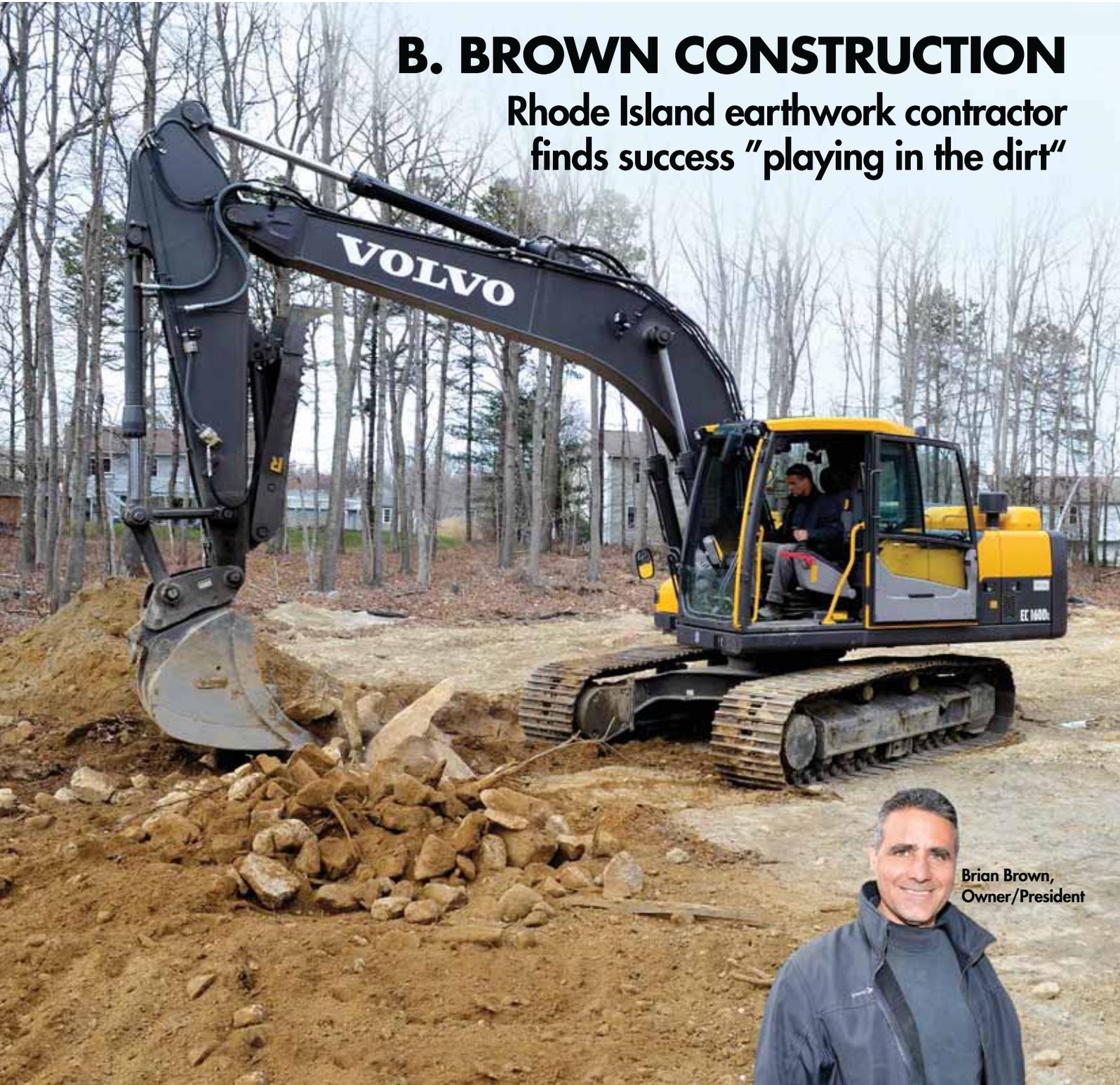


# WOOD WORKS

A publication for and about Woodco Machinery Customers • [www.WoodcoWoodWorks.com](http://www.WoodcoWoodWorks.com)

