual aid when digging. The software gives operators immediate feedback on digging depth in relation to grade and allows them to create jobsite models on a 10-inch, color screen from inside the cab. Read about Dig Assist inside.

In addition, this issue features one of the standout machines Volvo recently introduced – the EW60E compact wheeled excavator. It is the perfect machine for jobsites where space is limited, like roadways and urban areas.

As always, the entire staff here at Woodco Machinery is invested in the success of our customers. If there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,

Robert S. Benard
President

Dana MacIver
VP and COO

IN THIS ISSUE

J. TROPEANO, INC.

Meet the members of the Tanner family who are leading this third-generation construction company during a period of explosive growth. The firm relies on Volvo wheel loaders and excavators for durability as well as operator comfort.

EVENT RECAP

Here's a recap of CONEXPO-CON/AGG 2017, where customers got an up-close view of the latest innovations in construction equipment and technology.

NEW PRODUCT

Take a closer look at Volvo's new EW60E compact wheeled excavator, a great fit for confined jobsites. Its advanced technology provides the ability to remotely manage machine diagnostics in real-time.

INNOVATIVE PRODUCTS

Get the details on Volvo's new Dig Assist software, which provides an interactive, 2-D visual aid when digging. This easy-to-use program delivers maximum results.

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J. TROPEANO, INC.

Newest generation brings enthusiasm, growth to family company in North Andover

The evolution of construction companies is a reflection of decisions made to adapt to customers' needs. In family businesses, those changes also serve as a reminder of the mark that each generation leaves throughout the years.

When one looks back at the history of North Andover's J. Tropeano, Inc., the chapter that its third generation is now writing may shape up as one of the firm's most exciting.

When returning to the company several years ago, brothers T.J. and David Tanner, along with their sister, Dailyn Sullivan, brought an energy that has led to the most aggressive growth in the company's 34-year history.

(L-R) Estimator/Co-Owner Tim Tanner, Vice President of Operations Dailyn Sullivan, Owner Louisa Tanner and Fleet Manager T.J. Tanner operate J. Tropeano, Inc., which is in its third generation.



"My grandfather, James Tropeano, started the original company when he was about my age, and several years later, along with my parents, incorporated the business," explained T.J., who is Fleet Manager. "I worked here in the summers and after school growing up, but moved away once I graduated. When my sister, Dailyn, was set to become the Vice President of Operations, I decided to return as well. From there, the growth started. We've jumped from an operation with six employees and about \$3 million in contracts, to one with more than 40 employees and close to \$22 million in projects."

Most of J. Tropeano's ledger is filled with Massachusetts Department of Transportation projects. A typical job for the company, which is a Certified Women Owned Business via Louisa Tanner's ownership, involves road reconstruction and requires removal of the existing roadway; installing drainage, curbs and sidewalks; and realigning and repaving the new road.

While the firm is thriving with its third generation, the connections to its roots are still apparent. The siblings' father, Tim, handles estimating duties and their mother, Louisa, continues to manage the company.

"My siblings and I are involved in the day-to-day operations, but mom and dad still have important roles," said T.J. "This company is in our family's blood, and we take great pride in what we have accomplished throughout the years. It's a true family business."



Operator Mike Weymouth uses a Volvo ECR235D excavator to load a truck on the Bedford Safe Routes to School in Billerica, Mass.

Youth movement

With as many as 10 jobsites active at once, building a solid workforce has been crucial for J. Tropeano's growth. That's why it takes measures to attract – and maintain – top talent. "We're committed to finding and hiring long-term employees, because we are building for the future," said T.J.

"We do a variety of little things that add up to make our employees' lives easier," noted T.J. "We keep our equipment fleet stocked with newer machines. I think our employees appreciate that. We want them to be happy, because they're a huge part of our success."

T.J. (34), Dailyn (32) and David (30) are all classified as millennials, their parents are a little more 'old school.' The company's other employees also cover the entire age spectrum, blending experience with new blood. The infusion of a younger generation has prompted the company to seek the latest in technology to increase efficiency. To track jobsite progress and help with estimating, foremen and supervisors enter daily notes into Bid2Win software, which provides a clear picture of what the company accomplishes each day.

