

# HEAVY METAL

THE LATEST NEWS FROM ARDCO & PETTIBONE



# 13

12K: X-SERIES BENCHMARK  
IN PRINT: ARDCO AMT  
"TOP 100" AWARDS





# 12K: PETTIBONE TAKES X-SERIES TO NEW BENCHMARK



**WHAT :** 12K TRAVERSE & EXTENDO  
**WHEN:** BOOTH C5685  
**WHERE:** JAN 22-25, 2019

IN PRINT:

## EQUIPMENT WORLD COVERS AMT

**E**quipment World magazine talked to ARDCO and other manufacturers in the ADT market. You can find the full article in the September 2018 issue, or read ARDCO's contribution to the story here:

ARDCO offers customization of their articulating multi-purpose trucks (AMT). The four-wheel, 10-ton AMT 400 and six-wheel, 20-ton AMT 600 are intended to be matched with bodies to meet customers' needs.

Yes, there is the standard dump body, "but we're not a direct competitor to the 25-plus-ton trucks," says Tim Niedzwiecki, sales engineering manager. "We do have customers tell us they were looking for smaller ADTs when they found us,"

but their niche is specialty trucks. ARDCO offers more than a dozen specialty bodies plus technical assistance to customers who want to build their own custom bodies or turn to local fab shops for that task.

While some customers buy an AMT with a body that stays on all the time, others swap bodies as needed to increase utilization rates. Typical body weight is 4,000 to 6,000 pounds, so equipment with a lift capacity of 8,000 to 10,000 pounds is all that's needed. Attachment points and bolt patterns are the same for all bodies; hydraulic and electrical lines use quick-connects. And despite a Spartan appearance, both models have LED exterior lighting and ROPS cabs with climate control, digital gauges, and Bluetooth audio.



## X-SERIES

**E**xpanding its X-Series product lineup, Pettibone will debut its new 12,000-pound-capacity telehandlers during World of Concrete in Las Vegas.

The introduction will include two Traverse telehandlers and two Extendo models. Each unit is powered by a 117-horsepower Cummins diesel engine and offers a maximum lift capacity of 12,000 pounds, along with increased reach capabilities to meet the demands of today's construction and masonry jobsites.

The Pettibone Traverse remains the only new telehandler on the market with an extendable, traversing boom that moves loads by traveling horizontally. Up to 70 inches of horizontal boom transfer allows contractors to land loads very near the specified lift height, and without having to coordinate multiple boom functions.

**See the NEW Traverse and Extendo in Vegas, or visit [gopettibone.com](http://gopettibone.com) for more information.**

## OTHER UPCOMING EVENTS

February  
**4-7**  
Orlando, FL

PETTIBONE



February  
**18-20**  
Anaheim, CA

PETTIBONE & ARDCO



Manufacturers are also beginning to offer ADTs with lower ground pressure and less disruption and compaction of soil. This can seem counterintuitive since photos from OEMs routinely show their ADTs bravely charging through heinous conditions, often up to their belly pans in muck and mud. But that doesn't mean it's the preferred method of operation. Residential and golf course developments and large landscaping projects are among the target markets for these trucks. ARDCO offers several tire choices, including sand tires, and the AMT 600 comes standard with 66 x 43.00 terra tires.

Tom Leahy, ARDCO vice president and general manager, says to make the most of the versatility offered by its trucks, "customers need to analyze their applications on an annual basis. What will this truck be doing throughout the year?"

See the full article at:  
[tinyurl.com/ARDCO0918EW](http://tinyurl.com/ARDCO0918EW)







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# BUILDING UP TO EXPECTATIONS

*Peters Building Contractors uses Pettibone Extendo 944X telehandler to pick up productivity on new home construction.*



Homebuilding contractors bear a lot of responsibility on every project they touch. Sure, the same could be said for every construction project that requires a thorough level of management and attention to detail. But when building a structure that will actually become the customer's home, there's a more personal element involved in delivering results ... and arguably more pressure to meet the homeowner's expectations.

As a general contractor who has tackled hundreds of residential projects in his 25 years of experience, Steve Peters knows exactly how important it is to stay on top of project management from beginning to end. His company, Peters Building Contractors, has steadily grown from smaller jobs like re-roofing homes and constructing decks to full-service homebuilding in some of the northernmost counties in Michigan's Upper Peninsula. It was a natural progression, but obviously one that comes with more responsibility.

"I spend a lot of time interfacing between the client, the architect, and the guys in the field to ensure everyone is on the same page," said Peters. "Organization is so important, especially when you're relying on outside help. We work hard to align the schedules of all subcontractors and ensure each team has their required materials for every step of the project."

One of the latest projects for Peters Building Contractors was a 2,650-square-foot, 2-story home in Houghton, Michigan. Designed by an architect out of the Pacific Northwest, the craftsman-style structure features an insulated concrete form foundation with steel-reinforced concrete core, traditional farmer's porch entry, and cedar decking.

