



SUMMER 2022, Volume 17, No. 2

TODAY'S DIRT

Industry News for Vermont's Earthmoving Contractors

Reduce Your Equipment Fuel Consumption

The dramatic increase in fuel costs has become a major expense. Volvo equipment offers many features to help reduce and control your fuel consumption. Use these machine features to help operate a more efficient and profitable operation.

Auto idle and engine auto shut down: Engine speed is reduced to idle when the controls are inactive for a pre-set time. The engine is shut down if it is stationary, not in gear, and has been idling for more than the pre-set time.



In-cab fuel consumption displays: Your operators can monitor fuel usage on different job sites and make necessary adjustments.

Excavator work modes: By moving this dial, you change both the pump flow and engine speed — **a feature unique to Volvo excavators.**

On-board weighing systems: Using telematics and technology ensure optimal loads every cycle to maximize production and boost fuel efficiency.

In-cab Operator Assist Apps: Operator apps help improve accuracy and prevent costly rework.

Inspections: Daily inspections of machines are important when it comes to preventing wear and tear and cutting back on fuel consumption.

Check tire pressures: Tires that are underinflated can lead excessive fuel burn.

Use telematics to make any necessary adjustments: Pairing machine features like auto-idle and engine auto shut down with telematics can take fuel savings to another level.

Properly service your engine air filters: A clogged or dirty air filter will negatively affect fuel consumption and engine performance.



For more information on how to reduce your fuel consumption, visit:

<https://www.volvoce.com/united-states/en-us/services/volvo-services/fuel-efficiency-services/>



795 Marshall Avenue, Williston, VT
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New & Used Equipment -- Call for Pricing



2021 Volvo ECR355EL
Dig Bucket, Tilt Bucket, 34" Pads,
Dig Assist, Coupler, 5-Year Warranty
stk11873



2022 Volvo EC300EL
48" Dig Bucket, 32" Pads,
Dig Assist, Coupler,
stk11870



2021 Volvo ECR235EL
28" Pads, Blade, 9'6" Arm,
X3 Hydraulics, Quick Coupler,
5 Hours, stk13308



2017 Volvo EC160EL
Dig Bucket, Tilt Bucket, 28" Pads,
Aux Hyds, Coupler, Thumb,
677 Hours, stk12030



2022 Volvo EWR150E
2-Piece Boom, 8'6" Arm, Twin
Wheels, X3 Hydraulics
stk12655



2022 Volvo ECR145EL
8'2" Arm, Blade, 24" Pads,
X3 Hydraulics, 40 hours
stk11867



2019 Volvo ECR145EL
20" Pads, Pin-on 24" Dig Bucket,
X1, 1114 hours, stk12686

More GPE Excavators In Stock!

2020 Volvo ECR160EL
24" Tracks, 41" Dig Bucket,
60" Tilt Bucket,
Thumb, 1338 Hours,
stk13037

2019 Volvo EC160EL
24" Tracks, Pin-on 42" Dig
Bucket, Thumb,
X1 Hydraulics,
1145 Hours, stk13129

2019 Volvo ECR145EL
20" Steel Tracks,
X1 Hydraulics, Thumb,
2353 Hours, stk12876

2019 Volvo EC140EL
Pin-Grabber Coupler,
Dig Bucket,
Tilt Bucket, Thumb,
X1 Hydraulics,
1095 hours, stk12683



Vermont's Favorite Excavator
New Volvo EC60E's Arriving Monthly
Best in Class Performance & Operator Comfort!
Various Options Available:
Auxiliary Hydraulics
Steel or Rubber Tracks
Thumb, Quick Coupler and Bucket Options
Call for Pricing and Availability

More New & Used Equipment



2022 Volvo ECR25D
16" Dig Bucket, 47" Grade Bucket,
0 Hours, stk11971



2021 Volvo ECR25D
16" Dig Bucket, 47" Grade Bucket,
3 Hours, stk11969



1999 CAT 416C
4x4, 24" Dig Bucket,
Loader Bucket, 4587 Hours,
stk13188

Go to www.woodscrw.com for more New & Used Equipment!