"The Bid2Win program has been great for us because it ties everything together in one location," explained T.J. "At any point, management can see how a job is progressing. It's certainly helped us track and quantify



J. Tropeano, Inc. Operator Jimmy Gorton hauls a load of rock with a Volvo L90G wheel loader. Volvo wheel loaders are a favorite of the company's operators for their comfortable cabs and excellent visibility.



progress and then bid projects better by attaching a cost to all aspects of our services."

J. Tropeano's equipment fleet has benefited from technology upgrades as well. The firm looks forward to installing Leica GPS systems on its Volvo machines and soon plans to take advantage of Volvo's Dig Assist product. (See related article.)

Volvo and Woodco advantage

A flourishing business requires an equipment fleet that can be fired up in the

Continued . . .

'Employees are comfortable in Volvos'

... continued

morning and continue to produce all day. That's why nearly half of J. Tropeano's fleet is comprised of Volvo equipment from Woodco Machinery and Sales Rep Kerry Causer.

The company's go-to Volvo machines are L70F and L90G wheel loaders for their ease of use and visibility.

"We love our Volvo loaders, nobody beats them," stated T.J. "They are rugged, well-built machines. The boom design is fantastic, and the cab provides amazing visibility. We can sit back in the seat and see to the tips of the forks at road-trailer height. They are the only machines we've owned where that is possible.

(L-R) Fleet Manager T.J. Tanner and J. Tropeano Owner Louisa Tanner call on Woodco Machinery and Sales Rep Kerry Causer for all of their Volvo service and sales needs.



T.J. Tanner, Fleet Manager for J. Tropeano, uses a Volvo SD45 roller on a project in Billerica, Mass.



"They're such comfortable machines to operate," he added. "Our operators don't want to run anything else. They push hard and dig anything – Volvo loaders do everything we need them to."

Volvo excavators are also popular among J. Tropeano's operators as its ECR145C, ECR235C and ECR235D models have won over even the company's toughest critics.

"We have an operator who only wanted to run another brand and was pretty adamant about it," joked T.J. "When we were looking to add a new excavator two years ago, we brought in several machines for demos. After running the Volvo ECR235C, he changed his tune. Now, he doesn't want to run anything but Volvo."

T.J. says the Volvo excavators are a staple of the fleet because of their tight and responsive hydraulics as well as excellent visibility. Operator comfort is also an important factor, and he says the Volvo cabs are the best in the industry.

"The bottom line is that a comfortable operator is more productive, and our employees are comfortable in Volvos," said T.J. "They're the ones who spend an entire day in them, so we really value their feedback. They love the Volvos, and that's all we need to hear."

Louisa and T.J. believe the service and support they receive from Woodco is just as solid as the Volvo machinery it sells. "We consider Woodco a strategic partner in our business. They've been great to us, and it's a relationship we really appreciate," said T.J. "I know I can call Woodco and someone will take care of us. That's very important."

The next chapter

Recent years have been anything but ordinary for J. Tropeano. With T.J., Dailyn and David joining the fold and growth occurring at nearly 8 percent annually, the family-owned business has enjoyed the ride.

"The past several years have been a lot of fun and very positive for the business," T.J. reflected. "I think we are at a good place now, and the pieces are there for continued success." ■



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– Glenn Korner, owner, Midstate Site Development



Midstate Site Development owner Glenn Korner says having Volvo on the job won them a school job by allowing them to propose a slide rail system.

It required a machine powerful enough to drive the slide rail system into the ground. It saved the customer \$250,000 — and got Midstate in, out, and on to the next job in just two months.

Find tips to get the most from your excavator at volvoce.com/ExFactor.



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Volvo Construction Equipment



PUSHING BOUNDARIES

Volvo gives customers a glimpse into the future of construction at CONEXPO-CON/AGG 2017

The construction industry is changing every day. Technology has transformed machines into highly sophisticated pieces of equipment; jobs are completed faster and more efficiently; and phones, tablets and computers are now some of the most important tools on a jobsite. Volvo understands that customers' needs have evolved as well, and at CONEXPO-CON/AGG 2017 it demonstrated how the company continues to innovate and meet those needs.

