

HEAVY METAL

THE LATEST NEWS FROM ARDCO, BARKO, & PETTIBONE



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STILL LIFTING AFTER FIFTY

CARY-LIFT OPERATOR CELEBRATES A BIG MILESTONE

Calvin Macintosh knows a thing or two about working in a pipe yard. The 83-year-old equipment operator has been doing it most of his life.

And on April 18th, Calvin celebrated his 50-year anniversary at Pipe Distributors, Inc. (PDI) in Houston, Texas, where he's been working since 1968.

Almost 20 years earlier, the Pettibone Cary-Lift was developed. A product that has become synonymous with pipe

handling due to its unique overhead lift arm design, the Cary-Lift offers superior visibility and stability compared to pipe handling alternatives like wheel loaders.

Calvin began operating a Cary-Lift in 1971 and has been running Pettibone machines ever since.

In addition to being conducive to handling pipe, the Cary-Lift is ruggedly built for greater longevity and less downtime, even in rough terrain applications.

PDI recently took delivery of a newer model Cary-Lift from Pettibone dealer Taylor Machine Works, giving Calvin an upgrade as he begins his sixth decade on the job.

"Pettibone is the best piece of equipment ever made," Calvin said. "Top of the line equipment for a pipe yard."



GET YOUR PETTIBONE GEAR!

The new Pettibone merchandise shop is now open at PettiboneGear.com! You can find all your favorites, from a variety of men's and women's branded clothing, to accessories and more.



IN PRINT:

WORLD PIPELINES ARTICLE ON ARDCO AMT

World Pipelines magazine featured a writeup on the ARDCO Articulating Multi-Purpose Truck (AMT). You can find the full article in the December issue, or read a short excerpt here:

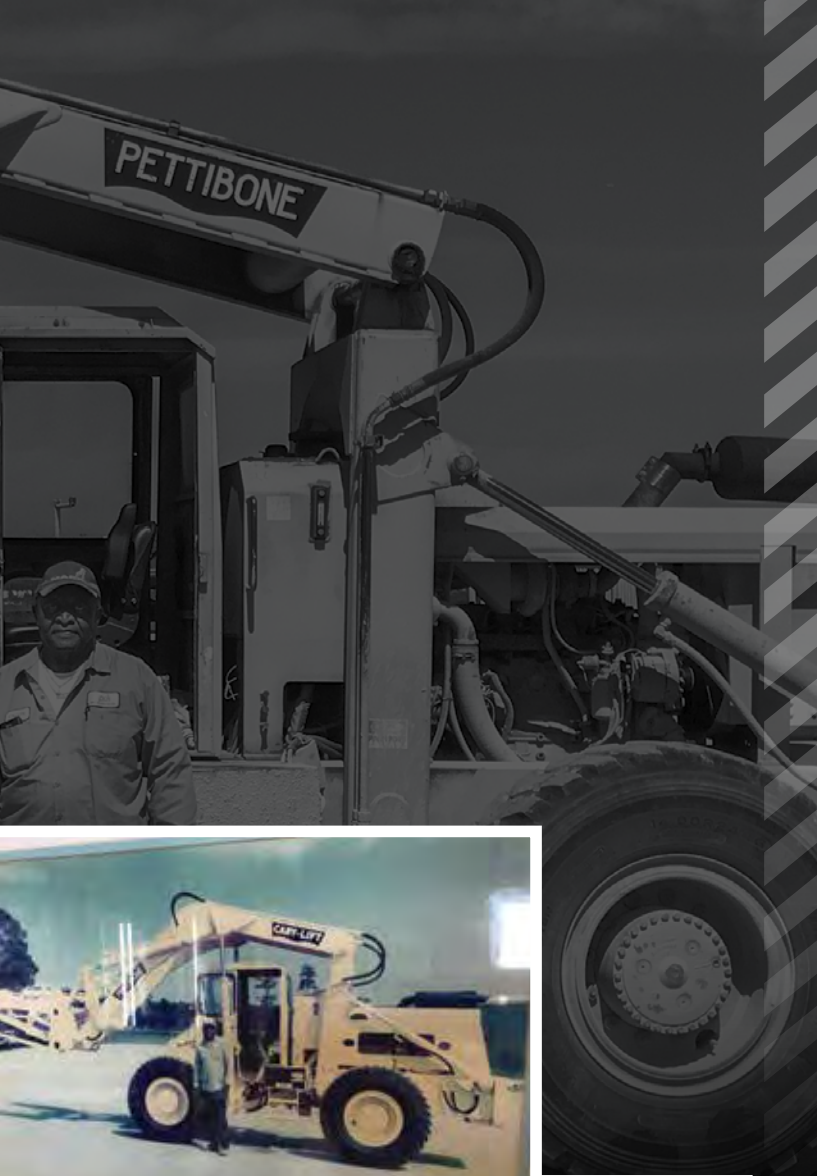
The ARDCO Articulating Multi-Purpose Truck (AMT) is designed to accept a wide array of standard and customizable attachments on its modular back-end platform. This concept provides the flexibility to tackle numerous pipeline construction and maintenance tasks with a single machine. Multiple tire choices – tractor, construction, terra, sand and more – help further configure the AMT to various conditions, allowing it to navigate difficult terrain and work in any environment.

