



WINTER 2024, Volume 19, No. 1

TODAY'S DIRT

Industry News for Vermont's Earthmoving Contractors

Volvo Introduces Wheel Loader Updates

Volvo has introduced the H2 series in 2024 – with plans to build the world's most efficient, productive and longest lasting wheel loaders.

L60, L70 and L90 new features Include:
A new standard lifting frame and a casted GDF-link improves machine stability, fuel efficiency and reduces the weight of the loader arms, adding available capacity to lift and carry.

The new frame also increases the lift height for the L90 model.

Smart Control

New software function optimizes the harmony between the engine and hydraulics. This reduces the risk of wheel spin or stalling when filling the bucket by distributing more power to the working hydraulics. Lifting and loading time is reduced, shortening the reversing distance when loading trucks.

Benefits include optimized fuel efficiency and performance, plus shorter reversing distances in tight loading situations.



Smooth Control

This new feature levels out the fluctuation in engine speed when attempting to hold the machine's throttle pedal on uneven ground.

Benefits includes constant engine speed sound, less engine speed noise and operators will achieve a smoother, more fuel-efficient performance.

Rimpull Control

Operator can reduce maximum Rimpull to a suitable level for surface conditions.

Benefits include reduced wheel spin in slippery applications, reduced tire wear and more efficient work.

Contact you CRW Territory Manager today to learn more about new features on Volvo wheel loaders and how a Volvo loader can make your operation more efficient.



Inventory



2022 EC27D
STK # 11958



2021 ECR50
STK # 13533



2024 EC60
STK # 14239



2021 ECR88D
STK # 13798



2024 ECR145
STK #13659



2023 EC160EL
STK # 12382



2023 EC200EL
STK # 13656



2023 EC300
STK # 13938



2024 ECR355
STK # 13940

**Call your Territory Manager for
Pricing and Rental Rates:**

Scott Perren
Northern VT
802-343-1928

Mike Lizzari
Southern VT
802-760-9020

**Scan the QR
Code for a full
list of our current
inventory**



Inventory



New ECR25 Electric
STK # 13008



2022 SD45B
STK # 12419



New JL20 Electric
STK # 13700



2023 L60 Loader
STK # 13664



L70 H2 Long Boom
STK # 13895



2023 L180H
STK # 13702



2018 Deere 524KII
STK # 14046



2018 Deere 410L
STK # 14083
1,425 hours



2005 CAT M316C
STK # 14054

Attachment Spotlight: FRD Hammers

FRD hammers have less weight and higher performance than most breakers in this size.

- In the rare event that maintenance is needed, the FX series has been designed with replaceable cylinder liners which saves maintenance cost and downtime.



- Kent FRD offers hammers up to the FX1070.

- With fewer parts moving, fewer parts will wear.

- Wood's CRW stocks and rents FRD hammers and has been offering these hammers to customers for over 16 years!



Top Con Innovative Technology



TopCon Technology combined key technology from surveying and machine control to increase efficiencies, while reducing wait times and staffing needs for your small and mid-sized jobsite projects.

MC-Mobile equips you with everything you need to perform layout and in-field design to build your jobs, and to verify the results. 3D is ideal choice for complex and large infrastructure projects.

Offering full three-dimensional functionality, Topcon 3D-MC for Dig Assist allows designs to be uploaded directly into the Volvo Co-Pilot.



Simply import a project file and get to work. Volvo Excavators with Active Control are capable of fully automatic performance.





VOLVO CERTIFIED USED EQUIPMENT

Work confidently with the reliability of a like-new machine.

Purchasing a piece of used equipment can be a smart investment — especially when it comes to a Volvo Certified Used machine, where you get the exceptional Volvo quality, efficiency and performance we're known for in a machine that's thoroughly inspected for years of reliability.

Want to know more? Contact your CRW Territory Manager.

Volvo Financing Program

Enjoy our lowest rates of the year!

Contractors coast to coast are putting powerful, fuel-efficient Volvo excavators to work-- and you can too, with some of our best financing all year. Get rates as low as **0% for 36 months or 2.99% for 60 months***, plus valuable bundles that help you save even more down the road. If you're



serious about moving more material at a lower cost, this is an offer you shouldn't pass up.

Eligible Equipment

- 6 mid-size crawler models from EC140E - ECR235E
- 12 large crawler models from EC250E
- 8 wheeled models from EWR130 - EW240
- All 2023 or newer

In-Stock and Ready to Move Equipment

- Mid-size models: ECR235EL, EC200EL, EC160EL, ECR145EL
- Large models: ECR355EL

Looking for more details? Scott and Mike are ready to help get all your questions answered-- give them a call or email today!



Scott Perren
Northern Vermont
(802) 343-1928
sperren@woodscrw.com

Mike Lizzari
Southern Vermont
(802) 760-9020
mlizzari@woodscrw.com

Disclaimer: *All financing conditions, including customer qualifications, final approved transaction terms, and down payment amount are subject to Volvo Financial Services (VFS) credit underwriting guidelines and advance policy. Offers expire March 31, 2024.

