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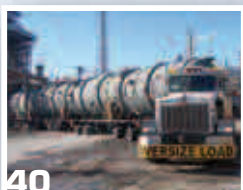
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Official domestic magazine of the SC&RA (Specialized Carriers & Rigging Association)

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Busy times

April is shaping up to be a busy month, with the SC&RA Annual Conference in San Antonio April 10-15 and the Bauma exhibition in Germany less than a week later April 23-29. If you plan to attend one or both of those events, please stop by the KHL Group booths and say hello and tell us what's going on with your company.

From what we are hearing, crane and transport companies are busier than ever, too. At the Specialized Transport Symposium in February in Orlando, a Florida crane and transport company owner told me that in the markets his company serves, there are absolutely no signs of a slowdown. At the symposium, I heard that a lot of big business is coming from the energy industry – power plants, refineries, oil fields and wind farms. We are looking forward to reporting on some of these projects.

This is all good news for the manufacturing sector, which appears to be pulling out all the stops to produce new machines and equipment to make a huge splash at Bauma. Innovation is high on the list of attributes of the new products being shown at the show in Munich. Alex Dahm, editor of our sister publication *International Cranes and Specialized Transport*, gives *ACT* readers an impressive preview of the cranes and other equipment of interest to North America that will be shown at Bauma. Of course to get the comprehensive, do-all, be-all global Bauma preview, see the *ICST* March issue.

Of note in this issue is Graham Brent's report that California leads the nation in crane operator certification. Sources tell us that in no time Florida may be on the heels of California and other states in certified operators, as the Sunshine state may soon mandate crane operator certification and pass related legislation that will make crane operation safer. The Florida Crane Operators Council and other groups have been instrumental in shaping a bill that is now being considered by the Florida legislature.

And finally, you may note that this issue of *ACT* is very heavy... that's because it is full of news and views important to the business of cranes, rigging and transport. But also, this issue has 124 pages, a record for the magazine. Talk about being busy...

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A Liebherr LR 1200 SX lifts and places pipeline that will be used in the new deepwater Atlantis oil field in the Gulf of Mexico.

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Official domestic magazine of the SC&RA (Specialized Carriers & Rigging Association)

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The most comprehensive listing of crane and transport services and equipment in North America

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highlights

➔ **Florida House Bill 1347**, filed on March 2, would provide for certification of crane operators; prohibit certain contractors from employing crane operators without certification; provide for penalties; authorize rule-making authority for Construction Industry Licensing Board; and authorize persons in training for certification to operate cranes under direct supervision of certified crane operators. The Florida Crane Owners Association has been involved in shaping this legislation.

➔ **IronPlanet**, an online auction house for used heavy equipment, donated its auction services on several pieces of equipment from a March auction. Proceeds from the charity items went to the Association of Equipment Management Professionals (AEMP) and will be used for technician scholarships, revamping the Certified Equipment Management program and advancing the practice of fleet asset management.

➔ **Ten states** will receive more than \$112.7 million in federal emergency relief grants to cover costs of repairs to highways damaged by rain or flooding in one of the wettest winters on record, the US Transportation Department recently announced. Projects being funded include rebuilding or replacing damaged bridges, highways, lighting, guardrails and signs, creating detours and debris removal. Topping the list of grants include California with \$48.2 million and Oregon with \$30.8 million. Other states receiving emergency relief funds include Alaska, Colorado, Minnesota, Nevada, New Hampshire, New York, Ohio and Washington.

First Kobelco SL6000 goes to Sims

Sims Equipment of Tampa, FL is the first in the US to buy a Kobelco SL 6000, a new 600 ton capacity lattice crawler crane. The new model will showcase at Bauma in Germany later this month (see the show preview on page 43).

"This will be the first of this model in the US," said Jack Fendrick of Kobelco. "We're looking at an August 2007 delivery of this unit."

Fendrick said the machine will be a part of Sims' rental fleet and that "from our standpoint we are excited to be launching this machine and pleased to sell the first one in the US and Sims is the owner."

Sims Crane of Tampa has ordered a new Kobelco SL 6000



Shaughnessy goes to AmQuip

AmQuip Corp. continues to expand its US footprint with the March acquisition of Shaughnessy Crane Services from NES Rentals Holdings. The new Shaughnessy/AmQuip division,

based in Boston, will offer a full line of crane types, including rough terrain, all terrain, crawler and tower cranes, ranging from 6 to 600 tons capacity, according to the company. The amount of the

transaction was not disclosed.

AmQuip owner Joseph Wesley said, "Shaughnessy Crane and the Shaughnessy family have been leaders in our industry for generations. All of us at AmQuip are honored to welcome this incredible organization, comprising the best operators and crane professionals in the New England region."

Harry Milligan, vice president of Shaughnessy/AmQuip, said the two companies are a perfect match, and that the purchase creates a one-stop shop for New England customers.

"Shaughnessy Crane is one of the most established and respected names in the crane rental industry," said Frank Bardonaro, general manager of AmQuip Corp.

Michael Carrazza, managing director of Bard Capital Group, acted as advisor to AmQuip in the transaction.

Based in Bensalem, PA, AmQuip has divisions in 10 locations in eight states. The company has acquired other crane rental companies in the last 18 months.



ACT Exclusive

Manitex introduces 50-ton boom truck

In April, Manitex will ship the first model 5096S, ACT has learned exclusively. Designed with the taxi crane market in mind, this crane possesses a 50 ton base rating and 4-section 96 foot boom. Standard features for this high capacity crane include Pilot Operated Controls, ROCsolid radio outrigger controls, operator cab with heater, aluminum platforms, over rear, over side and 360 degree load charts, and Hirschmann Mentor LMI with radio ATB. Optional features include offsettable 31 foot to 48 foot jib, auxiliary winch and air conditioner.



Crane Rental adding to fleet

In anticipation of continued strong demand for units, Orlando, FL-based Crane Rental Corp. has ordered 11 new cranes. The Manitowoc and Link-Belt models include seven crawlers and three rough terrains, as well as an order for new Goldhofer trailers. Alan Ashlock, president of the crane rental and heavy haul services company, said he expects delivery of the new units throughout 2007.

From Manitowoc Crane Group there will be an 825 ton capacity Model 18000 crawler, a 300 ton capacity Model 2250 crawler, a 100 ton capacity crawler, and two Grove 75 ton rough terrains.

From Link-Belt there will be a 90 ton RT, two 80 ton crawlers, a 150 ton crawler and two 200 ton crawlers.

For its specialized and heavy hauling business, Crane Rental Corp. is adding 12 lines of Goldhofer THP trailers and six lines of Goldhofer self-propelled PST, bringing its Goldhofer fleet to a total of 42 lines.

Bigge expands upward with tower crane division

Bigge Crane & Rigging has entered the tower crane business, offering the full range of Terex Peiner and Terex Comedil brands. Based in San Leandro, CA, the company is offering hammerhead, luffing jib, flat top and self erecting cranes for sale or rent throughout the US. For clients out West, Bigge will offer tower crane assembly and dismantling services. Outside of the western region, Bigge offers bare rental tower crane services.

The company's expansion into tower cranes includes parts and service, including the availability of climbing cages, foundation anchors and the necessary spare parts for operating and maintaining the equipment.

Bigge has taken delivery of 12 new Terex Peiner hammerhead tower cranes from the SK 315,

SK 415 and SK 575 series. Additional Terex Peiner and Terex Comedil cranes are scheduled for delivery.

Bigge has offices in California, Tennessee, Utah, Washington and Virginia. The new tower crane rental operation is headed by Jesse Sullivan, and sales headed by Craig Welch.

Manitowoc CraneCare adds to E-training program

Manitowoc Crane CARE has added three modules to its E-training program including mechanical systems, pneumatics, and AC/DC drives and motors. Available online, these courses are in addition to mobile hydraulic and mobile electric courses previously available.

The new courses were designed to provide a starting point for more crane-specific training in hands-on factory courses, said John Alexander, director of training and publications. The company said the basic skills taught in these courses are applicable to all types of equipment and not just cranes.

The basic mechanical course offers broad-based view of the physics, schematics, and systems design associated with mechanical power transmission. The pneumatics course focuses on the basics associated with pneumatic and fluid power systems, and reviews compressors, air dryers, actuators, and airline conductors. The AC/DC drives and motors module covers electrical motors and drives, reviewing how to identify and calculate the speed, torque, and horsepower of a motor; how motors and drives operate; and how to match system components to specific applications.

Each module is 15 hours and includes a pre-test for students to establish their base level of knowledge. For more information, go to www.manitowoccrane.com/MCC_CARE/Training/ecourse_descdd.cfm.



highlight

Specialty vehicle maker Oshkosh Truck Corp. has won an \$878 million US Army contract to produce heavy tactical vehicles. The contract is for 1,857 vehicles, 2,599 trailers and for the remanufacture of heavy expanded mobility tactical trucks.

Spirit of Canada boat gets lifts from All

More than a year in advance, the team of the *Spirit of Canada* is preparing for the big Vendée Globe ocean race set to sail in November 2008. Among the challenges is the need for several lifts of the *Spirit of Canada* sailboat, an Open 60 craft designed to be light, fast and strong enough to weather the open seas during the grueling three-month race.

The boat's skipper Derek Hatfield called on All Canada Crane Rental Corp. of Mississauga, Ontario to handle the lifting of the boat in and out of the water over the next year.

All's Aaron Hanna, who supervises the lifting of some 600 boat lifts each year, worked with Hatfield to plan the lifts. He determined the best unit for the job would be a Grove TMS 640 40 ton truck crane with a hook height of 45 feet and rigged with a 20 foot spreader beam to

meet the unique dimensions of the vessel.

Built from carbon fibre and Nomex, the boat is extremely lightweight and must be handled with kid gloves. Special nylon slings are attached to the adjustable spreader beam for ease in maneuvering the craft. One of the lifts involves a delicate operation in which the Spirit, with its skipper onboard, is overturned in the Mississauga (Toronto) harbor's Port Credit Yacht Club. The belts will be wrapped around the boat's keel to help hoist it up and flip it over. Skipper Hatfield will then have to upright the boat to comply with race qualifying regulations.

Overturning a boat is definitely not business as usual, according to Hanna. Hatfield said that while the boat is strong enough to handle the open ocean, it "must be handled with care when being lifted in and out of its cradle."



All Canada Crane Rental teams up with the crew of the Spirit of Canada sail boat racing team

The Vendée Globe race is considered to be the toughest ocean sailing challenge any solo professional sailor can undertake. It is the longest continual single-handed journey in a sport, more than 85 days at sea in the world's most remote and roughest waters.



Parking space solution

Parking relief is on the way in downtown Orlando, FL, where a new seven-level parking garage is being built at Jefferson Street and Interstate 4. However, construction of the facility has been a headache due to congestion and tight working conditions – very little space to park a crane. To make the

necessary lifts, some at a 200 foot radius, Crane Rental Corp. supplied its Link-Belt LS248H II rigged with 160 feet of working tower, 160 feet of luffing jib and a 30 foot fixed jib. Crane Rental provided the crane and an operator to the general contractor for the six months needed to complete the structure.

WRCA purchases Wireline

Wire Rope Corporation of America (WRCA) has acquired Wireline Works, a market leader in electro-mechanical data logging cables used in cased hole applications. Terms of the transaction were not disclosed.

Ira Glazer, CEO of WRCA, said, “We are very excited to add Wireline Works to our family of companies. Their technical expertise, great quality and outstanding service make them a perfect fit with the strategic direction of our company.”

Canadian-based Wireline Works, which was founded in 2003, is known for its single

conductor data logging cables.

WRCA has said that the existing Wireline Works management and sales team will remain in place. Bill Roberts and Rejean Lavoie have been named as vice presidents of WRCA. Roberts will continue to serve as sales manager for Wireline Works and Lavoie will serve as vice president of operations. Augusto Hoyos, who has managed the manufacturing operations since the Wireline Works began, will continue in his role as general manager of the Calgary facility. Terry Moffatt, Wireline Works founder, has resigned.

Ritchie continues record breaking auctions

Ritchie Bros. Auctioneers broke its own record, selling in excess of \$26 million of equipment and trucks at a two-day auction in Phoenix in February. The unreserved public auction, which sold more than 2,000 items, broke both in-person and online registered bidder records for an auction held by the company.

“There was a lot of excitement leading up to our Phoenix auction – our customers were really

interested to see what things would sell for,” said Dan White, regional manager of the auction giant. “There was a really nice spread of trucks and equipment at our sale. Prices were strong across the board, and unused Kenworth and Peterbilt trucks were particularly strong.”

Internet participants purchased more than \$5 million worth of trucks and equipment, the company said.



Garrod teams with MCG

Manitowoc Crane Group and Garrod Hydraulics have teamed up to start a new program called Encore, which allows crane owners with damaged cylinders to have their Manitowoc brand parts remanufactured by Garrod, a Manitowoc certified repair shop for hydraulic cylinders. The benefits include maintaining the machine's integrity by repairing it with certified parts, quick turnaround time, a competitive warranty, and off-the-shelf components to reduce down time.

For more than 28 years, Garrod Hydraulics has been remanufacturing hydraulic cylinders and will handle 100 percent of Encore's cylinder remanufacturing.



Erickson Air-Crane places power line poles in Nebraska

It's a bird, it's a plane ... it's a sky crane

All eyes were skyward in Kearney, NE last month when a Sikorsky-64 “air-crane” helicopter lifted a 15,000 pound transmission structure and placed it into pre-dug holes. With the structure in place, rebuilding was begun on a 230-kilovolt power line owned and operated by the Nebraska Public Power District.

The line was one of 37 transmission lines damaged during the New Year's weekend ice storm. Onlookers watched as the helicopter crew put into place 55 out of the planned 439

structures.

“Using the air-crane to move the structures from the fly yard and into place allows NPPD to expedite restoration of the transmission line,” said Barry Campbell, general manager of operations for the power company. “Our goal is to have the entire line up before our peak load comes this summer.”

The air-crane was operated by Erickson Air-Crane, a company specializing in heavy lift operations.

Reconstruction of the 190-foot

towers will be completed using conventional construction cranes to lift and hold the steel sections into place while crews secure the structure into place.

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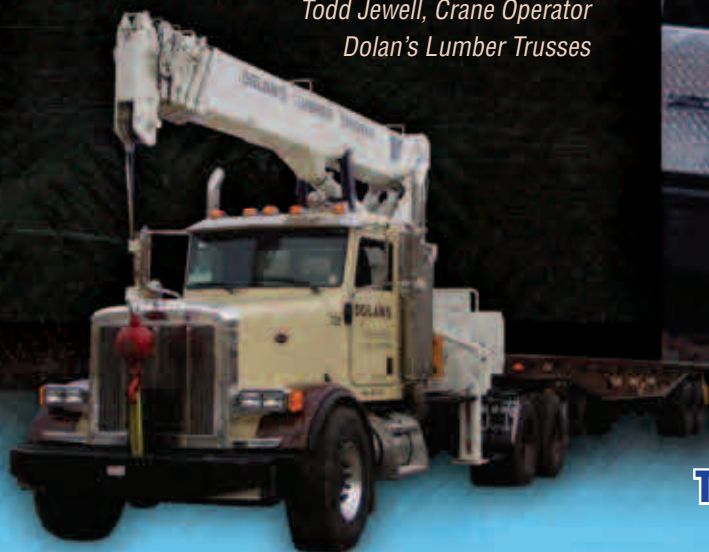
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*Todd Jewell, Crane Operator
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Ainscough buys Crane Services

ENGLAND: The UK's largest mobile crane rental house, Ainscough Crane Hire, has purchased Nationwide Crane Hire Limited.

The acquisition of Nationwide, which trades as Crane Services of Leeds, was for an undisclosed

sum. Crane Services is a crane rental company operating throughout the UK with a fleet that includes heavy lift mobile telescopic cranes.

"We are delighted to have concluded this purchase and our intention is to run Crane Services as a separate business in

the immediate future to ensure the minimum disruption to its customers and affairs," said Martin Ainscough, chairman of Ainscough Crane Hire.

David Slack, Crane Services owner and managing director, will act as a consultant with Ainscough during the coming months to ensure a smooth handover of the business. Slack said he hopes that the excellent drivers and committed staff will continue to prosper under the Ainscough banner. **act**

MacGregor JV set up in Vietnam

VIETNAM: Marine crane manufacturer MacGregor and Vietnam Shipbuilding Industry Group (Vinashin) have agreed a joint venture for the production of cranes and hatch covers.

MacGregor has a 49% stake and Haiphong, Vietnam-based Vinashin, holds the remainder. MacGregor is part of Cargotec Corp., which owns Hiab and Kalmar and had net sales last year of 2.6 billion (\$3.4 billion).

MacGregor Vinashin Marine Equipment Ltd will concentrate on hatch cover production to shipyards in Vietnam. The next phase will include production and assembly of marine cranes. Construction of a new factory will start in the next month and production is expected to start within a year.

Uchimiya practices night moves

JAPAN: Specialist contractor Uchimiya Corp. in Japan overcame high winds and confined space on a recent installation project. It used a pair of crawler cranes to install bridge sections on a site where the cranes had minimal space for tail swing when slewing.

Uchimiya is one of the largest contractors in Japan and used its Kobelco lattice boom crawler models 7800 and SL13000, of 750 and 800 tonnes (826.7 and 881.8 tons) maximum capacity.

Overnight January 20-21, 2007, the bridge beams were installed on the new Wangan



Two Kobelco crawlers install bridge beams overnight in Tokyo

Line expressway in Tokyo. Block A was a 39 meters long (128 feet) and 253.6 tonne (279.5 ton) section. Block B was 17.3 meters long (56 feet) and weighed 82.2 tonnes (90.6 tons).

Wolffkran and Streif partnership

UKRAINE: Streif Baulogistik and Wolffkran have signed a marketing partnership agreement for the Ukrainian market. A fleet of tower cranes will be set up for hire in the Ukraine and Eastern Europe. Wolffkran will benefit from the Streif network and crane sales will be added at a later date.

"As with our partner HTC in England, we are opening up a new market, not by establishing a branch of our own but by collaboration with a service provider operating on an international scale," said Peter Schiefer, Wolffkran managing partner.

Streif Baulogistik, a Hochtief subsidiary, is a construction service company offering

construction site and other related infrastructure and logistic services. The logistics specialist aims to save customers time and money by offering combined



Pictured, from left to right, are: Sigmund Przybilla, managing director, Streif Baulogistik Polska; Dr. Peter Schiefer, managing partner, Wolffkran; Czeslaw Legut, managing director, Streif Baulogistik Ukraina; Thorsten Wiesendorfer, managing director, Streif Baulogistik GmbH; Frederik Reu, international marketing, Wolffkran

services in construction site equipment, handling of all construction matters and optimizing construction site operations.

"In choosing Streif Baulogistik, we are backing a leading construction machinery hire company," Schiefer said. "In 1994, we collaborated very effectively with Hochtief and Streif Baulogistik on the construction of the Commerzbank in Frankfurt am Main. Since 2005, we have also been very successfully working with both companies on the terminal extension at Vienna airport. A joint endeavor in Ukraine will strengthen our well established partnership."

➔ Hans-Georg Frey has resigned his job as managing director at Liebherr-Werk Ebingen GmbH in Germany. On May 1, Frey takes up the position of chairman of the board of management at materials handling company Jungheinrich AG.

Until a successor is appointed, Mario Trunzer will take over responsibility for the sales division at Liebherr-Werk Ebingen, where the wheeled mobile cranes and crawler cranes above 300 tonnes (330.6 tons) capacity are built. Trunzer is managing director of Liebherr-Werk Ebingen GmbH with responsibility for the commercial division. He will add the provisional direction of the sales division to his existing duties and responsibilities.

Frey joined Liebherr as successor to Friedrich Bär and took over as managing director in early 2003.

➔ Wilbert in Germany is building a new factory to manufacture tower cranes. The new facility is 4 km (approximately 2.5 miles) from the existing plant near Frankfurt and construction of the first phase will be complete in the third quarter of 2007. It is scheduled to open this fall.

Wilbert started 75 years ago as a construction and transport company. It got its first tower crane in 1964 and then moved into rental. The rental fleet is around 180 units and Wilbert was a MAN Wolffkran dealer from 1988 to 1999.

Tower crane manufacture began four years ago and six types have been designed and built. Wilbert is a €30 million (\$39.9 million) turnover company with 75 employees.

➔ Rod Harmon, CEO at Australian crane rental giant Boom Logistics, will retire in June. Since he started at the company as CEO in 2002, annual revenue has risen to more than AUD \$250 million (\$200 million) from about AUD \$10 million (\$8 million). Also in that time, Boom has acquired 21 crane rental companies across Australia.

Boom Logistics started in Perth with the joining together of three local companies with total annual revenue of around AUD\$10 million. In 2006, Boom was admitted to the ASX Top 200 companies. The Boom Logistics fleet now exceeds 500 cranes (the largest in the country) and more than 2,000 items of access equipment.

CHRIS SLEIGHT is one of the world's most internationally renowned construction business writers, with specialist expertise in financial markets and stock market analysis. He is editor of KHL's market-leading *International Construction* and *Construction Europe* magazines, and is a regular contributor to *ACT's* sister publication, *International Cranes and Specialized Transport*.



The global stock sell-off that hit the headlines at the end of February had a big effect on the heavy equipment industry. The slump left markets finely balanced with investors weighing up whether they were looking at the start of a recession or just a 'correction.' **Chris Sleight** reports

Market shocks

A sharp dip on the Shanghai stock market at the end of February sent shudders around the global investment community. The initial slump in China had centered on worries that the markets were overheating and that the government may intervene to cool things down and try to limit profiteering.

Any threat of abated growth in China seems to panic the economic world these days, and with markets having rallied strongly for the first eight weeks of the year, it is perhaps unsurprising that this nugget of bad news lead to such a marked sell-off. The longer markets climb, the twitchier investors get as they hang on to the last possible moment before selling their stocks and taking their profits.

The key question of course is whether this is another "correction," bringing share prices back to more realistic valuations after a long rally, or whether a recession beckons. Even the experts don't seem to know!

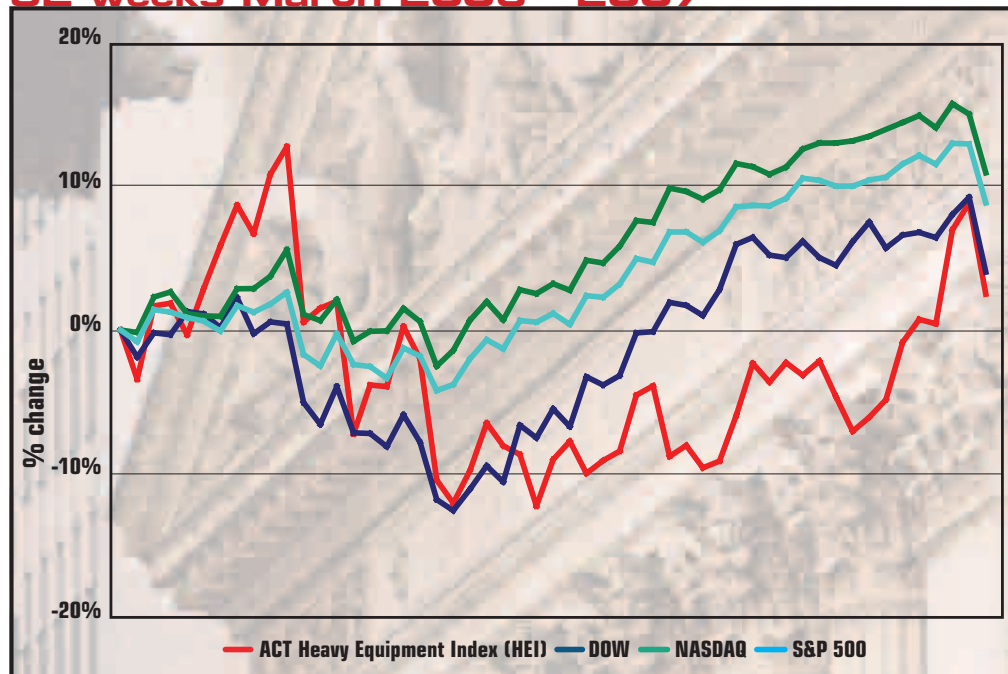
While Federal Reserve chairman Ben Bernanke believes the good times are set to continue, his predecessor Alan Greenspan thinks the markets have peaked and says there's a 1-in-3 chance the US economy will fall into recession this year.