Volvo's theme for the show was "Push Boundaries," and it displayed 28 machines that do just that. From the world's largest articulated hauler, the A60, to the EW60E compact wheeled excavator, the smallest offering in its wheeled excavator fleet, Volvo's machine lineup showcased its diverse array of equipment offerings. In addition to the EW60E, Volvo unveiled four other new machines – the L260H and L350H wheel loaders as well as the DD105 and DD140C double-drum rollers.

The Volvo exhibit also included concept vehicles like the HX02, a battery-electric, fully autonomous load carrier. In honor of its 50th anniversary, Volvo displayed a gold-painted version of its popular A40G articulated hauler

that was later auctioned at Richie Bros. with proceeds benefiting SkillsUSA and Skill/Compétences Canada.

Excavating excellence

Volvo built its reputation in the construction industry with the performance of its articulated haulers, and the same dependability and performance that made those trucks a favorite among equipment owners have also gone into its excavators.

Volvo displayed seven excavators, giving visitors a chance to see and experience the full spectrum of this line. The highlight of the display was the debut of the new EW60E compact wheeled excavator. This versatile wheeled machine was designed for those who work in tight project areas regularly but still need serious power. For more information, please read the full article on the EW60E in this issue.

The Volvo exhibit featured two more compact excavators, the ECR40D and EC60C, in addition to the EC220E, ECR235E, EC380E models and the EC750EL, which is Volvo's largest excavator on the market.

Extreme tech

Volvo introduced visitors to its latest tech advancements through interactive experiences to show how the company is pushing the boundaries of conventional machine design and technology. One of the most exciting innovations is Dig Assist, Volvo's latest addition to its suite of Volvo Assist programs. The system provides operators with a visual guide to help them remain on grade and work efficiently and independently. Read more about the program in this issue.

Visitors to Volvo's booth could also pick up merchandise and memorabilia at the Volvo

The Volvo exhibit showcases its concept vehicle the HX02, a battery-electric, fully autonomous load carrier.





Volvo's new 24-hour guarantee ensures that customers will receive emergency parts within a 24-hour window or the freight is free.

Brand Shop, take pictures in front of selected machines or participate in an interactive, 3-D theatre. The stars of Discovery Channel's hit television show "Gold Rush" were also at the booth, and visitors had the opportunity to pan for gold with the show's Fred Hurt.

Superior service

When customers acquire machines, they are also purchasing the service their dealer provides as well. With that in mind, Volvo highlighted its latest customer-service offerings at CONEXPO-CON/AGG.

The show served as a launching point for Volvo's new 24-hour parts guarantee. The plan provides customers with the peace-of-mind that if machines go down or if emergency parts are needed, Volvo will have the requested items to customers within 24 hours to get them up and running, or the freight is free.

Another tool that Volvo released at the exhibit was the new ActiveCare Direct, the industry's first telematics monitoring service offered at the OEM level and supported through the company's dealer network. The service features a team of Volvo analysts who proactively monitor and report on customer fleets throughout the United States and Canada, taking the daunting task of machine maintenance off the minds of busy customers.

Bigger than ever

CONEXPO-CON/AGG has built its reputation as one of the largest shows in the world, and delivered the same in 2017. The triennial show, which ran from March 7-11 at the Las Vegas Convention Center, attracted 2,800 exhibitors who filled a record 28 million square feet of exhibit space and saw nearly 128,000 visitors attend.

Plans are already underway for the next CONEXPO-CON/AGG as it will return to Las Vegas March 10-14, 2020. ■

Volvo displayed its DD140C double-drum roller, one of five new Volvo machines the company unveiled at CONEXPO.



NEW PRODUCT

NEW COMPACT EXCAVATOR

Volvo's wheeled EW60E offers improved flexibility, more visibility, and increased horsepower



Craig Newbold,
Volvo District
Business Manager

Volvo's new EW60E compact wheeled excavator, the smallest of the company's excavator offerings, proves that big performance is available even from a smaller machine. With a wheelbase slightly larger than 6 feet, 8 inches, the incredibly nimble EW60E is perfectly suited for owners who operate in tight areas, but need serious results.