As crews were preparing to start framing and siding the house, the company came upon an opportunity to utilize a new piece of equipment. Peters was invited to participate in a rental program for the brand new Extendo 944X telehandler from Pettibone,

and one of the first 944X production units was delivered to the jobsite from the Pettibone manufacturing facility in nearby Baraga, Michigan.

Peters was already familiar with Pettibone machines, having used an older Extendo 6044 model for homebuilding in the past. "Commonly we'll use a telehandler for material handling on most new construction houses, which could be anything from setting trusses to installing windows and siding, and even moving bathtubs up to the top story," said Peters. "I've always found that it allows us to complete our projects faster, and more safely."

Shortly after the new telehandler was delivered, the city of Houghton experienced a tremendous rain storm, with a whopping seven inches of rain falling overnight. This instantly transformed the working conditions on the lot, which is comprised of a fair amount of fine sand that prevents soils from binding well, into something of a sloppy mess.

After the rain event, Pettibone technicians came to the jobsite to switch out the machine's solid rubber tires in favor of pneumatic tires that allow better flotation on soft, wet, unimproved surfaces. "Right after that storm we had some issues with getting traction in the sand with the heavier tires," said Kevin Rollins, a carpenter with Peters Building Contractors who ran the Extendo 944X. "Once we got the lighter tires on the machine, it was as maneuverable as you would expect. It climbed the terrain and went up the hill with no problem at all."

The Extendo 944X is powered by a 74-horsepower Cummins QSF 3.8 Tier 4 Final diesel engine that requires

**Steve Peters**  
**Peters Building Contractors**







no diesel exhaust fluid to meet exhaust emission guidelines. An optional 117-horsepower is also available for new Extendo telehandlers. The engine and drivetrain components, including a Dana VDT12000 Powershift transmission and Dana 212 Series high steer axle, proved more than adequate on the Houghton site. “The machine delivered plenty of power,” said Peters. “We didn’t encounter any issues where it couldn’t ascend a hillside or lift a load to where it was needed. In fact, a traditional larger engine might have been oversized for our needs, even with the steep grade and soil conditions.”

Peters and his operators were even more impressed with the hydraulic system and controllability while moving loads. “What’s nice about the new machine is that they’re using almost the same control system as before,” said Peters. “It was very easy for the guys to transition from the older telehandler to the new model.”

“I like the simplicity of the Pettibone to compared to other brands I’ve operated,” added Rollins. “Everything is labeled and easy. The joystick is my favorite part with the thumb controls right there. The hydraulic controls are very responsive. When you ask the machine to do something, it’s right there where you want it. As far as switching back and forth between motions, it’s very smooth, and not jerky at all.”

While the overall operating feel of the machine is very similar to previous models, the Extendo 944X was designed for higher efficiency and cycle speeds, among other enhancements. Cylinder cushioning is a new feature that dampens the end of strokes to avoid hard, jarring stops and potential spilling of a load. The 944X also uses a single lift cylinder to improve operator sight lines, a change from previous models that used two lift cylinders.

Offering lift capacity up to 9,000 pounds, the Extendo 944X has a maximum forward reach of 30 feet and max lift height of 44 feet, 6 inches. Its boom is lighter weight than previous Pettibone telehandlers, but the formed boom plate construction actually adds strength. Boom overlap was nearly doubled to both provide smoother operation and to reduce contact forces on wear pads. A key result of the boom design changes is that boom deflection is minimized for better control and accuracy when placing loads.

“The new box construction of the boom was noticeably better,” said Peters. “It was more stable, especially under load and at full extension. And again, positioning of the machine was very easy with how smooth the controls are.”

“Pettibone is by far a more well-rounded machine, especially for what we’re doing,” said Rollins, who has operated several telescopic handlers from different manufacturers throughout his career. “I can think of one brand in particular that feels unstable at height with a heavier load. Pettibone doesn’t have that problem, especially with its rear axle stabilization system and four points of contact.”

Peters also reported that maintenance on the Extendo 944X has simply been a matter of lubricating the machine and checking fluids daily. The open canopy cab interior features all-steel construction and water-resistant components, which allows it to be fully washed down as needed.

With so much to keep track of to ensure everything is done right in the homebuilding process, anything that works smoothly without any hassle – like a dependable, high-performing piece of equipment – is a welcome addition to the job.

#### **PETTIBONE Traverse Lift, LLC**

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## TRAVERSE & EXTENDO RECEIVE “TOP 100” AWARDS

Pettibone was named a double winner of Construction Equipment's Top 100 New Products of 2018 Award! Both the Traverse T944X and Extendo 944X telehandlers were recognized. All Top 100 winners were featured in the magazine's December issue.

The award program was conceived to call special attention to the most significant new products announced each year. These awards emphasize innovations, highlighting manufacturers who are investing in research and development to provide equipment users with greater productivity, efficiency and safety. The publication's editors make the award selections independently, drawing upon their experience with the marketplace and equipment technology.



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