Equipment impact

All *ACT* can say is the dip has had a significant effect on the heavy equipment sector. Being a cyclical industry, its share prices tend to grow above the mainstream markets when the going's good, but unfortunately suffer bigger losses when things head south.

Over the course of week nine, when the markets dipped, losses

52 weeks March 2006 - 2007



for the mainstream indicators ranged from 3.56% for the Dow to 4.78% for the NASDAQ. *ACT's* Heavy Equipment Index however was down 5.86%.

This was just the sort of news the sector didn't need, and further illustrates how its fortunes have changed over the last few months. Having outperformed mainstream indicators for all of 2005 and 2006, the *ACT* HEI is now performing quite poorly by comparison. As

our graph shows, its net gains over the last 12 months have been just 2.5%, well below the Dow's 4% rise over the same period, and significantly worse than both the NASDAQ and S&P 500.

The events of late February mirror the two other heavy sell-offs in the equipment sector of the last 12 months – those of May and October last year. Although it has rallied reasonably following these drops, our graph illustrates

that the severity of the various dips have made it difficult for the *ACT* HEI to hang on to any gains it has made.

Outlook

What the markets do next depends on the economy. If data points to a significant slowdown in growth or even a recession, the history of the *ACT* HEI indicates that it will be hit harder than the mainstream indexes. However, if corporate profitability can improve further there may yet be some gains to come for the markets. First though, they will have to shake off the current volatility and regain some lost ground. **act**

DISCLOSURE: Chris Sleight does not own shares in any of the companies named in this column.



about the index

ACT's Heavy Equipment Index (HEI) tracks the performance of 10 of America's most significant, publicly-traded construction equipment manufacturers – Astec Industries, Bucyrus, Caterpillar, CNH, Deere & Company, Gehl, Ingersoll Rand, JLG, Joy Global, Manitowoc and Terex. In every issue we will report the performance of the HEI against America's headline stock market indicators, with commentary about the sector's ups and downs.



TERRY YOUNG is president of Construction Safety Experts Inc. and a member of the board of directors of the SC&RA. He can be contacted at 919-632-3068 or e-mail: terry@safety-experts.com

In Case of Emergency is an important program that can save lives. **Terry Young** reports

Defining ICE

In Case of Emergency (ICE) is a concept of programming a cell phone developed by Bob Brotchie, a paramedic in England. The program involves putting the acronym ICE in front of your designated emergency contact into your cell phone.

There are more than a 190 million cell phone users in the United States. The ICE system provides emergency contact information to first responders and doctors in an emergency. Many of the public safety agencies in the US are training



their first responders to look for the ICE acronym in the cell phones of those who are not able to tell the first responder who to

call in case of emergency.

You may want to list names (example: ICE1 BOB, ICE2 MOM, ICE3 DAD). Be aware that if your phone has two phone numbers programmed the same, it may not know which one to display. You can solve this problem by simply typing after the number an asterisk (*) under your ICE contact listing. It will work and cure the caller-ID problem.

If you take medication or need special care, a medical ID bracelet is recommended, in addition to a medical card in your wallet or purse that could provide emergency contact information, a list of allergies, or current medication and special assistance.

Remember, emergency workers often waste valuable time trying to determine a person's contact information and medical requirements.

To buy a software program for your cell phone that provides your name, address, emergency contact information, list of physicians, insurance provider, ID number, birth date, your driver's license number, known allergies, medications, dosage, and special assistance contact www.icefirst.com.

This type of service is good if

you are in a location where there is no phone service or limited access.

The software program is \$9.95 and charges a yearly fee of \$4.95. Ice First coordinates the installation with your cell phone company, and it is installed from an automated system and then you follow the instructions on your phone. You can access the Web site to update the information. Most cell phone companies are participating with no charge to their customers.

This concept applies to everyone – children, employees, friends and family members. Before making a decision to use ICE, you should consider that this may affect your privacy and the access others may have to your information. **act**

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ICE tips

- ➔ Be sure the person whose name and number you are giving has agreed to be your ICE partner
- ➔ Your ICE partner must be easy to contact
- ➔ Be sure your ICE partner has a list of relatives, doctors and others to contact
- ➔ Make sure your ICE partner knows about any medical conditions you may have, allergies or current medications you are taking
- ➔ If you are under 18, your ICE partner must be a parent or legal guardian authorized to make decisions
- ➔ If your preferred contact is deaf, type in ICETEXT, and then the name of your contact before saving your number

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California leads the nation in crane operator certification



As the second anniversary of California's crane operator certification requirement approaches, employer groups, unions and Cal-OSHA are assessing the impact of the most extensive regulation of this type in any state in the nation.

The revision to Section 5006.1 of California's Title 8 was published mid-2003 after almost three years of industry debate through committee discussion led by California's Division of Occupational Safety and Health. It became effective June 1, 2005. With very few exceptions, operators of mobile cranes and tower cranes in the state must be certified by a certification entity accredited by the National Commission for

Certifying Agencies (NCCA). The requirement applies to cranes in general industry as well as construction.

In testimony before the Cal-OSHA Standards Board last month, Graham Brent, executive director of the National Commission for the Certification of Crane Operators (NCCCO), noted that his organization had administered almost 60,000 written and practical mobile crane exams in the three-year period, 2004-2006. "Most candidates in California have taken the written core exam and one specialty exam," said Brent, "and have gone on to take one practical exam" to achieve their certification. Most popular category by far, he said, had been



California Central is information nexus

the small, fixed cab telescopic boom crane type.

That testing activity had resulted in 7,350 certifications being issued between 2004 and 2006. Crane operators continued to complete the requirements for certification in the first quarter of 2007, he said, and this, together with candidates who entered the program prior to 2004, pushed the total number of CCO-certified operators in California to over 8,000, more than in any other state.

"To have reached that level in under two years is quite remarkable, and a credit to the vision and tenacity of Cal-OSHA officials and safety-minded employers across the state in bringing this requirement into law," Brent said, noting that, realistically, a federal requirement was at least a half-dozen years away. While the vast majority of certifications had been in mobile cranes, tower crane certification had also proved extremely popular.

Initial response slow

However, it was by no means always clear that the state's employers would respond in such numbers. Indeed, Brent noted that the industry had initially been slow to respond to the need to meet the new requirements. Of the approximately 150 written test administrations NCCCO scheduled in 2004, almost one-third had to be canceled due to no candidates registering for the examinations, he reminded the board. "Compare that with the fact that, one year later, more than 850 test administrations were held, and a further 300 in 2006, and it's clear that there has been an exponential growth in the rate of testing in the state," he said.

Peak period for CCO testing had been the second quarter of 2005 as the June deadline loomed. "While the pace has slackened off since then," Brent said, "both written and practical testing continues at a robust pace."

NCCCO is the largest certification body recognized by the state to issue crane operator certifications, and the only one

NCCCO's Web site is a primary access point for information about testing and training opportunities in California. In addition to the full text of the state requirement, an explanatory "Q&A", information on CCO-accredited practical examiners, and links to independent firms that provide training, NCCCO's dedicated "California Central" area also provides a direct link to Cal-OSHA for those seeking interpretations or clarifications on exemptions and variances.
www.nccco.org/CaliforniaCentral.htm

testing both union and non-union operators. The nonprofit organization has been issuing certifications in California since 1997.

CCO written examinations are administered under secure conditions by a chief examiner hired to proctor the exams. NCCCO chief examiners are independent from any of the individuals or companies being tested. This third-party test administration is an important element in maintaining the integrity of the program.

CCO practical examinations are administered by practical examiners trained and accredited by NCCCO. The accreditation requires that an examiner be a certified crane operator, successfully complete a three-day workshop to be trained in practical examination administration, and pass a written test at that workshop.

Practical Examiner Workshops

"We believe that three days is the absolute minimum needed to train a certified operator to administer practical exams," said Phillip Kinser, workshop senior instructor and manager of program development. "Examiners need to know so much more than just the mechanics of ensuring a test site is set up correctly or how to fill out a candidate score sheet – as vitally important as these tasks are." Equally critical, Kinser said, was an understanding of how the concepts of inter-rater reliability, and the validity and fairness of the test underpinned the integrity of the assessment process, as required under the terms of its accreditation by NCCA and, as applied for, by ANSI. "You just can't do that in a one-day seminar,"

he said.

There are over a hundred CCO-accredited practical examiners in California, Brent noted; more than 40 are "for hire," that is they are available to be hired by employers to administer CCO practical exams. In addition, practical examiners from other states regularly provide practical examination services in the state. Since 2004, NCCCO has conducted more than a dozen Practical Examiner Accreditation Workshops in California, and more are planned.

Multiple options are available to candidates for testing. Written and practical examinations are offered on demand at NCCCO-approved sites that are hosted by employers, industry associations or training firms. In addition, employees may register for the practical examination at any one of 11 permanent practical exam sites now established in California; even where candidates may not have access through their employer, union or other organization at their place of employment, no candidate should be more than a short drive from a practical test site where tests are given on demand, by appointment.

Training opportunities

Firms across the state now offer a multitude of training options for employers and candidates alike. To preserve its third-party independent status, NCCCO does not conduct any training itself. However, as a public service, it does list on its Web site firms that have indicated they will provide training in preparation for CCO certification exams. While NCCCO offers no opinion on the quality or content of the programs offered, more than 30 firms active in California



are listed.

In his concluding remarks to the Standards Board, Brent acknowledged that the past two years had been challenging, both for NCCCO and its test services contractor, International Assessment Institute (IAI), as they had responded to the unprecedented demand for certification testing from employers across California. "However, through the implementation of a number of measures, including in-house sponsored test administrations, expedited test site scheduling, and accelerated scoring procedures, we believe we have largely kept pace with this demand and resolved issues as they have arisen," Brent said.

Employers could expect additional program improvements in the months to come, he added, that were aimed at streamlining the test delivery and reporting process. In development were online applications, computer-based testing and reduced paperwork requirements.

"We look forward to continued cooperation with Cal-OSHA, employers and industry organizations as we work towards bringing the remaining affected parties into compliance with the certification standard," Brent added. Demand was also expected shortly, he said, from operators keen to take advantage of the recertification process for which they become eligible 12 months prior to their expiration date.

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A r e Y o u R i d i n g o n R i d e w e l l ?

Brigade alarm, radar detection systems

The bbs-tek broadband sound back-up alarms, from Brigade Electronics, emit sound across a broader frequency than traditional reversing alarms. This allows the sound to be better detected in the immediate vicinity. In addition, these alarms emit an audible, directional hiss as opposed to a noisy, narrowband siren that can be heard in a wider but less effective vicinity, the company claims. The overall result is a locatable detection that offers minimal noise pollution. The alarms are designed to fit on heavy equipment and mobile machinery.

Also available is the Backsense radar technology reversing system. It can detect moving and stationary objects, preventing damage to vehicles and property, as well as preventing injury. The system functions by detecting the closest obstacle in the zone of coverage. Three systems are available: BS-1030 detects objects within a 10 foot radius; BS-1045 has a 15 foot radius; and BS-1060 has a 20 foot radius.

The system uses pulsed radar waves, which have a longer range than infra red and ultrasonic waves, and travel through snow, rain, mud, dirt and plastic. The system uses a 5.8 GHz radar frequency and can work on a stand alone basis or be integrated with other Brigade reversing products.



The bbs-tek alarms have a directional sound emission, with less noise pollution

45 ton crawler latest in Mantis line

New in Mantis Cranes' 10-model line of telescopic boom crawler cranes is the 45 ton capacity 9010 tele-boom crawler. The machine can act as both a lift crane and, when equipped by the manufacturer, can work with a variety of ground-engaging tools. It has a 105 foot four-section full power telescopic boom of heavy folded plate construction. For extra reach, it can be equipped with a 30 foot lattice swingaway extension and 20 foot offsetable fly jib to increase maximum tip height to 159 feet. The 19 foot long tracks hydraulically extend to a width of 18 feet 4 inches with maximum 36 inch wide triple grouser shoes. As with the company's other cranes, the 9010 can operate either with tracks fully extended (for optimum capacities) or fully retracted when space constraints dictate.

The crane is powered by a 215 horsepower Cummins turbocharged, after-cooled diesel engine. It has a high pressure open-loop load-sensing hydraulic system, with two main variable



volume axial piston pumps, allowing simultaneous use of all functions. Power to the tracks is provided by two-speed piston motors driving through planetary gearboxes to provide travel speeds of 2 or 3 mph and gradeability of 54%.

Cab control features include a pilot-operated joystick designed

for fast high speed function capabilities. The 17,500 pound main hoist offers maximum hoisting speeds as fast as 489 feet/min and swing speed up to 3 rpm. The cab has Mantis VIEW (a combined ECM/LMI system), as well as an operator's display incorporating cameras providing rear and winch views.

Hirschmann (PAT) offers upgrades

The TRS 05 wireless system upgrade gives crane owners the flexibility to incorporate wireless sensors into existing hardwired safety and monitoring systems. The upgrade, from Hirschmann (PAT), is compatible with most of the company's systems on hydraulic or lattice boom cranes. The module will monitor up to four wireless sensors at a time and uses the existing console and hardware.

The wireless sensors have an operating range of up to 1,000 feet. Sensor options include anti-two block, load, angle, and wind speed. Frequency Hopping

Spread Spectrum Technology (FHSS) helps ensure accurate and consistent reception of data and

provides additional protection against interference common on construction sites.

The system contains serialized transmitter identifiers that are used to ensure proper operation when other cranes are working in the area. Pre-wired for easy installation, the upgrade is available with an optional repeater or as a stand alone system.



The TRS 05 contains serialized transmitter identifiers used to ensure proper operation when other machines are working in the area



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in Marketplace,
'Equipment for Sale or Rent'
Page 101

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ATF90G-4	(tons)	168.0' Boom Length/ 59.1' Jib Length
ATF110G- 5	(130 tons)	170.6' Boom Length / 98.8' Jib Length
ATF160G- 5	(200 tons)	196.9' Boom Length / 122' Jib Length
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TR450XL- 4	(45 tons)	108.3' Boom Length / 50' Jib Length
TR500XL- 4	(50 tons)	108.3' Boom Length / 50' Jib Length
TR600XXL- 4	(60 tons)	137.8' Boom Length/ 58.1' Jib Length
TR800XXL- 4	(80 tons)	144.4' Boom Length / 58.1' Jib Length



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Continental drift

On the eve of his induction as president of the SC&RA at this year's annual conference, All States Freight Systems' John Ward discusses servicing 50 states and more, an industry that has evolved in equipment and communication mediums, and the growth he has experienced from being a part of it. **Terry White** reports

“It's a fight every day – whether you're fighting competitors to get the work, the state to get permits or traffic to get where you're going. You're always trying to get on top. I like to mix it up. That's probably why I like the trucking business”

John Ward, president, All States Freight Systems, incoming president SC&RA



Beneath the calm, amiable demeanor of John Ward, president of All States Freight Systems, Twinsburg, OH, is a successful entrepreneur who approaches every important task with great determination and energy. He does not shy away from challenges; indeed, he welcomes them.

This attitude, which has helped his business flourish, bodes well for his term as the new president of SC&RA. Like every strong SC&RA president, he begins with an unwavering commitment to both his company and the industry overall.

His father, John (Jack) P. Ward, started the business as an agent for several truck lines in 1967. The younger Ward and his brother Pat joined the company on a part-time basis as teenagers in the early 1970s. Knowing that his future was with the family business, Ward left college to join the company full-time shortly after he turned 20.

After deregulation, the company gained authority and began building its own fleet. Concern about issues facing the industry led All States to join SC&RA in the early 1990s. The brothers now own the business, with Ward controlling 51% and Pat the other 49%.

All States offers a wide selection of Peterbilt tractors with a larger fleet of trailers to handle nearly any customer

As part of the SC&RA team, John Ward says a major victory came recently when the association was able to convince California to allow up to 60,000 pounds on a qualifying tridem axle group

need. The company's current capacity is 200,000 pounds net weight on 13 axles, but plans call for the purchase of additional equipment to increase that capacity.

"I'm looking at buying a multiple-axle steering trailer, but I haven't decided exactly what will work best for us," says Ward. "With hauls getting bigger and heavier and more varied in nature, we need something that can be very, very versatile – something that can accomplish four or five tasks."

He says specialized carriers can no longer count on carrying the same thing every day for one, big core customer.

"You have to be flexible because you just never know what you'll be called on to haul," he says. "Just look at all the wind-energy business. That wasn't even around five years ago."

Today, the company offers its services throughout the 48 continental states and Canada. Coordinated delivery of shipments to Alaska, Hawaii, Puerto Rico and other destinations is also provided. The company offers standard cargo protection to limits of \$1 million per occurrence and liability coverage to \$3 million.

As he prepared to assume the presidency of SC&RA, which will take place during the annual conference in San Antonio in April, Ward shared his thoughts on the industry and the association.

What are the biggest changes you've noticed since you first started in the industry?

A lot of things have changed. For one thing, the equipment is far superior to the early 1970s – powerwise and comfortwise. Back then, we thought a 50,000 pound load was huge, now we don't think anything of 100,000 pounds.

Another pretty big change is the way we communicate. We used to handle much of our business by phone. Now, it's mostly by e-mail. There definitely are some advantages to e-mail. Before, we might be on hold for five minutes waiting to tell a customer yes. Now, we can agree immediately by e-mail and move on.

And we are even able to use our cell phones to receive e-mail. That means we're not tied to the office. We can leave and still have all the tools we need to operate. It wasn't that long ago that if we missed that phone call we might not get the work. There are trade-offs, though. We lose some of that personal touch, that ability to develop relationships over the phone. Overall, though, communications advancements are a positive.

How about negative changes?

Well, health care expenses keep escalating. That's a special drain on a small company like ours. It gets harder and harder every year for us to provide full-medical coverage. Our health insurance premiums seem to go up 15% every year regardless of our claim rates.



Why should companies select your company's services rather than those of a competitor?

We believe that being a smaller company actually works to our advantage. We can respond quicker to a customer's needs. When somebody wants to know how much a move will cost, we can sometimes give a quote immediately or within an hour or so. It doesn't usually work that way with large companies. Everything doesn't have to work its way through a big bureaucracy here. If there's a decision to be made, Pat or I make it promptly.

We also have earned a reputation for being on time. We show up and we deliver when we're supposed to. And when we pick up something, we do everything possible to ensure it's delivered in fine order. We have low claims on both the cargo and liability side to prove it.

Safety is an evolving concern for SC&RA member companies, whether they're involved with specialized transport or crane and rigging work. How does your company address issues of safety and reduce risk?

Sometimes people make things out to be more difficult than they really are. We do something as simple as telling the driver to have a safe trip. We're always reminding drivers to watch their speed or check their height. We also keep telling them that they're the professionals on the highway and that they need to be prepared for noncommercial drivers that drive recklessly

"Like many other members, I've made plenty of friends through SC&RA" says Ward (pictured at a past SC&RA event, second from right)

– darting in and out or following too closely.

It's an ongoing process. Sometimes, it's redundant, but we feel if we keep reminding them, they'll remember and stay aware of dangerous situations. We teach all the time. Safety is ingrained in the office and transferred to the drivers. Really, the trucking industry is pretty simple, but you need to learn and remember the basics, like safe operating procedures.

What do you see as the most potentially attractive emerging markets for the business of specialized transport?

What's really hot is wind energy. There are all kinds of opportunities out there. We're bidding on a portion of work on a wind farm in upstate New York.

In fact, anything relating to power is looking good right now, whether its wind, nuclear or traditional coal-fired plants. Hopefully, there will be some new nuclear plants. All sorts of older power plants will need rehabbing, and that's good hauling. The need for power is not going away. That market will keep heading up and up and up.

You've been involved with specialized transportation your entire career. What is it about



this industry that keeps you engaged?

One thing I do like about our end of the trucking business is that there are always new challenges. It certainly isn't boring. For one thing, every load is different.

And, hey, it's a fight every day – whether you're fighting competitors to get the work, the state to get permits or traffic to get where you're going. You're always trying to get on top. I like to mix it up. That's probably why I like the trucking business.

As president, you've obviously been active in SC&RA. Why?

One of the forces that drove us to join was it seemed like a good outlet for addressing a lot of important issues. As I noted before, you need to fight for certain things. If you look back, this association has made a lot of progress. SC&RA was instrumental in fine-tuning load securement regulations to fit what we actually do as opposed to what people thought we did. More recently, we helped convince California to allow up to 60,000 pounds on a qualifying tridem axle group. This was a major victory that came after years of effort. There have been many similar successes on the association's crane and rigging side.

I've also become more involved because I

like the other members. Early in my career, I thought the last person you wanted to talk to was your competitor. Maybe it's just part of the maturation process, but I've found it's really helpful to talk to people in the same position in different companies. When you can compare notes on different issues, it really shortens the learning curve. Networking through the association has helped my business, too. Other members have recommended me for jobs. Like many other members, I've made plenty of friends through SC&RA.

SC&RA is enjoying a growth spurt. Do you have any advice for new members?

I really do think members should be involved. To a certain degree, you're motivated by selfish goals. You're looking at issues your company is facing, and you want them resolved. Then you see your position isn't unique and others are dealing with the same issues. But you bring a different perspective to the issue at hand, and that could mean all the difference. Fresh blood is always good. After awhile, you can see that by working with other members you can break down artificial barriers that impede our industry. Once that happens, it's easier to get things done the next time.

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Power lifting

The spectrum of specialized and alternative lifting and moving machines and devices gives construction and industrial services companies new ways to solve new problems. **ACT** reports

Specialized and industrial lifting covers a wide range of machines and technologies, and the market for these machines is growing. Crane and transport companies, in addition to specialized industrial services contractors, are using the latest equipment, including hydraulic gantries, tower gantries, strand jacks and heavy-duty fork trucks, to move everything from printing presses to vessels to baseball stadium roofs.

As reported from various construction sites, **ACT** reports on several projects that required specialized lifting and moving equipment. In each case, the task at hand was approached with caution and precision, using gear that is highly specialized and effective.