Powered by a 250 hp Cummins QSB6.7 Tier 4 Final diesel engine, the AMT 600 model features selectable four- or six- wheel drive, and offers a top travel speed of 30 mph and maximum payload of 45,000 lbs. The AMT 400 model has a 200 hp Cummins Tier 4 engine, offers two- or four-wheel drive, travels up to 25 mph and provides a max payload of 28,000 lbs.

Pipe Trailer

The AMT pipe trailer attachment is ideal for the safe and efficient off-road handling of pipes. Built specifically for the AMT 600, the pipe trailer easily attaches using a supplied hitch mount with conventional fifth wheel connection. The trailer features a flexible load rear frame with 45° swivel capabilities and trailer axles with available braking system.

“The AMT 600 with its pipe trailer is a workhorse,” said Jude Guidry with M.P.G. Pipeline Contractors, LLC, which has been renting the unit for a large pipeline construction job in the southern US. “The machine is efficient, works fast in the worst of conditions and needs little maintenance.”



RE-LAUNCH OF THE TRAVERSE

As part of a successful launch of the next gen X-Series, Pettibone held a press conference to introduce the new Traverse telehandler. OEM Off-Highway was one of many magazines covering the event – here's an excerpt of their article in the March issue:

During World of Concrete, Pettibone introduced its new Traverse T944X. The telehandler features an extendable, traversing boom that moves loads by traveling horizontally up to 70 in.

With the T944X the company is relaunching its Traverse unit, which was discontinued in 2013 due to various factors and market conditions. However, the company has received several requests from customers and dealers to bring back the Traverse telehandler; after conducting market research Pettibone found there were enough applications and customers to warrant relaunching its Traverse machine.

The T944X lifts 9,000 lbs. and has a lift height of 44 ft. 6 in. Pettibone chose this size class for the relaunch of its Traverse unit not only because of its experience designing other 9,000-lb. machines but also the telehandler's ability to compete with those in a larger, taller size class.

Kyle Rubin, Director of Sales & Marketing at Pettibone, said during a launch event for the machine that the traversing capability enables the machine to both lift and land a load at 44 ft., whereas a traditional machine actually loses about 3 ft. of landing height. "That's something that's unique to this unit, makes it a little safer and much more versatile," he said.

Unlike a traditional fixed boom telehandler, the tower portion to which the boom is attached slides forward on a Traverse unit. The traversing carriage is mounted to the chassis with a series of slide pads and pulled forward with a hydraulic cylinder, explains Bob Mayo, Product Manager at

Pettibone. Operation is controlled via a joystick in the cab compartment and is fully proportional – meaning the carriage motion can be slow and precise, or operated at a maximum rate of speed.

