

HEAVY METAL

THE LATEST NEWS FROM PETTIBONE HEAVY EQUIPMENT GROUP



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DEALER PROFILE
WORLD OF CONCRETE
BARKO LOADERS



RING IN THE NEW YEAR AT **WORLD OF CONCRETE!**

Happy New Year to everyone in the Pettibone Heavy Equipment Group family! We expect an exciting year for the entire group, and especially for the Pettibone brand, which is commemorating its 135th anniversary in 2016.

If you're planning to travel to Las Vegas for World of Concrete (February 2-5), stop by booth #C6340 to help us celebrate! We'll have some fun new giveaways, including "Bad to the Bone" safety vests and updated caps and hoodies. We'll also have apparel featuring the special 135th anniversary logo. The new challenge coin for 2016 will be unveiled as well.

New equipment? Yep, we'll have that, too! The Extendo 944B, just launched this past fall, will be on display, along with the brand new Extendo 1157B, which offers an outstanding maximum lift height of 57 feet. Come check out these machines and find out what else is on the horizon at Pettibone for 2016.



EXTENDO 944B: **STILL GOOD AS GOLD**

The Pettibone Extendo 944B is the first model in our new generation of telescopic handlers, bringing new technology upgrades to a product line that has long been the gold standard for telehandler engineering. Equipped with

industry-leading hydraulics and designed for efficient operation and simplified serviceability, the 944B offers exceptional lift capacity and reach for a wide array of material handling jobs.

The Extendo 944B is powered by a fuel-efficient, 117-horsepower Cummins QSF 3.8 Tier 4 Final turbo diesel engine, featuring electronic control and protection with SCR aftertreatment. A Parker IQAN-MD3 display has been added to provide instant engine and aftertreatment diagnostics. The unit's market-proven Dana T12000 Powershift series transmission offers three speeds, forward and reverse, and is complemented by a heavy-duty transmission cooler.

Delivering a maximum load capacity of 9,000 pounds, the 944B provides forward reach up to 30 feet, 3 inches, and a maximum lift height of 44 feet, 4 inches. Single joystick, pilot operated controls allow for smooth control of all boom and auxiliary hydraulics. For operation in tight areas, the 944B offers 4-wheel, 2-wheel and crab steering modes and has a turning radius of just 14 feet 1 inches. The unit is powerful, yet compact enough to fit under an 8-foot doorway.

The robust design of the Extendo features two wide-stance, heavy-duty lift cylinders with innovative automatic fork and load leveling that eliminates the need for slave cylinders. To further improve load stability, the 944B offers 24 degrees of frame sway (12 degrees left and right of center) and a rear axle stabilization system.

TRAINING TALK:

BARKO LOADERS: **HOW A MACHINE** **SHOULD BE BUILT**

Whether being used for forestry, scrap, utility, construction or other industrial applications, there is no shortage of loaders to choose from on the market. The decision to select one over another can be based on a number of factors, each of varying importance to the buyer.

Barko knuckleboom loaders are designed to help make this decision an easy one. From high-capacity performance to dependable components and superior product support, Barko strives to produce loaders that meet every need.

Go to page 4 to take a look at the factors that matter to your customers and encourage them to see how we stack up.



TRAINING TALK:

BARKO LOADERS:

HOW A MACHINE SHOULD BE BUILT *From pg. 3*

Flexible Mounting

Barko mounting configurations cover any scenario, providing wider ranging options than our competitors.

- > Trailer/truck mounts offer fuel efficiency and transport flexibility.
- > Self-propelled carriers allow for quick repositioning and setup.
- > Crawler undercarriage provides high tractive effort.
- > Stationary mounts can be run in the cab or with an electric remote station.

Hydraulic System

Most loaders now offer IQAN or similar electronic controls for the machine hydraulic system, providing better fuel economy and more intuitive controls.

Barko loaders offer the best of both worlds – a pilot-operated control system in conjunction with IQAN that provides a more natural operating feel. The system

can be configured as necessary, with travel and swing levers, joysticks and pedals all adaptable to customer needs. The pilot-operated system is also tried-and-true for performing simple maintenance.

