

WOOD WORKS

NELM CORP. CONSTRUCTION

Read how this Rockland, Mass.,
contractor specializes
in 'building fun'



Ray Delmonico,
President/Owner

A MESSAGE FROM WOODCO MACHINERY



Dear Valued Customer:

Economists and industry organizations predict further strength in construction throughout 2018. Many see growth across several market sectors, and if Congress delivers on new infrastructure legislation, that would also add to the positive outlook. At Woodco Machinery, we are hopeful that will be the case.

Growth in the construction industry means more people at work. Woodco is aligned with great manufacturers who we believe engineer and build the best equipment in the industry. Volvo is a perfect example. Its versatile array of construction-size excavators allows customers to maximize their efficiency and production by combining advanced technology with excellent power and responsive control. You can read about one such firm, NELM Corp. Construction, in this issue of your Woodco Wood Works magazine.

Volvo's popular E-Series excavators feature unrivaled power, durability, reliability and productivity. The latest additions to the line – the EWR170E and ECR355E – package those same attributes in compact short-tail-swing models, allowing operators to work confidently and safely on tight jobsites. Learn more about the excavators inside.

Technology in today's construction equipment is rapidly evolving, and Volvo is driving that trend. Its revolutionary in-cab Co-Pilot guidance program was designed to help operators work in the most efficient ways possible. Loaded with several Assist Programs that help match machine performance to application, Co-Pilot is helping operators achieve unprecedented production times. See the article inside to discover how the new technology can benefit your operation.

Woodco Machinery is dedicated to keeping your business successful and profitable. If there is anything you need, from sales and rentals to parts, maintenance and repairs, we have you covered. Call or stop by one of our branch locations for more information.

Sincerely,

Robert S. Benard
President

Dana MacIver
VP and COO

**Construction
remains in
positive territory**

WOOD WORKS

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Building fun is serious business for this family-owned Massachusetts company, which specializes in playground construction. Read more inside.

A CLOSER LOOK pg. 8

Explore the new Volvo ECR355E excavator and understand how its electro-hydraulic system reduces costs and cuts emissions.

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Check out Volvo's EWR170E short-tail-swing excavator and learn how its design provides operators with an unrivaled view of a work area.

SYSTEM SPOTLIGHT pg. 12

Take a look at Volvo's new Co-Pilot guidance system, which makes companies more efficient and profitable through a suite of specialized apps.

THE PEOPLE INSIDE pg. 14

Meet Dan Rott, Woodco Machinery's new Sales Manager, who enjoys helping customers get the right equipment to meet their needs.

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(781) 935-3377 • Fax: (781) 935-1563

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NELM CORP. CONSTRUCTION

This Rockland, Mass., contractor specializes in 'building fun'



Ray Delmonico,
President/Owner

Playgrounds bring immense joy to children. Slides, swings, monkey bars and zip lines produce endless laughs and cheers at schools and parks. However, when residents in eastern Massachusetts hear those sounds in octaves far lower than they are used to, it means that Ray Delmonico and his NELM Corp. Construction crew are hard at work.

"Premier playground construction is the focus of our business, and one of the perks of the job is testing out the stuff," said Delmonico, who is the company's President and Owner. "We're certified with several equipment manufacturers, and we're one of the top playground installers in New England. It's a great feeling to see kids run to the equipment at a grand opening and have so much fun. We take our job seriously – we build fun. It's great."

NELM, short for North East Landscape Management, is a family-owned company that Delmonico and his father, who is now semi-retired, started. They have enjoyed being in the "fun" business together.

"The majority of our work is playground construction for cities, towns and schools, but

we also do splash pads and ball fields," noted Delmonico. "It's rewarding. I have young kids, and when we go to a park they think it's pretty cool that their dad built it."

The Rockland, Mass.-based company has 20 employees, including Project Manager Eric Wendland and Foremen John McDonald, Nelson Figueiredo, Frank DaRosa and John O'Laughlin. It typically operates within a 150-mile radius and has completed jobs throughout Massachusetts in addition to Rhode Island, Connecticut, New Hampshire and Maine.