"The EW60E is a great fit for those who commonly work at jobsites where space is at a premium, like roadways or urban areas," said Volvo District Business Manager Craig Newbold. "Its design delivers excellent traction, breakout force and tear-out force; and with a top speed of 18.8 mph, you can drive the machine between jobsites in urban areas without a truck and trailer."

The compact excavator has a Volvo Tier 4 Final engine and hydraulic flow that supply

up to 12 percent more horsepower than prior series models while delivering as much as 10 percent more fuel-efficiency. The engine also includes a standard auto-idle feature that allows owners to program an engine shutdown after a set amount of idling time.

The four-wheel drive EW60E offers excellent mobility on- and off-road thanks to a front axle that can be hydraulically locked and dozer blade in the rear for stability.

No blind spots

Operators can work in comfort inside the EW60E with an overhauled cab that delivers 10 percent more space than prior compact versions.

The cab also boasts excellent vision from the operator's seat due to thinner pillars and a larger glazed area. The offset boom provides a clear view from the cab to the bucket. An optional rearview camera displays on a new 7-inch, color, LCD monitor and eliminates blind spots, even in confined areas.

There for you

In addition to superior production in a compact size, the EW60E comes with several features designed to help maximize an owner's return on investment. The excavator comes standard with Volvo CareTrack telematics and Volvo MATRIS (Machine Tracking Information System) to give owners the ability to remotely manage a wide range of machine diagnostics in real time.

The EW60E includes ground-level service access, convenient greasing points and a quick coupler that allows it to use a variety of attachments for any application. ■

Woodco Machinery
now carries the new
Volvo EW60E compact
wheeled excavator,
which features a Volvo
Tier 4 Final engine.





Volvo's new EW60E compact wheeled excavator delivers superior performance in a small frame, making it an ideal machine for jobsites in confined areas.



Operators can work in comfort inside the overhauled cab of the Volvo EW60E that provides 10 percent more space than previous compact versions. The cab also offers excellent vision from the driver's seat.



The Volvo EW60E includes ground-level service access, convenient greasing points and a quick coupler that allows it to use a variety of attachments for any application.

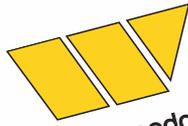
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Discover more

VOLVO DIG ASSIST

New software guides operators in reaching target depth

Helping operators work faster while improving accuracy and efficiency is a recipe for success in the construction industry, and Volvo's new Dig Assist software is the secret ingredient for equipment owners.

The software made its North American debut at CONEXPO-CON/AGG 2017 in March and provides operators with a real-time, interactive 2-D visual aid when digging. The technology allows them to see exactly where they are in relation to grade, taking the guesswork out of digging and delivering accuracy to within three-quarters of an inch when properly calibrated.

"This software was designed to give operators the most detailed information available when they are inside the cab," said Volvo Construction Equipment District Product Sales Manager John Waldron. "Instead of relying on information from a surveyor or a person in the ditch, the operator has a large digital screen that displays exactly where the bucket is, and more importantly, where it needs to be."

Dig Assist, which works through Volvo's Co-Pilot program, displays on a 10-inch, high-definition Android touchscreen inside the cab. The operator begins by setting a reference point at the jobsite with the bucket and then inputs the project's target depth on the screen. Dig Assist provides a "follow-the-line" reference point on the screen for the operator. Both the excavator's bucket and target depth are displayed, providing immediate feedback on progress.

"We designed the program so that it would be easy to use, but deliver maximum results," noted Waldron. "With minimal training,

an operator can become more efficient and independent. It's simple to use, and it makes a great impact on a jobsite."

