

HEAVY METAL

THE LATEST NEWS FROM PETTIBONE HEAVY EQUIPMENT GROUP



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PROPELLING PRODUCTION

BARKO'S GAME-CHANGING ROUGH TERRAIN CARRIER LOADER PACKAGE HITS FORESTRY MARKET.

Like any other production market, forestry has seen its fair share of technological evolution, with manufacturers like Barko constantly innovating new features to improve their machines. But as equipment dealers know, there are plenty of people that remain attached to certain pieces of older equipment.

Jewell Machinery, a Barko dealer in Rocky Mount, Virginia, knows this well. “I knew someone who had worked in forestry, so we started off doing repair work and fabrication,” said Michael Jewell, owner of Jewell Machinery. “We saw the equipment we were asked to service was getting older. Originally we had no OEM product, so we had to sell ourselves. Barko came along at a perfect time (in 2013). We had a loyal customer base, and now we had new equipment to offer.”

Jewell Machinery’s early sales successes with the Barko line focused on Barko’s 495ML loaders, both for cross cutting and loading timber in the forest, and for mill applications. The majority of the sales to mills included some form of carrier built for the loader; however, Jewell said he kept hearing one repetitive thing from customers: “We wish somebody would build a new articulated carrier.”

Articulated carriers were extremely popular in the 1970s and 1980s, before today’s straight-frame carriers became the norm. There are plenty of decades-old articulated machines still operating, even if they are in very rough condition. The inherent problem with this type of carrier, however, is that it was highly unstable. When a loader is mounted on a carrier, it is tall and the center of gravity is high. When going into a turn, the front of

the machine would often react like it wanted to tip over.

A possible answer to the problem came up during a meeting with Barko and Pettibone reps at Jewell’s facility. While the group was discussing Pettibone’s newest Cary-Lift unit, the path to a brand new solution seemed to present itself.

It’s a common anecdote that when people sit inside a Pettibone Cary-Lift with its solid steel frame design, they instantly notice the stability. The machine is very agile, can get around quickly, and the lifting capacity is significantly more compared to a typical wheel loader. These features, combined with the added safety and ease of operation, have made the Cary-Lift what it is today.

The discussion shifted toward the possibility of incorporating design elements from

the Cary-Lift into a self-propelled carrier for Barko loaders. The idea was hatched, and work began on a prototype for a new Barko Rough Terrain Carrier (RTC) loader package that would offer an ideal solution for navigating around log yards, sawmills and other tight jobsites.

The beauty is that the concept allows Barko to mount a standard loader on a straight rail carrier with a standard control package, yet now essentially have a 4-wheel-drive carrier with enhanced maneuverability and stability features, including planetary axles and 2-wheel, 4-wheel and crab steering capabilities.

The newly engineered design of the product has been tested not only at the Barko manufacturing facility in Superior, Wisconsin, but it has also seen extensive testing in the field. For the last 15 months,

the RTC has been regularly used at mills to gather customer feedback and fine-tune various performance aspects of the carrier. At this point, Barko’s engineering team feels supremely confident that the RTC is ready to take the market by storm.

“The RTC offers amazing stability and a tight turning radius,” said Steve Talaga, Product Manager for Barko. “Both the front and rear axles steer 35 degrees. One axle is rigid in the frame under the majority of the load, and the other axle pivots under the front of the machine, but also has an oscillation lock if you need to keep it from pivoting. The contact patch on the ground never changes. The loader never knows it’s turning, just that it has the support it needs. It’s just a much safer and more stable way to get around the yard without sacrificing productivity.”

The RTC offers incredible drawbar pull of approximately 21,000 pounds, enough to pull a small log trailer or other loads. The carrier also can travel up steep grades up to 45-percent – normally in a mill yard, the maximum amount of grade encountered is around 5-percent. The machine can travel up to 12 miles per hour and shift on the fly, swiftly moving from pile to pile to maximize operating efficiency.

The speed, agility and tractive effort of the Barko RTC loader package are true difference makers for this remarkable new product – factors that will contribute real time and money savings to mill yard customers.

BARKO NAMES STEVE TALAGA PRODUCT MANAGER



Barko has appointed Steve Talaga as Product Manager. In his new position, Talaga is responsible for product line development, market analysis, and general support and interaction with Barko dealers and customers.

Prior to taking over as product manager for Barko, Talaga worked for Pettibone for four and a half years, first as a service technician and then as a design engineer. Talaga has a Bachelor of Science degree in mechanical engineering technology from Michigan Technological University.

“I’m looking forward to getting to know our dealers and customer base better,” said Talaga. “By listening to what they want out of a machine and what they like about our current product offerings, I believe that will help Barko continue to improve and grow in the coming years.”

READY TO ADAPT?

THE ARDCO ARTICULATING MULTI-PURPOSE TRUCK (AMT)

Big changes are coming to ARDCO in 2017! Visitors to the Associated Equipment Distributors (AED) Summit in Chicago, January 10-13, and CONEXPO-CON/AGG in Las Vegas, March 7-11, can see the official launch of the new ARDCO Articulating Multi-Purpose Truck (AMT).

