

Preparing for the Road Ahead



Before putting a new W120 Fi cold milling machine to work, **Ruston Paving Co.** gets hands-on training from Monroe Tractor and Wirtgen.

By Jennifer Bohanan

You've done your homework, made your selection, signed the sales agreement, and taken delivery of your new piece of equipment. What's next? For Monroe Tractor customers, you're not at the end of a financial transaction, you're at the beginning of a relationship designed to help you succeed, and the benefits include a team of experts and a training event to get you started.

Take Ruston Paving Co., Inc., for instance, which recently purchased a multifunctional Wirtgen W120 Fi cold milling machine. The asphalt paving and site work contractor (www.rustonpaving.com) was well-acquainted with Wirtgen products, having used

a variety over its 69-year history. The 1200 model they'd been running for the past three years, shared between the Syracuse and Rochester, New York, locations was in constant demand and scheduling was becoming an issue. So, the company decided it was time to invest in a new milling machine. "The 1200 has always performed well, and we weren't looking to reinvent the wheel," says Ruston's Chief Operating Officer Don Clark. "The W120 is the next generation."

The W120 is similar to the 1200, but includes some key updates. "While this model also has a rear-mounted drum," says Clark, "it can get into tighter corners and is much more

maneuverable. The operator's visibility has also been greatly improved on the W120." He notes that the engine meets today's rigorous Tier 4 environmental emission standards.

Before making the purchase, Clark looked into other brands. "We did a lot of research," he says. "We saw other milling contractors using the new Wirtgen, and we liked what we saw, so we bought one."

The Start-Up Event

On April 10, to ensure that the operators had a full understanding of their new machine, experts from Wirtgen and Monroe Tractor joined key Ruston Paving representatives

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at the paving contractor’s Syracuse location for a start-up training event. “Monroe Tractor is adamant about not running the equipment without training,” says Clark. “I don’t see that with anybody else. They wanted to make sure that we knew how the machine operates before we used it.”

“We didn’t just hand them the keys and wish them well,” says Steve Zielenski, the Monroe Tractor district manager who helped with the purchase. “We scheduled a date, pulled together a crew and a mechanic, and provided comprehensive training to the people who are using the new Wirtgen, so they will be comfortable with the details of its operation.”

The training provided an opportunity to do some actual milling work

and face-time with experts for equipment operators, so they could ask questions and get a hands-on sense of how to use the machine, including some newer, unfamiliar features. Since this is not the company’s first Wirtgen product, nor their first purchase from Monroe Tractor, this kind of attention comes as no surprise to Don Clark. “Wirtgen wants you to fully understand their product features,” he says. “And Monroe Tractor is great to work with. They give us great service, their shop people are very knowledgeable, and they’re always there to help us out when we have a problem.”

“It was helpful to combine an actual

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Operators of the Wirtgen W120 Fi milling machine have a clear view of the excavating surface. Here, Mick Lougee, Ruston Paving Excavation foreman (l), and Phillip Abshire of Wirtgen America appear to be on top of the world. (Photo by Tom Dwyer)

Wirtgen W120 Fi Feature Highlights

- Ideally suited both to the **milling of large areas** and **removal of asphalt layers at full depth.**
- Front-loading conveyor ensures **swift and smooth loading of large amounts of milled material.**
- **Fully adjustable steering wheel angle, and seat position and cushioning.**
- **Optional camera system with a high-resolution screen** and two color cameras mounted at the conveyor and left site plate.
- LEVEL-PRO leveling system allows **full monitoring of set and actual depths and slope parameters.**
- Six-cylinder diesel engine provides **high performance with exceptionally low fuel consumption.**
- Effective **engine compartment sound proofing** and **anti-vibration mounted engine station.**
- State-of-the-art engine technology provides **lowest environmental emission** levels, complying with exhaust emissions standards.
- **Compact dimensions and low weights** facilitate transport.

Preparing For The Road

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project here at RAV Properties with the introduction of the new W120 Fi,” noted Ruston Paving Project Manager Chris Laurin, who participated in the event. “With both Wirtgen and Monroe Tractor on the job site, they can readily address anything that’s new to us. The new milling machine lets us accomplish in three hours what would have otherwise taken us a good day to complete.”

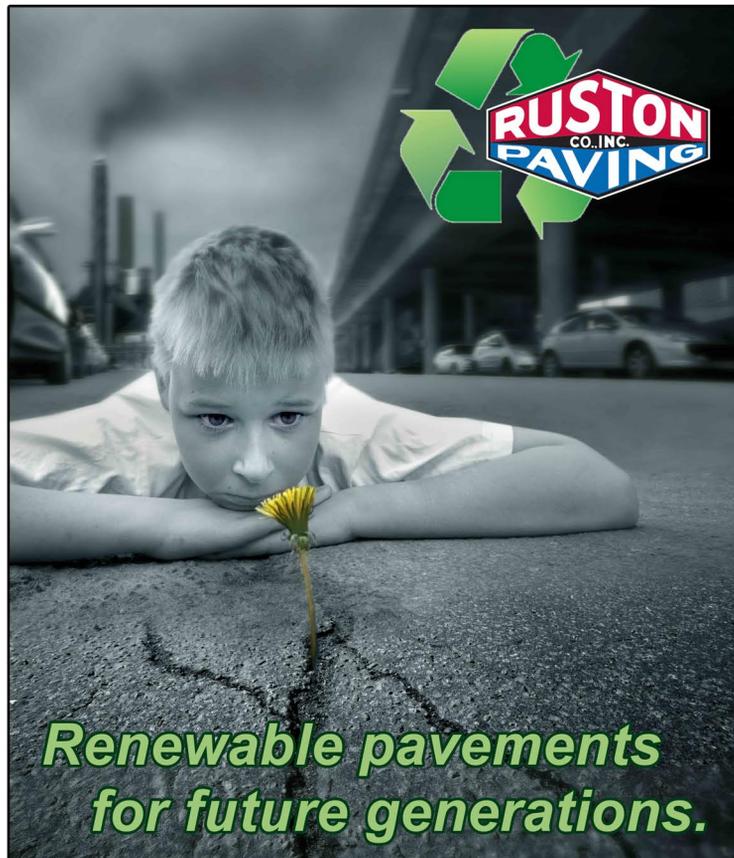
Ruston Paving’s new Wirtgen W120 Fi has been painted the company’s signature blue and will be shared between the Syracuse and Rochester offices. 🇺🇸



Steve Zielenski, Monroe Tractor Regional Manager (l) discusses the W120 Fi’s clean excavation of the previously paved surface with Ruston Paving Director of Paving Operations Dave Richardson and Chris Laurin, Ruston Paving project manager. (Photo by Tom Dwyer)



Mick Lougee, Ruston Paving Excavation foreman, (l) and Phillip Abshire, Wirtgen America, review operation of Ruston’s new W120FI milling machine. The new machine, being put to its first test with a project for RAV Properties, Syracuse, NY, was delivered by Monroe Tractor equipped for Tier 4 emissions compliance. (Photo by Tom Dwyer)



Renewable pavements for future generations.