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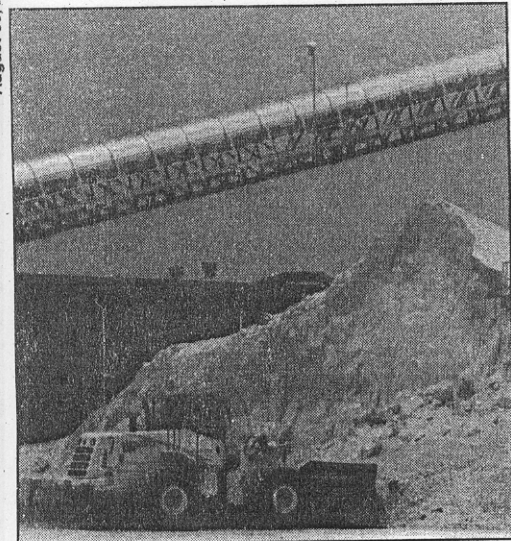
• **HDD**

**John Ratkevic, VP of
Sales & Operations for
Tri State Bulk Handling, Camden, NJ**

New Holland Loaders Make Sense for South Jersey Cargo Handler

by Brenda Lange

CAMDEN, NJ — Moving tens of thousands of tons of cargo on the Camden, NJ port has recently been made easier for Tri-State Bulk Handling, Inc. with the pur-



The loader just charges in and hacks down the mound.

chase of a New Holland LW270 wheel loader.

The new loader will help round out Tri-State's fleet of three Fiat FR 35s and a Kawasaki 115Z, and three New Holland LW230s. Before the purchase of the LW270, Tri-State sometimes found itself lacking a spare just when one was needed to fill demand.

One of Tri-State's largest customers deals in slag from Italy, Japan and other locations. Once the slag arrives at the dock, Tri-State's men and the New Holland LW230s take over.

The cargo is mostly off-loaded using cranes, but the smaller New Hollands are lifted into the cargo hold by crane to pile and scoop the remaining material. Once it is piled on the dock, the larger LW270 and other loaders come in to move the piles around, loading the stockpile onto conveyors for transport into the plant.

"The LW270 is a good loader and does a good job," explains John Ratkevic, vice-president of sales and operations for Tri-State Bulk Handling, located at the South Jersey Port Corporation under the shadow of the Walt Whitman Bridge separating Camden from Philadelphia.

New Holland introduced the LW230 and LW270 earlier this year. Each model features redesigned operator's compartments to provide maximum comfort and efficiency. In addition to more room, the larger glass panels — nearly 50 square feet of seamless glass — provide increased visibility. A tilting, telescoping steering column, newly designed and positioned controls, an air-ride seat and a standard air-conditioning cab

are all improvements introduced in these models.

They also include the unique New Holland Z-Bar linkage which improves performance by giving the operator better use of the tilt circuit while adding to productivity with better breakout forces and faster dump cycles. Bucket capacities range from 4.2 yard to 6 yard, with operating weights from 37,611 to 49,626 lbs.

Servicing the LW230 and LW237 has been made easier by situating the dipstick and oil fill closer to the ground and



John Ratkevic, Vice President of Sales and Operations for Tri-State Bulk Handling, Camden, New Jersey, next to the company's recently acquired New Holland LW270 wheel loader.

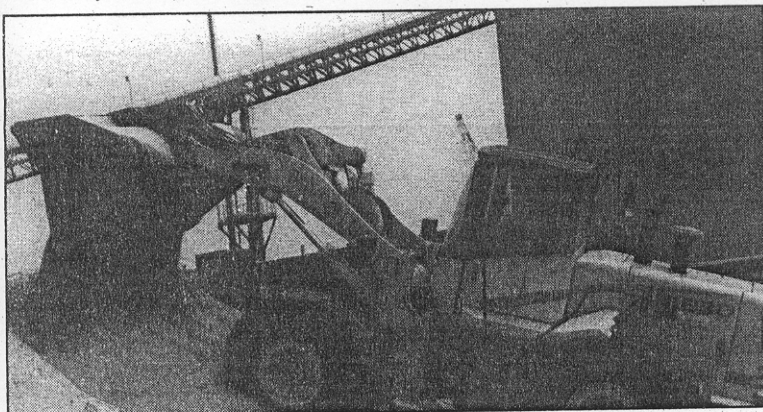
photo by Brenda Lange

on the same side, and the "gull-wing" service doors allow easy access to both sides of the rear-mounted engine. The new models feature new power plants, rated at 250 to 270 net horsepower for increases in power and fuel economy. Hydrostatically-driven fans provide excellent cooling performance with a cab-controlled, counter-rotating feature that purges the radiator.

Ratkevic says the purchase made financial sense for the 18-year old Tri-State and has allowed it to handle whatever loads appear dockside.

The company employs ten to twelve full-time employees and handles strictly bulk cargo, including some iron ore, mineral sands and petroleum coke. It purchased the New Hollands from Modern Equipment Sales and Rentals in Hatfield, PA.

Modern, founded in 1946, has facilities in Baltimore, Delaware, New Jersey and southeastern Pennsylvania and provides sales, leasing, short-term rentals, service, parts, training and financing. It is a full-line distributor of New Holland equipment, also rents and sells Dynapak, Terex, Elliot, National products, and all types of attachments.



John Ratkevic demonstrates the power of the smaller New Holland LW230.

photos by Brenda Lange

Buzzards Bay Dealer Recognized by Bobcat Company

Manny White, owner of Great Rock Tractor Company, Inc., in Buzzards Bay, Massachusetts, has been presented with the Bobcat® Spirit Award. The award



Manny White, left, owner of Great Rock Tractor Company, Inc., in Buzzards Bay, Massachusetts, being presented with the Bobcat® Spirit Award.

recognizes significant contributions to Bobcat product growth and innovation.

White has been a Bobcat dealer since 1966 and has been instrumental in establishing Bobcat products as the industry leader in Cape Cod and surrounding areas. "Bobcat Company and Manny have had a long, wonderful history together," said North American Sales Manager, Lane Weber. "He takes a lot of pride in his work, knows his customers and is knowledgeable about the product lines he sells."

White founded Great Rock Tractor Company in 1968 with his wife Celia. In 1986, they were joined by their daughter, Susan Haynes, who now serves as the company's general manager.

"It's a honor to receive this award from Bobcat Company," said White. "It has been a pleasure working with them over the years. I've enjoyed being a part of developing the Bobcat tradition."

North Dakota-based Bobcat Company is a business unit of Ingersoll-Rand, Woodcliff Lake, N.J., a major diversified industrial company. For the name of the nearest Bobcat dealer, visit www.bobcatdealer.com. Additional Bobcat product information can be seen at www.bobcat.com



Meet the Architects, a networking event sponsored by Professional Women In Construction (PWC), featured honored guests from public agencies and private firms. (L to R) Kenneth Drucker, AIA, senior principal, director of design, HOK with Theresa Vigilante, vice president, PWC.

Photo by John S. Winston.