More than meets the eye

Playground construction is a niche business, and with 28 years of experience, NELM knows the finer points of the industry.

"There's a lot of detail work that goes into these projects," explained Delmonico. "Most people just see the finished product, but we have to make sure it meets certain safety rules and regulations. Fall heights, rubber thickness and safety zones are all things we have to keep in mind."

In addition to meeting regulations, the company's duties on a project go beyond unboxing slides and hanging swings.

"We are a general contractor that provides full-service construction," said Delmonico. "We take a job from beginning to completion; including demo, excavation, utilities, grading, landscaping, paving, concrete and custom carpentry. We handle sidewalks, parking lots, lighting and anything else that is needed. Once that's complete, we build the park."

Delmonico's experience can also help to save customers money.

"We've been doing this for a while, and we know how to design and complete a job

This NELM operator uses a Volvo ECR58D compact excavator at a jobsite in Everett, Mass. The machine is vital to NELM because it typically works in confined areas.





▶ VIDEO

By using a Steelwrist attachment on a Volvo ED140EL excavator, NELM Operator Jim Corry is able to rotate his bucket 360 degrees to grade the work site. “The Steelwrist is great for tight jobsites because it allows us to use one machine for several applications,” said Corry. “I can’t imagine operating without a Steelwrist.”

in an efficient manner,” detailed Delmonico. “Recently, we were able to save a customer nearly \$100,000 by helping redesign the plans and connect them with some vendors we have a relationship with. It’s another example of how we can provide a full package.”

Bigger and better

As NELM has grown, so too have its projects. In 2017, the firm completed Noah’s Place Playground in New Bedford, Mass., for the Team Noah Foundation. The 22,000-square-foot, handicap-accessible playground is the biggest in New England and believed to be the third-largest inclusive playground in the nation.

“We were proud to be a part of the construction,” said Delmonico. “The Team Noah Foundation set out to build a park that was sensory-rich, safe and accessible for children of all abilities, and they did a great job of that.”

NELM contracts have also evolved from playgrounds to recreational complexes. At Saint Columbkille Partnership School in Brighton, Mass., the company handled the construction of an athletic field with artificial turf and a parking lot with a new entranceway,

curbing and bus turnaround. This effort also included a basketball court and a playground.

“That was a huge project for us,” recalled Delmonico. “There were several large structures involved, and we also performed all of the drainage work. It was a good example of what we can do when it comes to site development.”

Delmonico notes that NELM has also evolved to handle design-build projects. “They have become more frequent for us,” he added. “We recently had one for St. Peter School in Cambridge where we cut an embankment for an athletic field. Design-build gives us the chance to really pass savings on to our customers through our experience; we see it as value-engineering.”

Attached to Woodco

Succeeding in a niche industry requires specialized equipment. That’s why Delmonico turns to Woodco Machinery and Sales Rep Bob Rosa for Volvo excavators.

“Most of our work takes place in compact areas, so we can’t be very equipment-heavy,” detailed Delmonico. “We put a high value on efficiency with our pieces because we don’t have the space to have several machines at our jobsites.”

Continued . . .

'Volvos will get the job done'

... continued

In Volvo equipment, NELM has found the right mix of power and versatility in a compact design. The company has a fleet that includes Volvo EC240EL, EC140EL and ECR58D excavators, as well as L60 and L35 wheel loaders.

"The Volvo excavators are efficient and smooth," described Delmonico. "We burn

very little fuel, and they always start. We aren't constantly running equipment at a site, but when we need to, we are confident the Volvos will get the job done."

Delmonico further increases the efficiency of his new Volvo EC140EL with a Steelwrist attachment, a rotating tilt, which allows the excavator operator to maneuver the bucket 360 degrees as needed.

NELM Corp. President/Owner Ray Delmonico (left) calls on Woodco Machinery Sales Rep Bob Rosa for all of the company's Volvo and Steelwrist needs.



"It's the best product I've ever purchased," shared Delmonico. "It's allowed us to do the work of several machines with a single excavator. The Steelwrist has a quick-coupler that hooks up to several types of buckets and forks. We can rotate and maneuver them into any angle we want, and we can keep the excavator in one spot. We've done everything from unloading boxes to grading a slope with it attached to the EC140. It's changed the whole dynamic of the machine. Our operator, Jim Corry, won't run anything without it."