The traversing capability increases safety because an operator can simply place a load on a target landing, release the contact of the forks and traverse the carriage rearward to disengage the forks. Whereas with a traditional fixed boom pivot telehandler, the operator needs to coordinate several motions of the controls to withdraw the forks from the payload, leading to intermittent contact with the load or the landing. This can cause safety issues on the work site if there are other workers in the landing area.

"Landing loads at 40 ft. is not only difficult to see, but coordinating the boom movements can be very 'touchy,'" says Mayo. "This is where the traversing feature provides the added safety and control."

MACHINES THAT DEVOUR BRUSH

The Forestry Source magazine talked to TR Landworks LLC about its use of the Barko 930B industrial wheeled tractor. You can find the full article in the February issue, or read a short excerpt here:

Most of Ted D'Onofrio's work involves clearing vegetation to create or enhance wildlife habitat, primarily in Connecticut and Massachusetts. His company, TR Landworks LLC, is based in East Hartland, Connecticut. He works mostly with private landowners, as well as land trusts, hunting clubs, and other groups.





Mayo says serviceability, line of sight and ground clearance were the three main aspects on which customers wanted the company to focus its design efforts when incorporating a side pod engine.

The machine is available with either a 74 or 117 hp Cummins 3.8 L Tier 4 Final engine. Mayo says the key difference is the 74 hp engine does not require the

use of diesel exhaust fluid (DEF) and has an aftertreatment system that is slightly easier to route, reducing installation complexity.

Pettibone is offering the 117 hp engine option for those customers whose application requirements may call for more horsepower. While the 117 hp engine does require the use of DEF and

adds some installation complexity due to the aftertreatment system, Pettibone wanted to provide customers with engine options that would fit their various performance needs.

See the full article at: tinyurl.com/Pettibone03180EM

Although D'Onofrio doesn't do much site prep designed to prepare a tract for planting timber species, his machines are more than capable of doing the job.

When D'Onofrio started his business 12 years ago, he had one machine: a skid steer with a mulching head. He eventually abandoned the skid steer after finding that it was too small and not powerful enough for some of the jobs he wanted to do.

Now he owns three machines that let him make a range of treatments up to and including grinding or harvesting whole trees: a Barko 930B rubber-tired tractor with an FAE 300u/225 mulching head, a steel-tracked mulching machine, and a feller buncher. Most of his jobs involve mulching.

"The Barko is our go-to machine," said D'Onofrio. "It does the most amount of work in the shortest amount of time."

The Barko's quickness and maneuverability comes from its 320-horsepower engine and large rubber tires.

"And the comfort of the Barko sets it apart from the steel-tracked machine," said D'Onofrio. "It has a nicer ride and better visibility, too, since you're up higher. If you're going to be in a machine all day, comfort is a big deal."

When equipped with the mulching head, the 930B can process brush, slash, and whole standing trees.

"I think the head is rated for material 10 inches in diameter, but we've used it on some pine trees that were 12 or 13 inches in diameter or larger," said D'Onofrio. "It'll mow some pretty big stuff. I've done some 20-inch trees that were 80 or 90 feet tall, and you can turn them into mulch in a short amount of time. There's not much that the mulcher can't do."

Although certain animal habitats need to be messy, D'Onofrio's machines can leave a site looking well manicured. "We can take material on a site where the vegetation is so thick that you can't walk through it and mow it so that you can literally drive your truck out there and fuel your machine anywhere on the site."

TRADE SHOW & EVENT UPDATES

Pettibone debuted its new X-Series telehandlers — the Traverse T944X and Extendo 944X — to much fanfare during World of Concrete in January. The Traverse was also on display at The Rental Show, sharing the booth in New Orleans with ARDCO's AMT 400 with dump bed. Pettibone also exhibited at ASLRRA CONNECTIONS in early April.

On the Barko side, the 80XLE back of cab loader made an appearance at The Work Truck Show. Meanwhile, the new 270B processor was a popular machine at the Oregon Logging Conference and Intermountain Logging Conference out west.

