

HEAVY METAL

THE LATEST NEWS FROM PETTIBONE HEAVY EQUIPMENT GROUP



01

DEALER PROFILE
TAKE THE CHALLENGE
MEET SCOT JENKINS



**MEET THE NEW HEG PRESIDENT:
SCOT JENKINS**

On October 3, 2014, Scot Jenkins was named the new president of Pettibone, LLC - Heavy Equipment Group.

Jenkins joined Pettibone in May 2014 and served as vice president of international sales until his appointment to president. He brings with him more than 22 years of experience in heavy

equipment and has held a broad range of general management, sales and marketing roles for manufacturers and dealers worldwide.

"I'm excited about the opportunity to lead Pettibone into the next generation of its already storied history," said Jenkins. "We are committed to delivering new innovations and continuing to

produce the highest quality machines for the oil and gas, forestry, recycling and construction industries."

Prior to Pettibone, Jenkins worked for PipeLine Machinery, Caterpillar's first and only global dealership serving the pipeline construction market where he launched and led operations in the Asia Pacific region based in Singapore. Scot holds an undergraduate degree in Mechanical Engineering from Texas A&M University and earned a M.B.A. from The University of Texas.

CUSTOMER APPROVED:

BARKO HARVESTERS BUILT TO A HIGHER STANDARD

Almost two years ago, Barko introduced the innovative 240 harvester/feller buncher, a purpose-built machine designed with extensive input from leading engineers, forestry professionals, and end users to offer superior power, performance and fuel efficiency. Customers have been impressed.

Cole and Cole Forest Products, a family operation in Daggett, Mich., has been running a 240 since February 2014.

"For our size, it's a perfect fit," said co-owner Randy Cole. "We cut a lot of select hardwoods where you need to control where you lay the tree down. It's a very powerful machine. We've had a 30-percent production increase. It pulls through big, limby hardwoods with no problem. The performance is nothing short of incredible."

The machine offers maximum tractive effort of 65,833 foot-pounds and superior drawbar pull – better than 1.3 to 1 ratio.

"The 240 has outstanding track power and swing power, and a great power-to-weight ratio," said Cole. "It's small enough where you can haul it without needing all kinds of permits, and you can maneuver in a select cut without tearing up trees and residuals."

Brute strength is complemented by responsive IQAN hydraulic controls, tailored for fixed and dangle head harvesters, and

feller buncher applications. Completely customized within Barko's rigorous quality standards, IQAN provides infinite variable control for the hydraulic system.

"The IQAN system is really user friendly," said Cole. "You can adjust to any setting you want. If your operator enjoys going fast, he can go fast. It works very smoothly."

With a patent-pending cab capable of sliding forward 36 inches, combined with a hydraulically opening gull wing door, routine service tasks are easy.

"The gull wing opens right up and you can get at the engine, all the hydraulic components, swing motors – everything is right there in front of you," added Cole. "And the cab slides ahead so you can get at the fan side of the compartment, which makes it simple to change the oil and air filters."

Head variations being used on the Barko 240 include Quadco 18" and 20" hot saw feller buncher heads with 360-degree rotation, Log Max 7000XT dangle and fixed heads, and Seppi mulching heads.

Cole & Cole uses Barko's own CF-18 single grip fixed harvesting head, which provides optimal performance in harvesting and processing applications.

Tigerton Lumber Co. has also utilized the CF-18 fixed head since purchasing a Barko 240 in June 2014.

"We were deciding between the Barko and another harvester," said Tigerton owner Jerry Ort, Jr. "Different loggers I talked to compared the machines as well and there was consensus that Barko had the better head."

Ort says the company hadn't been running its own harvesters for about six years before investing in the 240.

"It's definitely a lot faster than the other harvester would have been, after seeing each of them run on different jobs," said Ort. "The head does very well at taking some bigger hard maple and oak. The machine itself gets around really easy in the marked hardwoods. It's really well put together."

» TAKE THE CHALLENGE.