The decision to add a Steelwrist came from Delmonico's relationship with Rosa and Woodco.

"Bob came to us with a video from Steelwrist, and the minute I saw it, I knew I had to have it," remembered Delmonico. "We trusted Bob's advice on the attachment and went through Woodco for financing. It's another example of why we continue to do business with Woodco. We consider them a strategic partner in our business."

Pride in the work

At just 48, Delmonico has no plans for slowing down – he's enjoying his work too much.

"What we do is high-end fun," he stated. "We have challenges every day that keep us fresh; and when we're finished, our efforts bring people so much joy. We take great pride in the work, and we put a lot of ourselves into our projects. We never leave a site 'good enough.' We want it to be perfect."

Delmonico is confident that dedication will help the company to grow. "As long as we provide excellent service for our customers, I think we'll continue to expand. People know when they hire NELM, they're getting a company in the top one percent of contractors. That's a reputation we intend to maintain." ■



NELM Corp. worked with the Patriots Foundation and M.E. O'Brien and Sons to build this playground in Central Falls, R.I.

This Volvo EC140EL excavator is the latest addition to NELM Corp's fleet. "The Volvo excavators are efficient and smooth," said President/Owner Ray Delmonico.





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GET READY TO DO MORE

Volvo's new ECR355E excavator enables greater production in compact design



Sejong Ko,
Excavator Product
Manager

Getting more for less is an outcome that customers in any industry desire. Volvo has made the equation attainable for heavy equipment owners with its new ECR355E excavator. From road construction to heavy infrastructure jobsites, the ECR355E is versatile and powerful enough to deliver a finished product while providing significant savings in production.

“The ECR355E fills a need in the market for a powerful machine in a short-swing design capable of heavy, high-production work in tight areas that would otherwise require a smaller, less productive machine,” said Sejong Ko, Excavator Product Manager at Volvo Construction Equipment.

The 38.5-ton tracked excavator boasts a Tier 4 Final-compliant Volvo D8 engine with 241 horsepower, an 18 percent improvement compared to its predecessor model, the ECR305C. The new excavator's advanced electro-hydraulic system works in harmony to reduce fuel costs by up to 10 percent while cutting emissions as well.

The low-noise and ergonomically designed cab of the Volvo ECR355E excavator comes equipped with Volvo's Human Machine Interface electronic system that displays on a standard 8-inch LCD Android touchscreen monitor.

The ECR355E further increases efficiency through the integrated Volvo work-mode system, which allows operators to choose from five settings to match performance to application: Idle, Fine, General, Heavy or Power Max. It also features a new ECO mode that uses electronic-pump-control technology to boost fuel efficiency without any loss of performance in most operating conditions.

Plentiful options, big results

The ECR355E saves space on busy and confined jobsites thanks to its short-swing radius. With the absence of a large counterweight, crews can operate confidently, even in the tightest of work areas. Narrow or long undercarriage options are available to enhance mobility.

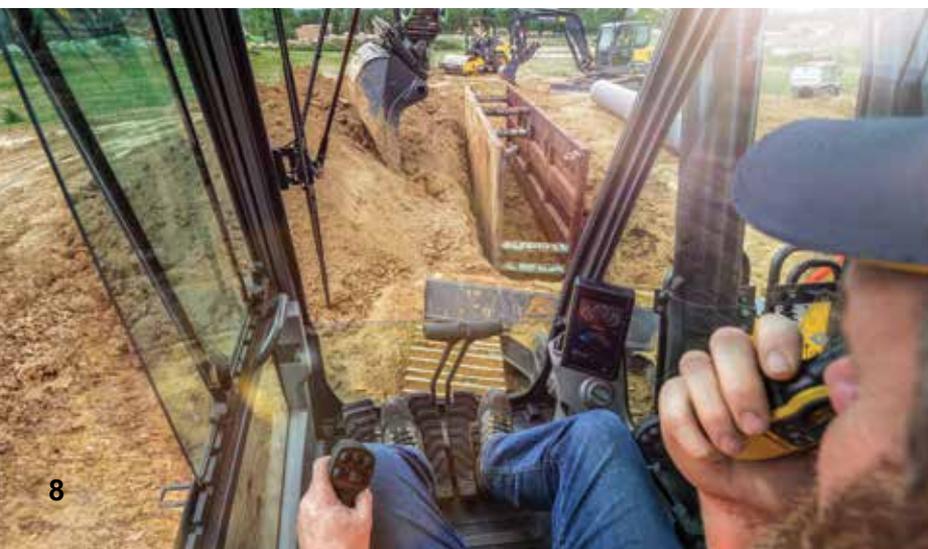
Even with its compact design, the ECR355E still delivers the production that Volvo owners expect from the E-Series models. A synchronized boom and arm, in conjunction with increased hydraulic flow, improve both productivity and accuracy in grading applications.

