2018’S OFF TO A GREAT START

HAPPY NEW YEAR!
We hear a lot of excitement from you, our customers, about 2018:

• The forecast for the economy continues to be strong, and interest rates remain at historic lows
• There is support for a massive federal infrastructure bill
• General construction in Pennsylvania is robust
• With the passing of the year-end tax cut bill, businesses are investing to take advantage of this favorable environment
• Plus, we’ve had a snowy start of the year which benefits many of our customers

We look forward to working with you to take advantage of these tail winds!

WHAT’S NEW AT WALSH
It's been 7 months since Walsh’s merger with Stephenson Equipment, and we want to update you on our great enhanced features.

There have been lots of positive developments which benefit you, our customers:

• We've established a fast growing rental business in Western/Central Pennsylvania (see page 3)- giving you more options than ever
• **Better parts availability** – we maintain $5 million in total parts inventory across the dealership making it very likely we have the parts you need in-stock. Plus we stock twice the SKU's of our competition (our fill rate is 95%).
• **New vendors:** we just added the full range of Midland road wideners with other new OEMs coming soon
• **Our new and used equipment inventory has increased dramatically** - we have more units than ever for immediate delivery

(L-R) Walsh Sr Salesman Bill Shaw, Charlie Walsh, Lord Bamford, SEI CEO Dennis Heller, SEI President Bob Criste, SEI Sales Manager Mark Myers, Alex Wood from JCB

JCB CHAIRMAN LORD BAMFORD VISITS STEPHENSON

JCB Chairman Lord Bamford visited our Harrisburg location. Our combined JCB dealership ranks #2 in the United States.

Lord Bamford was very positive about our team and facilities, commenting “These guys really get it.” We sincerely thank our customers who own JCB equipment and look forward to assisting anyone considering new equipment in ’18 with a great machine expertly spec’d for their needs.
ALSH QUALITY TRUCKS

FROM SNOW PLOWS TO DUMP BEDS

Rugged trucks built to your specs to withstand the conditions of Pennsylvania roads

Outfitted with the highest quality hydraulics for longevity and durability

Knowledgeable service and maintenance team with best in-industry inventory of parts on hand

We’ve represented best-in-class equipment manufacturers for as many as 80 years

Expert team that understands your needs and supports government contracts

Contact your Walsh sales rep or email Charlie.Walsh@WalshEquipmentInc.com
WALSH BRINGS RENTALS TO WESTERN AND CENTRAL PENNSYLVANIA

Walsh has launched a new rental service for customers who need short-term uses of equipment.

With 500 rental machines across the company and many at the 2 Walsh locations, we offer customers the equipment they need.

We are seeing the most popular rentals as the pavers, rollers, mowers and construction equipment.

Andrew Dean is our new Rental Coordinator. You can reach him at 800-822-9561, Ext 242.

DID YOU KNOW?

The new Stephenson/Walsh Equipment is the leading construction equipment and crane dealership for Pennsylvania and New York.

In fact, we are ranked #1 or #2 dealer across the United States for these leading vendors.

• #1 LeeBoy Rosco
• #1 Bomag Milling
• #1 J&J
• #1 Gledhill
• #1 Super City
• #1 Tiger
• #2 JCB

For our customers, this means

Our size with these leading OEMs gives us greater buying power which translates to faster deliveries, great selection, the largest inventory of parts, and numerous service experts across the state.

WALSH NAMED TOP DEALER BY HI-WAY

Hi-Way, a leading manufacturer of spreaders, dump bodies, deicing equipment and snowplows, recognized Walsh as a leading dealer for both new sales and parts in 2017.
YOUR TRACTOR MOWER HEADQUARTERS

Routine Checks Prevent Big Problems

Use this checklist or have Walsh’s certified, trained technicians inspect your mower.