Where the traditional ARDCO K 4x4 and K 6x6 machines have excelled primarily in oil and gas applications for more than 60 years, the next generation AMT will feature a modular platform that offers the ability to customize attachments to adapt to any environment, from urban construction projects to extreme off-road jobsites.

Available configurations for the AMT will initially include a flat bed, water tank, fuel tank, service and lubrication bed, utility bed, personnel carrier, and many more. It's one machine... with countless applications.



TRAINING TALK:

CARY-LIFT KEEPS PERSONNEL OUT OF GONDOLA CARS

Any appropriate material handler can collect a load of pipe from an open stack, but even in basic applications, productivity can vary from one machine to the next. The Pettibone Cary-Lift can be operated more easily due to better forward visibility. It can also maneuver more effectively once loaded due to its incredibly stable design.

However, many pipe-moving applications are not basic or routine. They require specialized equipment that is specifically engineered to handle the job in the safest and most productive manner possible.

■ Hazardous Task

The loading and unloading of railroad gondola cars is a common task, but doing this safely is easier said than done. In fact, the wheel loader – a good dirt mover that's often miscast as a pipe mover – can't handle this particular job, as its design won't allow it to scoop and lift pipe at the required angle.

Instead, overhead gantry cranes are commonly used to unload gondola cars... but they need some help. A worker must physically climb down inside the car to strap the pipe manually before it can be lifted. This is an extremely hazardous situation because so many things can go wrong inside the car. A strap could slip off the pipe, or the pipes in the car may shift and roll. Ultimately, any person who goes into a gondola car with pipe runs the risk of becoming trapped, or worse.

■ Safe, Productive Solution

The Pettibone Cary-Lift solves the problem by keeping people out of the gondola car. The machine's overhead lift arms have the correct geometry to be able to tilt the forks down 90 degrees and scoop pipe out.

Therefore, a gondola car can be completely emptied by one machine operator without ever having to put someone inside. In addition to keeping people out of harm's way, this approach is also simply more efficient from a labor standpoint.

Every aspect of the Cary-Lift's design enables users to operate in a much safer manner that also serves the bottom line by increasing efficiency and overall productivity.



SEE US AT THESE UPCOMING EVENTS



It was another active year at the Great Lakes Logging and Heavy Equipment Expo in Oshkosh, with multiple new Barko forestry machines being exhibited. ARDCO will take center stage at most of the upcoming trade shows. The AED Summit, in particular, will mark the first public opportunity for dealers to check out the new ARDCO Articulating Multi-Purpose Truck (AMT), which will later make its worldwide debut in Vegas at CONEXPO.

PETTIBONE & ARDCO



November
7-10
Abu Dhabi, United
Arab Emirates

PETTIBONE



January
8-11
Boca Raton, FL

ALL HEG



January
10-13
Chicago, IL

ALL HEG



March
7-11
Las Vegas, NV



DEALER PROFILE

Founded in 1974, Giar & Sons Equipment, Inc. is led by three generations of family ownership and operation. Located in Dutton, Michigan, the company has marked many milestones along the way, and is celebrating another this fall – 30 years as a Pettibone dealer.

Giar & Sons chose to represent the Pettibone line for its superior quality, durability, ease of use, and dependable reputation among contractors in the industry. The dealership carries the Cary-Lift, Extendo telehandlers, and Speed Swing product lines. Its coverage territory for sales and service spans the lower peninsula of Michigan.

“We have maintained a very loyal customer base, serving many multi-generational customers, much like ourselves,” said Ken Giar, vice president of Giar & Sons. In fact, Ken’s father and company founder Gordon Giar still calls on some customers today. Added Ken, “We’re happy to help anyone within our region who requires parts, service, rentals or custom trucking needs.”

Giar & Sons has been a fixture in the Pettibone dealer network, and has matched its longevity with strong sales performance. The company achieved both Top Equipment Dealer and Top Parts Dealer awards from Pettibone for ten consecutive years from 1992 to 2001.

“We look for long-lasting, mutually beneficial and trusting relationships with our customers, suppliers, manufacturers and employees,” said Ken Giar. “We truly seek to establish a life-long legacy of service and support.”

Correction: A map in Pettibone HEG newsletter #5 mistakenly indicated Vermont was part of the profiled Barko dealer’s territory. In fact, Barko is represented in Vermont by Pete’s Equipment Sales and Rentals, Inc. We regret the error.

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NEW PRODUCT UPDATES

*A Quarterly Look At
New Machine Introductions >*



■ Barko Rough Terrain Carrier Loader Package

Featuring an incredibly stable rigid frame that provides 2-wheel, 4-wheel and crab steering capabilities, the Rough Terrain Carrier (RTC) loader package is the most maneuverable and powerful log loading machine in the Barko lineup. With a sharp turning radius and incredible drawbar pull of approximately 21,000 foot-pounds, the RTC is ideal for navigating sawmills and log yards. The 295B, 495B and 595B models offer lift capacities ranging from 22,820 to 38,820 pounds.



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