“Packed with optional features for added versatility, as well as all of our E-Series updates, the ECR355E is perfect for everything from heavy infrastructure and utility work to demolition and road building,” noted Ko.

The ECR355E offers a bevy of optional features including a Volvo dozer blade for easy backfilling and added stability. A quick coupler, auxiliary hydraulics, heavy-duty side doors and a two-piece boom enable owners to customize the machine for specific applications.

Comfortable production

Volvo raised the bar in operator comfort with its new ROPS-certified cab. It is low-noise, ergonomically designed and comes





The Volvo ECR355E 38.5-ton tracked excavator boasts a Tier 4 Final-compliant Volvo D8 engine with 241 horsepower. The advanced electro-hydraulic system works in harmony to reduce fuel costs by up to 10 percent while cutting emissions as well.

Quick Specs on Volvo's ECR355E Excavator			
Model	Net Horsepower	Operating Weight	Bucket Capacity
ECR355E	241 hp	75,200-83,800 lb	0.72-2.69 cu yd

equipped with Volvo's Human Machine Interface (HMI) electronic system that displays on a standard 8-inch LCD Android touchscreen monitor. HMI enables operators to fine-tune functions and settings through the monitor and keypad. The system brings the operator and technology together, creating a cohesive working environment.

Visibility from the cab was improved as it features expansive windows and narrow pillars to limit blind spots. The upper-front window can also be rolled up while the lower portion is removable and can be stowed inside the cab to increase visibility as well.

The ECR355E is now available with Volvo's Smart View program. The software combines four exterior-mounted cameras to create a bird's-eye view of the machine that is displayed on the in-cab monitor. This allows the operator to observe all of the surrounding area – another advantage of the excavator when working in confined areas. For further visibility, customers can take advantage of LED headlights as an upgrade to halogen lights.

Finishing touches

In addition to increasing the productivity and efficiency of the ECR355E, Volvo also prioritized operator convenience and safety when designing the excavator.

The cab comes standard with an industry-leading air circulation and defrosting



system that speeds up heating and cooling of the cab. An adjustable seat, ample legroom as well as sound and vibration dampeners help operators remain fresh, alert and focused.

Daily maintenance is simplified with logically grouped greasing manifolds and wide-opening compartment doors to allow unobstructed, ground-level access to essential maintenance checkpoints including pump-pressure taps, filters and the cooling package.

Anti-slip plates and added handrails ensure that operators or service technicians working on the machine can get back to work swiftly and safely. ■

With five work modes and a short-swing radius, the Volvo ECR355E excavator gives operators the ability to work efficiently and confidently on any jobsite.

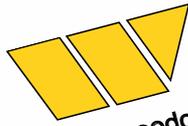
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LIGHTER FOOTPRINT

Latest short-tail-swing Volvo wheeled excavator delivers with visibility and productivity

Equipment operators know which machines are top performers, so Volvo used feedback from the field when designing the new EWR170E wheeled excavator. The latest E-Series 18-ton machine provides customers with 152 horsepower and a counterweight of just 70 inches, allowing operators to work confidently and efficiently in confined jobsites.

“Wheeled excavators are underutilized, especially in applications like urban utility work,” noted Matt McLean, Volvo Construction Equipment Product Manager, Wheeled Excavators. “These machines have lighter footprints and don’t damage hard surfaces like their tracked counterparts. That equates to less cleanup and lower labor costs.”