The Power Tower 34PT5400WT supporting the load after the rail cars had been pulled out, allowing the Goldhofer transporter to back in



Reactor vessel delicately moved by gantry system

Recently, Phoenix, AZ based Southwest Industrial Rigging completed an intricate project that required the move of a 357 ton (714,000 pound) reactor vessel in a Cenex Refinery in Laurel, MT. The vessel arrived in the US through the Port of Houston and was transported to Laurel on two 12 axle flat deck rail cars. Southwest was contracted to off-load the vessel from the rail cars, and transport it into the refinery and deliver it to two waiting lattice crawler cranes (a Manitowoc 2250 with Max-er and a Manitowoc M250 for tailing).

The company used a 500 ton Lift Systems Power Tower 34PT5400WT, rented from Rigging Gear Sales. It is the new version of the company's 5400 that extends to 35 feet. For transport, 14 lines of a self-propelled Goldhofer hydraulic platform trailer were used.

The 500 ton gantry lift links are adjustable from 16 to 64 inches, which allowed Southwest

to attach the lifting hardware to the lift beams where they wanted. Older solid links have to be slid onto the beams from the ends prior to them being installed on top of the gantry legs. Depending on the requirements, the links can be adjusted to reduce overhead restrictions. Compared to the cranes that would be required to make the same lift, the gantry system is much easier to transport. For the 500 tons of lifting capacity, Southwest only used three truck loads.

"We decided to use gantries instead of the two 350 ton cranes because of simple economics," says Bob Pierson, Southwest's heavy haul manager. "Three tractor trailers of equipment for the job is a great deal less costly. The load was almost 360 tons. In our opinion the gantries were the best way to go. From the safety aspect of having to work closely to a suspended load to the ease of operation, whenever viable we use the gantries."

Some of the job site challenges were brutal

and risky, he says, including strong wintry conditions, with temperatures at times only 9 degrees Fahrenheit and a wind chill factor of zero. With the reactor coming into the facility on a rail car, the car was located right next to an active track.

Caution had to be used in the set up of all the gantry equipment because there was only a four foot clearance off the main line. As with all refinery work, clearance is always an issue. The reactor vessel had nozzles on the top of it that were not in the original drawing. As one can imagine, Southwest had less room than thought and as the crew moved through the refinery, there were a great number of tight turns to negotiate and pipe racks that crossed the path.

"Any time you get in a petrochemical site like this, there is extreme risk," says Pierson. "Having the right people, the right equipment and the right plan enabled us to perform this task quickly, safely and without any **act**

Telescopic gantry

Bigge Crane and Rigging used a Hydrospecx SBL 1100 telescopic hydraulic gantry to offload and set all the turbines and generators during construction at Inland Empire Energy Center, in Riverside County, CA. The full-powered SBL 1100 has a lifting capacity of 1,100 tons, and at its fully extended height of more than 41 feet, it can lift 440 tons.

Construction of the billion-dollar cycle gas turbine power station by General Electric began in 2005 and is scheduled to come on line in 2008. Bigge has provided heavy lifting transportation and rigging services, hauling

and placing 46 components weighing between 150 and 400 tons.

The final major heavy lift at Inland Empire came at the end of January 2007, and involved setting the Unit 2 Combustion Turbine. The 250 ton turbine had to be raised over the top of a generator that was already in position and maneuvered into place.

The SBL 1100 was mounted on a pair of elevated runway beams. Mounted on top of the SBL 1100 was a computer-controlled Hydrospecx strand jacking system. In conjunction with a swivel bar, the strand

Fork trucks and gantries move stamping press

Based out of Indianapolis, Egenolf Industrial Group Inc. has been a provider of specialized rigging and relocation of high-end machinery since 1973. The company offers industrial services for manufacturing and material processing, particularly in the metal forming/stamping and the graphic arts industries.

Recently, the company had to transport a metal stamping press from central Indiana to central Mississippi using two legs of the company's hydraulic, telescoping gantry, the 500 ton capacity 34PT5400 WS Power Tower model, manufactured by Lift Systems Inc., says Ken Sitzman, vice president of sales and operations manager of Egenolf.

Sitzman says the Power Tower is cutting-edge technology in gantries and that it is the safest and most foolproof system for lifting heavy loads in certain conditions. He says the key to the Power Tower is three fold: steel boom sections, a wedge-locking system and integrated leveling system. The steel boom sections encase the hydraulic cylinders and actually carry the weight of the load. This way, the cylinders can raise and lower the boom sections and the steel booms then carry the load of the pick. Also, if for any reason hydraulic pressure is lost, the Wedge-Lock safety mechanism is activated. The system activates a mechanical wedge that captures the steel boom and holds it in place.

Finally, while in the middle of a heavy lift, the Power Tower has an integrated system that monitors the height of each gantry leg in relation to each other.

The combination of the Power Tower and Royal 40/60 Rig-N-Lift, an extendable chassis forklift with stackable counterweights, were two of the keys to the printing press relocation project. Egenolf began by lifting the back feet of the press with the Power Tower. Then, with just more than 30 feet of pick on the hydraulic boom attached to the 40/60 Rig-N-Lift forklift, the company was able to "catch" and begin to lower the 150,000 pound press from a vertical position to horizontal. With a quick adjustment of the hitch from the back feet to the crown, the press was lowered to the ground. The low-end torque of the 40/60 allowed workers to skate the press into position for loading onto a specialized 13 axle tractor-trailer for heavy-haul transportation.

Once the press, its accessories and rigging equipment arrived in Mississippi, the rigging process was reversed. Again the gantries and forklift were used to stand the press up and set into position. While electricians were unwiring the press, the concrete crew prepped the foundation and poured concrete. While the riggers were preparing for the heavy lifts, the mechanics were inspecting the press and measuring distances between feeders and uncoilers.



jacks offloaded the turbine – as it had with each component previously – from a platform trailer, then rotated it, jacked it to the required height, and traveled it 230 feet for final placement. The whole operation took less than seven hours.

The Hydrospecx SBL Super Boom Lift has several key features that differentiate it from other hydraulic gantries on the market. It folds away for transport to fit into standard 20 foot containers. It self-erects into the upright position in 60 seconds and has three-stage, double acting hydraulic cylinders. All the hydraulics are inside the unit to keep out contaminants, which are the primary cause of leaks and breakdowns. This also does away with hazardous trailing hoses. Self-cleaning hydraulic seals are used to eliminate leakage. The octagonal booms are made from T1-100KSI high-tensile steel to reduce weight and achieve maximum possible strength. The maintenance-free bearing slide surfaces of the booms require no lubrication.



To reduce load bearing pressure by as much as 60%, the SBL runs on crawler-style tank rollers instead of wheels to eliminate wheel spin and help ensure smooth travel over track splices. "At Inland Empire it took us just three hours to travel the 250 ton load across 230 feet – half the time it would take with a traditional push-pull gantry," says Pete Ashton, Bigge vice president of major projects.

The Intellilift control system ensures that the lift is kept under control at all times, continuously managing all the functions to work within prescribed tolerances. It automatically corrects the lift of the units to maintain synchronized tower heights. In the event of overload, the system alerts the operator and suspends the operation. The display panel shows the weight on each leg and elevation. The control system also allows the operator to choose either wireless remote control or hard wired operation.

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Fork truck market grows

Some people refer to them as fork trucks while others know them as rigger trucks. Whatever you call them, these machines perform heavy duty lifting and moving for all sorts of industrial and manufacturing sector customers, and demand for them is growing.

Doral Equipment Rentals, based in Milwaukee, WI, (with hubs being set up on both coasts) is a specialty rental house that provides lifting solutions and is well known for its fork truck fleet. The company's fleet also includes hydraulic truck cranes and gantries. Doral Equipment carries Versa-Lift, Rigger-Lift and Yale branded fork trucks. The company owns some 60 fork trucks, and has 10 additional Versa-Lifts on order for delivery in 2007.

"We are one of the top suppliers of Versa-Lift brand fork trucks," says Rob Keelan of Doral Equipment. "We offer the 25/35, 40/60 and 60/80 anywhere, anytime. We are adding more trucks this year to put Doral Equipment Rentals at the top of the fork truck market."

Often described as "a forklift on steroids," fork trucks fill an important gap in the specialized heavy lift sector in industrial and plant settings. Fork or rigger trucks have been available for about 30 years, and their popularity has grown as manufacturers design machines to meet customers' specific needs. Today's rigger trucks have large capacity – 30,000 to 200,000 pounds – and are built on a compact frame allowing them to maneuver in tight spaces.

A rigger truck's versatility can be increased with attachments. Most units are purchased with forks and a boom or jib. Forks allow an operator to pick up cargo from underneath, while the boom allows the operator to pick up items from above. The machines are ideal for installing and moving printing presses and related equipment.

Doral rents fork trucks to trade shows, especially those related to printing presses and the graphic arts industries. "Some of our past jobs have included a six Versa-Lift rental to a tradeshow venue," Keelan says. "Our trucks were used for setting up the show which was showcasing large press equipment. Three Versa-Lift 25/35 and three 40/60s were used."

"A good fit for the trucks we have found is our customers at power plants," he says. "These customers find the high capacity and compactness of the Versa-Lift models to be invaluable for heavy picks in tight spaces you find in power plants."

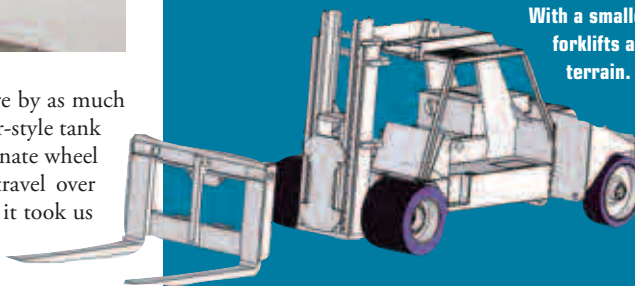
Another regular Doral customer is the world famous Ladish Co. Keelan says, "We currently have a Versa-Lift 60/80 and Rigger-Lift R120 working on rebuilding the biggest counter blow forge hammers in the world."

Fork trucks are ideal for work on large-scale jobs, and they are an asset on small everyday machine moves, Keelan says, from "moving a small press or CNC equipment to loading steel coils and bars to be processed."

The canning industry and paper mill industry are also sold on fork trucks, Keelan says. The machines help with maintenance on heavy machinery and for moving raw stock around in a plant. Other customers include paper mills, aerospace factories and battery plants. Doral has shipped these machines throughout North America.

There are a variety of rigger or fork truck styles and models. Solid cushion-tired fork trucks tend to be smaller capacity and are mainly used in indoor industrial settings.

With a smaller pressure footprint, the solid pneumatic-tired forklifts are slightly larger but can run on soft or rough terrain.



Michael Salter at Rigger Xtreme says that the market for rigger trucks grew in 2006. "I find the market is growing quite strongly for 2007, both in the US and the world," he says. "So far it has been one of our busiest years."

Salter says that the benefits of fork trucks for the machinery moving sector

Rigger Xtreme recently developed a new carriage design that allows an operator to remove the entire carriage to use a boom and or jib instead of removing the forks, which offers time and labor savings and also increases the boom and jib capacity

tends to be size with large picking capacities. "These machines are quite powerful, yet can fit into the tight areas of a factory allowing machinery movers to move large objects with ease like presses," he says.

Salter says his company targets two markets. "There are two main industries I find," he says. "The largest is the machinery moving markets, which uses the forklifts on many different jobs in many different locations. The second industry is manufacturing, where the manufacturer purchases a machine for their own personal use, such as moving large stamping dies."

Major league repair job



An old bogie being moved out. Two hydraulic Enerpac jacks are lifting against an add-on jacking bracket, as are another two jacks

The day after the Milwaukee Brewers finished their final game of the season at Miller Park in September 2006, a different team went into action. This time the coaches were engineers, and the first-string players were millwrights, ironworkers, operating engineers and laborers. The task was a major repair job on the stadium's movable roof involving replacement of the 10 bogies (powered carriages) on which the five movable sections of the roof are carried. The 12,000 ton roof is designed in a fan-shape, with each of five movable sections pivoted at its home-plate end and riding on two bogies at its wide (outfield) end 600 feet away.

The 22 foot long original equipment bogies were fitted with pairs of double-flanged wheels to ride on an eight inch wide circular track



approximately 138 feet above ground level. Three-phase power for the bogie drive motors is fed out along each roof section from the home plate pivot end, eliminating any need for sliding contacts.

The two double-flanged wheels on each bogie were arranged to ride the single track in an in-line fashion. But the original equipment bogies proved inadequate for their massive burden,

Air moves weighty industrial load

A coal-fired plant branch feeds water into its boilers from a nearby lake to create the steam for turbines that drive the plant's generators. Feedwater heaters, large, heavy tanks that house heat exchangers, are used to pre-heat water for boilers and to recapture water from steam-driven turbines.

On the downside, these behemoth metal feedwater tanks are subject to corrosion and the stresses of continual heating and cooling. They don't last forever and getting them in or out for maintenance or replacement can take days.

On a recent feedwater tank move, the system engineer and his colleagues specified that air casters be used because of the plant's structural configuration. AeroGo's air caster equipment allows users to literally float heavy loads on an almost friction-free film of air. Unlike rollers or wheeled equipment, they're omni-directional and take remarkably little effort to move and maneuver – a valuable feature in tight spaces.

"We used the AeroGo air casters to drift the vessel into the mezzanine floor," says Gary Barfield, Georgia Power's systems engineer. "We had columns, other pieces of equipment and valves in the way. It's like threading through the eye of a needle. The new heat exchanger had to be set back in the exact place we pulled the other one out of. We had a 30 foot long vessel, 6 feet in diameter, and weighing 60,000 pounds. We needed to get it set within about a 1/4 inch of where the other one was set. Once we got it in there, the air casters made it easy to move the vessel around."

This branch has used the AeroGo air caster system during three previous feedwater tank

moves. The latest project limited options due, in part, by factors inherent in the power plant structure itself. "The issue is that the ceiling height between the floors may be only about 14 feet, whereas the height of the boilers and feedwater heaters themselves might be 12 feet. It's just impossible to crane it out of there. If you slide it or roll it on rollers, you can run the risk of damaging the floor, tearing the plant up, or actually having one fall through the floor. AeroGo air casters solve the floor loading issue. The load is spread out over a huge area – it's virtually the

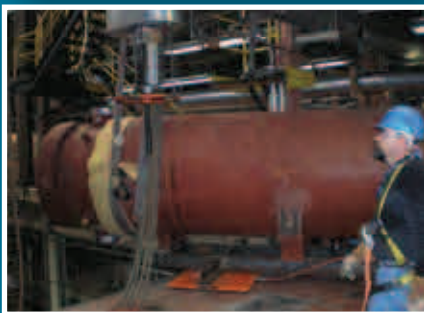
same as you'd put on the floor by walking across it."

The other advantage was the maneuverability "accurate to a 1/4 inch" that made placement possible. AeroGo equipment can traverse corners and make U-turns, or spin a load around and back it out or in. "There are no limits on its maneuverability," Barfield says. "With wheels you're limited in what you can do when snaking something out of a really tight area. It's like trying to back a boat into a narrow garage. If you could just slide that boat side to side or rotate it and move it wherever it had to go, you'd easily fit it right in."

Heavy loads can be moved by one person. The team required to move one of the feedwater heaters was a crew of six.

The air caster system can eliminate or sharply reduce the need, potential liability and cost of other heavier equipment such as large cranes that require an operator. Stressing the importance of minimizing plant downtime, Barfield says that the AeroGo equipment did the job in only half a day instead of a day or more, plus avoided several times higher manpower costs that would have been incurred by employing other techniques. "We are regulated," the system engineer says, "but we're still competitive. We still have to keep our costs down if we want to keep customers."

Reinforcing another point that's important in today's liability and safety conscious industrial environment. "It's a safer way to do it too," says Barfield. "With rollers that thing could fall off – one tank we moved at the other plant weighed 200,000 pounds."





The retracted Miller Park roof – three roof panels are stacked on the right, two on the left

and the day after the Brewers' September home finale, the roof had to be left in a partially open position when a bogie guide roller shattered. The problem was in the cylindrical wheel with a wide bearing surface, where the outside of the wheel traveled farther than the inside – by about 5½ inches in the worst case.

The wheels on the replacement bogies were designed with spherical rolling surfaces to allow for minor bogie tilt, and the wheel axles are turned such that the bogie naturally follows the curved track. In addition, the new bogie design employs four wheels arranged in two pairs, instead of the previous two-wheel design. The new bogies are 24 feet long and each weighs either 49 or 66 tons, depending on its location. They are powered by 60 horsepower motors via gearboxes and roller chains.

In principle, the replacement of each bogie was straightforward: lift the roof, remove the old bogie, then position the new bogie and lower the roof. Doing it was a little more complicated.

"There was extensive work to prepare the roof panels for jacking," says the consulting engineer, explaining that jacking brackets to lift against had to be designed, fabricated, and installed, as well as jacking platforms. According to Millwright's general foreman and

project manager for Price Erecting, contractor for much of the work, lateral movement during the lifting process also had to be taken into account. Working 600 feet from the pivot ends of the roof panels, thermal expansion and contraction were significant, and wind effects could not be ignored.

The stadium roof sections were jacked in 10 separate lifts, one for each bogie replacement. Each time, the roof was lifted 4 to 6 inches, the old bogie driven out under its own power, a new bogie rolled in, and the roof lowered back into place on a spindle bearing. A 500 ton crane moved bogies to and from ground level.

The weight lifted ranged up to about 800 tons, so a capacity safety margin was provided by four Enerpac 300 ton, 10,000 psi, 12 inch stroke cylinders for each lift. The cylinders were connected to a common manifold fed by an Enerpac 12.5 horsepower, 10,000 psi electric pump. The jacks had lock rings to guarantee load holding, and a locking valve was used in the pump-to-manifold feed line. The locking valve incorporates a check valve with a manually controlled pilot operator.

The 300 ton jacks were a single-acting load-return type. To provide positive pull-down, the Enerpac pump set up included a valve with a venturi feature to deliver negative pressure when needed. The hydraulic system was assembled and tested before use. Jim Ronning explains that to provide for lateral movement during lifts, the jacks rested on a 1½ inch thick steel plate, then a sheet of Teflon, and then a sheet of polished stainless steel.

For this lift, the hydraulic jacks were arranged in a quad-cluster, fitted with spherical load caps and rested on a Teflon "sandwich" to allow for lateral movement. All 10 of the new bogies are in place, and all work was expected to be complete before opening day 2007. Total cost is estimated at \$13 to \$15 million, with the variability partly due to the unknowns of winter working conditions. **act**

Hydraulic connections are being made from the Enerpac 9.3 kW electric pump to the manifold



Two-leg gantry system

Orlando-based Crane Rental Corp. is often called on to transport, lift and place heavy awkward equipment. Such is the case at a large-scale power plant under construction in South Florida. Much of the large equipment required in the construction of the plant is imported into a local port and then hauled to a rail yard closer to the job site. Since the railroad does not run all the way to the job site, the owners of a local processing plant agreed to allow the equipment to be offloaded at its rail siding. However, the off-loading operation could not interfere with the plant's operation.

Equipment being delivered ranged in size from 20 to 80 feet long and from 143,000 to 547,000 pounds, making the rail siding area very tight. The large-capacity crane needed to handle the weights would not fit. Crane Rental Corp.'s 500 ton gantry system was the equipment chosen for the job.

Two gantry legs were set up on each side of



Two gantry legs were set up on each side of the railway track with the header beam going across the tracks

the railway track with the header beam going across the tracks. Twenty-foot by 5 foot by 1 foot dragline mats, and 4 by 4 inch timbers, were used to support the gantry legs. Four sections of 12 foot gantry tracks were placed on top of the dragline mats and timbers. Twenty-seven foot header beams with lifting links for shackle attachment were placed on top of the gantry legs. Each rail car carrying the power plant equipment was pushed to the gantries.

The equipment was then attached to the gantries by basketing a lifting trunion with endless nylon slings or by attaching a shackle to a lifting lug. The gantries then lifted the load, the rail car was pushed out of the way, and the load was lowered onto a 15-line Goldhofer hydraulic platform trailer pulled by a Kenworth C500B prime mover with 20,000 pounds of counterweight. After detaching the equipment and securing it to the trailer, each load was carefully transported to the job site to be set in its final place by a mobile crane.

Bridge over River

The new Mahoning River bridge is only 286 feet long and will cost \$2.8 million, but it would have been much more difficult to construct without the two crawler cranes on site, says Gary Gorski, operations manager of Clearwater Construction of Mercer, PA.

For this bridge job, Clearwater has employed two Manitowoc Model 10000 crawler cranes. The cranes are rented from Stephenson Equipment and came from the Pittsburgh branch.

To say that they are essential would be an understatement. "It's the most critical piece of equipment on the job," says Gorski. "The bridge required crawler cranes and it would have been difficult to do the job without them. We have concrete beams that weigh 60 tons each and we have to place 24 of them. We are using the two cranes to set them all. You can set those with any crane, but these cranes will do it together – one crane for each side of the beam. These cranes are able to do it all on a project of this size."

He says that Clearwater will

Two new Manitowoc Model 10000 crawler cranes work a range of duties on the Mahoning River Bridge project in New Castle, PA.

Irwin Rapoport reports

and be easy to transport.

"At zero radius you can lift 100 tons," says Gorski. "For the 100-ton class, their charts are excellent. The 10000 is a great product – they hold up well and the company stands behind its equipment. We are using them to drive piling, pour concrete, set

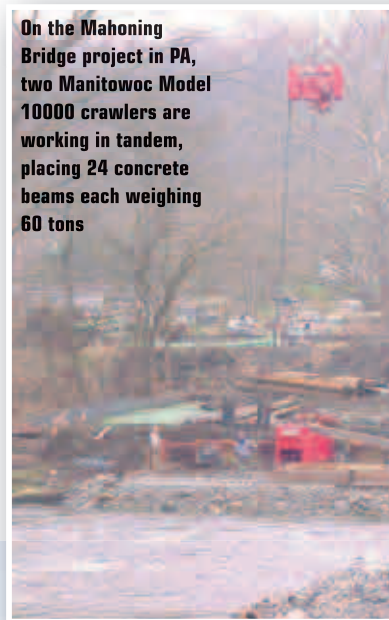
possibly purchase the cranes by the time the project is complete.

The concrete bridge design, which replaces a former structure at the same location, is simple – two abutments, two piers and three spans. Construction began last November and it should be complete by June 2007.

Save for Sanders Construction being called in to set some beams and another firm that will lay down the asphalt and guide rails, the bulk of the work is being undertaken by Clearwater. "We are down to one crane now, but we are bringing the second one back in to set the beams," says Gorski. "We do not need any more cranes."

The cranes can lift 100 tons and are designed to move about easily

On the Mahoning Bridge project in PA, two Manitowoc Model 10000 crawlers are working in tandem, placing 24 concrete beams each weighing 60 tons



The concrete bridge design, which replaces a former structure at the same location, is simple – two abutments, two piers and three spans. Construction began last November and it should be complete by June 2007

forms, place the rebar, and set the beams. We are using one crane on another bridge job in Franklin, PA right now. That is one of the benefits of these cranes. You can move them so easily. Usually it costs about \$20,000 to move a crane this size."

Mobility and transportability are key points in choosing a crane, Gorski says. "Crawlers are notoriously heavy and hard to take apart and put back together," he says. "It would have been cost prohibitive to move a normal crawler crane but, because these cranes can be disassembled so easily and are so lightweight, it

becomes feasible to move them from job to job."

