



# Today's Dirt

Industry News for Vermont's Earthmoving Contractors

## VOLVO CE EXPANDS U.S. PRODUCTION TO MEET GROWING GLOBAL DEMAND

As part of a major global investment to strengthen its manufacturing network, Volvo Construction Equipment (Volvo CE) has announced plans to begin producing crawler excavators and large wheel loaders at its Shippensburg, Pennsylvania facility. This expansion is part of a **\$261 million worldwide initiative aimed at increasing production** capacity, improving manufacturing flexibility, and supporting the growing demand for Volvo CE equipment.

Currently, the Shippensburg factory produces soil and asphalt compactors along with mid-size wheel loaders. With this new investment, the site will gain the capability to manufacture mid- to large-size crawler excavators and add four large wheel loader models to its existing wheel loader lineup. **Production is expected to begin in the first half of 2026.**

The Shippensburg expansion is one of three major projects tied to Volvo CE's crawler excavator strategy, with significant investments also being made at facilities in Changwon, South Korea, and in Sweden. By increasing production at these three strategic sites, **Volvo CE will be better positioned to meet customer needs in multiple regions**, reduce reliance on long-distance shipping, and mitigate potential supply chain disruptions.



### MODERNIZING FOR THE FUTURE

At Shippensburg, the upgrades will focus on reconfiguring and enhancing existing factory space. This includes **installing new assembly lines, integrating advanced automation technologies, and providing specialized training** for employees to ensure the site is fully prepared for the expanded product lineup. These enhancements are designed not only to boost efficiency, but also to maintain the high standards of quality and innovation for which Volvo CE is known.



### POSITIONED FOR SUSTAINED GROWTH

This move solidifies Shippensburg's role as a critical part of Volvo CE's global manufacturing footprint. By strategically growing its capabilities in the United States; alongside key facilities in South Korea and Sweden, Volvo CE is **reinforcing its ability to deliver machines where and when customers need them most**, while continuing to push forward with innovation and operational excellence.



# INVENTORY

Contact your territory manager for pricing and rental rates

2025 DD25B



STOCK #14921

2024 SD75B



STOCK #14921

2023 EC140EL



STOCK #12377 | 270 HOURS

2022 EC27D



STOCK #11958

2025 EC60E - NEW & USED



STOCK #14683

2025 ECR88D - USED



STOCK #14092 | 5,300 HOURS

2024 & 2025 ECR145FL



MULTIPLE IN STOCK

2024 & 2025 ECR160EL



MULTIPLE IN STOCK

2024 EC210FL



STOCK #14887

2025 EC300FL



STOCK #14729 | 120 HOURS

2025 EC300FL



STOCK #13940 | 1,100 HOURS

2025 ECR355EL



STOCK #14269 | 360 HOURS

**RATES AS LOW AS 0% FOR 60 MONTHS**

For Volvo Compact Excavators. Valid through 9/30/2025 on qualifying equipment. Other conditions may apply. See [volvofinancialservices.com](http://volvofinancialservices.com) for more information.



2024 EC370FL



STOCK #13939 | 600 HOURS

2024 L30HS



STOCK #14290

2023 L70H2 - LB



STOCK #13895 | 1,000 HOURS

2025 L70H2



STOCK #15022

2025 L90H2



STOCK #14900

2024 L110H



STOCK #14245 | 400 HOURS

2022 MECALAC AX 1000



STOCK #11839

2022 MECALAC TA3



STOCK #13302

2021 MECALAC 8MCR



STOCK #11922

## EQUIPMENT SPOTLIGHT: MERLO P27.6

On busy jobsites where space is limited, the **Merlo P27.6 delivers big capability in a compact package**. With a lift capacity of nearly 6,000 lbs and over 18 ft of reach, it's ideal for moving pipe, loading trucks, or handling pallets of material right where you need them. It's also a reliable solution for snow removal, giving you year-round productivity.

Shown here with a bucket attachment, the P27.6 takes full advantage of Merlo's quick-attach system and wide range of tools, from forks and buckets to hooks and jib, so **one machine can adapt to nearly any task**.

With CRW's rental purchase options and great financing rates available, there's never been a better time to put the P27.6 to work.



