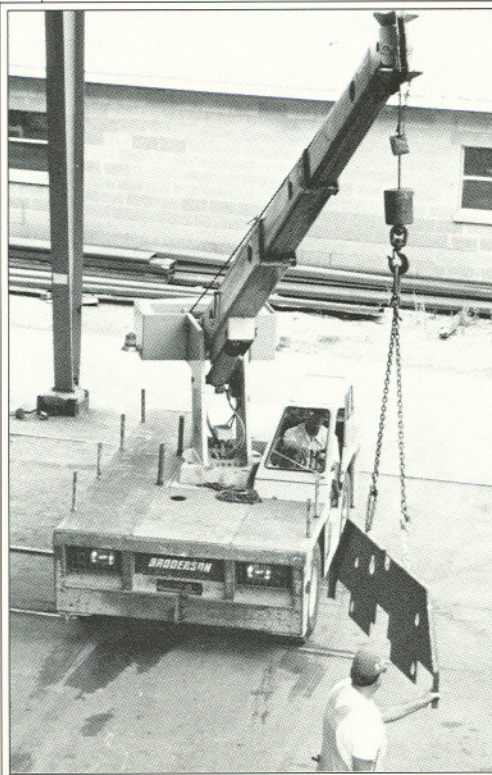
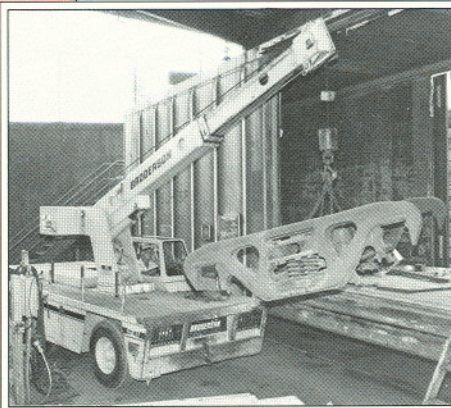
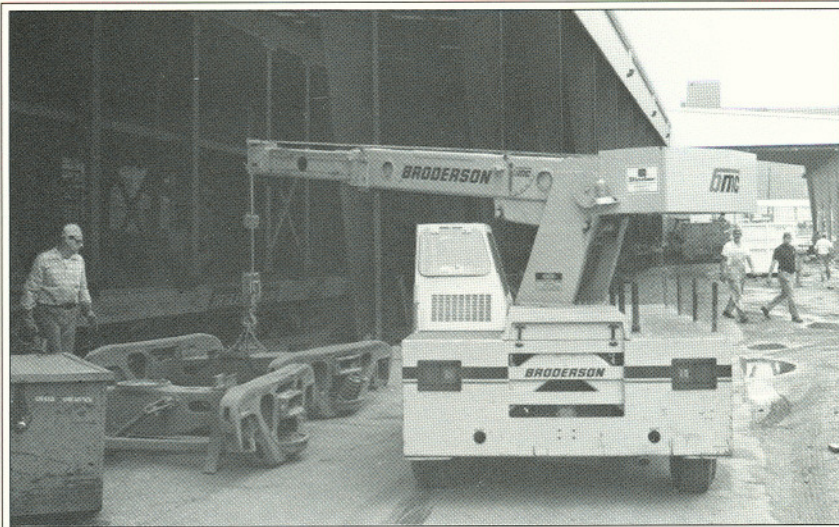


DEMO DELIVERS...seeing is believing.



The St. Louis Refrigerator Car Company (SIC-4723) bought its first IC-80 back in 1989 from Dinzler Equipment. Joe Pfister, who knows the power of "Show and Sell," arranged with Harold Winkles, buyer, and Ray Huffman, supervisor, for an on-site demonstration. For the next two weeks, the IC-80 continued to delight St. Louis Car in general and operator Leo Gerler in particular:

- "The boom moves when I want it to—not when *it* wants to"
- "Smooth fingertip control"
- "No slop when rotating boom"
- "Safer feeling"
- "Minimum downtime"
- "Great for our minimum space"
- "Just plain easy to operate"
- "Performance far bigger than its price-tag"

Primary uses:

- Disassemble rail trucks
- Move boxcar roof sheets
- Move boxcar side sheets
- Remove and replace rail doors
- Unload boxcars

... or whenever something with height needs to be moved.

BMC BRODERSON
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