## **B. BROWN CONSTRUCTION**

Rhode Island earthwork contractor  
finds success "playing in the dirt"



**Brian Brown,**  
Owner/President

# A MESSAGE FROM WOODCO MACHINERY



**Robert S. Benard**  
President



**Dana MacIver**  
Vice President and  
Chief Operating Officer

**Maintaining  
a competitive  
edge**



Dear Valued Customer,

Did you know that Volvo invented the off-road dump truck about a half century ago? While being first doesn't mean you're always going to be the best, Volvo remains a dominant worldwide No. 1 in articulated trucks today. Why? Because it has continued to refine its articulated haulers to ensure that each generation maintains an edge. Such is the case with its new G-Series.

Volvo applies that same philosophy of continual improvement to its other construction equipment products. The new Tier 4 Final E-Series excavators and H-Series wheel loaders improve upon previous models by increasing productivity while reducing fuel consumption.

You can read about all of the advantages of the Volvo articulated trucks, excavators and wheel loaders in this issue of your Woodco Wood Works magazine. You can also learn why Rhode Island contractor Brian Brown turned to Woodco and Volvo when he needed a 20-ton excavator for his earthwork business.

While quality equipment can give you a leg up on the competition, it's worth more when you can count on the dealer you bought it from to provide reliable support. You're going to need parts, and if you keep the machine long enough, you're going to need service. At Woodco, we're committed to having the parts you need, when you need them; and we're committed to getting to you fast with well-trained technicians to make emergency repairs that keep your downtime to a minimum. We'll also perform routine maintenance services for you in a timely manner to minimize the likelihood of any issues cropping up in the first place.

All of us at Woodco hope you're having an excellent construction season. We also hope you'll give us the opportunity to show what we can do to help you make your business the best it can be.

Sincerely,

**Robert S. Benard**  
President

**Dana MacIver**  
VP and COO

## IN THIS ISSUE

### **B. BROWN CONSTRUCTION**

Read about a Rhode Island earthwork contractor, who found success "playing in the dirt."

### **PRODUCT IMPROVEMENT**

See how Volvo's E-Series excavators' new features could prove beneficial to your bottom line by lowering per-yard costs.

### **A CLOSER LOOK**

Learn about the innovative features built into the new Volvo articulated haulers to help deliver outstanding productivity even in the most severe-duty applications.

### **NEW SERIES**

Discover Volvo's new H-Series wheel loaders, which meet Tier 4 Final regulations, while at the same time, do more work and use less fuel.

### **DOLLARS & SENSE**

Check out the SDLG wheel loader line, for companies that need a limited-use machine.

**Robert S. Benard**  
President

**Dana MacIver**  
Vice President &  
Chief Operating Officer

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General Sales Manager

**Bill Foote**  
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## B. BROWN CONSTRUCTION

### Rhode Island earthwork contractor finds success “playing in the dirt”



Brian Brown,  
Owner/President

Brian Brown says he was born to do earthwork. Three years ago, Brown went into business for himself, founding B. Brown Construction after nearly 30 years of working in the family business that his dad started and operated.

“He retired and closed the business,” said Brown, Owner/President of B. Brown Construction. “I couldn’t see myself doing anything else, so I decided to start my own company. Our jobs run the gamut from single septic system installs to comprehensive site packages. If it involves earthwork, we tackle it.”

Scituate, Rhode Island,-based B. Brown Construction provides all aspects of site work for a variety of clients. Its list includes clearing, mass and fine grading, septic system and utility installation, and foundation digs.

“We break out our services and can do just grading or utility work, but more often we’re involved in complete site packages for residential

subdivisions or new commercial construction where we handle a sizeable scope of work,” said Brown. “We have also worked in other sectors, including energy.