The IQAN controls and pilot system tie in with Barko's hydraulic load sensing technology, which maximizes performance and allows the engine to use auto-throttle. By delivering power only when needed, Barko loaders require less fuel, while also providing precise boom and grapple functions that reduce operator fatigue.

Rugged Components

High-quality components are standard on Barko loaders, which are ruggedly built the right way from the start.

In some cases, like the hydraulic pump, Barko achieves quality simply by using industry-leading component brands.

Durability is enhanced with larger, more robust parts. Barko's large pins and bushings provide added strength to joints for optimal articulation. Barko's turntable bearing is larger – 47 or 54 inches depending on model, compared to 46-inch competitor bearings.

The result is greater longevity and more swing power. For delimber users, Barko loaders have proven extremely effective at using excellent hydraulic power and beefy components to efficiently pull trees through the delimber, increasing productivity by impressive margins.

Machine Performance

Barko loaders feature dual motors and planetary gearboxes producing greater swing torque and balance. Increased swing torque makes the loaders more responsive and controllable. A grapple will accelerate faster, but it will also stop more precisely, making it much easier to place a load.

The performance difference is obvious, particularly on hills. Some loaders without ample strength have to be positioned along a hill where gravity can assist. Barko swing power allows users to situate the deck however it's most productive.

Barko loaders have always performed well while offering class-leading fuel economy, and that's further enhanced with IQAN. On stationary units, Barko tends to use bigger electric motors than competitors, allowing them to last longer, run cooler and consume less electrical energy.

While theoretical lifting power may look similar on spec sheets, Barko has outperformed many machines head-to-head. One customer ran a Barko and competitor loader on the same deck, doing the same work, for six months, only to trade in the other unit for a second Barko.

The performance gap is even greater when comparing Barko's purpose-built loaders to excavator conversions. Where the converted machine is set up to dig, true loaders are engineered to lift. On top of lacking lifting capacity, excavator conversions offer less ground clearance.

Visibility

Barko loaders complement performance with outstanding cab visibility. In addition to superior front visibility and good side sight lines, Barko loaders are equipped with a sunroof to enhance the aerial



view. The cab is also fully sealed and pressurized to keep out dust, dirt and rain.

Easy Servicing

Barko loaders are designed for simple service. Essentially all daily checks are accessible from the platform.

An air conditioning condenser swings away to allow access to wash out the radiator. Remote grease lines reduce time