2017 Kubota KX080-4A
Dig Bucket, Hyd Quick Cplr,
Hyd Thumb, New Rubber Tracks,
1420 Hours, stk11823



Used Kubota SVL95-2S
GP Bucket, 1548 Hours,
stk13211



2016 Volvo L30GS
Hook-on Bucket,
1,135 Hours, stk12685



2022 SDLG L918F
2.0 yd3 Bucket,
Boom Suspension System,
5-Year Warranty; **3 in Stock**
\$81,900!!



2021 SDLG L938F
2.5 yd3 Bucket, 5-Year Warranty,
251 Hours, stk11988
\$99,900!!



2008 Deere 544J
3.0 yd3 Bucket, Hyd Coupler,
Auxiliary Hydraulics,
6232 Hours, stk13268

EC60E Replacement Rubber Tracks in Stock!



**New Replacement Rubber Tracks
for Volvo EC60E/EC55
Now In Stock at CRW!**

**Call Our Parts Department Today
to Purchase Your Replacement Tracks**

802-488-7907 or 802-488-7916

Why Choose Volvo Electric Machines?

- ✓ Zero exhaust emissions
- ✓ Significantly lower noise levels
- ✓ Reduced energy operating costs
- ✓ Improved efficiency
- ✓ Less maintenance than conventional machines
- ✓ Premium warranty coverage

Feel the quiet, smooth operation of an all-electric machine!



**We are delivering on our commitment of building a tomorrow.
Be one of the first to experience that commitment for yourself.**

Buy now and your purchase includes:

- Six (6) years/5,000 hours limited warranty
- 1,000 hour (2 years) filters
- Electronic Machine Management Application (EMMA) for monitoring your machine via phone.
- Four (4) Years ActiveCare Direct Machine Monitoring by Volvo
- 0% financing for 48 mos. OR 36 to 60 months lease options



A Green Mountain Power Rebate is available to electric machine buyers. Rebate amount will be determined based on machine usage.

Wood's CRW has ECR25 Electric Excavators in stock now!

Call Your Territory Manager for more details, pricing or to schedule a demo.

Volvo Financial Services Summer Finance Rates on New Equipment

Full Sized Excavators and Wheel Loaders:	5.89% for 60 Months
Compact Excavators and Wheel Loaders:	3.99 % for 60 Months
SDLG Wheel Loaders:	5.29% for 60 Months
Electric Compact Excavators:	0% for 48 Months



All finance rates are pending approval.
Additional Terms and Rate options available.
Above rates good through 9/30/22.
VFS offers no pre-payment penalty.

Wood's CRW also works with other banks and finance companies to find a financing solution to fit your needs. **Contact your Territory Manager today to discuss your equipment purchasing options.**

Tips for Avoiding Common Problems with Diesel Exhaust Fluid

Did You Know?

- **DEF should never be mixed with diesel fuel!** Look for the **Blue** DEF cap.

- **Avoid contamination in your DEF fluid.**

- Clean around the **Blue** DEF **cap** each time **BEFORE** refilling.

- **Test and monitor the concentration of urea-based DEF** with a digital refractometer. Ideal concentration is between 32.5 and 37% urea.



- Store DEF in **dedicated containers** to prevent contamination.

- **Store DEF out of direct sunlight** and in stainless steel or plastic containers.

- **Store DEF in a cool, dry location** – between 12°F and 86°F.

- **Storing DEF in cold environment requires an expandable container** – DEF will freeze at temperatures below 12°F.

- **Change the DEF filters regularly.**

- **Top off the DEF tank at the end of the day.** Condensation build-up can lead to contamination.

Be sure to also follow equipment owners' manuals and recommendations from your fuel provider.

Wood's CRW is now the **Atlas Material Handler** Dealer for Central and Eastern Pennsylvania and New York State. Atlas Material Handlers are manufactured in Germany and imported by the SMH Group of Concord, North Carolina.



Atlas Material Handlers are wheeled machines with five models ranging from 47,000 lbs. to 125,000 lbs. Common parts and service items are in stock at our Carlisle, Pennsylvania branch.

For more information, please contact our Sales Office at 802-488-7903.

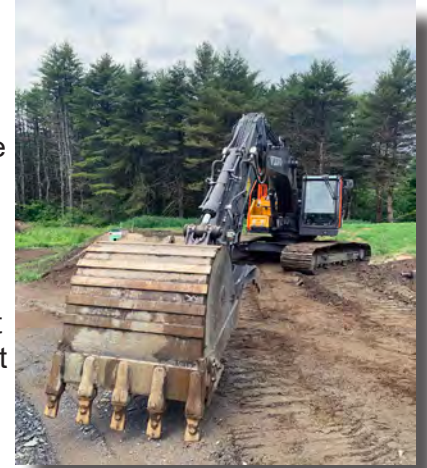
Customer Partner Profiles

Established in 2004, **DLX** was one of the first contractors in the Windsor County to purchase a Volvo excavator. That 2001 Volvo EC150 was the foundation of Dan Lesnick's business which specializes in residential and municipal projects.