“Most of our recent jobs have come as a result of our reputation for delivering on time and on budget,” he added. “The phone keeps ringing with people saying they’ve heard good things about B. Brown and would like us to look at doing a job for them.”

#### Variety of projects

One of B. Brown Construction’s most recent projects involved complete clearing, site preparation, trenching and respreading topsoil for a solar farm in Richmond, Rhode Island. At a new subdivision in Coventry, the company dug foundations; mass graded and built lots for new homes; put in septic systems; and installed utilities for about 20 homes.

Brown oversees all aspects of the business, including running equipment, estimating and bidding, and coordinating jobs. Helping him is a staff of three that includes Joel Coutu, who worked with Brown at his father’s company.

#### Adds productive Volvo excavator

Brown also retained some of the equipment from the family business and added to it by purchasing a Volvo 139-horsepower EC160DL excavator. The 20-ton machine has a digging depth of up to nearly 20 feet.

“It’s powerful and quick, and those are important attributes to me,” said Brown. “We do some fairly sizeable digs, and the EC160DL handles them without fail. And, it makes those digs efficiently. The fuel economy is outstanding.”

Brown can track fuel economy, productivity, location, service reminders and other items, such

This B. Brown Construction operator digs a foundation with a Volvo EC160DL excavator.





**B. Brown Construction recently added a Volvo EC160DL excavator to its fleet. "It's powerful and quick, and those are important attributes to me," said Owner/President Brian Brown. "We do some fairly sizeable digs, and the EC160DL handles them without fail. And, it makes those digs efficiently. The fuel economy is outstanding."**

as idle time, with Volvo's CareTrack telematics system. He acquired the excavator with the help of Woodco Machinery Sales Rep Keven Hobbs. For parts and service, Brown turns to Woodco Machinery's Johnston, Rhode Island, branch.

"I have dealt with Woodco and C.N. Wood for many years, and one reason I keep coming back is because their service is incredible," said Brown. "Equipment issues have been few and far between, but anytime we have needed something, they have responded right away. They are great about having parts on hand too. I believe everyone at Woodco and C.N. Wood cares about my success."

### **No growth for growth's sake**

For now, Brown is committed to keeping B. Brown Construction about the same size.

"I'll grow based on the work I have and if customers push it," said Brown. "If they want us to do more, then I'll take a look at how we can best serve them without reducing the



**Brown Construction Owner/President Brian Brown (left) works with Woodco Machinery Sales Rep Keven Hobbs. "I have dealt with Woodco and C.N. Wood for many years, and one reason I keep coming back is because their service is incredible," said Brown. "I believe everyone at Woodco and C.N. Wood cares about my success."**

quality or timeliness that our customers expect. Growth for growth's sake is not an option."

Brown also isn't looking at retirement anytime soon. "I enjoy what I do tremendously. I love playing in the dirt," he said. ■

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## PRODUCT IMPROVEMENT

# LOWER PER-YARD COSTS

## Volvo's E-Series excavators' new features prove beneficial to your bottom line

Increased productivity, decreased fuel consumption, lower per-yard costs. That's the goal with new machine introductions – and Volvo delivered with its E-Series excavators, which are Tier 4 Final compliant and boast new features that significantly benefit the bottom line.

Greater productivity and efficiency are built into the new E-Series excavators. They feature more horsepower than their predecessors and reduce fuel consumption by up to 9 percent, depending on model, application and working conditions. The E-Series excavators also reduce emissions with a fully automatic, passive regeneration process that oxidizes particulate

matter in the diesel particulate filter at low exhaust temperatures for non-stop production.

"Above all else, Volvo is an engine company, and all its excavators include a high-performance engine backed by Volvo's Fuel Efficiency Guarantee," said Volvo Product Manager – Excavators Matthew McLean. "For attachments, we design and install all the auxiliary piping at the factory, and we designed the system so the flows and pressures for 20 attachments can be set and stored in the cab."