Improved view for operators

The EWR170E was designed for customers using applications that frequently require them to operate in tight spaces but who need more power than earlier models. The industry-leading short-tail-swing counterweight, combined with improved visibility from the cab, creates a safe working environment. The positioning of the engine at the back of the machine; extra space at the front; and large, side glass windows provide operators an unrivaled view of the working area.

Awareness is further increased with standard side and rearview cameras that display on an 8-inch Android screen in the cab. Volvo’s Smart View program, which uses the cameras to provide a 360-degree, bird’s-eye view of the machine in real time, is also available.

A commitment to superior performance and efficient production is the calling card of E-Series excavators, and the EWR170E builds on that. Volvo’s ECO mode engages automatically to help operators maintain

productivity and increase fuel efficiency. The model also reduces fuel consumption thanks to standard auto-idle and auto-engine shutdown functions. A passive regeneration process automatically cleans the diesel particulate filter without any impact on performance.

The release of the EWR170E also serves as the debut for Volvo’s Comfort Drive Control for wheeled excavators. This feature provides an array of functions, including the ability to control the machine using the roller on the joystick at speeds of up to 12 miles per hours.

The body of the excavator was also designed with operators in mind. It includes a drawer-type toolbox, trailer hitch, refueling pump, in-cab fluid check and Bluetooth. The joystick’s functions can also be customized to create shortcuts for easy operation. ■



Matt McLean,
Product Manager,
Wheeled Excavators

Quick Specs on Volvo’s EWR170E Wheeled Excavator

Model	Net Horsepower	Operating Weight	Swing Radius	Breakout Force
EWR170E	152 hp	39,572 - 42,328 lb	70 in	28,330 ft-lb

Volvo’s EWR170E 18-ton wheeled excavator features 152 horsepower and a counterweight of just 70 inches, allowing operators to work confidently and efficiently in confined jobsites.



CONFIDENCE IN THE CAB

Volvo's revolutionary Co-Pilot guidance system takes machine operation to the next level

Advanced technology is now as common on jobsites as hardhats and steel toes. Today's construction equipment comes with an arsenal of advanced features that help make companies more efficient and profitable. Volvo Construction Equipment has been at the forefront of the tech revolution thanks to its Co-Pilot program, which provides

operators access to a variety of tools through a 10-inch, high-definition Android touchscreen in the cab.

"The whole program was designed with efficiency in mind," said Volvo Product Manager Kevin Scotese. "The Co-Pilot interface gives operators a real-time picture of their jobsites from inside the cab."

Suite options

From excavators to compactors, the Volvo Co-Pilot system offers a suite of specialized apps that enable end users to navigate jobs with confidence, speed and efficiency.

"The Assist programs offered by Co-Pilot are tailored specifically to the machine's unique applications," noted Scotese.

- **Dig Assist** for excavators delivers guidance as the operator can follow a line on the screen that changes color depending on where the bucket is in relation to grade. A blue line indicates that the bucket is above grade, green is on grade and red is below. By providing immediate feedback, the follow-the-line reference points help take the guesswork out of digging.

- **Load Assist** is available on Volvo L110 through L260 wheel loaders and offers real-time information, preventing under or overloading. The data can also be accessed remotely via Volvo's advanced CareTrack telematics system.

- **Compact Assist** offers three options. Intelligent Compaction records and displays pass and temperature mapping; Intelligent Compaction with Density Direct measures and tracks density values; and Compact Assist for soil offers pass and compaction mapping. ■

Volvo's Co-Pilot program (right) provides tools to increase efficiency via a high-definition Android touchscreen. (Below) One of those tools, Dig Assist, offers reference points that help eliminate the guesswork when digging.





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DAN ROTT

Expansive career provides a wealth of knowledge for new Woodco Sales Manager

Dan Rott joined Woodco Machinery as Sales Manager just a few months ago, but he's far from a rookie. Throughout his 30-year career working for heavy-equipment distributors, he has served in just about every position an organization can offer.