Looking for additional details? Interested in seeing our full stock? Scan the QR Code or go to [www.woodscrw.com](http://www.woodscrw.com) to see our full inventory



## WOOD'S CRW NAMED VOLVO CE 2024 DEALER OF THE YEAR

CRW is honored to be recognized as the 2024 Volvo Construction Equipment North America Dealer of the Year. This award reflects our team's commitment to customer-first service, reliable equipment solutions, and lasting partnerships. Paul Balassone, Volvo's District Sales Manager of New England, shared:

*"Wood's CRW stands as a model of what it means to deliver upon a "customer-first" commitment. This commitment is perhaps most clearly reflected in the enduring loyalty and trust of the customers they have faithfully served over the course of several decades. On behalf of Volvo Construction Equipment North America, it is both an honor and a privilege to extend our sincere congratulations to Chris Palmer and the team at Wood's CRW on being named Volvo Construction Equipment N. America Dealer of the Year."*

For more than 60 years, Wood's CRW has lived by the values of **Partners. Solutions. Success.** This recognition would not be possible without the trust of our customers and the dedication of our employees. We look forward to building on this success for years to come.

## A NOTE FROM OUR PRESIDENT

*It's been an incredible year for Wood's CRW, and being recognized as Volvo CE's 2024 Dealer of the Year is truly humbling. What makes this honor meaningful isn't just the award, it's the people behind it.*

*Our team works tirelessly every day, often behind the scenes, to make sure our customers have the machines, parts, and support they need to keep projects moving. I'm proud of their dedication, their expertise, and the care they bring to every job.*

*And to our customers, thank you. Your trust, partnership, and feedback are what drive us to be better every day. We don't take it for granted, and we're committed to making sure every experience with CRW reflects the value we place on those partnerships.*

*Here's to a construction season full of hard work, safe sites, and projects done right, together.*

**Chris Palmer, President**



# CRW WELCOMES JOHN GIBSON TO THE EARTHMOVING SALES TEAM

We're excited to announce that John Gibson has joined our Earthmoving Sales team as Territory Manager for Northeastern VT.

John brings over a decade of industry experience and a strong background in earthmoving equipment, making him a valuable resource for our partners.

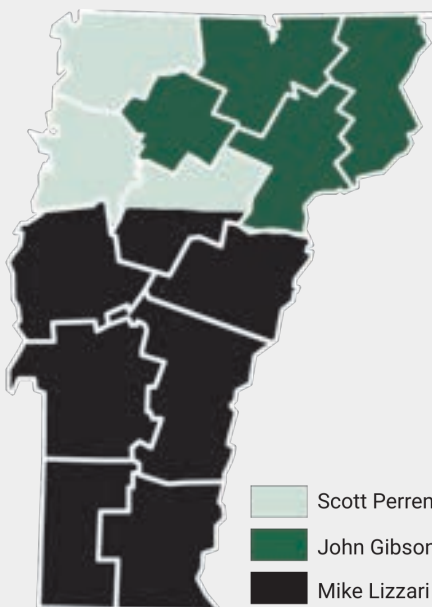
Based in Johnston, VT, John lives with his partner Alexis, their dog Poe, and their cat Lou Lou. Outside of work, he enjoys spending time outdoors and with family and friends.

John is eager to connect with CRW partners and support their equipment needs. **He can be reached at [jgibson@woodscrw.com](mailto:jgibson@woodscrw.com) or (802) 598-3000.**



## YOUR WOOD'S CRW CONTACTS

Whether it's keeping your machine running, finding the right attachment, or lining up a rental, our team is here to support you. Connect with your CRW partners in **Service, Sales, Parts, and Rentals**, we've got you covered every step of the way.



### Territory Managers

**SCOTT PERREN**  
Northeastern Vermont  
(802) 343-1928  
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**MIKE LIZZARI**  
Southern Vermont  
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**JOHN GIBSON**  
Northwestern Vermont  
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### Rental

**CJ INNES**  
Vermont  
(802) 488-7918  
[cinnes@woodscrw.com](mailto:cinnes@woodscrw.com)

### Service

**Cooper Bouchard**  
Vermont  
(802) 488-4937  
[cbouchard@woodscrw.com](mailto:cbouchard@woodscrw.com)

### Parts

**Parts Department**  
(802) 658-1700  
[parts@woodscrw.com](mailto:parts@woodscrw.com)



## DID YOU KNOW?

**Volvo Dig Assist** with In-Field Design transforms the way operators approach site prep. With just a few points entered into the system, excavators like the EC220 can follow accurate digital layouts in real time, guiding operators to dig precisely to grade and alignment without needing constant manual measurements.