At times the cranes have operated independently on either side of the river, but they also operate very well when working as a team, Gorski explains. Clearwater vetted several cranes before deciding on the two Manitowocs.

"Nothing matches these cranes," says Gorski. "They are good for pile driving. These particular cranes have three drums, instead of two as most cranes have."

The construction began with the building of the abutments, followed by the piers.

One early challenge took place

Mahoning



about eight working days. The Mahoning River is roughly 13 feet deep. "Some of the piling went down 90 to 100 feet deep," says Gorski. "It took a couple of weeks to complete each pier."

The cranes should finish their work by May 1, 2007 and then they will be shipped to a site in Chambersburg, PA, where the firm is building retaining walls, with pilings underneath them, for a riverside park project.

Clearwater's crew, about 10 men on site, operates the cranes for nearly eight hours a day. The company has several trained personnel certified to operate cranes and other specialized equipment. "Our team has been together for more than 20 years," says Gorski. "Stephenson provided a day of training for our men, offering insights and outlining the idiosyncrasies of the cranes. They delivered the cranes and set them up for us. The cranes are easy to understand and operate."

Stephenson Equipment, which specializes in Manitowoc, Grove, Shuttlelift, Elliot, Manitex, National and other suppliers of cranes and construction

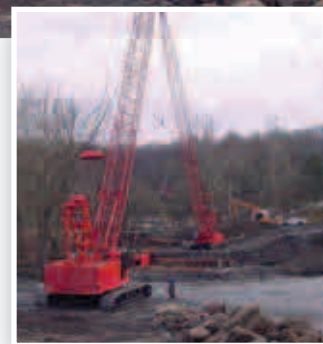
when the piers flooded and debris poured into the forms.

"We had to clam bucket the debris out and you can only do that effectively with a crawler crane – we needed precision and maneuverability," says Gorski.

The crews planned to start setting the concrete beams in early April, a task that should take



At times the two Model 10000 crawlers operate in tandem and other times independently on either side of the river. Their initial job was driving piles 90 to 100 feet deep



equipment, offers a range of services, including CCO operator training and certification, flat rates on OSHA inspections, rentals and product support for the lifting market. The company has seven locations in Pennsylvania and New York State.

"The Manitowoc 10000 was recently introduced," says Mark Fortunato, sales manager at Stephenson's Pittsburgh branch. "It is proving to be the preferred unit for bridge contractors because of the way it is easily mobilized without removing the tracks. It is a particularly desirable piece of

equipment for contractors who want to move to different sites. It is easy to assemble and disassemble. You can walk it on to a lowboy and take it to a job site, add the boom sections and be ready to work."

Clearwater has the machine set up with 150 feet of basic heavy lift boom and a third winch drum, which allows piling work on the bridge, Fortunato says. **ACT**



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Lonestar Transportation, Fort Worth, TX, uses Trail King TK70EFX trailers to haul wind turbine rotor blades

Ahead of the curve

Expectations of specialized transport customers regarding their trailers fall into two general categories – specific application trailers and trailers with engineered versatility, according to Rick Farris, vice president of sales and marketing for Trail King Industries, based in Mitchell, SD.

“Some of our specialized hauling customers come to us looking for a trailer designed for a very specific application only,” Farris says. For example, Trail King’s TK70EFX blade hauling trailer is engineered and manufactured to satisfy a very specific hauling application, to haul two wind turbine propeller blades at a time to various wind tower construction sites all over the country.

“But other specialized transport customers are more interested in a trailer with ‘engineered versatility’ built into its design,” Farris continues. “So even though they may start with a specific hauling application in mind, they want enough flexibility built into the design of the trailer so they can use it for other loads as well.”

Pan Western Transportation of North Las Vegas, NV, is a good illustration of this point. The company came to Trail King specifically looking for a trailer to haul HRSG Power Modules, weighing up to 550,000 pounds, to

power generating plant construction sites.

What Pan Western ended up with was a Trail King TK550 Suspension Beam trailer that features adjustable suspension beams, hydraulically expandable axles, and a modular design capable of incorporating more axles, more dollies, and a deck. The result is a trailer that can be used to handle many different loads in many different hauling environments.

Butch Odegaard, national accounts manager at Trail King, says there’s another aspect to the specialized transport market. “In addition to the demand for low deck heights to accommodate taller loads, and dual lane loading capability to legally transport increasingly heavier loads, trailer maneuverability is an increasingly important consideration for our specialized hauling customers,” he says.

To address this need, Trail King engineers incorporate any of a number of special features into each specialized trailer design. Hydraulic hatboxes might be added to raise or lower the load to get over or under whatever might stand in the path of the load. To accommodate uneven terrain, special self-leveling features might be required to keep the load level during transport. And steering dollies, that can be either self-steering or steered via remote control, help the drivers maneuver the load

Trailer manufacturers are responding to the needs of the specialized transport sector in a big – and long – way. **Gino Koster** and **ACT** staff report

quickly, efficiently and profitably.

“Facilitating quick in and out at the jobsite is really what we’re all about,” says Moe Truman, operations manager at Pan Western. “With our Trail King TK550, we can get to the jobsite quickly and maneuver quickly and easily once we’re there. So what once took three days to move now only takes us one day. The customer was ecstatic that we could meet the construction deadlines and stay within budget.” **act**

Pan Western uses its Trail King TK550 Suspension Beam trailer to haul HRSG power modules, turbines, generators and transformers weighing up to 550,000 pounds



The latest addition from Diamond Heavy Haul is a 325 ton capacity Dual Lane trailer, the largest in its fleet



Diamond hauler

Diamond Heavy Haul Inc. in Shandon, OH further expanded its fleet of in-house designed and built super heavy haul transporters. The latest addition is a 325 ton capacity Dual Lane trailer, the largest in its fleet.

The new trailer can either be operated equipped with a perimeter deck, providing a maximum capacity of 450,000 pounds, or overhead suspension beams with a maximum capacity of 650,000 pounds. To accommodate different load lengths, deck lengths can vary from 40 to 90 feet. The deck can also be adapted to widths ranging from 13 feet 6 inches to 26 feet. Deck height is restricted to 14 inches.

Following the proven track record of Diamond's different concepts, this Dual Lane trailer has 19 axles, including a four-axle tractor. The trailer is provided with special features such as hydraulic steering, adaptable track width and a double set of 550 horsepower Cat engines at the rear of the trailer providing additional traction.



Diamond's new Dual Line trailer can accommodate different load lengths, with deck lengths varying from 40 to 90 feet

Goldhofer earning kudos in US

Goldhofer reports strong results from the US and Canadian markets.

The German heavy and specialized trailer manufacturer claims to be the leader of the North American market in the field of heavy duty transportation equipment for specific industries, such as off-road, offshore and wind power projects. A new and upcoming market will be the Super Load segment in highway transportation, for which Goldhofer introduced the new THP/DL dual lane hydraulic modular platform trailer (see Site report, page 40).

The standard THP range of modular trailers, in either 9, 10 or 12 feet widths, are mainly used for off-road power, chemical and heavy construction projects. Especially in the US, PST trailer modules are fitted to the THP to turn a trailer in to a self-propelled one. Goldhofer took that development a step further by introducing the PST/SL-E, the completely self-propelled version of their most successful modular SL-type in the THP range that also features multi-directional electronic (E) steering.

US specialized hauling contractors Berard and Barnhart were the first companies to purchase the PST/SL-E. The multi-directional steering has been favored by the offshore and shipbuilding industries but, increasingly, finds

its way in to other fields. Another growing market is wind power. Goldhofer designed specific tools and trailers to carry all turbine components and even speed up crawler crane relocation on the job site to minimize crucial down time.

SRS in Canada is using special tools in combination with Goldhofer modular trailers to transport wind turbine tower components



Edwards is using Goldhofer THP/SL trailers with drop deck to carry large pressure vessels by road

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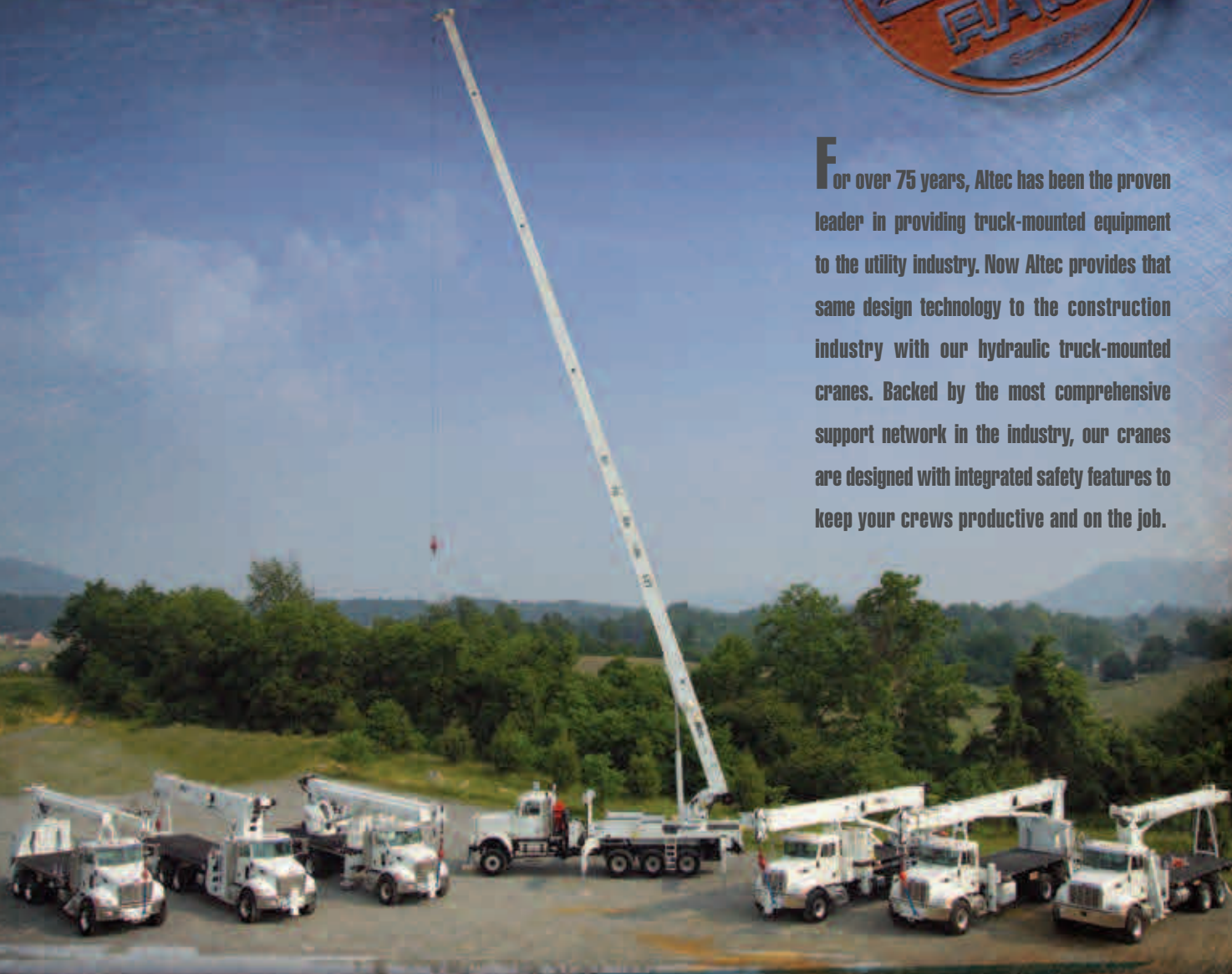
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ICON used its XL Specialized Double Drop trailer to haul a Rolls Royce test engine from Nashville to Tullahoma, TN



Bridging a gap

The new 9.8 foot (3 meter) wide SPMT 3000-SPIC from Scheuerle bridges the gap between the company's SPMT products and its proven InterCombi Series Steerable Platform Trailers.

While in the past Scheuerle has equipped its mechanically steered InterCombi trailers with hydrostatic drives, the SPMT 3000-SPIC now enhances the entire product line. The SPMT 3000-SPIC can be coupled with existing fleets of steerable platform trailers. The steering programs can be adapted to the steering range of the trailers to form large vehicle groups capable of heavy loads with exceptional stability even in high load center conditions.

The drive unit or PPU is 9 feet 3 inches (2.85 meters) wide and has a diesel engine, hydraulic drives and a completely electronic system, including remote control.

The 3000-SPIC has a capacity of 44 tons (40 tonnes) per axle, a plus or minus 140° steering angle, an almost 6 foot (1.8 meter) wheel track, extraordinary stability for heavy loads with high load centers and coupling capabilities to existing fleets of steerable trailers.

Tennessee transport

ICON, a trucking firm based in Hermitage, TN recently hauled a Rolls Royce test engine flown into Nashville International Airport on a Ukrainian Antonov heavy lift aircraft.

"We transported the engine from Nashville to Arnolds Air Force base in Tullahoma, TN, where it is undergoing design testing,"

says Tim Ringer, president of ICON.

Hauling the engine the relatively short route was complicated due to the size of the load. The engine was 28 feet long, 15 feet wide and 14 feet 10 inches tall. It weighed 71,000 pounds. To make the haul, Ringer said the company went with its 2000 Peterbilt 379 and a XL Specialized Double Drop trailer.



Rogers: low bed low down

Rogers has released details on its latest specialized application trailer model that also suits the requirements of specialized carriers requiring super load hauling. The original lowbed trailer was designed and built for a major southwestern utility company to carry emergency transformers. The lowbed is also suited to haul rough terrain cranes, excavators and other heavy equipment, according to Rogers.

The 60 ton capacity trailer stretches out over 90 feet. It has three air-ride axles with 54½ inch axle spacing combined with a 14 foot

1 inch booster assembly and two detachable axles. The booster can easily be removed and the rear assembly can be run as a 3 axle, close-coupled 4 axle, or a 5 axle when hauling lighter loads or when a spread axle configuration is not required. The trailer also has Rogers' detachable rear frame for quick and easy axle load re-distributions. The 26 foot platform deck fits under most super loads.

This model has Rogers' patented No Foot self-lifting gooseneck, which operates on low hydraulic pressure from a standard truck-

tractor PTO, or a self-contained gas engine power unit, to raise or lower the deck under full load.

The tapered, self-aligning beam hook connection offers the quickest and safest gooseneck-to-deck connection available, according to Rogers. The Croucher design has tapered mainbeams for maximum loading stability. An additional feature is a "Dolly Link", increasing the swing clearance to 182 inches, to distribute the trailer's kingpin load onto the tandem-axle, air-ride suspension helper dolly and the tractor.

Good as

Perkins Specialized is the first exclusive owner of the new Goldhofer dual lane platform trailer for US highway use. **Gino Koster** takes a closer look at this innovative development on its maiden trip from Texas to Kansas

Designed as easy to mobilize and demobilize, the Goldhofer THP/DL design is fully based on the US market requirements and road regulations

For its maiden haul, Perkins used its new Goldhofer THP/DL to haul a new fractionator tower from Houston to a refinery in Kansas. The unit was 119 feet long, 13 feet in diameter and weighed 225,000 pounds

allow for adapting to uneven road situations and for self loading and discharging. The all wheel hydro-mechanical steering allows for maximum maneuverability, both when moving forward and when backing up.

The special feature of the dual lane concept is its capability to mechanically increase trailer width from 16 to 18 to 20 feet. Track width increases accordingly and, in combination with the required axle spacing and the special axle configurations, the DL concept offers increased axle loads on most US public roads. This makes the THP/DL an ideal tool for the Super Load segment.

Maiden trip

After arrival of the first set of 10 axle lines, the Perkins crew prepared the THP/DL at the Port of Houston, TX for its maiden trip. A new fractionator tower fabricated in Cypress, TX

The specialized transportation contracting company Perkins Specialized in Northfield, MN has taken delivery of the first 20 axle lines of the new Goldhofer THP/DL. This type of trailer, based on the successful THP trailer range, is claimed to be the first fully modular hydraulic platform trailer system specifically designed for dual lane (DL) long distance highway transportation on North American highways, according to Neil Perkins, president.

The new dual lane trailer system combines the advantage of the old beam and dolly systems to spread the load wide over bridges (a feature loved by the permitting

agencies across the US) with all the advantages of the typical hydraulic modular trailer.

The THP/DL design is fully based on the US market requirements and road regulations. It is easy to mobilize and demobilize. The trailer modules have either 2- or 2 by 2-axle lines, with the required spacing between the axle groups. The modules can be assembled

longitudinally by using additional spacers between the axle groups.

Trailers can be configured up to 14 axle lines in drawbar and up to 10 to 12 axle lines in gooseneck configurations. In addition, two 10 to 12 axle line trailers can be equipped with turntables for moving long loads. The hydraulic trailer suspension offers a stroke of plus or minus 350 millimeters to

To move the coker fractionator, Perkins Specialized chose to configure its new Goldhofer straight into a 10 axle line DL trailer in drawbar configuration




gold



After a permit was finally acquired in Texas, Perkins made the 1,250 mile haul from Houston to southeast Kansas in just six days

offloading, dressing and erection, the tower had to be backed in to the final location about 1,000 feet into the refinery. This included a 90-degree turn under a low pipe rack with inches to spare on either side of the columns.

It continued down another plant road before pulling forward through, again, a 90-degree turn to the designated offloading site. This would have been a difficult operation when using conventional transport means, such as dolly and beam transporters, but the Goldhofer dual lane trailer made the job look easy and safe. 

had to be moved to a refinery in southeastern Kansas. The almost 119 feet long load, measuring 13 feet in diameter, weighed 225,000 pounds.

Perkins chose to configure the newly arrived Goldhofer straight into a 10 axle line DL trailer

in drawbar configuration. This trailer set-up would be ideal for the haul.

A considerable backlog in super heavy load permit requests with the Texas DOT caused a significant delay in the execution of the job. Once the permit was

in hand, Perkins' crew made short work of the circuitous 1,250 mile haul route into southeast Kansas by way of the Oklahoma panhandle, as designated by the respective states, in just six days.

In order to deliver the fractionator in the correct orientation for



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The 120 metric ton (132 ton) capacity Hitachi Sumitomo SCX1200-2 will make its European debut



Grove's unconventional GTK1100 has a maximum load moment rating of 1,100 tonne-metres

The new Liebherr LTM 11200-9.1 is the first 1,200 metric ton (1,323 ton) capacity mobile crane with a 100 meter (328 foot) telescopic boom and is the most powerful telescopic crane in the world



Biggest bauma

The Bauma exhibition in Munich, Germany, is the biggest event in the construction industry's three year calendar. This year the April show will have close to 3,000 exhibitors from around the world occupying 530,000 m² (5.7 million square feet). More than 400,000 visitors are expected and more than a quarter will be from outside Germany. At the last show in 2004 visitors attended from 171 countries.

Highlights will include: the world's biggest telescopic mobile crane, the 1,200 metric ton (1,323 ton) capacity Liebherr LTM 11200-9.1; the spectacular Grove GTK1100 telescopic tower type lifting machine; the range-topping 360 metric ton (400 ton) capacity Tadano Faun ATF 360G-6 telescopic wheeled mobile crane; and Liebherr's 1,350 metric ton (1,500 ton) capacity lattice boom crawler crane.

The machines

Making its European debut from Hitachi Sumitomo is the 120 metric ton (132 ton) capacity SCX1200-2 lattice boom crawler crane. It is the first Hitachi Sumitomo crane only for the European market.

New from Kobelco will be the 550 metric ton (600 ton) capacity SL6000 lattice boom crawler crane. Its maximum boom and jib combination is 170 meters (558 feet). The design is modular for easy transport, assembly and dismantling.

Of the 75 Liebherr exhibits, around a third will be cranes (12 mobile, five crawler and nine tower cranes). In pride of place will be the new LTM 11200-9.1. It is the first 1,200 metric ton capacity mobile crane with a record 100 meter (328 foot) telescopic boom. The nine axle giant is the most powerful telescopic crane in the world. Maximum boom and jib combination is 170 meters (558 feet).

Another mobile making its debut will be the 50 metric ton (55 ton) LTM 1050-3.1. At 38 meters (125 feet) the telescopic boom is 4 meters

Germany's Bauma exhibition is the industry's largest event. Held every three years, it is the scene of thousands of product launches.

ACT previews the event and reports on some of the most significant new products

(13 feet) longer than the previous model and load capacities are an average of 12% greater.

Dominating the Liebherr stand, if not the entire show, will be the 1,350 metric ton capacity LR 11350 crawler crane. Maximum boom and jib combination length is 228 meters (750 feet). The new 300 metric ton (330 ton) capacity LR 1300 lattice boom crawler crane has a maximum boom and jib combination length of 172 meters (564 feet). From the Liebherr duty cycle range visitors will be able to see a new heavy duty version of the HS 895 HD Litronic. It has a 670 kW (912 hp) 12 cylinder diesel engine and the dragline winch has a 45 metric ton (50 ton) pulling force.

The new Liebherr 22 HM fast-erecting crane is a larger version of the 13 HM from 2002. Maximum load capacity is 2,000 kg (2.2 tons), maximum hook height is 33.4 meters (110 feet) and maximum radius is 27 meters (89 feet) where capacity is 700 kg (1,500 pounds).

New for dismantling tall tower cranes is the Liebherr 200 DR 5-10 derrick crane. Maximum load moment is 200 tonne-meters (220 tons) and maximum radius is 25 meters (82 feet).



Liebherr's flagship, the LR 11350 is a 1,350 metric ton (1,500 ton) capacity crawler crane

On show from Link-Belt will be the HTT8690 hydraulic telescopic four axle truck crane. The 90 US ton crane has a five section 140 foot boom mounted on an 8 foot 6 inch wide carrier. Power is from a 445 hp six cylinder Detroit Diesel Series 60 engine driving through a ZF AS-tronic gearbox with 12 forward and two reverse speeds. Suspension is Raydan Air Link walking beam and the aluminium wheels have 445/65 R22.5 tires. For maximum maneuverability all axles are steered.

Dominating the Manitowoc Crane Group display will be the Grove GTK1100, aimed at wind turbine erection, or working on industrial or downtown sites. Benefits of the unconventional design are when lifting at height or where set-up space is restricted, MCG says. Transport is on a maximum of five trailers. The GTK1100 has a multi-axle wheeled carrier and a luffing telescopic boom, connected by an 81 meter (266 foot), six-section telescopic mast. Four spreaders at the top of the mast attach to outriggers at the base for stability. Provisional data shows a capacity of more than 70 metric tons (77 tons) to a height of more than 120 meters (400 feet) and a maximum lift height of over 140 meters (460 feet).

