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ACT

The magazine for the crane, lifting and transport industry

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**SC&RA
Annual
Conference
Preview
& Show
Guide**

MARKETPLACE

**PRODUCTS, PARTS
& ACCESSORIES** 80

**EQUIPMENT FOR
SALE OR RENT** 90

**CRANE & LIFTING
SERVICES** 101

**TRANSPORT &
HEAVY HAUL** 102

Left Coast Lifter!

**A superstar on the San
Francisco Bay Bridge project**



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to the crane, rigging and specialized transportation industries



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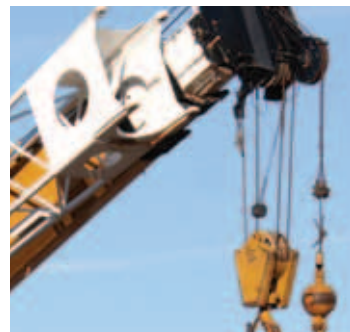
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Wow.



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Telescopic Truck Crane



Who's who at KHL

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Milestones

At press time, we were just about to board the plane for Las Vegas for ConExpo/Con-Agg 2011. Our KHL team in the US, UK, South America and around the world is excited to see the people and the equipment that make this such a dynamic industry. Some people view ConExpo as a milestone in the economic upturn. Let's hope they are right. We held open a couple of pages to offer readers a few images from the show. Look for additional coverage in issues to come.

All the while, the heart-wrenching news from Japan is a monumental concern for all of us in the crane, rigging and transport sector. The impact of this devastating earthquake, tsunami and related nuclear power plant issues will be felt for many years to come. Our hearts go out to the people of Japan and our industry colleagues from there and working around the world.

Growing up in a 'crane family,' our daughters are intrigued by cranes and the work they do. Last month, our daughter who lives in Dallas called and exclaimed: "You won't believe the cranes that are being set up across the street from my office. There are two crawlers and two tower cranes and some other equipment too." My first question was what type of project are these cranes working on? She explained that it's a new high-rise residential/apartment project going up in the Dallas Design District, known as Lower Oak Lawn. What intrigued me was that it is a *residential* project. I keep hearing that when residential projects come back, the economy will really be on the mend. So that is good news. Here's a link to information about the project, and also a link to an onsite webcam to check out those cranes: www.LowerOakLawn.com/1400HILine.

It's amazing to me how many projects these days feature around-the-clock webcams of projects in progress. These cameras provide real-time action on jobsites and offer other benefits as well. One big project that you can keep tabs on via webcam is the reconstruction of the San Francisco Bay Bridge. In our Site Report Rigging on page 43, we provide a progress report on the project, specifically the effort to lift the fourth tower segments in place on the SAS portion of the East Span. Also in this article we provide an update on the work of the Left Coast Lifter, a huge crane built specifically for the heavy lifting assignments on the Bay Bridge project.

Lindsey Anderson takes an in-depth look at the auction business in North America as it applies to cranes and specialized transportation equipment and vehicles. See her report on page 31.

April is the time for the SC&RA Annual Conference. This year's meeting looks to be a great one. To commemorate this event we've dedicated a huge portion of the magazine to SC&RA events, programs and of course, our Annual Conference Products Fair Show Guide, starting on page 57.

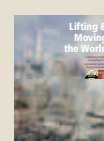
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Designed to work on the San Francisco Bay Bridge reconstruction, the Left Coast Lifter has a 1,873-ton capacity. See our Site Report on page 43



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NEWS 8

New models from Linden Comansa; Sany opens first phase of new plant; Manitowoc announces new factory in Brazil; and much more



CONEXPO-CON/AGG 13

A recap of the big extravaganza in Las Vegas. *D. Ann Shiffler* reports

BUSINESS NEWS 16

The Heavy Equipment Index nearly set an all-time high in February before unrest in North Africa and the earthquake in Japan deflated the markets. *Chris Sleight* reports

SAFETY/TRAINING 19

Unfeasible government regulations can negatively impact the way companies do business and impact safety in the process. *Terry Young* reports

CERTIFICATION NEWS 20

B30 group debates the use of calculators again; NCCCO reaches out on OSHA rules and more

INTERVIEW: 23

GARY STANG

Gary Stang enjoys the people and the challenges in the business of specialized transportation. *ACT* reports