This technology significantly enhances safety on the jobsite. By reducing the need for a person to be outside the machine guiding the operator, it lowers exposure to hazards and keeps teams protected while maintaining full visibility of the work area.

# CRW HELPS VERMONT CONTRACTORS WORK SMART WITH VOLVO DIG ASSIST

At CRW, we're proud to provide our customers with not just machines, but access to advanced technology that improves precision, safety, and efficiency on the jobsite. One example of this is **Harold Lunnie, owner of Harold's Concrete Construction**, a Vermont-based company that handles residential construction site prep, including excavation, septic work, and concrete installation.

Harold began using Volvo excavators in 2019, purchasing his first machine through Wood's CRW. Today, his fleet includes **EC140, EC200, and EC220** mid-size crawler excavators, and the company has incorporated **Volvo Dig Assist** with In-Field Design to enhance site preparation workflows.

**Dig Assist** allows operators to convert paper drawings into digital layouts displayed directly on the excavator's screen. With simple on-screen guidance, operators can accurately place foundations, corners, and walls without manually measuring or staking out the site. Harold highlights the speed and precision the system provides: "It takes me less than five minutes to establish a few points in my layout, and we're moving dirt. I know where every corner and every wall is without throwing in stakes, taping measurements, cross squaring, everything like that. It's accurate to within the size of your thumbnail."

We've shared the highlights, but Harold says it best. **Scan the QR code to watch how Dig Assist is making a difference on his jobsite.**



## WATCH HERE



## CUSTOMER PROFILE: Theurer Landworks & Hauling

Founded by Evan Theurer in October 2022, **Theurer Landworks & Hauling** has quickly established itself as a trusted contractor serving the Mad River Valley and Central Vermont. Services range from grading driveways to full land transformation projects. Handling both residential and commercial work, Theurer Landworks focuses on quality and reliability.

Evan's fleet includes a **Volvo EC60E** and **two Volvo EC160s**, all sourced through Wood's CRW. This year, they expanded with a second **new Volvo EC160** equipped with **Volvo's Dig Assist** system; bringing greater precision, efficiency, and confidence to the job site.

Evan notes that working with Wood's CRW means more than just acquiring equipment, "From sales to service, they treat you like family and provide everything you need to succeed."



## CUSTOMER PROFILE: Chico Excavating



Vermont native Christopher Chico started **Chico Excavating** with years of hands-on experience and a personal vision - to create a company that takes pride in combining quality work with the right tools for every job.

Chris' fleet includes a **Volvo ECR145** and **Volvo EC60** excavators both equipped with a range of Steelwrist attachments. At the core of Chico Excavating's performance are **Steelwrist Tilt Rotators** which give his operators full rotation and tilt control of their attachments. This versatility means greater precision, efficiency, and the ability to switch seamlessly between tasks on the jobsite.



Wood's CRW is proud to partner with Chico Excavating, supporting their team with equipment solutions and ongoing service that helps them deliver results their customers can count on. Chico Excavating has grown to be the trusted name for residential and commercial excavation across southern Vermont.



**PROUD MEMBERS OF**



WOOD'S CRW  
PO BOX 1099  
WILLISTON, VT 05495

# WE'D LOVE YOUR FEEDBACK!



Scan the QR code to rate our newsletter, it only takes a minute.

## MACHINE FACEOFF: EC300, ECR355, AND EC370



	<b>EC300</b>	<b>ECR355E</b>	<b>EC370</b>
<b>Operating Weight</b>	~68,000 LBS	~77,000 lbs	~82,000 lbs
<b>Engine</b>	253 hp	241 hp	314 hp
<b>Digging Depth</b>	~22ft	~22ft	~24ft
<b>Breakout Force</b>	36,940 lbf	37,090 lbf	44,512 lbf
<b>Best For</b>	<b>Balanced Performance:</b> versatile workhorse that fits a wide range of applications.	<b>Tight Jobsites:</b> where power is needed, but space is limited.	<b>Large-Scale Earthmoving:</b> with maximum breakout force and efficiency.