Since 1881, Pettibone has consistently strived to produce the world's most innovative material handling equipment. We take this challenge seriously... And now we're challenging our customers to take a closer look at why Pettibone machines are the strongest and safest in the industry.

We've created and produced the inaugural Pettibone Challenge Coin (featuring a Cary-Lift for 2015), which is available to customers, prospects and dealers who "Take the Challenge" presented at select trade shows and via social media.

Contact Pettibone to find out how to participate and get your customers involved. Additionally, you can follow "GoPettibone" on Facebook and Twitter for updates on special deals and periodic promotions for Pettibone challenge coin holders!



IWT: DON'T CALL IT A "MULCHER"

Barko industrial tractors have always been so impressive in land clearing applications that they're often simply referred to as "mulchers." In reality, however, that term is much too limiting for such a versatile machine, and we're making a renewed effort to correctly define this product.



Barko's exclusive Quick Attach system makes it fast and efficient to change between several common attachments from major manufacturers. In addition to mulching heads, tractors can be equipped with rotary mowers, rock crushers, soil stabilizers, stump grinders, loader buckets, root rakes, snow plows, sweepers and more.

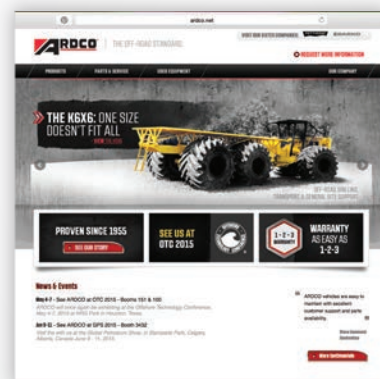
So remember: It's an industrial wheeled tractor, or IWT for short. Don't call it a mulcher!

MARKETING UPDATE:

> New website launches!

Users of off-road equipment have experienced the extreme versatility of ARDCO machines for 60 years. And now, new and existing customers can get a closer look at the flexibility of these off-road vehicles on the new ARDCO website.

The site provides details on the various configurations, features and options available for ARDCO machines ... including the K 4x4, K 6x6, tracked vehicles, marsh buggies and more. Whether it's drilling, water hauling or other off-road transporting, you can find the toughest, most powerful equipment solutions at ardco.net.



LEAVITT
M A C H I N E R Y

DEALER PROFILE



Pettibone Traverse Lift, LLC announces the addition of Leavitt Machinery to its dealer network for all material handling product lines. Leavitt will carry Pettibone equipment at its locations in Saskatchewan, Alberta and British Columbia in Canada, and Washington in the U.S.

"We are excited to welcome Leavitt Machinery to the Pettibone family," said Scot Jenkins, president of the Pettibone Heavy Equipment Group. "Leavitt has a tremendous reputation for providing premium equipment solutions to the material handling industry, making them a perfect match with Pettibone's long-standing commitment to quality. We look forward to a long and productive partnership."

Leavitt Machinery's full-service branches provide cost-effective new and used equipment sales, emergency repairs and planned maintenance,

long- and short-term equipment rentals, operator safety training and extensive parts support. The company's primary emphasis with Pettibone will be promoting the Cary-Lift product line for pipe handling in oil and gas applications, as well as for tire handling in mines and quarries. The company will also carry Pettibone's Extendo and Traverse telehandler lines for the construction market, and the Speed Swing loader for railway maintenance.

"We take pride in delivering a wide variety of material handling equipment options to our diverse array of customers," said John Mutis, senior vice president of sales for Leavitt Machinery. "Pettibone's rugged and innovative machines are a great complement to our existing product lines. We expect to achieve great success with their equipment, particularly in demanding load handling applications."

SEE US AT THESE UPCOMING EVENTS

Hard to believe the 2015 trade show season is halfway done! OTC and the Global Petroleum Show were very successful and provided a great opportunity to visit with oil & gas customers in different parts of the continent. We look forward to seeing you on the show floor in the second half of 2015!

September
10-12
Escanaba, MI



September
18-19
New Bern, NC



October
4-7
Minneapolis, MN



AN AFFILIATE OF THE HEICO COMPANIES

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