QUARTERLY RIGGING REVIEW: 27

CRANE STABILIZATION

No longer can crane operators make their own outrigger pads with materials scavenged at the jobsite. *Carter Sterling* discusses the keys to purchasing heavy duty outrigger pads

INDUSTRY FOCUS: 31

AUCTIONS

Cranes keep bringing in large amounts of cash for sellers. *Lindsey Anderson* reports

SOTWARE: 37

LIFT PLANNING

As technology evolves, so does lift planning software. *Lindsey Anderson* reports

SITE REPORT: LIFTING 40

When heavy snow damaged the hangars (and 20 executive jets) at Dulles Jet Center, CSE was called in to execute some heavy lifting. *ACT* reports

SITE REPORT: RIGGING 43

The fourth section of the self-anchored suspension span of the San Francisco Bay Bridge was lifted into place in early March. *ACT* reports

PEOPLE & EVENTS 77

Stramer, Porter elected to Link-Belt board and other people and events news



COMMENT 49

Representing the interests of members regarding regulations under consideration by the federal government is an ongoing SC&RA priority. *Joel Dandrea* reports

STS REVIEW 51

SC&RA's Specialized Transportation Symposium offered attendees critical information. *Terry White* reports

INSURANCE PROGRAM 54

SC&RA's exclusively endorsed insurance plans are safe and secure and a premier member service. *Terry White* reports

ANNUAL CONFERENCE SHOW GUIDE 59

The association's annual conference is jam packed with educational sessions, committee meetings, receptions, networking events and fun

RISK MANAGEMENT 74

Are you properly covered to finance your losses? *Bill Smith* discusses

MARKETPLACE

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

PRODUCTS, PARTS & ACCESSORIES 80

CRANE & LIFTING SERVICES 101

EQUIPMENT FOR SALE OR RENT 90

TRANSPORT & HEAVY HAUL 102

■ Coast Crane will no longer distribute new Manitowoc and Grove crawler and telescopic cranes following its acquisition by Essex Rental Corp. The company will, however, continue to be a new equipment dealer for Potain tower cranes, including self-erecting and city hammerhead models in the western US, Alaska, Hawaii and Guam.

Coast will also remain a 'national key account' for all the Manitowoc Crane Group products and continue purchasing new equipment for its rental fleet and parts directly from the manufacturer.

Coast Crane, now a wholly-owned subsidiary of Essex, will continue as a new equipment dealer for other manufacturers, including Tadano, Mantis, Little Giant, Manitex, Lull and other lines.

■ Construction recruitment specialist 4 U Recruitment has extended its offering worldwide with the launch of a new division specializing in crane jobs and heavy lifting projects around the world. The www.crane-jobs.com site is dedicated to the heavy lifting sector and its disciplines in construction projects around the world.

For 2010 4 U Recruitment reported a 33 percent increase in annual turnover, despite economic pressures in the sector. "With the world's construction market springing back to life, skilled crane operators, supervisors and managers are now in constant demand," said Nigel Lewis, managing director.

Manitowoc expansion in Brazil

Manitowoc Cranes has announced it will build its first Latin American factory in Brazil. The facility will be located in Passo Fundo, a city in the southern state of Rio Grande do Sul.

Larry Weyers, executive vice president of Manitowoc Cranes' Americas region, said the company intends to build different models of cranes at the new factory.

"It's time for us to start manufacturing here," he said. "Our philosophy is always to be as close to customers as possible. That applies to everything we do – design, manufacturing, sales and service. Over the last few years, we have significantly enhanced our presence in Latin America, and this new factory demonstrates Manitowoc's belief in the market potential."

Construction of the 25,000

square meter factory is expected to begin 60 days after final approval by local government officials. Upon completion, it is expected to generate over 300 jobs. The initial focus of the factory will be the production of mobile hydraulic cranes. Manitowoc anticipates the first cranes will



A rendering of Manitowoc's new manufacturing facility

come off the production line as soon as 15 months after construction begins. ■

Western Pacific named Manitowoc dealer

Manitowoc has announced Western Pacific Crane and Equipment as the exclusive distributor of Manitowoc, Grove and National cranes in western North America and the South Pacific.

Western Pacific will represent the full line of Manitowoc lattice boom cranes, Grove mobile telescopic cranes and National Crane boom trucks. Potain tower cranes will continue to be marketed and sold by Coast Crane Company, a wholly owned subsidiary of Essex Rental Corp based in Chicago.