Also prominent on the MCG display will be the Manitowoc Model 14000 lattice crawler crane. It was announced late last year and will be in iron for the first time at Bauma. The fully hydraulic 220 tonner offers a maximum boom

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Arcomet Group	International tower crane rental and sales company.
Association of Equipment Manufacturers (AEM)	International organization for manufacturers and service providers in the construction, mining, forestry, utility, etc. industries.
Bridon International	Steel wire rope for construction cranes.
Broshuis	Manufacturer of specialized trailers and transport systems.
Caterpillar Inc., OEM Solutions Group	Engines, power train components, tracked undercarriages, hydraulics.
Cattron Group International	Radio remote control systems.
Comansa	Tower crane manufacturer.
ConExpo Asia 2007 & ConExpo-Con/Agg 2008	Construction equipment exhibitions in China and the USA.
Cummins	Engines.
DaimlerChrysler	Engines, transmissions and other powertrain components and systems.
Dana	Drivetrain, chassis, structural and engine technologies.
Eaton	Hose and tubing.
Fassi Gru	Hydraulic loader cranes.
Goldhofer	Specialized transport equipment.
Goodyear	Tires, tracks and hoses.
Grove	Mobile hydraulic cranes.
Hiab	Hydraulic loader cranes.
Hirschmann Automation and Control	Electronic control and safety systems.
Hitachi Sumitomo Heavy Industries Construction Crane Co.	Crawler cranes.
HMF Højbjerg Maskinfabrik	Loader crane manufacturer.
Jaso	Tower crane manufacturer.
Jost Cranes	Tower crane manufacturer.
Kato	Mobile cranes.
Kobelco	Crawler Cranes.
Liebherr	Mobile and crawler track cranes, freight handling cranes.
Lift Systems	Telescopic hydraulic lifting gantries.
Lincoln	Lubrication systems.
Link-Belt	Crawler, truck mounted and all terrain cranes.
Locatelli	Rough terrain and city class mobile cranes.
Nooteboom Trailers	Specialized transport systems.
Omnex Control Systems	Radio control systems for mobile machines, wireless sensor connections for plant and municipal applications.
Ormig	Manufacturer of mobile cranes.
Paccar Winch Division / Braden Carco Gearmatic	Winches, hoists and drive systems.
Palfinger	Cranes, hydraulic lifting, loading and handling systems.
Parker Hannifin	Motion control technology.
Perkins	Engines.
Pettibone	Material handling equipment.
Potain (MCG)	Tower cranes.
PM Group	Hydraulic loader cranes.
Pullmaster Winch Corp / Tulsa Winch Group	Winches.
Raimondi	Tower cranes.
Rayco Wylie	Electronic crane safety systems.
Ritchie Bros Auctioneers	International auctioneer of industrial equipment.
Sàez (Sistemas Forza)	Tower crane manufacturer.
Sany Heavy Industry	Manufacturer of crawler and truck mounted cranes.
Scheuerle	Specialized transport equipment.
Sennebogen	Lattice and telescopic cranes on wheels and crawlers.
Manufacturer	Description

of 86 meters (282 feet) and a luffing jib up to 113.8 meters (373 feet). As a replacement for the Model 4100W, "The Model 14000 has excellent potential both globally and in Europe." Several dozen orders are on the books and deliveries will begin mid-2007, MCG says.

From Grove visitors will get first sight of the 100 metric ton (110 ton) capacity GMK5095 all terrain with 60 meter (200 foot) boom in seven sections. Maximum tip height is 83 meters (272 feet). It can operate as a "Taxi" crane for mobility or a "Maxi" crane for maximum capacity.

Also making its first public appearance will be the long boom version of the GMK4100 on four axles. Like the GMK5095, the GMK4100-L has a 60 meter (200 foot) seven-section main boom and 83 meter (272 feet) maximum tip height.

From Grove's range of rough terrain cranes is the new 35 metric ton (39 ton) capacity RT540CE. The Italian built machine has a 31 meter (102 foot) four-section boom and an offsettable telescopic swing-away jib extends tip height to 47 meters (154 feet). The RT540E is a 40 US ton capacity version available from MCG in Shady Grove.

The Potain MDT 218 is the fourth and largest addition to the flat top MDT range of top slewing tower cranes. Available in 8 and 10 metric ton versions, there are also two mast options, offering under hook heights of 55.7 meters (183 feet) on a 1.6 meter (5 foot) mast or 65.2 meters (214 feet) on a 2 meter (6 foot 6 inch) mast. Maximum jib is 65 meters (213 feet) and at 21 meters (69 feet) radius capacity is 11 tons.

The other new flat top is the MCT 88, the first of its type in the MC range of city cranes, a series designed to be small, quick to erect, quick to transport, and take up little ground area on site. Maximum capacity is 5 tons and at the end of the maximum 52 meter (171 foot) jib it can lift 1.2 tons.

Deliveries of the new 220 ton capacity Manitowoc Model 14000 crawler crane are due to start in mid-2007



Link-Belt's 90 ton HTT8690 hydraulic telescopic four axle truck crane

New bottom slewing, self erecting tower cranes are the Potain Igo T 70 and Igo MC 13. The former is the first of a new range that uses a telescopic tower. Maximum capacity is 4.4 tons and it is 1.4 tons at the maximum 40 meter (131 foot) radius. For the MC 13 erection time is less than 30 minutes, the manufacturer claims, maximum capacity is 2 tons and 1,322 pounds can be lifted at the maximum 22 meter (72 foot) radius.

Tadano's new flagship is the 360 metric ton (400 ton) capacity ATF 360G-6 telescopic wheeled mobile crane on six axles. It has a 60 meter (200 foot) main boom and new jib design. Down the capacity range will be the new ATF 90G-4, a 90 metric ton (100 ton) capacity all terrain on four axles. An 18 meter (60 foot) bi-fold jib is an option for the 51.2 meter (168 foot) boom. The new 50 metric ton (55 ton) capacity ATF 50G-3

has a 40 meter (131 foot) main boom, 6 meters (20 feet) longer than the model it replaces. Smallest of the new all terrains is the ATF 40G-2, a 44 tonner on two axles. Maximum hook height with the 9 meter (30 foot) extension on the 35.2 meter (115 foot) main boom is 46 meters (151 feet).

Two other new Tadano Faun cranes will be on show. New in the rough terrain range is the 55 metric ton (61 ton) capacity GR-550EX, which fits between the 30 metric ton (33 ton) GR-300EX and the 70 metric ton (77 ton) GR-700EXL. Main boom is 42 meters (138 feet) and the 17 meter (56 foot) bi-fold extension is standard. The truck mounted HK 40 has a 35.2 meter (115 foot) main boom and optional is an offsettable 9 meter (30 foot) extension. It can be mounted on a three or four axle truck. Also new is the KranXpert job planner software program.



What's new at Bauma: exhibitors

SMIE	Electronic crane safety systems.
Spierings Kranen	Mobile folding construction tower cranes.
Steinweg-Böcker	Trailer and truck mounted cranes with aluminum booms.
Tadano Faun	Mobile cranes, crane chassis and tractors.
Terex Atlas	Truck mounted cranes.
Terex Bendini	Rough terrain cranes.
Terex Changjiang	On-highway truck cranes.
Terex Demag	Lattice boom cranes and all terrain cranes.
Terex PPM	Telescopic boom cranes and superstackers.
Unic Cranes Europe	Mini cranes.
Wilbert	Tower cranes.
Wolffkran	Tower cranes.
Xuzhou Construction Machinery Group Co.	China's largest manufacturer of construction machinery and cranes.
Yongmao (Jin Long Europe) Ltd., also known as Sun Crane.	Tower cranes from Fushun Yongmao Construction Machinery Co.
ZF	Transmissions.
Zoomlion	China's second largest crane manufacturer.

Other cranes on show will be the 220 metric ton (243 ton) capacity ATF 220G-5, 160 metric ton (176 ton) capacity ATF 160G-5, 110 metric ton (121 ton) capacity ATF 110G-5 and the 65 metric ton (72 ton) capacity ATF 65G-4 all terrains.

Of the 13 Terex cranes on show, one in iron for the first time will be the 100 metric ton (110 ton) capacity Demag AC 100/4. The



Tadano Faun's ATF 65G-4 will be one of eight ATF series all terrains on show. The G series of global models is now complete up to 400 tons capacity

manufacturer claims it is the strongest 100 tonner on four axles, when configured with its maximum counterweight. Width is 2.55 meters (8 foot 4 inches), even on large tires.

Also in iron for the first time will be the Terex PPM model TC 40 L truck crane. MAN components of the three axle carrier include the 240 kW (322 hp) engine for a maximum speed of 90 km/h (56 mph). A maximum tip height of 47 meters (154 feet) can be reached with the 37.5 meter (123 foot) main boom and a jib.

New from Terex Bendini in Italy will be the 60 metric ton (66 ton) capacity RC 60 rough terrain. It has a telescopic 40 meter (131 feet) boom in five sections. Power is from a 164 kW (220 hp) Cummins engine and there is a Dana transmission with six forward and six reverse gears. Another rough terrain on show will be the US-built RT 775 with 75 tons (68 metric tons) capacity.



Potain's new MDT 218 flat top tower crane with distinctive counterjib

Wilbert

The WT 205L e.tronic is a new luffing jib tower crane from Germany-based Wilbert with jib length from 25 to 60 meters (82.02 to 196.8 feet), 12 tonne (13 ton) maximum load capacity and 2 tonnes (2.2 tons) capacity at 60 meters (197 feet). A primary feature is that transport costs are reduced by 40% compared with competing models, according to the manufacturer. Jib length is adjustable in 2.5 meter (8.2 foot) increments. Also new and on show will be the WT 150 e.tronic flat top saddle jib tower.

Standard mechanism components are used from international suppliers on all Wilbert tower cranes to help ensure spare parts availability. Wilbert will also launch a new tower mast system, a monoblock design and with flat panels. **act**



The Terex Demag AC 100/4 in iron for the first time

what's new at Bauma: new products

Manufacturer	Model
Grove (Manitowoc Crane Group)	GTK1100
Specialist 1,212 ton crane with tele-scopic tower and telescopic luffingboom	
Grove (MCG)	GMK5095
110 ton capacity all terrain crane on five axles	
Grove (MCG)	GMK4100-L
110 ton capacity long boom all terrain crane on four axles	
Grove (MCG)	RT540CE
39 ton capacity rough terrain crane with 102 foot boom	
Kobelco	SL6000
600 ton capacity lattice boom crawler crane	
Liebherr	LTM 11200-9.1
1,323 ton capacity telescopic mobile crane on nine axles	
Liebherr	LTM 1050-3.1
55 ton capacity all terrain mobile crane on three axles	
Liebherr	LR 1300
330 ton capacity lattice boom crawler crane	
Liebherr	HS 895 HD Litronic
Heavy duty lattice crawler with 900 hp engine for dragline and other applications	
Liebherr	200 DR 5-10
Derrick crane for dismantling tower cranes	
Liebherr	22 HM
Fast erecting tower crane with 2.2 ton maximum capacity	
Manitowoc (MCG)	Model 14000
220 ton capacity lattice boom crawler crane	
Palfinger	PK 74002 Performance
Telescopic hydraulic loader crane	
Potain (MCG)	MDT 218
Flat top tower crane, 9 or 11 tons maximum capacity	

Manufacturer	Model
Potain (MCG)	MCT 88
Flat top tower crane, 5.5 tons maximum capacity	
Potain (MCG)	Igo T 70
Self erecting tower crane with telescopic tower	
Potain (MCG)	Igo MC 13
Self erecting tower crane, 2 tons maximum capacity	
Tadano Faun	ATF 360G-6
400 ton capacity wheeled mobile telescopic crane on six axles	
Tadano Faun	ATF 90G-4
100 ton capacity all terrain crane on four axles	
Tadano Faun	ATF 50G-3
55 ton capacity all terrain crane on three axles	
Tadano Faun	ATF 40G-2
44 ton capacity all terrain crane on two axles	
Tadano Faun	GR-550EX
61 ton capacity rough terrain mobile crane	
Tadano Faun	HK 40
44 ton capacity mobile crane on a commercial truck chassis	
Terex Atlas	TLC 325.2 VWB
Loader crane for delivering wall board	
Terex Demag	AC 100/4
110 ton capacity all terrain crane on four axles	
Terex PPM	TC 40 L
44 ton capacity truck crane with telescopic boom	
Terex Changjiang	TC 50 (LT 1050)
55 ton capacity truck crane with telescopic boom	
Terex Bendini	RC 60
66 ton capacity rough terrain mobile crane	

KHL Group, publisher of *American Cranes & Transport* and our sister publication *International Cranes and Specialized Transport* will also be exhibiting at Bauma (in hall B3, booth number 301). As the largest provider of international construction information, KHL has nine magazines, two exhibitions, digital magazines, Internet, e-casting, contract publishing, direct mail, research, directories, books, videos and living magazines. Products include: *International Cranes and Specialized Transport*, *American Cranes & Transport*, *International Construction*, *Construction Europe*, *Demolition & Recycling International*, *International Rental News*, *Access International*.

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A Liebherr LR 1200 SX makes
easy work of lifting and
placing on a barge
pipeline that will be used in
the new deepwater Atlantis oil
field being drilled in the Gulf
of Mexico. Photojournalists

Dan and Gini McKain report

Pipe dreams

The Atlantis oil field is being developed in the Green Canyon sector of the Gulf of Mexico. The development of Atlantis involves several sub-sea wells and the pipelines to tie them back to the drilling and production platforms. At more than 7,000 feet deep, both the wells and the pipelines will be the deepest ever installed. The Atlantis field is set to produce 200,000 barrels of oil and 180 million cubic feet of gas per day.



Above: Macarthur “Mac” Carvin operates the 463,000 pound, 275 ton capacity Liebherr LR 1200 SX, carefully loading the specialized pipe for the pipeline of the Atlantis deepwater oil and gas field in the Gulf of Mexico

Heerema Marine Contractors Nederland B.V. was contracted by BP America Production Co. for the installation of six deepwater pipelines and steel catenary risers (SCR). In turn, the Bayou Companies of New Iberia, LA was contracted to insulate and fabricate the pipe that will stand up for years in what is one of the world’s most inhospitable environments. The pipeline lies at a working depth somewhere between 6,000 and 7,000 feet where the pressure is more than 3,000 psi and the water temperature is 4 degrees C (37 degrees F).

Late last year, Macarthur “Mac” Carvin operated the 463,000 pound, 275 ton capacity Liebherr LR 1200 SX lattice crawler crane, carefully loading onto a barge the specialized pipe that will be used to form the pipeline for the Atlantis field. Rigged with 154 feet of main boom, 178,600 pounds of counterweight and 1,650 feet of five-part, 1¹/₈ inch main lifting line, the crane carefully, gently and deliberately lifted its unique 52,000 pound load of 165 foot long “Pipe In Pipe” (PIP) and slowly made a 90° turn to the left. At the same time, while continuing the swings, Carvin raised the load about 75 feet in the air, enough to clear the bright orange stanchions on the barge. Once clear of these obstructions and at about 65 feet out from the crane’s center-pin, the load was slowly lowered to the pipe cradle on the 100 foot by 400 foot ocean-going pipe barge.

First the Liebherr LR 1200 SX outloaded 212

The custom designed, fabricated and certified lifting slings and rigging used to lift and place on a barge the special dual and quad Pipe In a Pipe (PIP) was an integral part of the overall shipping process. The special deepwater pipe was built for placement 7,000 feet down on the floor of the Green Canyon Sector in the Gulf of Mexico.

Before this could be done the pipe sections had to make a short but critical move from a land stockpile out to the ocean going barge for transport the 150-plus miles offshore.

The 275 ton capacity Liebherr LR 1200 SX lattice crawler crane with 154 foot main boom was rigged with two wire rope and spreader bar configurations, one for each length and weight of pipe. The basic pipe length was 40 feet. The dual sections were 82 feet and the quad sections were 165 feet long when they had been welded together.

The lift of each pipe began with the Liebherr’s five-part main lifting line and a 220,500 pound five-sheave hook block. These are factory standards. The engineering drawings for the slings were done by Toby Dugas Engineering of Loreauville, LA. The spacer bar for the PIP double joints was 37 feet 10¹/₄ inches long and fabricated from 3 inch diameter pipe. For the quad lift pipe sections slight modifications were made using a 100 foot long by 24 inch closed pipe with four lifting lugs for even lifting capability. This was analyzed and certified.

A structural analysis with 2:1 safety factor was made by SRC Engineering of Lafayette, LA, prior to any lifts. In each case, a written report and drawings were submitted to the Bayou Companies, leaving nothing to chance.

80-foot double sections of similar pipe on the barge, two at a time. The nine 16 inch diameter, 165 foot quad (four-piece) sections were the last to be loaded onto the barge to safely balance the load. Each of the quad sections had an estimated value of \$60,000. The total value of all the double and quad sections that would rest securely in cradles on the barge was estimated at \$6.9 million. Deepwater pipelines are expensive and complex.

This was the first of five loads of the special PIP destined for the Atlantis oilfield. BP America Production Co. is developing the Atlantis field in Blocks 743 and 787. The sub-sea wells will be tied back to a semi-submersible Production Quarters (PQ) platform through several pipelines and umbilicals. Water depths range from 6,800 feet at the drill center in Block 743 to 7,050 feet at the PQ located in Block 787.

According to legend, Atlantis is a fabled island in the Atlantic that sank beneath the sea. In reality, however, Atlantis is one of the most exciting oil and gas properties in the Gulf of Mexico.

Discovered in 1998, the Atlantis field is about 185 miles south of New Orleans. The Atlantis production platform sits in a record

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evening with everything they came in with in the morning. And, in our business that's not an easy task, but here it is our way of life."

The mission at hand was to assemble the PIP and apply the special marine that offers both internal and external protection to increase the longevity and corrosion resistance of the pipelines that the pipe segments would form.

To handle the pipe sections, the company had



The engineering drawings for the slings were completed by Toby Dugas Engineering of Loreauville, LA. The spacer bar for the PIP double joints was 37 feet 10 1/4 inches long and fabricated from 3 inch diameter pipe

water depth of 7,074 feet (2,156 meters). The field is the third largest discovered in the Gulf of Mexico, and will be developed using two facilities, a production and quarters (PQ) facility and a separate drilling facility.

Heerema Marine Contractors Nederland has been contracted by BP America Production Co. for the installation of four production pipelines, one test pipeline, and one water injection pipeline. Each pipeline consists of a flowline section and a Steel Catenary Risers (SCR) section. The production and test pipelines are fabricated as PIP lines. These consist of a 10 inch inner pipe, a

16 inch outer pipe, plus special insulations. Each pipe thickness is more than 1 inch. The Water Injection (WI) pipeline is a single wall 10 inch line. The Atlantis flowline and riser J-lay installation was scheduled to start in early 2007.

"The Bayou Companies operate under the philosophy that if we stress safety and quality in everything that we do then productivity is certain to follow," says Mitch Carte, yard superintendent. "And that's the way we pursue every project that we undertake. Every man here is well aware that safety is our primary goal. We want everyone to go home in the





Rigged with 154 feet of straight boom, 178,600 pounds of counterweight and 1,650 feet of five-part, 1 1/8 inch main lifting line, the Liebherr LR 1200 SX carefully lifts the 52,000 pound load of 165 foot long "Pipe In Pipe" (PIP)

The 275 ton capacity Liebherr LR 1200 SX crawler crane had two wire rope and spreader bar configurations, one for each length and weight of pipe



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a long-term rental with Essex Crane Rental for the crane. The crane's working radius ranged from 30 to 107 feet. The loads consisted of double and quadruple sections of pipe being lifted from storage racks on land and placed in cradles on a Crowley ocean going barge. The pipe sections are thoroughly secured to the barge to prevent any movement should they encounter bad weather in transit.

The Bayou Companies was formed in 1942 by E.S. (Ed) Shea, Sr. as one man with one truck welding shop. Since then the Shea family has been offering quality products and services to the oil and gas industry worldwide, growing into among the premier deepwater coating, insulation and prefabrication facilities on the Gulf Coast. The firm's services and products range from the industry standard fusion bonded epoxy (FBE) coatings to complex deepwater insulations, SCR welding capabilities, quad-joint fabrication, and everything in between.

The main facility in New Iberia, LA covers more than 200 acres and includes multiple barge, rail and truck loading/unloading capabilities and has all the facilities necessary to complement onshore, offshore, and even the most challenging of deepwater projects.

The Bayou Companies has two FBE coating plants on the site in New Iberia and one in Baton Rouge that can handle 2 inch to 48 inch pipe in up to 82 foot lengths. There are also multiple locations of custom coating plants which can apply FBE and other types of coatings to pipe fittings.



On a long-term rental contract with Essex Crane Rental, the Liebherr LR 1200 SX crane operates a working radius from 30 to 107 feet. The loads were double and quadruple sections of pipe lifted from storage racks on land and placed in cradles on a Crowley ocean-going barge



FBE coating is an industry standard, environmentally-safe thermosetting coating which is used as part of the cathodic protection of pipe. During the FBE process, the pipe surface is cleaned and heated before epoxy powder is sprayed onto the pipe surface. The powder melts onto the pipe and quickly dries into a uniform and controlled thickness.

A third Bayou Companies pipe coating plant is now under construction. This 50,000 square foot facility will specialize in FBE coatings. It is also designed to accommodate the advanced application of protective coatings and insulations now under development or yet to come.

In almost parallel high technology efforts, BP America Production Co., the Bayou Companies, and the Liebherr crane, are all pushing the envelope of expertise. **act**

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Manitex designed its 45 ton capacity 4596T especially for the oil and gas market, introducing it last summer at the Calgary Oil Show



'Well' suited

Boom trucks have become a reliable tool in the oil patches of Canada and the US. **ACT** reports

No longer a stepchild or distant relative of the crane industry, boom trucks have a new stature as they are adapted to a spectrum of applications. Among the markets with a strong demand for boom trucks is the oil and gas sector, which has adopted this machine as a tool of the trade in exploration, drilling and



A Tadano TM1052 boom truck is being customized for oil field work. "Iron trucks," as oil field boom trucks are called, are often customized to carry special oil field tools and manifolds to the oil fields for well maintenance and repair



The National Series 1300H is a 30 ton capacity, stand-up control crane, the largest capacity National that can be mounted on a three axle truck, while maintaining an overall vehicle length of under 40 feet and carrying over 3 tons of payload. Boom trucks are often used in the oil patch to assist with a process called fracturing in which a charge is sent down the well and set off to get the wells to be more productive

production applications.

Often referred to as "iron trucks," boom trucks targeted to the oil and gas sector are often customized to meet specific user needs, whether they are doing wireline work, fracturing or servicing wells in the oil patch.

The Tadano TM-1052 and TM-ZR504XL have been especially attractive to these customers, according to Bryan Dammann with Tadano. They are used by contractors to transport oil wellhead equipment (manifolds) into the patch and offload them into position. "This specialized piece of equipment is very 'well' suited, pardon the pun, for this type of application," he says. "The crane can be back of cab mounted, trailer mounted or rear mounted."

"Often the components that are secured to the bed and back portion of the truck are very heavy and haul the heavy iron wellheads, manifolds, tools and the like and hence the name "iron truck." Dammann says "iron truck" boom trucks sales are strong in West Texas, South Texas and Louisiana, as well as Canada. Often iron trucks are fitted with the equipment needed for fracturing and wireline work.

National Crane has had a long history in the oil field, and "we've been there for them boom and bust," says John Lukow, vice president of sales and marketing for National Crane. "Over the past few years, the US and Canadian oil markets have improved with the price of oil and gas and we have seen good years," he says. "We see 2007 being similar to 2006 which was a pretty good year."

National does a few product customizations at the factory but when the customer wants further customization, most often the dealer or a specialty company will handle those modifications.