"I've come from the floor all the way up to management," stated Rott. "I started out as a shop mechanic and progressed to field-service technician, service manager, general manager and regional sales manager. My path has provided a great deal of experience to draw from, and I think it helps me handle any situation that may come up here."

That experience has been an asset for him in his new role at Woodco.

"I know what challenges people face at each level and what they need from me in order to succeed," said Rott. "I've also had a lot of experience with Volvo equipment, so there was built-in knowledge of the product when I got here. That has allowed me to focus on the other aspects of the position."

Woodco Machinery Sales Manager Dan Rott credits his co-workers for a smooth transition to his new post. "We have a great mix of people on staff. From top to bottom, it's a dedicated group," said Rott.



Variety of duties

As Sales Manager, Rott oversees the daily operations of Woodco Machinery's 13 sales reps. He also handles quoting, pricing, ordering, arranging rentals and trades, negotiating with factories and managing finance programs.

"It's a pretty busy job," noted Rott. "We have a lot of requirements from our manufacturer, and it's our goal to achieve those. Two things we have done to make sure we keep reaching those marks are continuous training for our reps and constant inventory monitoring to meet our customers' needs."

Rott also credits a solid team of sales reps for helping his transition go smoothly. "We have a great mix of people on staff. One of our reps has worked here for 54 years and doesn't want to retire because he loves the job. We have another who started last month, and he's out knocking on doors working hard to build his territory. From top to bottom, it's a dedicated group."

When a member of the team identifies a potential sale, Rott says there is no better feeling than helping that colleague close it out.

"It doesn't matter to me if it's for \$15,000 or \$500,000, my adrenaline gets pumping," shared Rott. "That's my favorite part of the job; it's a rush. I love helping our customers get the equipment they need."

When Rott isn't finalizing a sale, he is spending time with his wife, Wendy, refinishing the lake house they bought three years ago.

"It's a labor of love, but it's our passion," he said. "We have it to a point where there isn't too much left to do. We can actually relax and enjoy our time there a little more now." ■

WOODCO

USED EQUIPMENT SPECIALS OF THE MONTH

Manufacturer/Model	Stock No.	Year	Hours
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EXCAVATORS

Volvo ECR58	CE3077	2012	1,313
Volvo EC250DL	KM6544	2012	3,698
Volvo EW210D	CE2565	2013	1,926
Volvo EC480D	CE3163	2012	4,768
Volvo ECR145DL	CE3282	2015	1,415
Komatsu PC138USLC-8	KM6184	2011	5,857
Komatsu PC210LC-11	KM6520	2016	1,693
Komatsu PC240LC-10	KM6553	2015	2,099
Komatsu PC360LC-10	KM6578	2014	5,695
Komatsu PC390LC-10	KM6373	2013	4,812
Komatsu PC78US-6	KM6568	2002	8,661
Sany SY215C	SY0007	2013	278

DOZERS

Komatsu D61PX-24	KM6522	2016	1,549
Komatsu D85PX-18	KM6525	2016	2,963
Komatsu D65PXi-18	KM6521	2016	2,020
Komatsu D155AX-6	KM6605	2008	5,333
Komatsu D37EX-24	KM6610	2017	154

Manufacturer/Model	Stock No.	Year	Hours
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WHEEL LOADERS

Volvo L30B	CE3224	2002	2,912
Volvo L220E	CE3234	2005	13,740
Komatsu WA200-8		2018	168
Komatsu WA200-5L	KM6567	2007	7,412
Komatsu WA270-8		2018	60
Komatsu WA320-7	KM6524	2016	954
Komatsu WA470-7	KM6604	2013	3,567
Kawasaki 65TMV2	CE3264	2001	4,000

SWEEPERS

Elgin Pelican	EG2146	2011	7,546
Elgin Pelican SE	EG2130	2005	3,217
Elgin Pelican SE	EG2132	2006	

PAVERS

Mauldin 1750C T	MA0020	2014	169
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COMPACTION EQUIPMENT

Volvo SD115	CE3014	2014	1,149
Volvo DD110B	CE3288	2014	1,266
Volvo DD140B	CE3290	2014	800
Bomag BW161AD-0	B00156	2015	7,930

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