



PM & PRENTICE AUTHORIZED SALES, SERVICE & PARTS

Dear Valued Customer,

Robert's Diesel Works, Inc. is pleased to present the new redesigned "PM drywall cranes". Through a joint effort between Robert's Diesel Works, Inc. and Autogru PM Spa cranes, together we have developed and designed the premier drywall crane on the market today. The PM cranes are longer, stronger, and faster than any competitive units in there class. The PM drywall crane carries a full 1-year parts and labor warranty with a 3-year structural warranty.

As you are aware Robert's Diesel Works, Inc. has been one of the top 3 premier drywall dealers in the U.S. with one of the largest drywall crane repair shops in the country for the last 18-years. Robert's Diesel Works, Inc. with its unique experience in conjunction with PM cranes made numerous design changes to the drywall cranes for easy of maintenance as well as to improve the longevity of your investment. Please take the time to review the improvements we have made to the PM crane to prevent the major problems we have all seen, and experienced with the other drywall crane brands in the market today.

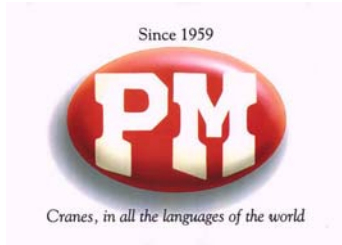
I have had customers ask me to give them one good reason why they should change to PM Cranes from the other brands they now use. Listed below are 25 good reasons why you should review your breakdown and repair costs on the other brands, and I think that you will find at least 25 good reasons to make your next crane purchase the "New PM Crane". Demos are available upon request.

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HIGHLIGHTS OF THE PM CRANE CHANGES

The below changes were made to the PM cranes because of problems that we saw in all the other brands that you can purchase. Due to the amount of repairs that we have preformed on all the other drywall crane models and brands we wanted to make sure that the "New PM Cranes" did not have the same problems that Robert's Diesel Works, Inc. has seen in the field with the other brands through out the years. We wanted to address these issues and to correct these problems before manufacturing the "New PM drywall cranes".

Below are a few of the examples of the changes that were made.

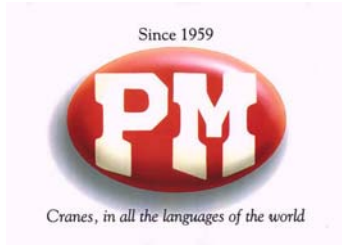
- 1: THE NEW PM 450.22, PM 530.23 AND THE PM 610.24 MAIN BASE, COLUMN, OUTRIGGER EXTENSION BEAMS, OUTRIGGERS, AND MAIN BOOM CYLINDER ARE IDENTICAL. THEY CAN BE INTERCHANGED. WHICH ALLOWS FOR BETTER PARTS ACCESS BY STANDARDIZATION.
- 2: LARGER OPERATOR SEAT FOR MORE COMFORT:
- 3: ALL CRANE CYLINDERS ARE LARGER WITH RAM EYELETS BEING WIDER TO PREVENT STRESS FROM SIDE TO SIDE. WIDER CYLINDER RAM EYELETS INCREASES SURFACE AREA WHICH HELPS ELIMINATE TWISTING FROM SIDE TO SIDE AND INCREASES THE LONGEVITY OF THE PINS AND BUSHINGS.
- 4: MAIN BOOM AND SECONDARY BOOM ARE DESIGNED THICKER TO DEAL WITH STRESS FROM HEAVY LOADS BETTER. ALSO, MAIN BOOM AND SECONDARY BOOM ARE DESIGNED WITH A CRANE STOP TO KEEP THE MAIN BOOM AND SECONDARY BOOM FROM SAGGING IN THE MIDDLE CAUSING DAMAGE TO THE KNUCKLE CYLINDER.
- 5: ALL THE CRANE PINS AND BUSHINGS ARE GREASEABLE. NOT LIKE SOME OF THE OTHER BRANDS.
- 6: MOST ALL OF THE CRANE WEAR PADS ARE REPLACEABLE FROM THE OUTSIDE WITH OUT TEARING THE CRANE DOWN.