Over the last 20 years Dan has purchased a fleet of Volvo equipment including Volvo L50, EC160E, EC55, and L60G.

This spring he added the Volvo EC220EL for a large road project. Dan has enjoyed the smooth operation combined with excellent power that the Volvo equipment offers. He sees his



operations continue to move forward together with Wood's CRW support and Volvo equipment.

Pike Industries, A CRH Company, purchased a 2022 Volvo L180H Wheel Loader. The Volvo L180H was chosen for its performance and reliability and will assume the lead role at the Williston facility in the production and distribution of Hot Mix Asphalt.

The new fleet addition is now the 6th Volvo L180 operating in their four locations in the state of Vermont.

Pike Industries is currently operating several Volvo machines in Vermont:

- Williston, VT (1) Volvo L180
- Danby, VT (2) Volvo L180's
- Swanton, VT (1) Volvo L180
- Newhaven, VT, (2) Volvo L180's and a Volvo A30G haul truck.



Customize Your Equipment! Any Make or Model!



We can get You any attachment you need!

Tilt Rotators, Hydraulic Breakers • Fork Sets • Grapple Buckets • Ripper Teeth • Sweepers • Angle Brooms • Brush Hogs • Tree Mowers • Mulcher Heads • Snow Pushers/Blowers, Brush Cutters & More!

If we don't have it, we will get it for You!



Employee Spotlight



CRW is pleased to announce that **Zachary Hesse** has joined the team at our Williston, VT Branch. Zack will train with Debbie Resi to take on her Sales Support responsibilities before she retires in September. He previously worked in Sales Support at Planon in Boston after graduating from Juniata College with a degree in Philosophy. Prior to that, Zack spent every summer for over ten years as First Mate aboard the F/V Mattanza during the bluefin tuna harpooning season in southern Gulf of Maine.

Zack lives in the New North End of Burlington where he moved with his partner, Zeph, last year. They enjoy the company of Sally, their small and troublesome cat, and embark on frequent hiking and swimming adventures when the weather cooperates. Zack is an avid sailor and maintains a small sailboat in the quaint harbor where he grew up on Cape Cod.

Wood's CRW welcomes **Kristian "Bubba" Richardson** as the newest member of our VT Service Team. He graduated from Essex Center for Technology in June. Bubba is looking forward to learning more about the heavy construction equipment industry. We look forward to expanding his knowledge and experience in our industry.

A native of Burlington, Bubba now lives in Shelburne. He used to spend some of his free time helping senior citizens in Grand Isle who were unable to do outdoor or heavy tasks. For leisure, Bubba enjoys origami and longboarding. As a former wrestler for Essex High School, he is also an avid sports enthusiast.



Machine Monitoring and Reporting Direct From Volvo* Real-Time Data sent directly to you and your dealer!

- Monitoring 24-7/365 -- The system analyzes your machines health in real time, diagnosing faults and predicting potential machine failures
- Reporting -- Volvo generates monthly reports focused on utilization, machine health, worksite efficiency, operator behavior and opportunities for improvement
- Save Time and Money -- Spend less time pulling alarms and codes from your machine and receive actionable recommendations from your dealer that help reduce operating costs and increase machine up time

*** FREE for one year with new machine purchase (all GPE machines and larger compacts).
Contact your Territory Manager for more details.**



Wood's CRW Corp. is a family-owned business that has specialized in new and used earthmoving equipment and crane sales, offering service and support in **New England and New York** since 1961. **CRW Corp. is your exclusive Vermont Volvo Dealer.** CRW Corp. has a Volvo sales office in Williston, Vermont, as well as crane, lifting equipment, and material handler sales offices in North Oxford, MA, Syracuse, NY and Carlisle, PA.

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Your Vermont Dealer

V O L V O



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Featured Machine: 2022 Volvo EWR150E/EWR130E

New for 2022 Deliveries!

8'6" Stick

**Twin
Wheels**

**Boom Float
Hydraulics**



**Cruise Control
with Creep
Speed**

**Automatic
Digging Brake**

**Lifetime Frame
Guaranty**

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