20 POINT MOWER CHECKLIST

1. Hydraulic hoses for leaks and damages
2. Air filters on engine and A/C cab filters
3. Engine fan belts
4. All oil levels: Engine, hydraulics, transmission, and gearboxes
5. Warning and safety decals: Replace if missing or illegible
6. All drive shafts: Hydraulic pump drive and rear mower driven mowers
7. Mower decks for cracks
8. Mower dish and mower shafts for cracks
9. Mower blades for cracks and proper torque:
   Old style bolts: 600 ft. lb dry
   New style bolts: 1,070 ft. lb dry and 800 ft. lb lubed
10. Spindle for movement
11. Spindle bolts: Torque to 370 ft. lb
12. Dish bolts: Torque to 225 ft. lb
13. Your pins and bushings for wear
14. Grease rotary mower spindles: Only use Tiger spindle grease: P/N 0654000
15. Your hydraulic gauge on hydraulic tank for clogged filter
16. Mower mounting frame bolts
17. Parking brake
18. All lights on tractor
19. Belt drive tension on Flail mowers
20. Lube all grease points
   Refer to your manual for grease points

Walsh’s 20 point inspection including lubrication costs only $495.
Flat fee does not include travel or additional parts and labor.

CALL TODAY TO SCHEDULE

Need a boom mower for short term?

You can now rent from Walsh. Call us today.
PICKING THE RIGHT EQUIPMENT MAKES SMALL TEAM MUCH MORE PRODUCTIVE

Public Works Department, Bell Acres, Allegheny County

ABOUT: Bell Acres is a small borough of 6 square miles near Sewickley, PA. Its road mileage may not be huge, but just about all of its roads are hilly which adds a challenging dynamic.

The Public Works Department may only employ 3 team members, but this industrious team aims to do as much in-house as it can. The group is responsible for plowing, mowing, paving, tree removal, drainage, and vehicle and building maintenance.

CHALLENGE: With a limited team and a modest budget, Road Foreman Carl Bohn has to be efficient with the department’s purchases. Purchases are made with thoughtful consideration about how one piece of equipment can be designed and built to accommodate multiple jobs instead of only one or two. Some of the challenges facing Bell Acres in 2017 included a better solution for creating berms and wash ways for water runoff and the efficient disposal of tree stumps.

SOLUTION: Carl worked closely with Walsh sales rep Walt Garrison on identifying a dump truck with the right tailgate configuration for his small team to achieve its goals. After extensive discussions with Walt including visits to other municipalities, Carl selected a Mack truck with a J&J dump body. The bed included both barn and coal doors which gave Bell Acres strong flexibility. The J&J tailgate design offers the operator ‘ease of use,’ and safety while switching the hinge configuration when the truck is loaded. The team found this feature to be a huge selling point along with the careful craftsmanship of the aluminum construction.

RESULTS: During a recent job that required the hauling away of several large tree stumps and 10 foot logs, the new truck with its barn doors allowed the team of 3 to efficiently and safely remove the fully loaded bed of tree stumps with the gate set up in the ‘barn door’ position. The traditionally hinged tailgate on the previous truck required the use of an excavator to remove the stumps that would often times become lodged while dumping under the gate, greatly reducing its efficiency.

In conjunction with the Mack truck, the new H.T.C. (‘bermer’), enables the Bell Acres team to lay down materials along the berm such as 2a limestone, R3 limestone, asphalt millings and hot asphalt with precision and control minimizing hand work and increasing efficiency.

Carl is appreciative of Walt’s consistent and responsive attention. “We may be small and only order intermittently, but Walt does not forget about us. We are grateful to Walt for bringing his expertise to Bell Acres.”
ABOUT: The city of Allentown has the third largest population in Pennsylvania behind only Pittsburgh and Philadelphia. Along with its large population comes 472 miles of streets to maintain. Dale Tretter and Herb Bender are both Chief Maintenance Supervisors for the Streets Department.

CHALLENGE: Allentown has dwindling storage for street construction waste plus roads that are built-up too high with overlays. In addition, the Streets Department runs a pothole hotline that keeps three shifts of workers busy almost year round.

"With patching and overlays to make our roads sound for our residents, we would rip up and rebuild whole streets once they got too high, then struggle with space to store the waste," Herb Bender commented. Dale added, "In the colder months the cost of cold patch used by our pothole crews was getting out of hand."

SOLUTION: Herb Bender said "A BOMAG 1200/30 Milling Machine and a couple Stepp Asphalt Recyclers have proved to be a winning combination. The BOMAG allows us to mill down our streets back to a lower level and get a great base to lay new asphalt. The millings are perfect to run in our Asphalt Recyclers."

Dale added "We now recycle the millings instead of having to store them. The Stepp machines offer us recycled hot mix in just a few minutes. No more expensive cold patch for us."

RESULTS: Herb described the BOMAG as "very cost effective." Dale exclaimed that "SEI field tech Dave Stokes has been incredible for us; when we got the equipment Dave stayed from early morning to late evening getting us trained on its operation. When done, Dave gave us his mobile number and encouraged us to call him. It is great to find service like that."