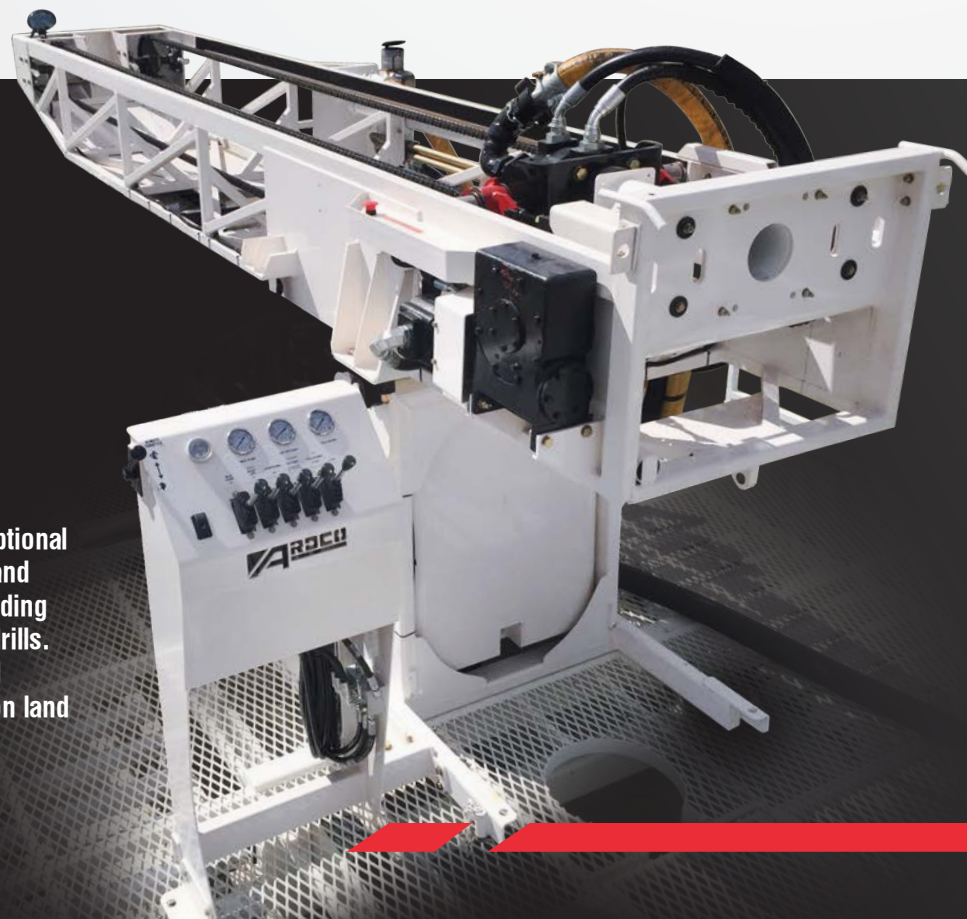
required to service previously hard-to-reach grease points. Swing-out doors and larger side panels provide access to engine components.

3-2-1 Warranty

Barko's reputation for high quality workmanship isn't just talk! We stand behind our machines with an unmatched 3-2-1 warranty.

ARDCO ADDS SKID DRILLS TO PRODUCT LINEUP

For years, the ARDCO C-1000 drill has delivered exceptional speed and productivity for geophysical, geothermal and geotechnical drilling applications. ARDCO is now expanding its offering with the introduction of a new line of skid drills. Four new models, each with its own set of features and benefits – including unique configurations for drilling on land or marsh – are being launched.



The first skid drill model is the SD350, ARDCO's skid mounted, vane-style water rotary drill rig. Powered by hydraulic pumps driven by auxiliary power or truck engine, this skid drill is ideal for seismic drilling on land up to 350 feet (107 meters) deep. The SD350 can be mounted on an ARDCO 4x4, on-road truck, or rubber tracked crawler.

The unit's welded tubular steel mast is raised and lowered by dual hydraulic cylinders with a mechanical lock mechanism. ARDCO's heavy-duty, vane style top drive rotary is equipped with a roller bearing guide assembly. Featuring a swivel and designed for use with a saver sub, the unit travels up and down by chain and sprocket.

The SD350 comes standard with manual operated bowl and slips (optional hydraulic clamp), and manual operated break-out sleeve with internal J-slot (optional hydraulic sleeve). The rotary is balanced to automatically rotate out for easy pipe loading.

A large-capacity, 300-liter hydraulic reservoir includes minimum 30 micron filtration. Pilot controlled hydraulic valves provide fine control for precise drilling operation. A hydraulic oil cooler assembly allows drilling at 55 degrees Celsius ambient temperature.

The top drive rotary is mounted on a chain and sprocket system and driven by a hydraulic motor. It offers variable speed from 0 to 30 meters per minute and pull-up/pull-down force of at least 6,000 pounds (2,722 kg).

Driven by a hydraulic motor, the unit's 3 x 2 x 13 heavy-duty centrifugal mud pump features a bronze alloy impeller that is resistant to sand cavitations. A hydraulic motor-driven hole loader winch is complete with 250 feet (76 meters) of 3/16-inch aircraft cable, steel weight with brass tip, and snatch block pulley. Located at the left rear of the drill, a user-friendly control panel includes an emergency shutdown system with electrical engine stop.