### Optimized hydraulics

Volvo's new ECO mode optimizes the hydraulic system to reduce flow and pressure



Matthew McLean,  
Volvo Product  
Manager – Excavators

Continued . . .

### Quick Specs on Volvo's E-Series Excavators

Model	Operating Weight	Net Horsepower	Bucket Capacity
EC140E	22,880-35,620 lbs	119 hp	0.33-1.01 cu yds
EC160E	38,250-45,590 lbs	148 hp	0.39-1.25 cu yds
EC220E	45,350-55,360 lbs	172 hp	0.63-1.88 cu yds
EC250E	56,430-63,800 lbs	213 hp	0.63-2.3 cu yds
EC300E	64,700-72,260 lbs	241 hp	0.72-2.3 cu yds
EC350E	78,940-92,760 lbs	302 hp	1.14-2.51 cu yds
EC380E	80,690-94,800 lbs	302 hp	1.14-3.14 cu yds
EC480E	100,310-117,510 lbs	371 hp	1.5-4.33 cu yds
EC145E*	31,770-36,790 lbs	119 hp	0.33-1.01 cu yds
EC235E*	52,250-61,440 lbs	172 hp	0.47-1.88 cu yds
EW160E#	35,715-40,120 lbs	154 hp	0.33-1.26 cu yds
EW180E#	39,240-45,855 lbs	172 hp	0.43-1.44 cu yds

\*Indicates short-swing model; #Indicates wheeled model

Volvo's E-Series excavators have more horsepower compared to their predecessors and reduce fuel consumption by up to 9 percent, depending on model, application and working conditions.



# E-Series deliver smooth performance, fast cycle times

... continued

losses, resulting in improved fuel efficiency without any loss of performance in most operating conditions. ECO mode is automatically selected, but can be switched off via the keypad.

Also new is an electro-hydraulic system that uses intelligent technology to control on-demand flow and reduce internal losses in the hydraulic circuit. This shortens cycle times and improves fuel efficiency. The proportional, two-pump flow makes it easier for the operator to improve the machine's controllability for a higher-quality grading finish, and helps get the job done faster.

"Volvo engineers spend a lot of time designing the components and software that make up the hydraulic system," said McLean. "In doing so, they have developed a series of machines that deliver smooth performance and fast cycle times."

Servicing and maintaining the E-Series line is easy with large, wide-opening compartment doors and grouped service points that allow checks to be carried out faster. The radiator, charged air cooler and hydraulic oil cooler are situated side-by-side in a single layer to maximize efficiency, reduce blockages and aid cleaning. The system is easily accessed from ground level by simply opening the side door. Handrails and full-size guardrails provide safe and easy access to the cab and superstructure; and punched, anti-slip plates provide superior grip and increased safety.

Enhancements in Volvo's E-Series provide greater efficiency and contribute to increased productivity, helping lower per-yard costs.

## Stands up to tough conditions

Volvo designed the new E-Series for ultimate strength, durability and wear resistance. The high-strength tensile steel X-frame is robotically welded and reinforced on both upper and lower structures. Heavy-duty superstructure undercover plates give added protection to the machine's underside, protecting it from rock and debris damage for longer frame life. The reinforced idler frame, track links and bottom rollers are built to withstand tougher conditions for improved durability and reliability in demanding applications. Volvo stands behind the quality of its excavators with a lifetime warranty on the boom, arm and frame.

"Volvo prides itself on focusing on the fine details, like using heavy-duty steel and forgings at the boom-arm connection to guarantee long life for the working components, to make its excavators the best," said McLean. "We also put a lot of steel into the frames – not only to deliver long life, but also to improve the overall feel and balance of the machine while working."

Options now available include a sideview camera that shows the hidden area on the right-hand side, LED work lights and a cleaner kit/air gun with blow nozzle located inside the cab to make cleaning quick and easy.