Coming up this month, Pettibone dealer Welch Equipment will tout the Cary-Lift at the Four Corners Oil & Gas Conference in New Mexico, while Barko will display various forestry machines at the Jewell Machinery booth during Expo Richmond.



Pettibone and ARDCO at The Rental Show



Barko at Intermountain Logging Conference



Traverse T944X Named MIP Industry Choice

The new Pettibone Traverse T944X telehandler was named an "Industry Choice" award winner in Concrete Construction's 2018 Most Innovative Products! Thank you to everyone who voted!

UPCOMING EVENTS

May
9-10
Farmington, NM

PETTIBONE ■

September
6-8
Oshkosh, WI

BARKO ■

May
18-19
Richmond, VA

BARKO ■

September
16-18
Chicago, IL

PETTIBONE ■



DEALER PROFILES



■ Palmer Johnson

Pettibone announces the addition of Palmer Johnson Power Systems to its dealer network. Palmer Johnson will carry Pettibone Extendo and Traverse telehandlers and Cary-Lift pipe and pole handlers for Southern and Central California, while focusing strictly on the Extendo and Traverse product lines in the state of Washington.

"We are thrilled to have Palmer Johnson aboard to represent Pettibone on the West Coast," said Kyle Rubin, director of sales and marketing for Pettibone. "We are in the midst of launching our next generation telehandlers, including the re-introduction of our traversing boom units, so the timing couldn't be better to establish this tremendous partnership."

Founded in 1977, Palmer Johnson is a family-owned business under second generation management with roughly 120 employees. The company has seven service centers and a network of dealer locations to provide sales, service and support for their customers working in construction, oil and gas, and mining. Palmer Johnson also had a pre-existing relationship with Pettibone involving various parts, components and tech support.

"Pettibone has been a great company to work with over the years, and we are extremely excited to take our relationship to the next level," said Susan Schuster, OEM and service programs manager for Palmer Johnson. "With their new products and long-standing name in the lift industry, we look forward to overall success serving new and existing customers."



■ Morin Diesel

Barko announces the addition of Morin Diesel to its dealer network for land clearing equipment in the Northeast U.S.

"We're excited to bring a growing company like Morin Diesel aboard our dealer network," said Katie Grymala, marketing coordinator for Barko. "Their focus on forestry, and on mulching equipment in particular, makes them a perfect fit to carry our powerful machines."

Operating out of a new 14,000-square-foot facility in Portland, Connecticut, Morin Diesel will handle sales, rentals and service of Barko industrial wheeled tractors (IWT) for several states across the Northeast U.S., from Pennsylvania and Maryland up through New England. The company will also offer back of cab loaders and other Barko product lines in their more immediate vicinity.

"The Barko IWT is a top-notch rubber-tired machine for the land clearing market, so it was an easy decision to take on the product line," said Jesse Morin, president of Morin Diesel. "My heart has always been in the woods since growing up in the family land clearing business, and I'm looking forward to this new chapter and collaboration with Barko."

PETTIBONE®

PETTIBONE Traverse Lift, LLC

1100 Superior Ave.
Baraga, MI 49908

P: 800.GO.PETTIBONE
www.gopettibone.com



GRABBING THE HEADLINES

The Barko Strong-Arm Grapples Have Received a Lot of Media Attention

Since their launch last September, Barko's Strong-Arm Grapples have received substantial editorial coverage in forestry and logging trade publications.

The grapples have appeared in print editions of magazines such as Timber Harvesting, Southern Loggin' Times, TimberLine, Timber Processing, and Great Lakes Logging. There has also been a wide array of online coverage on industry websites such as Equipment World, Utility Products and Tree Services.

The Strong-Arm Grapples provide a highly productive solution for log handling and delimbing applications, delivering superior rotator torque, clamping force and arm speed.

The lineup consists of three models. The 4250, 4850 and 5250 grapples have maximum openings of 42.0, 48.1 and 52.1 inches, respectively, with each rated or up to 50,000 pounds of lift capacity.



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