

THE SKY ISN'T THE LIMIT

INSIDE THIS ISSUE:

Page 2:
The Sky isn't the Limit

Page 3 – 7:
Happenings

Page 7:
Safety Corner &
Human Resources Corner

Page 8:
Milestones



**“THE GMK6400 WILL BE A
GAME-CHANGER IN URBAN
AREAS BECAUSE OF ITS
CAPACITY AND FEATURES.”**

– Dave Hull, Manitowoc senior vice president of sales,
North America

The Sky isn't the Limit

Happenings



Shown: Representatives from AmQuip and Manitowoc Cranes
(Left to Right) Joe Maslizek, David Hull, Al Bove, Charles Snyder and Glen Tellock

Las Vegas, NV – Manitowoc Cranes and AmQuip celebrated the sale of a new Grove GMK6400 in a ceremony this week at ConExpo 2011.

The GMK6400 boasts a 450 USt maximum capacity, the largest capacity six-axle all-terrain crane in the world.

Dave Hull, Manitowoc senior vice president of sales, North America, called the crane a class-leader with the newest technology and said AmQuip will profit from its capabilities.

“The GMK6400 will be a game-changer in urban areas because of its capacity and features,” Hull said.

New features found on the GMK6400 include a new hydrostatic drive system called Mega Drive, a single engine for reduced fuel consumption and an operator-rigged Mega Wing Lift capacity-enhancing system.

AmQuip is one of Manitowoc’s trusted Pre-Production Partners, which test new crane models in the field and provide feedback and suggested improvements before the crane goes into full production.

Welcome to the Fleet

AmQuip recently added a Tadano ATF90 All Terrain Crane (100 Ton), considered the ultimate taxi crane for AmQuip’s New Jersey marketing area. This crane is equipped with a six-section boom that extends to 168’ Main Boom and a double folding lattice type boom extension from 32-59’ Jib offsettable to 0/20/40 degrees.



Also, the addition of two new sales reps, Matt Jensen and Brian Law, who both have experience in the equipment rental industry is one of many moves that has been made to strengthen our presence in the New Jersey marketing area.



Trevose, PA – Charles Howard Snyder has been appointed President and CEO of the Company, effective January 17th, 2011. Mr. Snyder will also join AmQuip’s Board of Managers.

Mr. Snyder has been a senior executive with Sunbelt Rentals, Inc., most recently serving as Executive Vice President of Fleet Operations and as a member of Sunbelt’s

Board of Directors. He formerly held positions as Chief Operating Officer of NationsRent and President of AMECO, a subsidiary of Fluor Corporation.

TENNESSEE

Lake Cumberland, Somerset, KY – Two LR-1400’s, two LR- 1280’s, a 555 and miscellaneous RT’s on site at Enerfab’s Cooper Power Plant performing a SCR and Baghouse project lasting approximately two years.



Rockport, IN – Elliott AmQuip onsite lifting tube bundle modules of 60,000 lbs. into the side of the unit for Enerfab. Although a tricky installation with these oversize elements but all is going well. Cranes shown are a LR-1400 crawler with luffer and a M-250 Manitowoc with luffer. Also, on site are a 248 Link Belt crawler and a 50 ton RT .

Clarksville, TN – Hemlock, a subsidiary of Dow Corning, Plant will produce silicone which is used in computers, TV’s, and other electronic devises. AmQuip currently has nine cranes on site (6) RT’s and (3) Crawlers.



Nashville, TN – Wes Fisher (operator) using a 265 ton Liebherr to lift a City worker to estimate future repairs to a pump house, which was built in 1888.

Happenings

TENNESSEE



Bowling Green, KY – Elliott AmQuip setting a water tank using a 360 Ton AT.

TOWER DIVISION



Dallas, TX – Southwest Airlines Terminal expansion; 12-14 month project



Nashville, TN – Elliott AmQuip paints the sky red at the construction site of Nashville's Music City Center. Since the official groundbreaking in March 2010, over a dozen cranes operate simultaneously together with daily onsite management ensuring the project runs according to schedule and offer hands on expertise.

The Center located on 16.0 acres will be comprised of 1.2 million square feet of meeting and exhibit space and feature a 350,000 square foot exhibit, approximately 60 meeting rooms, and a grand ballroom and junior ball room. The project management team has established a plan for the project to attain Leadership in Energy and Environmental Design Silver status. Green features of the building include a 360,000 gallon rainwater storage tank which will be used for internal plumbing as well as irrigate landscaping. A four-acre green roof planted with vegetation will reduce the building's energy load by providing insulation.

NORTHEAST



An old motto at AmQuip is **"Persistence overcomes Resistance."** This job site picture represents the true meaning of that slogan.