"What happens is these guys have a way they work," Lukow says. "Each has their own proprietary way of handling a well and they don't like to share what they do so what we try to do is help our dealers support their particular application. Sometimes that will mean a lot of



Boom trucks customized for the oil patch are specialized multi-purpose vehicles designed to meet specific needs

extras so that the boom truck becomes a multi-purpose kind of vehicle. Often wells are in remote sites and they want to make sure they have all they need when they are out in the field."

National does not gear a particular model to the oil and gas business, mainly because the buyers' needs are so varied. Most manufacturers agree that all sizes and capacities of boom trucks sell well to this market, depending on the application. Lukow says the wireline application will often be interested in the National 900A and the National 600E, 26 and 20 ton capacity, respectively.

Terex boom truck product manager Chad Brandenburg says that Terex doesn't build a boom truck geared to the oil and gas market and they don't do much of the customized work for this industry, rather leaving this work for their dealers. He agrees, however, that boom trucks customized for the oil patch "are in high demand due to more drilling and exploration for new oil deposits."

Last summer, Manitex introduced its high capacity 4596T boom truck at the Calgary Oil Show, a targeted market effort. The boom truck has a base rating of 45 tons at an 8 foot radius. The lower frame is configured for 5th wheel attachment and trailer applications. The truck has dual stage rear outrigger jacks, and tractor mount configuration is designed for remote oil industry applications. **act**

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Gaining strength with age

When it started in 1958, the organization finished its first year with less than 100 members. Some 59 years later, SC&RA closed 2006 with 1,200 company members, a record for the organization

SC&RA looks ahead to its 60th anniversary in 2008 with considerable confidence. The association closed 2006 with another record high of 1,200 company members, compared to 1,132 at the end of 2005. In 1958, the association, then known as the Heavy-Specialized Conference of the American Trucking Associations, began with fewer than 100 members.

Much of our growth has come in recent years, however. Consider that we have added several hundred companies to our membership numbers in the past 15 years. During that time, we also have become increasingly international in scope, doubling the number of participating nations from 23 to 46.

One of the secrets to our membership growth is a high retention rate. We kept 94.5% of our members from 2006 to 2007. Next year, we will recognize a handful of our members that have stayed loyal to the Association from the very beginning.

Each year at our Annual Conference, we honor companies with Longevity Awards at five-year intervals, beginning with 25 years of membership. Topping the list this year is Bigge Crane and Rigging Co., San Leandro, CA, with 55 years of continuous membership. Look for the entire list of this year's honorees on page 71.

We attribute our enviable membership retention and growth to a number of factors, many of which are interrelated. SC&RA always has been known for the quality of its meetings and seminars, and we continue to raise the bar.

We just wrapped up our 20th Specialized Transportation Symposium in Orlando, FL. This unique event presents an excellent opportunity for our members to exchange information with state, regional and federal transportation officials – and with their colleagues in the industry.

We are completing preparations for our Annual Conference, April 10-14, in San Antonio, TX. We have a great roster of educational speakers lined up. Interest in the

Products Fair has been so great that we have had to expand the number of exhibit spaces. We also anticipate high levels of participation during the committee meetings.

SC&RA is equally enthusiastic about prospects for the Crane & Rigging Workshop, September 20-22, in Kansas City, MO, and the Financial & Risk Management Seminar, October 11-12, in Indianapolis, IN.

All of these meetings benefit greatly from the strong member participation and generous financial support of sponsoring companies.

Our member growth and retention efforts are further enhanced through this magazine and its sister publication, *International Cranes and Specialized Transport*. In addition, SC&RA members gain from concise, timely and relevant coverage in our weekly newsletter on topics of vital interest.

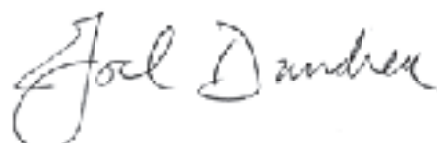
Members also stay informed through direct contact with association staff. I frequently hear from members with compliments about the responsiveness of our staff.

Still another way we attract members and earn their loyalty is by providing new and improved products and services. For example, we constantly expand our members-only property and casualty insurance lines; close to 500 member companies are participating in the SC&RA/NBIS insurance program.

A less predictable source of our recent success has been a strong economy.

A number of our members enjoyed record profits in 2006. Even with uncertainty regarding the interest rate and general market environment, the outlook is promising for members in 2007.

We really believe the best is yet to come – for both SC&RA and its members.



Joel Dandrea, executive vice president



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Tuesday, April 10:
Registration opens, golf and tennis tournaments, and first-timer's reception

Wednesday, April 11:
Committee, task force and SC&R Foundation board meetings; opening session "The Mark of a Leader;" educational session on "Shock Loss Management Techniques: Lessons Learned From Actual Claims;" and president's reception

Thursday, April 12:
Doug Keeley breakfast session; governing committee meetings; local artisan's expo & brunch for spouses; Larry Oxenham on "How to protect one's assets;" Jay Larson's FISH! Philosophy; and a fundraising gala

Friday, April 13:
Tim Gard delivers "Comic Vision" during breakfast; Product Fair expo; international member reception; evening shuttles to the Riverwalk for a stroll

Saturday, April 14:
Annual membership and board meeting, and Job of the Year awards ceremony; closing night reception, new board members announced

For a complete schedule visit www.scranet.org/event or call 703-698-0291.

Deep in the heart of Texas

Amid the scenic Central Texas Hill Country, SC&RA's annual conference is a time for doing business, meeting new colleagues, catching up with old friends and generally having fun while learning and working

The Westin La Cantera Resort, nestled on a hillside overlooking a limestone canyon near San Antonio, TX, is the stage for the 2007 Specialized Carriers & Rigging Association Annual Conference. The conference is shaping up to be an important event, the agenda filled with pertinent education sessions, governing and committee group meetings, networking events and leisure activities.

While this year's conference likely has something to please, interest or engage everyone, year after year it is the networking that attendees enjoy the most. The movers and shakers from all sectors of the industry will be on hand, including specialized transportation, machinery moving and erecting, industrial maintenance, crane and equipment rental, manufacturing and all sorts of related service and support companies.

A highlight of the annual conference is the Product Fair, a mini-tradeshow where companies showcase their products and services, and introduce their key management teams, ranging from salesmen to CEOs. More than 50 companies are participating this year. ACT's SC&RA Product Fair Review features a sampling of the companies that submitted information about the products and services they will be promoting.

Allied Insurance Brokers

For 25 years, Allied Insurance Brokers has been serving the crane industry, specializing in meeting the industry's unique insurance needs. Allied management extends an invitation for members to stop by their booth to meet their principals. The company says members can rely on a comfy booth for their relaxation needs, and Allied's crane insurance experts are there to discuss their insurance needs. Also, register to enter Allied's drawing for an Apple iPod.

ATS Specialized

ATS Specialized, a long-time SC&RA member, values its relationship with the organization. ATS Specialized has long worked with SC&RA members and has the attitude that "their success is our success," says Jeff Brunner, director of sales. "As their needs change, we adapt to these changes and continue growing our relationships."

ATS strives to be a specialized transportation leader in safety and quality. Alongside Brunner, ATS will be represented by Rollie Anderson, president; Gary Stang, general

manager, specialized; and Jim Hunnicutt, regional sales manager.

Avon Bearings

Avon Bearings is a manufacturer specializing in supplying new and remanufactured large diameter slewing ring bearings for a broad spectrum of applications. The bearings manufactured by Avon Bearings range in size from 10 to 240 inches outside diameter. Avon Bearings maintains a large inventory of new and remanufactured bearings for all makes and models of lattice boom, crawler, tower, all terrain, knuckle boom, offshore, yard, rough terrain, and dockside cranes.

Avon's remanufacturing program features the ability to repair all ball, roller and multi-row bearings, regardless of the original manufacturer. The benefits of Avon's remanufacturing program include short lead times and substantial savings versus the new replacement costs. Emergency breakdown services are also available on request.

Beck Inc.

Beck Inc. is a Wisconsin-based manufacturer of The Trakspporter Self-

Propelled Crawler System, which was designed as an alternative for moving heavy equipment in tight spaces.

The Trakspporter system reduces the need for trucking forklifts and other equipment to a jobsite to make an in-plant move.

The crawler has a low profile, provides smooth continuous power, gives the ability to navigate corners non-stop and to place a machine in tight areas. The radio remote control gives the operator control and the flexibility to walk around the object being moved to see all critical areas. The Trakspporter has a load capacity of 60,000 pounds and a towing capacity of over 150,000 pounds. At this year's Product Fair, Beck announces the development of the Jeep, an attachment the company says will increase the load capacity to 110,000 pounds and increases the towing capacity to more than 200,000 pounds.

An electrical add-on kit will allow the existing system to be switched from propane to factory voltage to move equipment in hospitals, food service, nuclear facilities, and the like. Representing Beck will be new Beck Sales Manager Mike Dobbratz and owner Rob Beck. At the booth, members can view video footage of several different machinery moves.

Bellville Rodair International

A global project forwarder, Bellville Rodair International (BRI) specializes in providing international freight

services for over-dimensional cargoes, cranes and heavy construction equipment, as well as offering a full expedited air freight service for parts. BRI will be exhibiting at the Product Fair, showcasing its theme "Building Reliability" and offering information about the company's international export and import capabilities. Representing BRI will be Paul McAuley, manager of North American projects and Mike Fuentes, general manager of operations. Their goal is to offer helpful information about international shipments, helping customers learn how to avoid unexpected freight costs, and offer resource information on industry conditions.

Bigge

A Product Fair veteran, Bigge Group will be on hand to promote its extensive range of lifting equipment. Among the world's most successful distributors of Terex Cranes, the company sold more cranes in 2006 than any other Terex dealer worldwide, the company says. Bigge recently started selling and renting Terex-Peiner and Terex-Comedil tower cranes as well as the full range of Terex, Terex-Demag and Terex-American branded mobile and crawler cranes. Bigge is also an authorized distributor for Liebherr crawler cranes, Broderson carry deck cranes and Zoom Boom reach forks.

Bigge has both new and used cranes for sale, offering a wide selection of rough terrain, all terrain, hydraulic truck, crawler, carry deck and tower cranes. To meet the needs of the heavy lift market, Bigge is also the sole distributor across North, Central and South America of Hydrospeex Super Boom Lift hydraulic gantries and Hydrospeex strand jacking systems. The advanced features, such as the Intellilift control system, make Hydrospeex equipment among the world's leading hydraulic jacking systems.

Bigge will be handing out DVDs that demonstrate the Hydrospeex equipment. Based in San Leandro, CA, Bigge has operations in Concord, CA; Auburn, WA; Salt Lake City, UT; and Richmond, VA. Craig Welch and Craig Truscetti from Bigge will be on hand to discuss crane needs and to explain the features of Hydrospeex equipment.

Center Capital Corp.

Since 1987, construction and transportation companies, equipment makers and vendors have been returning to the construction and transportation equipment financing division of Center Capital Corp, the company says. Center Capital has become well known for its creative and flexible equipment financing

solutions in the industry. A subsidiary of Webster Bank, N.A., Center Capital works to build on its distinguished track record of repeat business with an approach to set them apart from other lenders. This approach is driven by four elements: people, knowledge, flexibility and rock-solid customer focus, according to the company. The company's management team has worked to develop extensive equipment financing skills and experience in their territories. Center Capital is a boutique operation, committed solely to the construction and transportation industries. The company understands equipment owners' needs and the unique demands of their business. Representing Center Capital will be Henry Olson, regional sales manager; Tim Woodcock, vice president; Arnold Goldberg, senior vice president; and Denise Fernandez, business development manager.

Cranes Today

Cranes Today is an international magazine dedicated to the cranes sector. It covers every aspect of the lifting industry with the latest news, features, products information, exhibition previews and regional focuses.

Doral Equipment

Doral Equipment Rentals, based in Milwaukee, WI, is a specialty rental house that provides lifting solutions and is well known for its fork truck fleet. The company's fleet includes hydraulic truck cranes and gantries. Doral Equipment carries Versa-Lift, Rigger-Lift and Yale branded fork trucks. The company owns some 60 fork trucks and has 10 additional Versa-Lifts on order for delivery in 2007. Ready to serve members coast to coast, Rob Keelan and associates are on hand to answer questions about their products.

Fleet Cost & Care

Now in its 13th year, Fleet Cost & Care is a software development, training and support company. Its products were developed to specifically meet the needs of businesses requiring total fleet management in the construction and equipment rental industries. The software is designed to schedule and track personnel, vehicles and equipment, as well as those companies requiring an extensive fleet service and preventative maintenance capability.

Through its affiliate company, JJ Curran Crane Co. and Fleet Cost & Care, there are a combined 65 plus years of experience in the area of equipment rentals. This experience has allowed Fleet Cost & Care to create software unique to the

construction and equipment rental, and rigging industries, allowing companies to easily produce and track the daily information so critical in today's business climate.

Fleet Cost & Care's product line consists of: Cost & Care Fleet Management System and NexGen Fleet Management System. In addition, Fleet Cost & Care is a Sage Pro ERP authorized partner. SC&RA Product's Fair attendees who visit the booth will have access to product demonstrations, feature overviews, and collateral materials. Several staff members will be on hand, including Jeff and Larry Curran, owners of Fleet Cost & Care; Sagar Maramreddy, product development; Linda Curran, product support specialist; and Kelly Curran, marketing manager.

Garrod Hydraulics

Founded in 1978 by Eugene and Barbara Garrod, this family-oriented business remanufactures hydraulic cylinders and components along with industrial hard chrome plating. Located in south central Pennsylvania, the company says it takes pride in the craftsmanship and skill of its workforce — a workforce that has enabled the company to grow from its humble beginning in a four-bay garage to its current 65,000 square foot facility with plans for expansion.

A company focus on the mobile crane industry has resulted in the development of proven remanufacturing methods that bring cylinders back to "like new" condition.

Garrod Hydraulics has the capability to plate rods up to 48 feet in length and 60 inches in diameter. The company says a combination of plant capacity, skilled craftsmen and high quality standards (ISO 9000 certification) result in a complete "in house" cylinder repair that will meet or exceed OEM standards. Garrod Hydraulics recently announced a new partnership with Manitowoc Crane Care to provide this same service for Manitowoc Crane Group products. Representing Garrod will be Brian and Jennifer Hollerbusch.

Goldhofer

Offering individual solutions for the heavy duty transport sector is the daily business of the German manufacturer of specialized transporters Goldhofer. Goldhofer works to multiply its clientele by new developments, for which it has distinguished itself, and has become among the world's leading supplier of heavy duty transporters. Heavy duty modules are the main pillar of this range of products. These modules offer a flexible transport system that solves all kinds of transportation tasks

in the payload range of 70 to more than 10,000 tons.

Goldhofer has developed a special modular system for the North American market, including a two- and four-axle heavy duty modules type THP/DL that can be used as so-called dual lane trailers with increased axle loads on public roads. This is achieved with required axle spacing, special axle configurations and track widths being adapted to the US market. This concept is accepted by most states since operation of the modules is possible in three different vehicle widths, including 16, 18 and 20 feet.

H&E Equipment Services

Established in 1961, H&E Equipment Services is a full-service equipment distributor, providing rentals, sales, parts, service and training. H&E specializes in heavy equipment for construction, industrial, material handling and mining, along with nearly every SC&RA application. This year's SC&RA Show visitors are encouraged to review a focused exhibit that targets the Crane Remanufacturing Services of H&E Equipment Services.

With locations in Belle Chasse, LA; Birmingham, AL; and Houston, TX, H&E has the distinction of being one of a few crane dealerships capable of re-manufacturing cranes to meet manufacturer specifications and requirements. The booth will graphically showcase the remanufacturing process of a Manitowoc 4600 Dragline crane from a core machine through tear down, inspection, blasting, reassembly, painting and delivery-ready.

Although H&E Equipment Services is the authorized Manitowoc, Grove, American/Terex, E-Crane, Shuttlelift, and Marine Travel Lift dealer in many locations throughout the US, the company can service and remanufacture nearly every make and model, including Link-Belt, Bucyrus Erie, Lima and P&H.

J&R Engineering

A regular Product Fair participant, J&R Engineering is the manufacturer of Lift-n-Lock hydraulic boom gantries. Meet key staff and see examples of J&R Engineering products in action. J&R gantries are claimed to offer the ultimate in structural strength when lifting heavy loads to ever-increasing heights. Safety features include telescopic booms and a Cam Lock system.

Kalyn Siebert

Kalyn Siebert, a subsidiary of Heil Trailer International, is a leading manufacturer of low bed and heavy haul trailers located in Gatesville, TX.



Representatives will be on hand at the Product Fair to talk about their trailer line, specifically the "Commander" series, introduced last year. The name Commander was chosen for the new line of hydraulically detachable gooseneck trailers because of their superior market performance, the company says. The Commander excels in demanding and diverse work environments, both on and off road, under extreme weather conditions and under various types of loads and loading profiles.

KHL Group

KHL Group, publisher of *American Cranes & Transport* and our sister publication *International Cranes and Specialized Transport*, will host a booth at the SC&RA Annual Conference Product Fair. As the largest provider of international construction information, KHL has nine magazines, two exhibitions, digital magazines, internet, e-casting, contract publishing, direct mail, research, directories, books, and videos.

Products include: *International Cranes and Specialized Transport*, *American Cranes & Transport*, *International Construction*, *Construction Europe*, *Demolition & Recycling International*, *International Rental News*, *Access International*, *International Construction China* and *American Lift & Handlers*. KHL also publishes the weekly *World Construction Week* e-newsletter. Stop by the booth to hear about the newest product launch, a history book in a coffee-table book format commemorating the 60th anniversary of the SC&RA.

Liddell Trailers

Liddell Trailers, located in Springville, AL, has been a leading manufacturer of premium-quality, custom low bed trailers since 1981. The company specializes in custom, heavy-haul units for both on- and off-road use for a variety of companies on a local, national and international level, providing trailers ranging from 55 ton, three-axes to 14-axes and hydraulic transport systems. Liddell Trailers also serves as the US sales representative for Nicolas Hydraulic Suspension Trailers. Liddell has a full-functioning manufacturing facility, but also encourages repair jobs on any brand of trailer, as well as full refurbishments.

Liebherr Ehingen

The Liebherr plant in Ehingen, Germany is among the world's most advanced mobile crane factories. A leading manufacturer of mobile and crawler cranes, Liebherr's product

range of all-terrain mobile cranes spans from two-axle 35 metric ton cranes up to nine axle cranes with a load capacity of 1,200 metric tons. The lattice-boom cranes on truck carriers or crawler chassis achieve load capacities of up to 1,350 metric tons. The universal boom and jib systems and comprehensive additional equipment offered by Liebherr make these cranes popular on building sites throughout the world. Liebherr-Werk Ehingen GmbH was founded in 1969 and has matched customers' needs by expanding and updating the factory's facilities. This policy of reinvestment to maintain Liebherr's position as a world crane market leader has resulted in constant technical advances for the lifting industry. The Ehingen facility can produce more than 1,400 mobile and crawler cranes each year.

Liebherr Nenzing

Liebherr Nenzing Crane Co. manufactures and distributes lift cranes up to 330 ton capacity, duty cycle machines, and combination piling and drilling machines. Representing the Nenzing group are Scott Moreland, vice president of sales; Tom Diano, sales Gulf Coast; Thomas Heller, sales Midwest; and Tobias Haemmerle, Houston inside sales administration. Please stop by the booth to pick up literature and/or load charts for the full line of lift cranes, duty cycle machines and piling and drilling machines. Be sure to ask about their new 330-ton LR 1300 lift crane.

Lift Systems

Lift Systems Inc. has introduced three new models to its extensive gantry product range. The company's range includes more than 27 models with capacities ranging from 20 to more than 1,000 tons. Two models expand the MiniJack series of hydraulic telescopic gantries: the Model 2033SC ranges from 6 feet tall retracted to 16 feet tall extended, and the Model 2033SCT ranges from 7½ feet tall retracted to 20½ feet tall extended.

The other model introduced is an addition to the PowerTower series of gantries, the Model 34PT5400WT, a 500 ton capacity PowerTower with a maximum lift height of 35 feet. Standard features of this gantry include tandem pumps for equal jack extension, large work platforms, and the proprietary Wedge Interlock System to prevent wedge engagement during retraction.

The recently introduced CARL (Computer Aided Remote Lifting) Control System has provided a leap forward for gantry technology with several models already working in the field. Other new rigger friendly

accessories added to Lift Systems' line up include Universal Risers, Continuous Side-Shift Systems, and Adjustable Lift Links.

Lifting Gear Hire

At the Lifting Gear Hire booth meet Tony Fiscelli, general manager of LGH USA operations, and Keith Marynowski, manager of the Chicago branch. Lifting Gear Hire will feature an exhibit which displays all aspects of its business – rental, sales, and service of all kinds of lifting and rigging equipment. The company carries numerous hoisting products for rental or sale such as come-a-longs, clamps, lifting and spreader beams, modular lifting beams, personnel baskets and barrier grabs. They also stock rigging, pulling and jacking equipment such as wire rope slings, hydraulic jacks and rams, winches, and sheave blocks.

Link-Belt

Link-Belt is proud to attend the SC&RA 2007 Annual Conference and to sponsor the breakfast on Thursday, April 12. Bill Stramer, vice president, marketing, sales and customer service; Brax Snyder, manager, worldwide sales; and Pat Collins, manager, lattice boom cranes will represent the company at the conference. The Link-Belt sponsored breakfast will feature Doug Keeley's, "The 12 Notes of Music: Limited Tools, Unlimited Potential." The message: "It's not the tools; it's what you do with them."

Link-Belt Construction Equipment Co., with headquarters in Lexington, KY, is a leader in the design and manufacture of telescopic boom and lattice boom cranes for the construction industry worldwide.

LJ Companies

The LJ Companies of Rhode Island – including LJ Crane & Rigging, LJ Heavy Hauling and Rigging, and LJ Specialized Logistics – is a fast-growing privately held crane, rigging and specialized logistics company that does business throughout North America. In 2006, LJ was named by Inc. magazine to its exclusive "INC. 500" List of Fastest Growing Private Companies. Formed in 1999, LJ is a privately held enterprise that provides subcontractor services across North America in the construction and transportation industries. LJ Crane & Rigging provides crane service and crane rentals through both bare and operated rentals of hydraulic cranes, crawler cranes, and tower cranes. LJ Specialized Logistics provides specialized rigging and transportation services to the manufacturing, construction, defense, and Fortune 500 client base covering both public

and private sector work. LJ Heavy Hauling & Rigging provides heavy hauling and equipment transportation services. According to Paul Fioravanti, vice president and COO, "LJ's success is the result of focused planning, hard working employees, streamlined processes and communication among all employees, unique, high quality equipment and assets, and most importantly, an obsession with responsiveness to customer needs." The team at LJ Companies looks forward to its presence at the SC&RA Product Fair.

LUBE-A-BOOM

Lube-A-Boom, based in Indianapolis, IN, develops and distributes specialty lubricants for the heavy equipment market. Its product line includes Lube-A-Boom lubricant, Lube-A-Boom aerosol, Lube-A-Rope wire rope lubricant, Lube-A-Boom dry film and Lube-A-Gear open gear lubricant. Lube-A-Boom sells its products through a dealer network throughout North America.