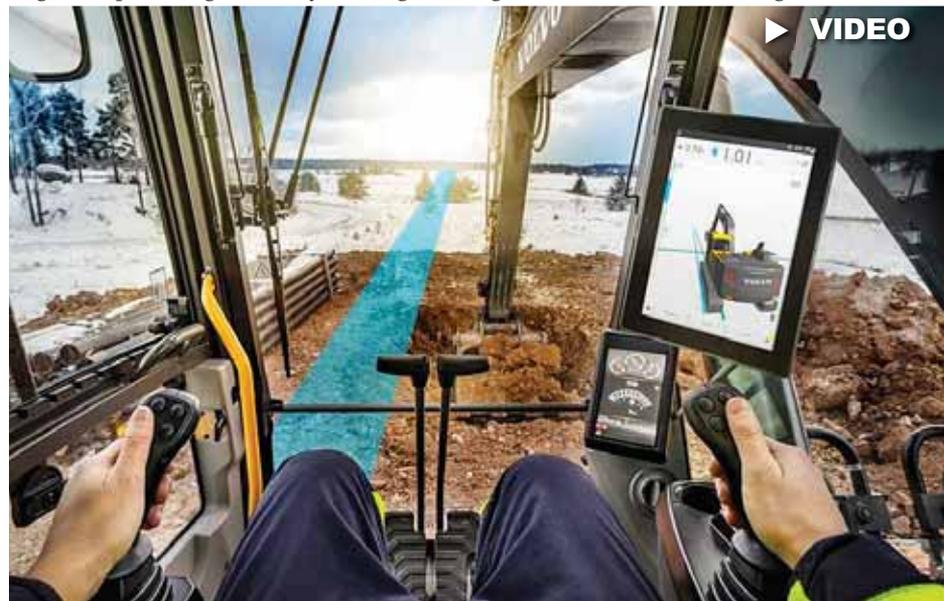
During digging functions, Dig Assist works to keep operators informed even if they aren't focused on the screen. An easily recognizable on-screen light bar provides guidance with a blue light when the bucket is above grade, green when it is on grade and red when below grade, allowing operators to focus more closely on the bucket.

Dig Assist also comes standard with Quick Measure functionality, empowering the operator to easily measure distances and determine angles between points, such as long trenches, across foundations or down slopes. Operators can also easily modify designs by entering a target depth or drawing custom digging profiles on the Co-Pilot touch screen. ■



John Waldron,
Volvo Construction
Equipment District
Product Sales
Manager

Dig Assist provides guidance by showing a blue light when the bucket is above grade.



▶ VIDEO



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USED EQUIPMENT SPECIALS OF THE MONTH

Manufacturer/Model	Stock No.	Year	Hours
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EXCAVATORS

Volvo ECR58	CE3077	2012	1,313
Volvo EC160D		2012	3,634
Volvo EW210D	CE2608	2013	674
Volvo EC220DL	CE3048	2012	3,671
Volvo EC480D		2012	6,827
Volvo EC480D		2012	4,768
Komatsu PC138USLC-8	KM6184	2011	5,857
Komatsu PC138USLC-10	KM6171	2015	1,450
Komatsu PC170LC-10		2016	527
Komatsu PC360LC-10	KM6099	2014	2,283
Komatsu PC308USLC-3E		2007	12,157
Komatsu PC490LC-10		2014	2,828
Sany SY215C	SY0007	2013	278

DOZERS

Komatsu D51EX-22		2012	3,044
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SKID STEER LOADERS

Volvo MC135C		2013	1,000
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Manufacturer/Model	Stock No.	Year	Hours
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WHEEL LOADERS

Volvo L30ZSX	CE2402	2012	2,068
Volvo L35B	CE3065	2005	7,887
Volvo L50G		2014	469
Volvo L90G		2015	1,383
Volvo L350F		2010	15,594
Komatsu WA200-7		2017	168
Komatsu WA270-8		2017	60

PAVERS

Mauldin 1750C T	MA0020	2014	169
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COMPACTION EQUIPMENT

Volvo DD112HF	CE2289	2011	1,971
Volvo SD115	CE3014	2014	1,149
Volvo DD138FA	CE2867	2010	2,890
Bomag BW161AD-0	B00156	2015	7,930
Bomag BW266AD-4	B00038	2013	2,703
Hypac C766C	CE3004	2004	4,326

SEWER TRUCKS

Vactor 2110	VA0269	2003	64,838 mi
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