Over two years ago, Joe Pace targeted Costa and Rihl, a Mechanical Contractor from Mount Laurel, New Jersey. Cost and Rihl had been a long time, loyal customer to a local competitor. Taking baby steps along the way Joe was able to start capturing mostly boom truck to 110 ton All Terrain rentals with an occasional 175 to 250 ton. However through Joe's persistence, credibility, and crane knowledge, his relationship has

evolved with our customer to earn Joe and AmQuip the right to perform an extremely high profile job in the heart of Center City Philadelphia, involving the Philadelphia Police department for a street closure, Septa's transportation engineering department, and not to mention the job being witnessed by hundreds of interested spectators.



Based on our flawless performance, the customer has already awarded us his next high profile job. A special thank you and job well done to our operations managers, Sean Lawlor, Ed Gleason, & Greg Shank., Operating Engineers Shawn Follin, Chris Good, and Tom Heenan, and drivers Ken Crandall, Ken Elwood, Michael Higgins and John Coyne.

Keep the motto going, "Persistence does overcome Resistance."

AMQUIP IS PLEASED TO ANNOUNCE A CHANGE IN POSITION FOR RYAN FAHERTY.

Ryan, who is based out of AmQuip's Bensalem branch and has been with the company since June 2009 has been promoted to a Junior Outside Sales Rep position. In this new role, Ryan will be undergoing extensive crane training and estimating as well as assisting Ed Brennan in Philadelphia & Delaware Counties and Joe Pace in Bucks, Montgomery, and Chester Counties.

BOSTON

Albany, NY – AmQuip onsite at the NY State Capitol building repairing potential imperfections on the turntable of the 274-foot-tall tower crane. The tower crane is onsite making repairs to the building's roof.



SAFETY

EDWARDSPORT PROJECT HIGHLIGHTS

- Project inception to date, No recordable injuries, No lost time accidents.

- Project inception to date, two minor equipment related incidents.
- Recognized by the NMAPC for working 2009 with zero Recordable injuries (58,000+ man hours).
- Completed 2010 with a zero Recordable rate as well (86,124 man hours).
- 48+ Cranes onsite with half of those being AmQuip manned machines. BYB local 841 and AmQuip core employees on 18000.
- 70+ pieces of rental equipment including man lifts, telehandlers, light plants, and utility vehicles.
- Endured Duke Energy Corporate Audit with zero findings.
- Worked with the Lay down Yard crews unloading and loading material through all kinds of weather with zero incidents.
- Hired and Trained more than 50 employees from Local #841 and on the new CC OSHA Standard.
- The Manitowoc 18000 made two lifts over 70,000lbs and multiple lifts over 400,000lbs.
- AwQuip partnered with Edwards Moving and Rigging to supply Goldhofers onsite moving a large variety of equipment.
- AmQuip also did multiple reconfigurations on more than 10 crawler cranes that were onsite.
- Had a fulltime onsite management team. This team provided support and experience for Duke and all subcontractors.
- Fulltime mechanic and Utility Operator.



EDWARDSPORT SAFETY MONTHLY JANUARY 2011



AmQuip is the proud recipient of the Sunoco award for Safety Excellence by achieving Zero OSHA Recordable Injuries at their locations in 2010. Thank you for everyone's commitment to safety which has been recognized by Sunoco's management team.

It's through your efforts we are entitled to work at Sunoco Refineries and chemical plants for another year.

March 2011 – AmQuip was awarded the 2010 Thomas J. Reynolds Award for Construction Safety and Health from The Association of Union Contractors. To be eligible for the award, our injury rate was below 1.725 which is 25% below the most recent Bureau of Labor Statistics national average of 2.3.

Happenings

SAFETY CORNER

Jeff Hammons

Spring is in the air! As the weather gets warmer, our thoughts tend to stray thinking about the upcoming months of great weather, getting outdoors, and kicking back and relaxing. Spring is a time when nature renews itself and everything is crisp, clean and fresh.

The turn in the weather is a great opportunity to get out and do some spring cleaning. Cleaning away the dirt left from a long cold winter will help give everything a bright and cheery feeling for the spring. Make sure walkways are clear of twigs, rocks and debris...giving our indoor spaces a good scrubbing and air-out to get all that staleness out...and getting all the grime and trash out of and off of our vehicles.

Both adults and kids alike enjoy the spring. After months of being stuck inside, kids are itching to get out and run and play in the fresh air. As you go about your days in the great outdoors, be especially alert for kids...or their playthings...suddenly entering streets and intersections. Commons distractions while driving – the radio, cell phone, even passengers can lessen our awareness of things going on right in front of the car.

Be on the lookout for insect bites in the spring. Insects that have been hibernating all winter are now awake, active and hungry. While most insects are not actually “dangerous,” their bites can cause skin irritation and possible allergic reaction. Be vigilant when returning indoors to check your exposed skin and wash up to keep irritation to a minimum. If you do spot an insect bite a light over the counter anti-itch medication can help keep itching and inflammation down.