Uptime Support Service Van

We are excited to announce that we now have an Uptime Support Van covering our Vermont Territory. Cooper Bouchard, CRW's Product Support Representative, will be covering the state assisting our customer/partners with OEM, remanufactured, after market and used parts for their Volvo, Link-Belt, SDLG and National Cranes. We are currently working on stocking the Uptime Van with common critical parts to provide timely field support.

Reach out to Cooper today at 802-798-4720 to see the next time he will be in your region.



Customer Profiles: Cersosimo Lumber Co.

In 2024 Cersosimo Lumber Company will be adding two more Volvo L90H 2.0 Wheel Loaders to their operation of 7 loaders. As one of the largest producers of high-quality Northeastern Hardwood and Eastern White Pine lumber in New England, Cersosimo has depended on their dedicated fleet of Volvo Wheel loaders for over a decade. **In 2011 Cersosimo purchased their first L90F loader that today has over 44,000 hours on it.**

Configured with a Long Boom, Torque Parallel linkage and Log Forks, these Volvo L90H Loaders effectively handle the unloading, stock piling and rehandling tasks effectively. Volvo Wheel Loaders have provided both reliability and performance with serviceability and support from Wood's CRW, completing

the total package utilized by Cersosimo Lumber Company.



Customer Profiles: Stone Underground



Joe Stone has been operating as an underground utility contractor since 2002. He and his crew can be seen along routes in Chittenden county installing cable & other underground utilities. Joe became a Wood's CRW customer in the early years when he first rented equipment but quickly began purchasing Volvo Compact

excavators. Joe formed strong relationship with Wood's CRW's service team and sales staff and is a regular favorite at the shop. Stone Underground most recently purchased a 2023 Volvo EC35 with a Steelwrist tilt coupler as the newest addition to his fleet of Volvo Compact Excavators.

Demo Days: New EC230 Electric Excavator

Woods CRW will be scheduling demos for the new Volvo EC230 all Electric Excavator this Spring!

If you are interested in demoing this reliable 23-ton excavator, please contact your Territory Manager for more information. We will be hosting an open house to demonstrate the proven dependability and performance of Volvo's eMobility Construction Equipment.



Employee Spotlight

We would like to welcome Zach as our newest Service Technician in Vermont. Zach was raised in the Essex/Jericho area and attended Saint Micheal's College. He has been involved in the mechanical field for the last 25 years, from power sports to heavy equipment. As a fleet excavation mechanic, he became familiar with Volvo excavation products. Zach has

had the opportunity to build and support vehicles for the US Navy and airports. He is happy to be welcomed into the Wood's CRW team, and looks forward to contributing to the company. In his free time, Zach enjoys spending time with his wife and dog, snowboarding, hiking, biking, and working on his house/property.



Veteran Employee Spotlight



Scott Perren began selling construction equipment for CRW in 1999. At that time CRW was the Samsung construction equipment dealer for Vermont. Samsung had just sold their CE division to Volvo.

CRW's team made a strong play, assisted by the construction of a new building, to get the Volvo contract. By the end of the year, CRW had secured the contract and since then, no one has sold more Volvo's than Scott in the state of Vermont. His passion for the brand, his customers,

and CRW shows in everything he does. No one works harder at being a great partner to our customers than Scott.

In 2021 Scott was recognized by Volvo as being the top salesman in the country for units sold. He was awarded another diamond for his President's club ring.

Today both Scott and Mike continue to be leaders in the North American Iron Mark Sales Awards, topping their markets for the past 6 years.

Mike Lizzari has spent the better part of 30 years working in site excavation and construction management. While managing all divisions of a large commercial site excavation company in Vermont, he refined his skills in marketing, training, and streamlining construction delivery with a focus on quality installation, cost control and maximum profit. Mike developed strong relationships with construction professionals, suppliers and

industry leaders. He has continued building on this foundation since becoming Wood's CRW Corp's Southern Vermont Earthmoving Equipment Territory Manager in spring of 2014. Now with a decade of Volvo Construction Equipment sales experience, Mike provides CRW with customers comprehensive recommendations based on construction experience and product knowledge. Being familiar with the unique construction challenges faced by Vermont contractors, he



compliments Wood's CRW Corp's commitment to provide the right solutions at competitive pricing for all segments of Volvo Construction Equipment.



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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an authorized dealer for:

V O L V O



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Williston, VT 05495

Return Service Requested

Machine Rentals



Present this coupon to our Rental
Department to receive 10% off your
first month's rent.

(With Minimum 2 Month Rental)

Valid Through April 30th 2024

Now Renting Mecalac MCR,
Combination Track Skids
& Mini Excavators

CJ Innes
Rental Coordinator

cinnes@woodscrw.com
802-488-7918