A heavy-duty, on-board pipe storage rack provides capacity for 32 pipes. The SD350 is designed to use standard 2 3/8-inch Mayhew Junior drill pipe up to 10 feet (3 meters) long. A work light on the drill mast provides ample lighting for excellent visibility, and the drill comes standard with white paint.



DEALER PROFILE

Founded in 1957 and now in its third generation of family leadership under president Tim Kraut, American State Equipment has been a Pettibone dealer for more than half its lifetime. The company's connection with Pettibone dates back to 1983 when they first came aboard as a dealer.

Today, the company carries the Extendo telehandler and Cary-Lift product lines for the state of Wisconsin and the Upper Peninsula of Michigan. American State vice president Carston Larson has been with the company for more than 30 years, nearly as long as the American State-Pettibone partnership itself.

"I have a passion for the business," said Larson. "I like the industry. I like the people. We've had a mutually beneficial relationship with Pettibone over the years. They've always made a good quality product. It's stable. It's stout. One of clear benefits is that Pettibone machines last longer, and I'd certainly say they're more durable than competitive brands."

American State represents several other equipment categories in the general construction industry, and Pettibone material handlers have proven to be an ideal fit within the company's overall product offering.

"We understand the value of niche markets," said Larson. "That's where we shine, and we feel Pettibone is a big part of what we provide to our customers. A lot of the larger contractors we work with are looking for quality products that are going to last – and they like the quality of Pettibone."

American State played a central role in the testing of the Extendo 944B, the first model of Pettibone's new generation of Tier 4 telehandlers launched this past fall. A key contractor customer put the 944B prototype to the test for about a month, and has since committed to buying four of the final production units.

"Whether it's new products or ongoing parts and service support," said Larson, "we want to exceed the needs and expectations of our customers."

SEE US AT THESE UPCOMING EVENTS

A successful ADIPEC show in November proved once again how popular ARDCO machines are all around the world, and especially in the Middle East. We kicked off 2016 with the NRC railroad conference in San Diego and the AED Summit in Washington, DC. Next up is World of Concrete in Vegas, with another big one coming up in April when we head to Germany for BAUMA!

PETTIBONE ■



February
2-5
Las Vegas, NV

PETTIBONE ■



April
3-6
National Harbor, MD

ALL HEG ■ ■ ■



April
11-17
Munich, Germany

PETTIBONE & ARDCO ■ ■



June
7-9
Calgary, Alberta



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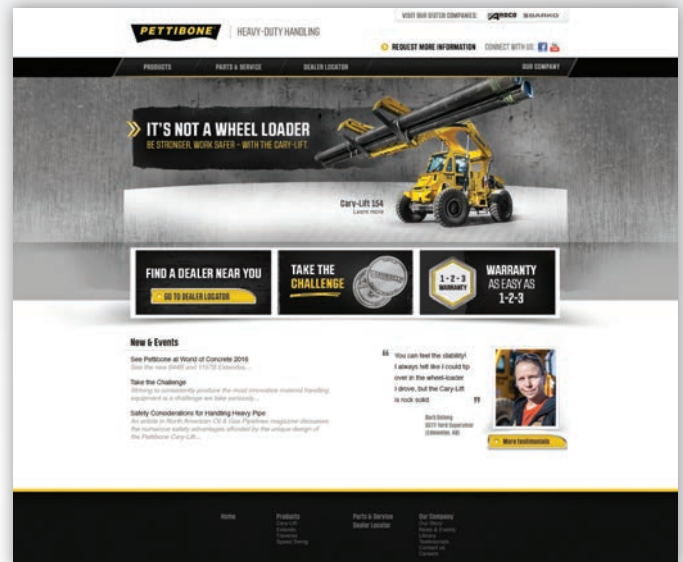
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NEW WEBSITE COMING SOON!

Pettibone is launching a redesign of its website at gopettibone.com this month! In fact, it might even be up and running by the time you're reading this. The new site will include enhanced navigation and more in-depth product information, along with some of the same useful tools from the previous site. Check it out and let us know what you think!



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