Above all else...have fun and stay safe and enjoy the wonderful weather!

HUMAN RESOURCES CORNER

Kristilyn Strongin

Spring is finally here! After a long winter, we’re passing along a friendly reminder that Katelyn and Kristilyn are here to assist you with any questions regarding your medical benefits or 401k. Feel free to contact us to do some “spring” cleaning on your medical benefits. Please don’t hesitate to contact them should you have any questions or concerns! Now get out there and enjoy the nice weather!

CHALLENGE

Bill Pace

I just received termination notice of a 22 ton RT. I wrote this order on May 13th 1987, order #489. We are currently at order #261943. WOW, 261,454 orders ago and 23 years 10 months later. FROM WHAT I CAN REMEMBER in 1987 the rental rate was \$2,900 for a one year rental and the current rate is \$2,050 per month, discounting the rate every three to four years along the way in order to retain the rental. In addition the original customer was Rohm & Haas plant who was purchased by Dow Chemical. I also negotiated with 8 different purchasing managers, 3 plant managers and 3 fire chiefs. Crane was first assigned to plant maintenance and then later to the fire department for budgetary reasons. This rental is obviously the longest in AmQuip history and in conversation with Al Bove (who has been in the industry 40++++years) this is the longest duration rental he has seen. Unfortunately, because of economic conditions the termination has been coming for the last 6 months and after numerous attempts to try and renegotiate it was determined by customer to terminate the rental and they will continue to use AmQuip on an as needed basis.

Current three oldest orders out there:

Order #71272 Rockwood Pigments - on rent since 9/7/01 – Sales rep John Ronca (Inside Sales Bethlehem branch)

Order #98663 Gallatin Steel – on rent since 7/2/02 – Sales rep Jeff Steigerwald

Order #140138 Conoco Phillips – on rent since 8/28/03 – Sales rep Tom Pace

There are numerous current rental orders 3 years plus. Game on to everyone to achieve 23 years 11 months. I’ll buy you lunch.

CONGRATULATIONS

Jake Krause (son of Robert Krause) was invited and accepted into the National Honor Society at Neshaminy High School. He must maintain a 3.70 or better throughout the balance of this year and all of next and complete the three community service projects the NHS chapter chooses. In addition, Jake has applied to the Air Force Academy and will apply for the Air Force ROTC program.

Congratulations to Dede Good (wife of Jack Good) who raised more than \$5,800 for the Daniel Marr Boys & Girls Club of Dorchester in her first attempt at the Boston Marathon. Out of 30,000 participants, Dede completed the marathon in 4:31:12.



Lackland Air Force Base, Texas
Congratulations to the Cole Family.....Joe Cole, son of Dan Cole, graduated from the Air Force Academy on February 4, 2011.

Shown: Three generations of the Cole Family

RECIPES

Submitted by LaClaire Crouch – Birmingham, AL

Cajun Turtle Burgers – Handmade ground beef patties, topped with sharp cheddar cheese, wrapped in a bacon weave. Next step, add hotdogs as the heads, legs with slits for toes and tail.



Next step. Place on an oven rack, covered loosely with foil and baked for 20-30 minutes at 400 degrees. A little crispy, not too crunchy...just how a turtle should be!

Twinkies – 1 box of cake mix (any flavor; chocolate is the best)

Mix as directed for cupcakes... (I used the mini cupcakes with no wrappers)

Follow package directions of filling the cups to 2/3. Then

drop a small (teaspoon) amount on top of the cake mix, place cupcakes in the oven and cook as directed. The mixture will sink inside the cupcakes as they cook.

Filling mixture:

8oz cream cheese

¼ c sour cream

2 T sugar or Splenda

Stir until creamy then drop by small amounts on top of prepared cupcakes then bake.

NEW ADDITIONS



Congratulations to John Brown (Bensalem Service Manager) who welcomed his first granddaughter to the world on December 13th ...Kayleigh Marie, 22½”, 7lbs 14oz

KIDS CORNER

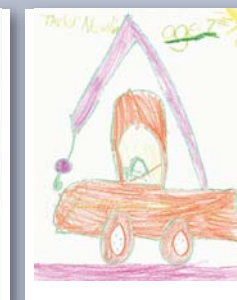
Felicia Bramante, daughter of Mike Bramante (Boston Service Manager), found her Prince at a very young age.



Jake Gormley



Jett Gormley



Taylor Newlin



Kirsten Newlin



Zach Good

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Milestones

25 Years of Service

John Brown

Bill Pace

15 Years of Service

Tom McLaughlin

10 Years of Service

Jack Good

Jen Mackewich

Stephen Stunder

5 Years of Service

Ed Brennan

Denise Fletcher

Jeff Francies

Bill Henjar

Richard Powers