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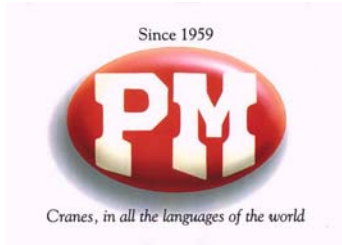
- 7: **OUTRIGGER BEAMS HAVE REINFORCEMENT AND A LARGER HORSESHOE TO PREVENT THE STRESS CRACKING FROM UP AND DOWN FORCES WE HAVE SEEN IN OTHER BRANDS OF CRANES.**
- 8: **OUTRIGGER BEAM ON BOTTOM HAS BEEN REINFORCED TO PREVENT STRESS CRACKING FROM DOWN FORCE.**
- 9: **HOSES FOR OUTRIGGER EXTENSION BEAMS AND HYDRAULIC CYLINDERS ARE RAN ON THE OUTSIDE OF THE BASE FOR EASE OF REPLACEMENT, NOT INSIDE LIKE SOME OF THE OTHER BRANDS.**
- 10: **ALL HOLDING VALVES HAVE PROTECTION GUARDS SURROUNDING THEM.**
- 11: **3-PIECE KNUCKLE CYLINDER GUARD COMPLETELY PROTECTS CYLINDER FROM BEING HIT.**
- 12: **TOP SEAT CRANES HAVE METAL GUARDS THAT PROTECT ALL CONTROLS AND VALVING. "NOT PLASTIC" LIKE THE OTHER BRANDS.**
- 13: **METAL GUARD FOR HOSE TRAYS "NOT PLASTIC" LIKE THE OTHER BRANDS.**
- 14: **OUTER BOOM HOSES AND TUBES HAVE BETTER SUPPORT PLATES.**
- 15: **SLEWING TUBES HAVE BOLTS ATTACHING TO THE BASE FOR EASY REMOVAL WITH AN AIR GUN.**
- 16: **PEDAL GUARDS ON THE FOOT CONTROLS. ALSO ALL PEDALS HAVE GREASE ZERK TO KEEP PEDALS LUBRICATED FOR FREE MOVEMENT.**
- 17: **WHEN ROTATING CRANE FROM SIDE TO SIDE THE NEW PM CRANE WITH THE "POWER TRONIC SYSTEM" HAS A CONTROLLED SPEED THAT INCREASES AND DECREASES WITH A SMOOTH TRANSITION TO PREVENT FROM SLAMING AND JOLTING THE INNER AND OUTER BOOM SECTIONS CAUSING UNDO SIDE TO SIDE STRESS ON THE PINS AND BUSHINGS AS WELL AS THE BOOM SECTIONS.**

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- 18: VIEW PLUG IN COLUMN BASE FOR VISUAL INSPECTION OF RACK AND PINION. YOU CAN SEE IF BASE IS GETTING GREASE.
- 19: SCANRECO RADIO REMOTE NOW HAS L.E.D. READOUT OF CYLINDER % OF PRESSURE AS WELL AS DISPLAYING WHEN THE OIL COOLER IS ON, AND INDICATING WHEN THE CRANE IS IN OVERLOAD.
- 20: EXTENSION BOOM TIP IS NOT STRAPPED WITH EXTRA METAL LIKE THE OTHER BRANDS. EXTENSIONS ON OUTER BOOM ARE BUILT THICKER.
- 21: TOP SEAT CRANES NOW HAVE THE POWER TRONIC UNIT (ELMLD), WITH READ OUT DISPLAY FOR THE OPERATOR.
- 22: TOP SEAT UNITS WITH RADIO REMOTES ARE BEING DEVELOPED AND BEING TESTED IN THE FIELD TO HAVE JOY STICK CONTROLS INSTEAD OF INDIVIDUAL LEVERS LIKE THE OTHER BRANDS.
- 23: ELMLD SENSOR WIRING SCREWS IN AND LOCKS INSTEAD OF HAVING RUBBER PLUGS THAT HAVE CAUSED ELECTRONIC MALFUNCTIONS WITH THE OVER LOAD SYSTEM ON THE OTHER BRANDS.
- 24: INTEGRATED CAN BUS SYSTEM FOR THE ELECTRONICS.
- 25: PM'S EXCLUSIVE "POWER TRONIC" SYSTEM WHICH CONTROLS AND DISPLAYS ALL REAL TIME CRANE FUNCTIONS AND PREVENTS OVERLOADING AND DAMAGE TO CRANE.

Sincerely,

A handwritten signature in black ink that reads 'Robert Hodgins'.

Robert (Bobby) Hodgins
President
Robert's Diesel Works, Inc.

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