## Human and Machine Interface

Volvo introduced its Human and Machine Interface (HMI) with the E-Series. Its components – the joysticks, keypad and new 8-inch LCD monitor – are ergonomically positioned and designed for optimum control and efficiency. The color monitor displays machine status information, including fuel consumption data and service interval alerts, enabling increased uptime and high productivity. The user-friendly design is easy to read in any light conditions.

Operators can easily navigate through the monitor and activate machine function with an optimally placed keypad. A "hot key" allows the operator to select and save desired configurations for the excavator's camera, air conditioning and lights. Windshield wipers, camera functions and audio mute can be assigned to a switch located on the left-hand joystick. ■





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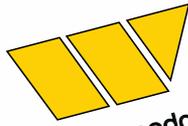
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A CLOSER LOOK

# NEW VOLVO ARTICULATED HAULERS

## Innovative features deliver outstanding productivity even in the most severe-duty applications

Nearly 50 years ago, Volvo invented the world's first dumper. Five decades later it's still the industry leader, thanks to innovative trucks such as the new A35G and A40G articulated haulers that are designed for maximum production and lower per-yard costs, even on the most challenging jobsites.

The unique all-Volvo drivetrain with high ground clearance is purposely built

for articulated haulers, ensuring perfect harmony and optimized performance. From the engine to the axles, it delivers high rimpull, low fuel consumption and superior reliability. The torque converter features a built-in lock-up function. The fully automatic Volvo PowerTronic planetary transmission has nine forward and three reverse gears, with the ability to skip gears for fast and accurate gear selection.

*Continued . . .*

Volvo's new A35G and A40G (pictured here) articulated haulers come equipped with many innovative features, including Volvo's telematics system, which offer machine owners, operators and service technicians access to a wealth of information that improves productivity and lowers costs.



# New Volvo haulers maximize productivity, lower costs

... continued

Heavy-duty, rigid front and rear frames provide long service life, as well as strength and durability in severe off-road operations. The haulers also feature a robust articulation and oscillation joint that has high ground clearance, industry-leading hydromechanical steering and a maintenance-free rotating hitch design.

Hydromechanical steering is self-compensating and provides precise steering, excellent maneuverability and a tight turning radius. It's powerful and accurate, ensuring outstanding machine control, high production and safe operation.

The maintenance-free rotating hitch is sealed and has permanently greased, tapered roller bearings. It allows independent movement of the tractor and trailer without frame twist, while providing oscillation for good ground contact in rough conditions.

## Technology to improve production

To help you track and improve production, Volvo equipped the trucks with its revolutionary CareTrack telematics system that provides access to important information, such as productivity data, fuel consumption, location and service reminders.

On Board Weighing (OBW) technology gives loader operators greater information

when loading materials into the trucks with illuminated exterior indicator lights. Yellow indicates a partial load, green nominal and red over. OBW logs all transported loads for complete payload management and presents the data on the operator display. Information can also be accessed remotely via CareTrack.

Contronics continuously provides information on systems and operation. Diagnostics and data needed for optimum operation are communicated to the operator through the color monitor, which together with a keypad, provides easy navigation between the different screens and functions.

Volvo's MATRIS uses information from the machine to analyze and monitor operation, supporting optimized performance by tracking activity characteristics and identifying opportunities for improvement. Results can include better fuel economy, more efficient operation and longer machine life.

## Care Cab

Both the A35G and the A40G have a spacious Volvo Care Cab that gives operators a comfortable work environment for maximum productivity. The operator is centrally positioned and the pedals, controls and switches are ideally placed, including the dumping functionality that delivers precise control and faster cycle times with dump-brake technology. Together with the tipping lever, which provides automatic float and body lowering, the dumping functionality facilitates ease of operation and reduces fatigue.