Manitowoc Crane Group

The MCG collection of crane brands has a single focus: to offer customers the most advanced and comprehensive range of lifting solutions. Brands include Grove, Manitowoc, National Crane and Potain. Also represented will be support services Manitowoc CraneCare and Manitowoc CraneCredit. Meet members of the Manitowoc team, including Larry Bryce, vice president worldwide marketing and business development; Bob Hund, vice president worldwide marketing; David Birkhauser, senior vice president sales; Bruce Buchan, vice president sales; Bob Hixon, director of sales, North America; Roland Hammer, director of strategic accounts; Dave Pengelly, director of customer finance; Jay Buechler, customer finance manager; Tom Cioni, director of worldwide marketing communications; and Chris Bratthauer, marketing communications manager, Americas.

Manitowoc CraneCredit

Capital starts with a business and keeps it growing. Equipment allows a business to do its job more efficiently and competitively. Both are essential. Holding on to both often requires considerable effort and the right financial solution. Manitowoc CraneCredit can allow businesses to keep their capital and acquire the cranes they need. CraneCredit is the preferred provider of financing and leasing for all Manitowoc crane products. Manitowoc CraneCredit has



a team of financing professionals to offer proven industry experience and the highest level of service quality.

MTU Detroit Diesel

MTU Detroit Diesel Inc. is the North American regional headquarters of MTU (a Tognum Group company), one of the world's most important providers of diesel engines and drive, and propulsion systems for ships, heavy-duty land and rail vehicles, and decentralized power plants. Under the brand names MTU and Detroit Diesel, the company offers a complete line of power solutions from 30 to 12,200 bhp (20 to 9,100 kW). As the former off-highway division of Detroit Diesel, MTU Detroit Diesel also enjoys a long and proud heritage and the reputed best off-highway service and support network in North America. MTU Detroit Diesel is the only engine company with a factory and distributor support team dedicated specifically to the crane market. With MTU Detroit Diesel, owners can expect long engine life, outstanding reliability, personalized service and support, and the lowest possible life cycle costs. At the annual conference, MTU Detroit Diesel representatives will be on-hand to discuss sales and service opportunities for the Series 60, Series 500 and Series 900 engines for the crane market, and show members how its factory and distributor support team can help.

NBIS

Nations Builders Insurance Services Inc. (NBIS) provides customized insurance coverage for SC&RA members. The company was organized in October of 2001 by a group of insurance professionals who responded to a distinct market need for specialty construction insurance. Over the past five years, the company has added products and services that compliment its industry position. The company's integrated approach includes in-house underwriting, claims adjusting, safety management, litigation control and marketing services.

NCCCO

The National Commission for the Certification of Crane Operators (NCCCO) will be announcing plans for the expansion of its CCO program in the coming year with the addition of two new programs: rigger and signalperson certification. Information on opportunities to participate in the development process will be provided. In addition, complete information will be available on the latest refinements to the CCO mobile, tower and overhead crane operator programs,

along with updated candidate and employer handbooks.

North Cascade Industrial

North Cascade Industrial is a software developer for the crane, rigging and trucking industry. The company makes lift planning software (Compu-Crane), dispatch software, and web applications (LiftQuote.com) designed to aide the construction industry with tools for calculating ground bearing pressure and sling lengths, view load charts, and find the right crane and crane rental company needed to make a lift.

North Cascade Industrial will be showcasing its new dispatch program, ground bearing pressure program and lift planning program. The company will be demonstrating a new product in development for rigging and 3-D planning. With this program, users will be able to create a rigging plan that can be saved as a CAD drawing and that can be loaded into any lift planning program or drafting program that accepts dxf/dwg graphics. The program will also have easy to use drawing and dimensioning tools to monitor spacing between objects.

Other modules in development include the ability to order and download permits, calculate miles and fuel usage, fleet maintenance, driver logs, quoting, and accounting integration. Brad and Tawnia Weiss will be present at the show to answer any questions.

Rayco-Wylie Systems

Rayco-Wylie Systems has been in the crane monitoring systems, products and services business for more than 70 years. The original Wylie Systems founded in 1933 pioneered the first crane overload warning system in the world.

Ridewell Suspensions

Ridewell Corp. has served the truck, trailer, bus, motor coach, and recreational vehicle industries in North American and international markets since 1967. The engineering-driven company was built on its ability to design and manufacture a wide range of innovative air-ride, rubber-ride, steel spring, and mechanical suspensions and controls for niche markets.

Ridewell holds over 30 active patents for exclusive features that provide for low maintenance and superior ride quality. An outstanding feature for air suspensions is their double-bonded, clamped-in monopivot bushing that forms the basis for many easily serviced, single pivot designs. The bushing is replaceable with simple hand tools, no hydraulics required.

For alignment, Ridewell's Speed Set feature permits 1/2 to 1 inch manual adjustment with a pivot bolt torque requirement of only 450 foot pounds. Other patented features, such as their contoured weld-on axle seat, reduce weight and maintenance by eliminating U-bolts and decreasing axle stress concentrations.

For rubber-ride models, Ridewell's proprietary geometry offers independent axle movement on tandem drive applications. The design process at Ridewell utilizes CAD/CAE/CAM engineering and finite element analysis. Prototypes undergo accelerated fatigue testing on the company's state of the art 4-axis test rig. Combined with field testing, the tests allow Ridewell to put a product on the road with confidence that it meets performance and durability requirements.

Ridewell Suspensions are installed by major O.E.M.'s and a network of US and international dealers who also provide service parts.

Rigger Lift

Rigger Lift, a custom forklift manufacturing company based out of Davison, MI, was originally founded in Canada. Owner Dirk Rinz purchased the company in mid 2004 and relocated it to Michigan. After carefully redesigning and incorporating 25-plus years of machinery moving experience into the forklifts, its current design has allowed the company to grow from the original 12,000 square foot facility into a 48,000 square foot manufacturing facility.

With such growth comes a very promising future. Rigger Lift units are built to the highest manufacturing standards without recycled components. While imitations are available, the true Rigger Lift is manufactured in the US. Rigger Lift has assembled a group of employees dedicated to manufacturing outstanding forklifts for all applications. Happy to help in any way, Rigger Lift can also manufacture custom booms, repair competitors' forklifts, and manufacture any specialty equipment for forklifts.

Riggers Manufacturing Co.

Riggers Manufacturing recently bolstered the EZLifter line of gantries with the Model EZ600-33. This addition to the EZLifter family of telescopic gantries boasts a 1,380 ton maximum capacity on a four leg set-up with a 710 ton capacity at the full extension of 33 feet. Well known for their stability, fast set-up time, and ease of use, this model rollout incorporates the new CARL

Control System to allow the ability to synchronize lift and travel of up to eight jack legs. The portable belly pack allows the operator to view the lift from any angle, maximizing safety on critical lifts. Riggers Manufacturing also has incorporated the CARL Control System on all new Trilifter mobile pick and carry machines. The addition of the CARL technology has made a vast improvement in the smoothness of operation of the EZLifter and Trilifter over its previous PLC control systems.

Rigging Gear Sales

Rigging Gear Sales, (RGS) located in Dixon, IL is known primarily for one thing – hydraulic telescopic gantries and mobile pick and carry machines. The need versus supply problem is solved with the RGS rent to sell program, supplying customers what they need – zero lead time, and the confidence that they are buying the right equipment to suit their needs.

Another practice employed is the ability for a customer to trade in their current system on a different unit. Over the years, to meet demand, RGS has added inventory to its fleet of hydraulic telescopic gantries for rental and sale. The company's current fleet of new and used gantries ranges from 20 to more than 850 ton systems with maximum heights of over 40 feet with 525 tons.

In addition to an extensive stock of gantries, RGS also has an extensive line of accessory equipment, which it rents with the company's own systems, and to current owners of systems to supplement their equipment inventory. Rigging Gear Sales prides itself on providing one-stop shopping. Other products they rent include: high capacity forklifts, mobile pick and carry machines to 75 ton capacity, machinery moving dollies, and hydraulic machinery carts.

Ritchie Bros. Auctioneers

Ritchie Bros. Auctioneers is the world's largest industrial auctioneer, conducting more than 175 unreserved industrial auctions every year. The company has more than 110 offices around the world, including 33 permanent auction facilities. Because Ritchie Bros. guarantees an unreserved auction, there are no reserves, no minimum bids, and no owner buy-backs. Bidders know that they are only bidding against other legitimate bidders.

Buyers can trust that they will pay fair market price where every item is sold to the highest bidder. And when selling equipment in a Ritchie Bros. auction, the seller gets more than a simple unreserved auction, they get

the "Ritchie Bros. package." This can include inspection and appraisals, global marketing and advertising, suggesting and overseeing repairs and refurbishing, searching for liens and collecting sale day proceeds.

On auction day, a Ritchie Bros. auction is an experience in itself, an entertaining, fast-paced affair. Equipment moves onto the ramp past a large, covered seating area where the bidders can participate in comfort, sheltered from weather. Stationary equipment is sold in the auction yard with the help of a mobile sound truck. All services including catering, security and shuttle services are provided for the convenience of customers. The business of Ritchie Bros. is quite simple: the company provides a global marketplace for both buyers and sellers of industrial equipment. Ritchie Bros. works with many equipment owners in all parts of the world and can conduct an auction at any location. Ritchie Bros. is a proud sponsor of the 2007 SC&RA Annual Conference.

Rogers Brothers Corp.

Mark Kulyk, president of Rogers Brothers Corp., will be at the Product Fair, where members can learn about the range of trailers manufactured by the company. Rogers is a 102-year-old, family-owned company dedicated to manufacturing the highest quality lowbed trailers on the market. The company's long-term success is a direct result of its commitment to build the best trailer for each customer.

The result has been a series of design innovations that solve tough hauling problems. Rogers trailers' attributes include the No Foot, a self-lifting detachable gooseneck designed to provide greater deck height adjustment with no ram foot touching the ground; the Dolly Link, which improves the weight distribution between the trailer and helper dolly; and the Wheel Wells, award-winning wheel-sized depressions built into platform and dropside model trailers, enabling haulers to attain increased overhead clearance for wheel loaders and scrapers without stripping them down.

Rogers' specialized trailers, which are built to individual hauling needs, offer a wide selection of payload capacities, deck styles, gooseneck lengths and other optional equipment. Add a removable axle, an interchangeable deck or a detachable rear frame for a specialized trailer that masters unusual loads and conditions. For less demanding jobs, the company also manufactures detachable and fixed gooseneck trailers and lightweight tag-alongs.

Royal Tractor

Since 1970, Royal Tractor has been custom designing and manufacturing heavy mobile industrial material handling equipment. The company's Liftmasters and Rig-n-Lift cushion tire lift truck product lines are available from 15,000 to 150,000 pounds capacity. The Rig-n-Lift models are designed for the rigging industry and include hydraulic powered booms, extendable frames and segmented, removable counterweights. All Liftmasters and Rig-n-Lift models are designed to offer compact dimensions for the best maneuverability in their rated capacity class. Jim Hardwick, president, and his wife Kathy, and Ron Christopher, national sales manager, and his wife Jolene, will attend the conference.

Senarc Systems/ Crane Dispatch

Developing computer software that lifts scheduling and dispatching to a higher level is the specialty of Senarc Systems. Visual Dispatch takes a powerful yet flexible approach to scheduling equipment, employees and jobs. Print job tickets and invoices, and integrate with accounting software.

Create reports that can be exported to Excel or printed to a PDF file. Send text messages to operator cell phones with job information, reminders or bulletins. Add multiple resources, equipment and employees to any job with just a few mouse clicks. View schedules in a traditional spreadsheet format or a graphical chart. With the intuitive interface users can modify the layout to fit their needs. Companies of all sizes save time with Visual Dispatch. Point. Click. Schedule. See a live demonstration under the Crane Dispatch display.

Slingmax

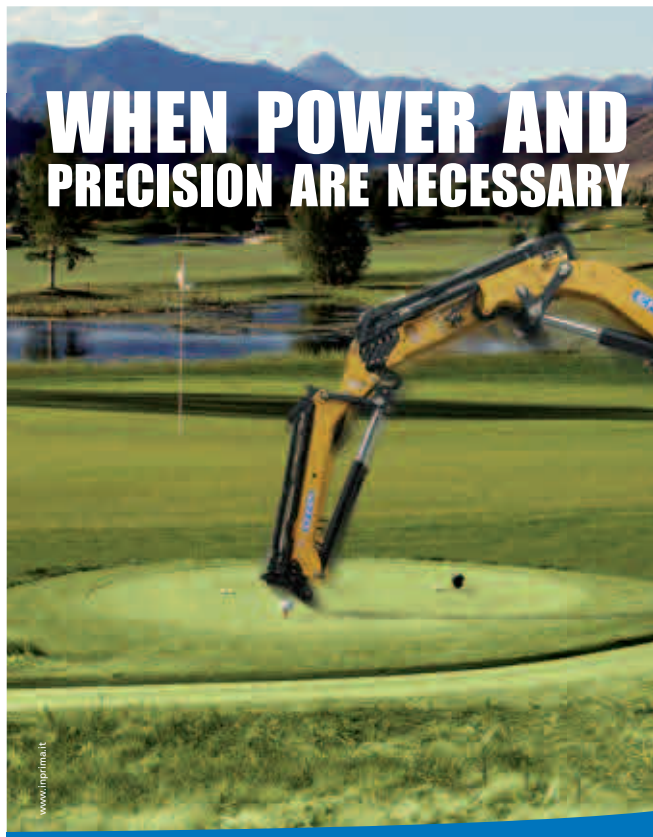
Jeff Susman, president, will host the Slingmax booth, assisted by local dealers. Slingmax Rigging Solutions include both high performance slings and high performance wire rope slings. These products are fabricated and sold under license by 34 independent companies in 11 countries.

Southwest Wire Rope

Southwest Wire Rope, Southwest Synthetic Systems and Haynes Wire Rope combine to make Teleflex Heavy Lift "your single source" for wire rope, synthetic rope, related hardware and wire rope installation and spooling services. Products include a large inventory of wire ropes including Gold Strand, which is available in a full range of diameters and constructions to meet customers' varied needs.

Southwest Wire rope offers a

WHEN POWER AND PRECISION ARE NECESSARY



Conditioned to maximum performance

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Stay Informed—Timely Updates on Current Issues

"In a family business like ours, there's a danger of becoming isolated... SC&RA has been helpful in keeping us abreast of developments in our industry and providing a forum for discussing important issues."

Lawrence Curran,
J.J. Curran Crane Company

Networking Opportunities to Grow Your Business

"The friendships and business relationships we've developed through SC&RA's meetings have allowed our company to grow faster than it would have otherwise..."

John Ward, All States
Freight Systems

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"Through participation in SC&RA, members are in a position to change the industry in a positive way."

I've experienced that personally in the areas of crane operator certification and federal safety standards for construction crane operations..."

Doug Williams, Buckner
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Statewide-Nationwide Bucket Truck Escorts

Statewide-Nationwide Bucket Truck Escorts was formed in 2003 by Billy D. Ralls, president and CEO, as a division of Statewide Traffic Signal Co. With its office in Houston, TX, Statewide-Nationwide Bucket Truck Escorts responds to the growing demand to provide bucket truck assistance to transportation companies moving high loads throughout Texas and nationwide. The division is managed by Gary Tuttle and a team of professionals with expertise in route surveying and removing and reinstalling traffic signals to allow easy passage of high loads through intersections, non-high voltage wires, and highways.

Superior Tire & Rubber Corp.

Superior Tire & Rubber Corp. is the manufacturer of the Rowles-A-Long rigger skates as well as rubber and polyurethane solid industrial tires, and rubber and polyurethane track pads. Superior Tire products, such as OEM tires and wheels, can be found on most major brands of lift trucks including the heavy duty rigging trucks familiar to the SC&RA membership.

Superior Tire & Rubber offers a complete range of sizes and mounting designs for track pads to attach to excavators, dozers and some cranes. Rowles-A-Long skates are designed with high capacity, yet low rolling resistance polyurethane load wheels. Additional distinguishing design benefits include a heavy duty 1-inch shaft to eliminate breakage, special 6205zz-16 bearings and a permanent rubber pad for cushion and grip. New this year is the Rowles-A-Long steer skate. As always, replacement components including wheels are available directly from the manufacturer. Representing Rowles-A-Long and Superior Tire & Rubber are Tim Rowles, designer of Rowles-A-Long skates, and Bill LeMeur.

Trail King Industries

Trail King manufactures a complete line of trailers for the construction, commercial hauling, aggregates, waste, recycling and agriculture

markets. Trail King open deck trailers include utility, tag, tilt, rollback, hydraulic tail, and sliding axle trailers; rigid, mechanical, and folding gooseneck trailers; hydraulic detachable gooseneck trailers; and specialized multi-axle trailers for heavy haul applications.

Trail King materials hauling trailers include half round, side dump, bottom dump, and dry bulk pneumatic trailers; aluminum frame-type and frameless end dumps; and live bottom trailers. Trail King is part of the Transportation Products segment of Carlisle Companies, which is based in Charlotte, NC, and owns 12 operating companies, and employs more than 12,000 people around the world.

Transport Systems and Products Inc.

Transport Systems and Products brings new and innovative products to the Product Fair this year. Leading the way is the new SPMT 3000-SPIC from Scheuerle, a 9.8 feet (3 meter) wide self propelled modular transporter that utilizes Scheuerle's state-of-the-art electronic steering program and hydrostatic drive system.

TSP will also be introducing a maintenance/restoration solution for water-spotted, faded and mineral deposit stained windows. Using this polymer polish/cleaner on windshields will improve visibility and safety by helping to keep windshields cleaner and longer.

TSP will also be showing a full line of GPS navigation systems by industry leaders such as Garmin, Lowrance, Magellan and more. They will also be showing an array of vehicle mounts by the most prominent name in the business, Ram Mounts. Ram builds high quality vehicle mounts for laptop computers, printers, tablets, GPS, cell phones, cameras, electronics and more. Remember the TSP motto: Any weight, any speed, any direction – land, sea and air – products that keep you moving.

USI

A leader in crane and rigging insurance and risk management brokerage, USI is focused on helping crane and rigging companies become more successful by offering comprehensive management of insurance programs and risk management needs. USI offers strategic advice and counsel with creative risk solutions to meet individual needs. In early January 2007, USI announced that it had entered into a definitive merger agreement to be acquired by GS Capital Partners, a private equity affiliate of Goldman, Sachs & Co. Randy Proos and Jeff Haynes will be available to discuss USI's services.

Versa-Lift/Custom Mobile Equipment

Custom Mobile Equipment, which has been in the machinery moving business since 1983, will again host a booth at the Product Fair. The company will be promoting their Versa-Lift product line. The Versa-Lift is a compact, solid-tired lifting machine with two-speed hydrostatic drive, hydraulic boom and extendible frame.

Watson & Chalin

Watson & Chalin was started in 1984 with the intent to revolutionize technology for the commercial freight and trucking industries. They develop several types of auxiliary truck suspensions, from steerables to non-steer rigid, pusher or tag axles. They cover many areas: Concrete (front discharge, rear discharge, site mixing, pumping), dump tankers, feed, refuse, heavy haul, crane, and logging.

Watson & Chalin also makes all types of trailer suspensions, whether its primary or auxiliary, steerables or non-steer rigid, air ride or mechanical. They make suspensions for all types of trailers including: lowbed and drop decks, auto hauler, platform (flats), dumps (end dump, belly dump, and side dump), live floor, chip trailers, logging, tankers and dry bulk, feed, heavy haul, specialty and off-road test. Representing the company will be Robert "Bob" Voss, OEM trailer sales manager and Robert Schneider, regional sales manager.

Wells Fargo Insurance Services

Wells Fargo Insurance Services is the fifth largest insurance broker in the US and the fifth largest insurance broker in the world. The company's 150 offices nationwide place more than \$8.5 billion in risk premium annually. The company's team has a superior level of knowledge in commercial insurance, employee benefits, administrative services, excess and surplus lines, reinsurance and international coverage.

Well Fargo's industry specific concentrations include risk management and insurance services to the crane rental, rigging, millwrighting and transportation industries.

Wells Fargo Equipment Finance provides equipment financing and leasing for virtually all equipment needs. The focus is on meeting the demands of middle market companies with creative and competitively priced proposals. Wells can customize leasing programs ranging from general equipment lending to construction, transportation, aircraft or office technology.

WHECO Corp.


WHECO Corp. will be participating in its ninth consecutive Products Fair with Ron Williams, Dave Wood and Jay Shiffer on hand to explain the company's approach to engineered structural repairs and crane restoration. For more than 29 years, WHECO has been providing specialized repair and restoration services to the crane industry. Since last year's conference, WHECO has added a new 43,000 square foot repair facility in Aiken, SC, and has partnered with Liebherr Cranes of Ehingen to provide structural repairs in the western United States.

WHECO provides full turnkey repairs including fabrication, hydraulic, mechanical, electrical, machining and painting services. Focusing on the skilled trades allows the company to complete time and cost-effective repairs by being able to fabricate or manufacture long lead time and/or obsolete parts and components. WHECO prides itself on being able to provide OSHA, Cal-OSHA, ANSI and AWS compliant repairs and by bringing integrity to the process and understanding to the misconceptions surrounding engineered structural repairs for cranes.

WHECO is also proud to have three members of its team active on SC&RA committees – including Dave Wood who is on the Allied Industries Group Governing Committee; Jay Shiffer who is serving on the Safety Education & Training Committee; and Doreen Williams who is active on the Ladies Group Governing Committee.

XL Specialized Trailers

XL Specialized Trailers has been a leading manufacturer of premium quality, commercial and construction style trailers that combine safety, durability and value since 1995. XL is a privately held company that boasts an excess of 100 years of trailer building knowledge. XL's selection of specialized trailers includes The Cheater, Hydraulic Detachable, Hydraulic Detachable Extendable, Mechanical Detachable, Mechanical Full Width and Rigid Gooseneck, The Competitor, Step Deck, Step and Flat Deck Extendable, Slider, Pow-R-Tayl, Tag, Tilt Tag, Booster, Flip Axle, and Jeep.

Some other trailers manufactured for the unusual load include The Paver Special, Tank Hauler and The Everything. Quality and workmanship make up the foundation of what this company is based on and have made it what it is today. XL is very proud to be a member of SC&RA. Attending this year's conference will be Scott Wall, general manager. 



In a change of format, *ACT* offers an exclusive profile of NBIS executive vice president **Kevin J. Cunningham**. *ACT* writer and NBIS vice president of risk services **Timothy Hillegonds** takes readers on a journey where life, sports and, of all things, insurance meet on the 50 yard line

The passion to prevail: A patriot's story

“There is no telling how many miles you will have to run while chasing a dream.”

Author unknown

It is late morning in March in Central Florida and the blue sky above Orlando provides a welcomed break from the icy grasp of Chicago's winter. The sun shines brilliantly from its perch high above the aptly named Sunshine State, casting shadows in the shape of Disney characters as far as the eye can see. The light breeze that blows across the lake is just strong enough to bring the familiar aroma of Arturo Fuentes finest cigar to the noses of those sitting close to us and it dawns on me that the piquant scent of his Opus X cigar has become a trademark of sorts.

The Specialized Carriers & Rigging Association (SC&RA) is celebrating over 20 years of “moving forward together while meeting industry challenges” at the annual Specialized Transportation Symposium. The venue is Disney's Coronado Springs Resort, themed to resemble regions of Mexico and the American Southwest. From the palm shaded courtyard in front of the glistening lake I sit, recorder in hand, with Kevin J. Cunningham, a respected member of SC&RA, poised to take a stroll with him down the proverbial pavement of memory lane.