The BOMAG and Stepp Recyclers have performed very well for Allentown over the past year and a half. Herb and Dale feel the equipment has brought them cost savings and efficiency with lower maintenance requirements.

The city plans to tackle 4-1/2 miles of streets starting this spring.
leeboy 8616 brings maneuverability and operator friendliness

About: Holbein is a family-owned construction company that provides site planning, design, excavating, development, asphalt paving, tar & chip, concrete, and project management services for industrial, commercial, municipal and residential markets. They strive to deliver excellence and its proven reputation of honesty and reliability demonstrates this effort. The company, which was founded in 1979, employs 55.

Holbein’s paving division is about half of its revenues. It runs two full paving crews which handle a wide range of work from highways to parking lots to residential to cart paths.

Challenge: Holbein was seeking a high production commercial paver that could handle significant tonnage on its larger projects but still have the maneuverability and operator friendliness that its crews desired.

Solution: The LeeBoy 8616 was a great match for Holbein’s needs. It also came with an adjustable, factory-installed berm screed extension.

Results: The 8616 was delivered in late fall. The crew was able to take it out for a few jobs in 2017.

“The guys loved its size as well as the visibility the 8616 provided,” said Bob Holbein, President. “They also valued the built-in curb extender.”
AS DEPENDABLE AS YOUR DAY IS LONG.

You work hard—and for all the right reasons: pride, quality, reputation, prosperity. You expect your equipment to work as hard as you do, to be every bit as tough, productive and reliable as you are. You can afford nothing less.

We are LeeBoy. The name behind the world’s most dependable and productive commercial asphalt paving equipment.

Contact Walsh about renting this path paver

View the entire LeeBoy line

TO LEARN MORE DETAILS, PLEASE VISIT WWW.LEEBOY.COM TO FIND YOUR LOCAL DEALER.
Your Headquarters for Paving & Road Building Equipment

Lee Boy Pavers for Sale & Rent

Rosco Oil Distributor for Sale

Midland Wideners for Sale and Rent

Stepp Recyclers Available

DON’T GET LEFT IN DUST!

OSHA & DOTs are protecting workers from exposure to Respirable Crystalline Silica. Keep your operators safe in enclosed cabs.

GET SAFE WITH

Rosco

Contact Walsh for More Details
RENTAL FLEET ROLL-OUT AND USED EQUIPMENT

2014 LEEBOY 685C
750 hours • $125,900
Cummins Tier 3 Engine. Cab with Heat & A/C. 10 ft. Mold Board. 5 Tooth Rear Mounted Scarifier. Work Lights. Front Drive Assist. 6 x 6 Drive. Harrisburg

2014 ROISCO RB48
800 hours • $39,900

2014 STEPP SRM10-120
250 hours • $49,900
MSRP: $90,000!!!

2012 BOMAG BW278AD-4
600 hours • $77,900
78” Wide x 48” Diameter Drums. 25,800 lb. Operating Weight. Cummins QS84.5 Diesel. Hydrostatic Drive. ECOMODE. Pressurized Water Spray Down System. ROPS. Syracuse

2013 DYNAPAC CA362D
1100 hours • $64,900
Dynapac CA362D. Job Ready Soil Roller, 84” drum. Cummins QSB 6.7 150 HP. Hydrostatic Transmission, 29,100# operating weight. Syracuse

2015 JCB 940
200 hours • $89,900
**SHOW TRUCKS**

**2018 RED F550**  
#00750WW  
9' J&J Aluminum Body  
9' Western Plow

**2018 RED F550**  
#00751WW  
9' Super City Stainless Body  
9' Western Plow

**2018 RED 2WD PETE 348**  
#4946HB  
9' J&J Aluminum Body

**2018 WHITE 2WD FREIGHTLINER**  
J&J Aluminum Body • #6400

**2019 RED 2WD PETE 348**  
Super City Aluminum Body • #HU-5

**2016 RED 2WD INTL 7400**  
#3554HB  
J&J Aluminum Body  
Special Blowout: Last Year’s Show Truck

**2018 RED 2WD PETE 348**  
Super City Stainless Body • #HB-6

**2018 RED F550**  
9' J&J Aluminum Body • #TS-2

For more information on these trucks, contact your Walsh sales representative.