Operators can easily enter and exit the cab through a wide-opening door. Anti-slip steps and conveniently placed handrails provide safety. The cab has maximum all-around visibility with a wide front windshield, full-glass door, sloping hood and large rear-view mirrors. It's effectively insulated for low noise, has highly efficient climate control and an air-suspension seat for maximum comfort.

For more information about the A35G and A40G articulated haulers, or other innovative Volvo products, contact your Woodco Machinery Sales Representative or visit our Woodco Machinery headquarters. ■

Volvo's A35G articulated hauler, as well as the A40G, excels in a variety of ground conditions, including deep mud and dusty haul roads. These machines offer superior reliability in heavy-duty applications.



## NEW SERIES

# CHALLENGE CONQUERED

## Volvo's new H-Series wheel loaders meet Tier 4 Final while doing more work and using less fuel

Volvo has been making wheel loaders since 1954. During those 61 years, there have been plenty of challenges, each one met and conquered with a better wheel loader. That's why it should come as no surprise that the new Volvo H-Series wheel loader significantly improves upon the preceding G-Series, and at the same time meets the emissions-reduction mandate known as Tier 4 Final.

At the heart of the H-Series are some technological improvements that reduce fuel consumption while boosting performance and productivity:

- Reverse By Braking (RBB) – brakes applied automatically when operator changes direction;
- OptiShift – technology that combines RBB and lock-up torque converter to reduce fuel usage;
- Eco pedal – mechanical pedal push-back when an operator exceeds optimum fuel economy;
- Intelligent hydraulics – load-sensing feature supplies power according to demand;
- Boom Suspension System (BSS) – an option that absorbs shocks and significantly reduces bouncing.

Combined, the standard features reduce fuel consumption in the Volvo H-Series wheel loaders up to 18 percent. Add in the optional Boom Suspension System, which reduces bucket spillage and improves operator comfort, and the new wheel loaders can achieve productivity gains of up to 20 percent.

The H-Series is powered by a Volvo engine that meets Tier 4 Final regulations with a fully automatic regeneration process that doesn't

interrupt machine operation, increasing productivity. It works in conjunction with an ideally matched, all-Volvo powertrain to deliver top performance.

Volvo's industry-leading cab provides a roomy, safe and quiet environment for the operator, which leads to greater comfort and productivity. Visibility out the front, back and sides is outstanding. A single-lever joystick control is also available as an option for operators. ■

At home in a quarry or on a construction site, Volvo's new H-Series wheel loader meets Tier 4 Final emissions standards and improves productivity and fuel efficiency. Compared to the preceding G-Series, the new wheel loaders use up to 18-percent-less fuel and are up to 20-percent-more productive.

Quick Specs on Volvo's H-Series Wheel Loaders

Model	Net Horsepower	Bucket Capacity	Operating Weight
L110H	258 hp	3.2-12.4 cu yds	39,683-45,634 lbs
L120H	276 hp	3.2-12.4 cu yds	40,786-47,620 lbs
L150H	300 hp	3.5-12.4 cu yds	53,130-56,440 lbs
L180H	333 hp	3.5-12.4 cu yds	59,520-62,620 lbs
L220H	371 hp	3.5-12.4 cu yds	68,780-72,970 lbs



## A SOLID ALTERNATIVE

### A new SDLG wheel loader may be the better choice for companies needing a limited-use machine

Many companies would like a new wheel loader and the warranty that comes with it, but the limited number of hours you're likely to put on one might have you thinking that a used machine is probably a better alternative. Give the decision a second thought, and consider a new SDLG loader.

"Customers who will only use their machines for seasonal work, such as snow removal or bark mulching, don't need the features of a premium, more expensive machine," said Woodco Machinery President Bob Benard. "Other

Woodco Machinery carries four SDLG wheel loader models, including the 2.4-cubic-yard-capacity LG938L. Each model provides a good alternative for customers who use loaders for a limited number of hours and have previously bought used.