At 6 feet 5 inches, 245 pounds, he's a man who literally stands above the crowd. With a personality to match his stature, he's larger than life at times, known, in part, for his

passion, emotion, and the championship ring he wears on his right hand. He's a mainstay at SC&RA functions, talking and laughing with colleagues, always willing to lend an ear, or a legal resource, to someone who needs it.

But where did he come from and, more importantly, why is he here? How did the captain of the best Iowa State football team in the history of the school end up breaking bread with some of the biggest crane companies in the nation?

In a story that starts with football and relies partly on lessons learned by Hall of Fame coach Earle Bruce, we go all the way back to Chicago's notorious Southside and start where all good stories start, at the beginning.

In 1956, in the heart of blue collar Chicago, James and Dorothy Cunningham welcomed their first son into the world. Originally from the Eastside South shore neighborhood, James made his mark as an entrepreneur with a trucking company named Langway Express. From its modest start of one refrigerated truck, he worked his way through the bustling streets of an ever changing city until 13 trucks were delivering meat products to businesses spanning from Uptown to Morgan Park. As a result of his father's business, Cunningham found himself one of the 50,000 people who worked the one square mile that made up The Chicago Stock Yards in the late 1960s. Humping carcasses from truck to truck, he spent summers splattering blood stains on the lapels of his blue collar.

A big kid from the onset, he stood six foot in junior high school, it didn't take long for him to get bit by the football bug. He was recruited by local high schools who hoped to hone in on, and benefit from, his football talents. Eventually choosing Leo High School, which had to bus its team to nearby Ryan's Woods to play because of the lack of grass on campus, he went on to become the captain of the football,



basketball and boxing teams. Growing five inches and putting on 120 pounds during his four years of high school, by the time he stepped off the field his senior year he had 27 college scholarship offers.

In large part due to the rebuilding phase the team was in, he made his decision and donned the red and gold jersey of Iowa State. A division 1 school, the university was hoping the recent recruitment of University of Tampa head coach Earle Bruce would help turn their unimpressive football program around.

Cunningham saw playing time as a freshman and made it to the starter's roster his sophomore year. As an offensive tackle in 1976, Bruce's fourth season at the helm,



TIMOTHY J. HILLEGONDS is the senior claims investigator for NBIS Construction & Transport Underwriters, Inc. He is the lead coordinator of the "Shockloss Claim Investigation Process" developed by Kevin Cunningham and the SC&RA Insurance & Risk Management Committee.



The Cyclones 1977 team photo



Cunningham on the move with Iowa State...

1977 Cyclones notched an 8-3 regular season mark and a bid to the Peach Bowl. Iowa State eventually fell to North Carolina State 24-14 but Cunningham's championship spirit was now fully birthed. The Cyclones remained in the bowl picture in 1978, traveling to the Hall of Fame Bowl in Birmingham, AL. The team was led offensively by Cunningham and All American running back Dexter Green with both players playing great despite Iowa's 28-12 loss to Texas A&M. The 1978 Cyclones are widely revered as the best football team in the history of the school.

After the completion of the season Cunningham was heavily recruited by the Dallas Cowboys. Intent on playing ball for a professional squad, he spent the summer training with the Cowboys at mini-camp. Through grueling practices and relentless two-a-days, he fought and tackled his way to notoriety.

And then as quickly as success had come, tragedy struck.

Ten days before the NFL draft he was involved in a motorcycle accident that left him with a fractured leg and an unrecognizable wrist. He spent 20 days in the hospital undergoing multiple wrist and knee reconstructive surgeries. Locker rooms were replaced by doctor's offices and the long and taxing rehabilitation process that every athlete fears began.

The heart to fight

When injury befalls an athlete he is tested to his core. No longer reliant on his ability to perform, the game becomes psychological. The fundamental difference between good and great, between pedestrian and excellent, is the ability to persevere. For guys like Cunningham, winning isn't the result of an action, it's the action itself. It's a mindset, a predisposition, a deep-seated root in what every athlete knows as simply, the "code of honor."

As his recovery progressed to a manageable state, he left the comfort of Chicago and relocated to California after being able to gain access to the Oakland Raiders training facility. From inside the gym, while the rest of the world was getting ready to watch Mt. St. Helens erupt in Washington and the anticipated election of former actor Ronald Reagan as president, he pushed through the adversity and made a full recovery. But his quest to play football was far from over.

Upon returning to Chicago in 1979, Cunningham went to work for the Chicago Health Club, literally making the time he spent in the gym a full time job. Fearing the accident may have caused him to miss his window, like a Pella factory, he decided to make his own.

Within 30 days of being back in the Windy City, Cunningham had personally written to and sent films to all 26 NFL teams. The words of Earl Bruce rang through his head: "Do more than what others expect. Always do your best. Expect more than what is possible." And while the pragmatic viewpoint of those who watched him closely said his efforts were futile and his opportunity had not only already knocked, but rang the bell and left as well, he was invited to train with the Denver Broncos, the New England Patriots and the Cowboys.

In 1979 Cunningham accepted a free agent contract to play with the New England Patriots. Donning the colors of the American flag, Cunningham played for a short time but was cut after the second pre-season game. Once again, it seemed that his football dream would elude him.

A true life audible

It was about this time in 1980 that Ronald J. Real founded the American Football Association. Aimed at providing a post-season championship tournament for teams calling themselves minor leagues, the World Football League division of the AFA was started. The Chicago Fire, a rehabilitated version of the team that was introduced in the mid-1970s, took interest in Cunningham. After playing for and winning the 1981 division championship at Soldier Field, Cunningham and the rest of the Fire traveled to West Virginia to play in the highly anticipated world championship.

Cunningham's ferocity on the field helped the team beat the mighty Nebraska Huskers. The win was arguably one of the biggest upsets of the year and as a result the squad went 8-3 and were ranked 18th in the nation. Bruce was named Big 8 Coach of the Year and four of his players were selected first team all conference. Nevertheless, the Cyclones were denied bowl bids by the selection committees.

Disappointed that they would be bowl-less that year, the team went back to the practice field and trained even harder. As a result, Bruce, Cunningham, and the rest of the Cyclones accepted bowl bids in '77 and '78. Behind captains Cunningham, Mike Tryon, Tom Randall, and Tom Boskey, the

Cunningham's passage through life and football at this point had taken him from one side of the country to the other. He had prevailed when the odds were stacked against him and proven that determination and heart could defy mathematics.

After that championship game in 1981 though, life blitzed Cunningham in a way he could have never expected. His single biggest fan, his sister, was found dead while studying for finals in California. A bigger hit than he had taken in all of his days playing ball, he hung up his jersey and walked away from football forever – it seemed that life had called an audible.

As the football field faded away, he traded in his cleats for loafers and launched his career in the insurance industry. Getting his start with a specialty insurance company serving the forest products business, he went from loss control to sales to brokerage.

By the mid-1990s Cunningham had spent over a decade fighting the traditional insurance model of claim management. His maverick philosophies and bulldog approach to business scared the lead out of underwriter's pencils but his elemental belief, that heavy construction risk could be contained if you fixed the problem at the core level – that being the claims – had gained favorable responses from key industry groups like the SC&RA.



Cunningham during his Iowa State football days

The first risk management-based SC&RA member insurance program was introduced in 1995 and, as the saying goes, the rest is history. With the help of guys like Jimmy Lomma of New York Crane and the late John Bohne of Imperial Crane, Cunningham was able to hear the needs of the SC&RA loud and clear. The industry as a whole was tired – tired of being beat up by a broken insurance model and a flawed legal system. Tired of paying claims simply because one of their cranes had showed up at a job. They were tired of lip service and broken promises and people who talked the

talk but couldn't walk the walk. And this, I believe, is wherein the difference lies.

Cunningham and CEO Peter Foley have instilled in NBIS the lessons he learned on the playing field. Together they have dedicated themselves to developing and maintaining a "fighting machine" for SC&RA members. As a businessman, Cunningham is far from traditional to say the least. But as a football player and a member of our group, and a personal friend of mine, he's exactly what we would expect.

Excellent.

act

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OPPORTUNITY
for us and **U**.

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Specialized Transport Symposium wrap up...

On March 7-9, SC&RA built on its long, proud tradition of successful Specialized Transportation Symposiums with an event that attracted 376 registrants from 40 states and five nations to the Disney's Coronado Springs Resort in Orlando, Florida. Among the attendees were representatives from the Federal Motor Carrier Safety Administration, 12 state departments of transportation, and more than 150 companies.

From the beginning, the symposiums, originally known as the Oversize-Overweight Transportation Symposiums, have served as a forum for bringing together specialized transportation experts from industry and government.

Dennis Ehler, then director of the Iowa Department of Operating Authority, set the tone in his presentation at the first symposium in Dallas, Texas.



BELOW: Attentive audience members take notes during a symposium session.



"There is a critical need for an exchange of information; no longer can we act as independent states...We're making life miserable for truckers as well as shippers," he told his fellow state officials.

Barriers continue to be broken down during the symposiums. For example, during a panel discussion of state permitting officials at this year's symposium, the Missouri Department of Transportation's Jan Skouby thanked SC&RA for pulling together transportation officials from Indiana, Kansas, Minnesota and Missouri for the first meeting in several years of the Mississippi Valley State Highway and Transportation Officials (MSVSHTO). The MSVSHTO meeting was one of several regional permit officials meetings held in conjunction with the symposium.

"This year's Symposium set a new standard for demonstrating the importance of industry and government working in a partnership to resolve difficult and important issues," says Doug

LEFT: SC&RA Vice President Doug Ball presents a cash prize to Chris Challis, Speedy Heavy Hauling, Inc., whose name was selected during a drawing at the Exhibit Center.



ABOVE: Michael Broome, Tomorrow's America Enterprises, explains how success is achieved through cooperation.

ACT exclusive: members recognized

Long timers

In recognition and appreciation of loyal membership, the Specialized Carriers & Rigging Association (SC&RA) presents the following Longevity Awards ranging from 25 to 55 years during its Annual Conference, April 10-14, at The Westin La Cantera Resort, San Antonio, TX:

55
Years

➤ Bigge Crane and Rigging Co., San Leandro, CA

45
Years

➤ Gelock Transfer Line, Inc., Grand Rapids, MI

40
Years

➤ Guay, Inc. Crane Service, Montreal, Quebec, Canada

➤ Link-Belt Construction Equip. Co., Lexington, KY

➤ G.M. Smith Limited, Toronto, Ontario, Canada

35
Years

➤ All Erection & Crane Rental Corp., Cleveland, OH

➤ Comdata, Fort Wayne, IN

➤ Connelly Crane Rental Corp., Detroit, MI

➤ Goldhofer Aktiengesellschaft, Memmingen, Germany

➤ Hampton Cranes, Inc., Bettendorf, IA

➤ Howard I. Shapiro & Associates Consulting Engineers, P.C., Lynbrook, NY

➤ Johnstone Machinery Movers, Inc., Perrysburg, OH

➤ The Crosby Group, Inc., Tulsa, OK

➤ William B. Meyer Rigging, Inc., Bridgeport, CT

30
Years

➤ J.J. Curran Crane Company, Detroit, MI

➤ Imperial Crane Services, Inc., Bridgeview, IL

➤ Premay Equipment Ltd., Edmonton, Alberta, Canada

25
Years

➤ American Mat & Timber Co., Inc., Houston, TX

➤ BSE Industrial Contractors, Inc., Birmingham, AL

➤ Diamond Steel Construction Co., Youngstown, OH

➤ Jan Packaging, Inc., Dover, NJ

➤ Panhandle Crane Service, Amarillo, TX

➤ Precision Rigging & Contracting Co., Inc., Santa Rosa, CA

Ball, SC&RA vice president-Transportation. "The lively interaction and participation exemplified what can be accomplished through face-to-face discussions."

This dialog took place during the numerous educational sessions and the question-and-answer periods that followed; at

two-dozen booths during the two Exhibit Center sessions; and at special receptions to celebrate the 20th Anniversary of the annual symposiums.

"Discussion among dedicated professionals with safety and efficiency as the foundation leads to results," says Ball. "This was a dynamic event!" **act**



AWRF meets in Palm Springs

The Associated Wire Rope Fabricators will hold its general meeting April 22-25 in Palm Springs, CA. The show for the lifting, rigging and load securement industry has now also opened its doors to manufacturers and distributors.

Gathering at the Renaissance Esmeralda hotels, the three-day event will feature the Product

Information Exhibition, which happens every other year.

The association promotes interests common among companies that manufacture, fabricate, or distribute lifting, rigging and load securement devices made of steel chain, rope, and synthetic products. The association works to establish technical information, and

encourages the development of safety standards and programs, and product identification procedures.

For more information on the show and travel arrangements, call 248-994-7753 or visit www.awrf.org

The association will again meet this fall at the Fairmont Le Chateau Frontenac, Quebec, Canada, October 7-10. **act**

Kneeland named COO of United Rentals

Michael J. Kneeland has been named executive vice president and chief operating officer of United Rentals. He has been with the rental company since 1998, serving as its district manager until the acquisition of Equipment Supply, and then his responsibilities expanded to



Michael J. Kneeland

Hirschmann hires customer service rep

Tim Martin has joined the Hirschmann Automation and Control (PAT) as a customer service representative. He is responsible for working primarily with crane OEM accounts, providing support for the company's line of crane operator aids.

Martin comes from the manufacturing industry, where he worked as an on-site representative, responsible for planning and customer service.



Tim Martin

include districts within United's aerial operations. Kneeland was subsequently named vice president, aerial operations in 2000, and vice president, southeast region in 2001, before becoming executive vice president,

Giar named sales manager

Palfinger announced that **Keith Giar** has been appointed sales manager for the large crane division in North America. In his new position, his responsibility will be to help develop the new large crane product range, as well as to help support and maintain an open sales channel with the company's dealer network.

Giar joins the company with more than 24 years experience in the area of articulated cranes, truck-mounted equipment and hydraulics. He will be based out of Freeport, MI.

operations.

"His wealth of experience has been instrumental in helping our company to shape its strategy and achieve significant growth," said **Wayland Hicks**, chief executive officer at United. **act**

New COO named at Stafford

Stafford has selected **Ed McHale** to be the company's chief operating officer. McHale will be based out of the Raleigh, NC branch and is responsible for overseeing the establishment of common procedures and practices across all 11 Stafford locations.

McHale had been serving as vice president of operations for Stafford's Ashland and Roanoke, VA locations. Prior to that, he spent 19 years in both the rental and distribution sides of the equipment business, including positions as district manager for a national rental company and operations manager for two Caterpillar dealerships.



Ed McHale

2007

SC&RA Annual Conference

April 10 - 14, 2007
San Antonio, TX

SC&RA Crane & Rigging Workshop

September 20 - 22, 2007
Kansas City, MO

ConExpo US, Asia shows set new record

The 2008 international construction exposition **ConExpo-CON/AGG** has set an exhibit space sales record, climbing to more than 1.9 million net square feet of exhibit space already. The show, slated for March 11-15, 2008 at the Las Vegas Convention Center, already has more than 1,000 exhibitors signed up.

This is the fourth consecutive time that the triennial exposition has broken its previous exhibit space total, starting with the 1999 show. The last show, in 2005, topped off at more than 1.88 million net square feet and was the largest trade exposition of any industry in the United States or Canada that year. For more information on attending or exhibiting, visit the web site at www.conexpoconagg.com

More than several months prior to **ConExpo Asia 2007**, set for December 4-7, 2007, exhibit space sales are also strong. Exhibit space sales had already surpassed the size of the 2006 show's exhibit space by the January 31 deadline for priority space assignments. The show will be held at the Chinese Export Commodities Fair (CECF) Pazhou Complex in Guangzhou, China. The show's web site, www.conexpoasia.com, will carry updated exhibitor lists and provide other news as the date grows closer. **act**



international diary

2007

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What is your business/industry?

(Please check one box only)

- 1 ☐ Construction contractor/Consultant
- 2 ☐ Crane and heavy equipment rental
- 3 ☐ Specialized transportation
- 4 ☐ Dockside/Offshore
- 5 ☐ Utility
- 6 ☐ Manufacturer of lifting and transport equipment
- 7 ☐ Other industry
- 8 ☐ Distributor
- 9 ☐ Other (please state) _____

What type of equipment/products/ services do you purchase, specify, use or sell?

(Please check applicable boxes)

- ☐ Mobile cranes
- ☐ Truck cranes
- ☐ Crawler cranes
- ☐ Tower cranes
- ☐ Boom trucks/Loader cranes
- ☐ Rigger trucks
- ☐ Hydraulic gantries
- ☐ Dockside/Offshore cranes
- ☐ Specialized transport
- ☐ Telehandlers
- ☐ Safety/Training
- ☐ Rigging hardware
- ☐ Components

☐ None of the above

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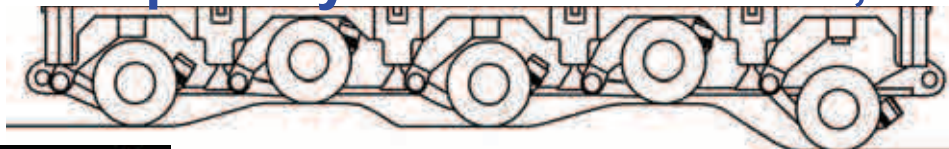


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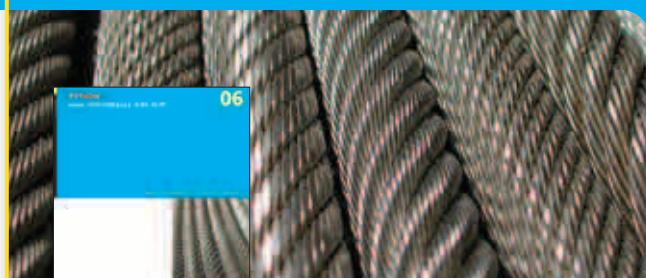


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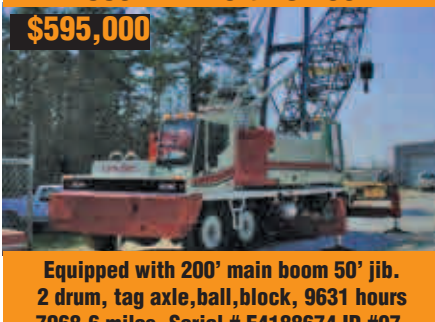


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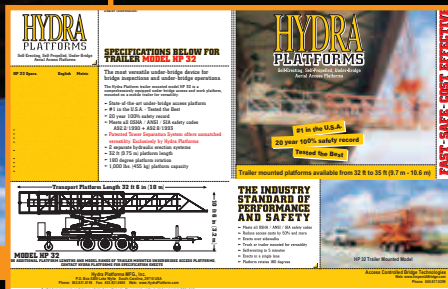
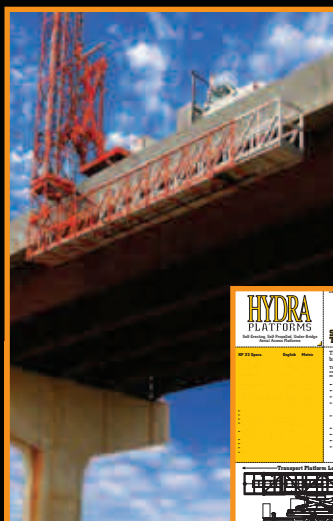
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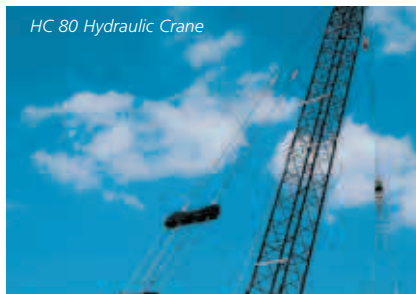


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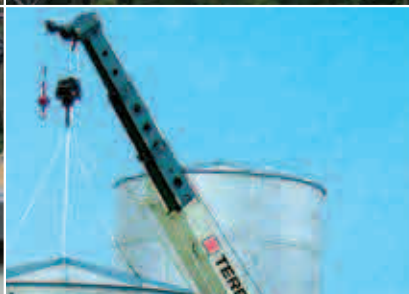
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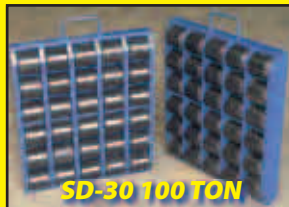
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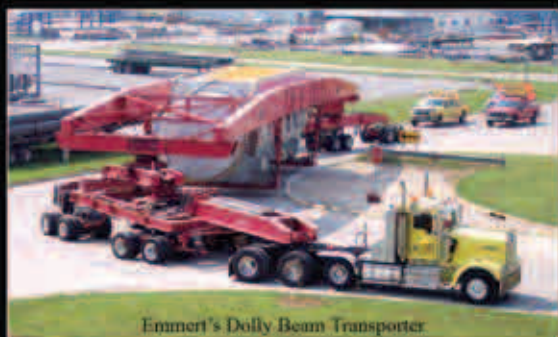
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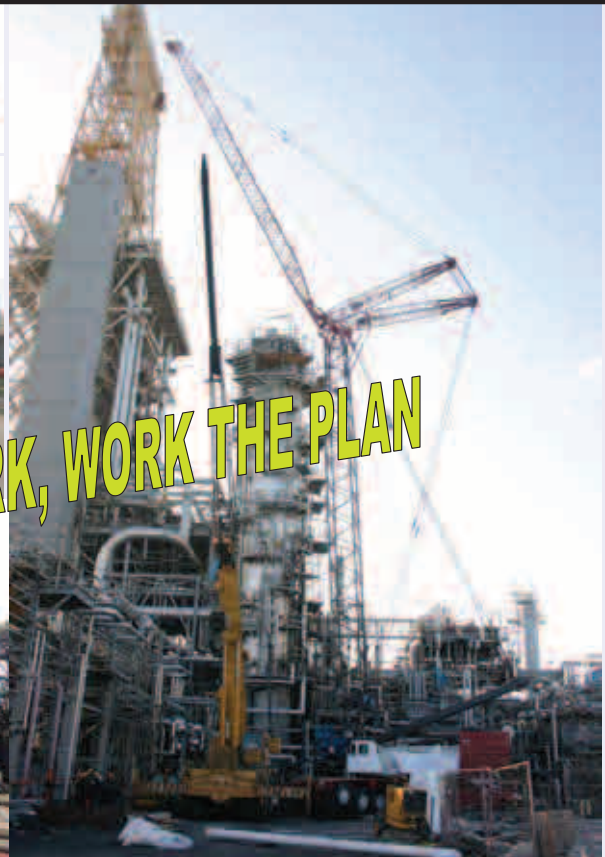
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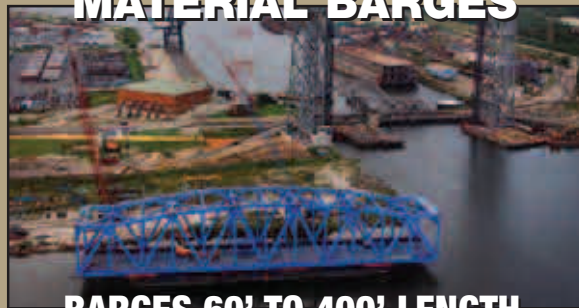
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