#### Quick Specs on the SDLG Wheel Loaders

Model	Operating Weight	Net Horsepower	Bucket Capacity
LG938L	23,150 lbs	153 hp	2.4 cu yds
LG948L	30,200 lbs	166 hp	3.0 cu yds
LG958L	38,250 lbs	194 hp	4.0 cu yds
LG959	38,250 lbs	194 hp	4.0 cu yds

customers only need a secondary machine that won't be running for many hours each week. In the past, they purchased used machines, but now that we've added SDLG wheel loaders, we can offer our customers a new, well-made machine that is fully backed by a warranty and Woodco's product and service support."

Four models are available, ranging from the 2.4-cubic-yard-capacity LG938L to the 4-cubic-yard-capacity LG959 and LG958L, which has the same basic specifications as the LG959 but with dry disc brakes rather than wet disc. All are backed by a 12-month, 1,500-hour warranty.

"These are ideal for someone who puts about 500 hours a year on a loader," said Woodco Machinery General Sales Manager Gerry Tessier. "They are basic machines without all the bells and whistles, but they do have quick couplers for fast attachment changes, auxiliary hydraulics for running attachments and ride control on the boom suspension. We sold a couple of the LG938s to a company who used them for snow removal last winter, and they performed very well."

#### Full support

Woodco Machinery carries and fully supports the SDLG loaders in eastern Massachusetts and Rhode Island.

"We have parts on hand, and if there's something we don't carry, we can usually have it within 24 hours," said Tessier. "We're excited about adding this new line of loaders. They are a great choice and are competitively priced with used machines that may have a lot of extra features customers just don't need. Plus, the loaders come with our full support and a warranty. We encourage anyone who is thinking about a loader to contact us, and we'll be happy to discuss how a new SDLG loader could potentially be a good fit for them." ■





# WOODCO

## USED EQUIPMENT SPECIALS OF THE MONTH

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

### EXCAVATORS

Komatsu PC138USLC-8	KM5805		8,948
Komatsu PC600LC-8	KM5669	2007	7,227
Komatsu PC450LC-8	KM5791		4,524
Komatsu PC170LC-10	KM5982	2014	851
Komatsu PC200LC-6	KM5969	1999	11,377
Komatsu PC228USLC-3	KM5886	2003	9,422
Komatsu PC360LC-10	KM5947	2014	885
Komatsu PC490LC-10	KM5823	2014	1,176
Volvo ECR235DL	CE2607	2013	600
Volvo EC220DL	CE2541	2013	926
Volvo EC300DL	CE2445	2012	2,513

### MATERIAL HANDLERS

SENNEBOGEN 835C	SE0036	2007	9,742
SENNEBOGEN 821R	SE0056	2007	8,152

### WHEEL LOADERS

Volvo L30ZX	CE2645	2012	1,076
Volvo L220E	KM5980	2006	17,316
Volvo L35B	CE2869	2005	3,726
Volvo L30ZSX	CE2402	2012	2,068

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

### ARTICULATED TRUCKS

Volvo A35D	CE2428	2006	12,870
Volvo A35D	CE2431	2005	12,348

### SKID STEER LOADERS

Mustang 1750RT	MU0012		102
Mustang 2100RT	MU0015	2012	295
Mustang 2056	MU0004	2012	451
Volvo MC60	CE2405	2012	97
Volvo MC70C	CE2745	2012	153

### COMPACTION EQUIPMENT

Volvo DD90HF	CE2291	2011	700
Volvo DD90HF	CE2292	2011	600
Volvo DD138FA	CE2867	2010	1,930
Volvo DD112HF	CE2289	2011	1,500
Bomag BW120AD-4	B00088	2012	673

### SEWER TRUCKS

Vactor 2110	VA0231	2002	2,400
Vactor 2112	VA0228	1999	5,584
Vac Con	VA0220	1998	2,273

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