As a newly formed affiliate of the Lanco Group of Companies, Western Pacific Crane and Equipment will sell, rent, service and provide product support in the states of California, Oregon, Washington, Alaska and Hawaii, as well as western Canada, Guam and the Marshall Islands.

New Terex/Topower alliance

Ron DeFeo, chairman and CEO, Terex Corp., visited the manufacturing operations of the company's latest crane manufacturing joint venture in China for an event to celebrate its new partnership with Shandong Topower

Heavy Equipment Co. In late 2010, Terex signed an agreement with the privately held company for the manufacture of lattice boom crawler cranes.

"Our partnership with Topower represents a significant step forward for the Terex Cranes product portfolio and for our presence in the Chinese market," says DeFeo.

With production facilities in Luzhou for truck cranes, in Xiamen for port equipment,

and in Jinan for crawler cranes, Terex Cranes has a significant manufacturing presence and distributor network throughout China, plus sales and service offices in Beijing and Shanghai, the company said.

"China is a strategic market offering strong potential growth for our company," said DeFeo. "We are enthusiastic about this venture and the additional potential it brings to participate in the significant infrastructure and commercial development that we expect will be continuing across China for many years to come." ■



Ron DeFeo and Zhang Yongjiang celebrate the partnership between Terex and Topower



Sany opens first phase of new plant

Sany America recently celebrated the opening of the first phase of its new assembly plant in Peachtree City, GA. Georgia Governor Nathan Deal was joined by Hunan Provincial Governor Qiang Zhou to celebrate the construction of the new facility.

As part of the ceremony, Governor Deal and Governor Zhou were joined by Sany Chairman Wengen Liang to present Sany America's SRC860 rough terrain crane, one of the products that will be manufactured at the Peachtree City facility.

"The SRC860 is the first US-tailored product designed by a joint Chinese/American team at Sany," said Richard Hunter, product manager of cranes. "The 60-ton class is the highest volume RT market in the US, and the SRC860 from Sany is positioned well for performance, reliability and transportability."

Sany introduced two additional RTs, the SRC840



Sany America dignitaries and the Governor of Georgia celebrate the opening of Phase One of the company's new manufacturing facility in Peachtree, GA

and SRC860XL, at ConExpo in March.

In addition to manufacturing, the facility will also house sales, engineering, testing, service and parts distribution plus serve as Sany America's corporate headquarters.

The end of the first phase of construction

marks the completion of the company's main infrastructure. The factory is set to begin production at the 420,000-square-foot facility later in 2011. To date, Sany America has made a \$60 million investment through the completion of phase one, the company said. ■

HIGHLIGHT

■ Manitex has recently received orders totalling more than \$11.5 million for boom trucks. The machines are expected to ship during the second and third quarters of 2011, the company said.

While weighted toward the energy sector, Manitex said the orders represent seven customers serving such markets as general construction, rental fleet additions and retail sales to the Mexican market. The company said the orders have increased the Manitex boom truck backlog to its highest level since August 2008.

Replacing Chicago Harbor Lock Gates

On average, more than 40,000 vessels, 900,000 passengers, and 200,000 tons of cargo pass through the gates of Chicago's 72-year-old Harbor Lock on Lake Michigan each year. The lock itself opens and closes 11,500 times yearly, according to sources. Owned and operated by the US Army Corps of Engineers, the Harbor Lock has been amid restoration, including the installation of new lock gates.

General Contractor James McHugh Construction is handling the project. Central Contractors Service of Chicago, a member of the ALL Erection & Crane Rental

Corp. family of companies, was contracted to provide the lifting power to get the new gates in place. To get a crane to the jobsite out in the middle of the river necessitated a barge mount.

Central's team decided

to use its 300-ton-capacity Manitowoc 4100W S-3 ringer crane rigged with a 140-foot boom. The crane has a total picking radius of approximately 72 feet and is outfitted with a capacity-enhancing ringer attachment.



The Manitowoc 4100W S-3 Ringer was erected on the barge at the Iroquois Landing dockside facility in Chicago. The new fabricated gates, with a total weight of 180,000 pounds, were loaded up and the barge was towed by tugboat to Navy Pier, a trip of three hours. The lift and installation of the new gates took place in late 2010 and early 2011. ■

Central Contractors Service used its 300-ton-capacity Manitowoc 4100W S-3 Ringer on a barge to replace gates at Chicago's Harbor Lock

New models from Linden Comansa

Tower crane manufacturer Linden Comansa has introduced two new models of luffing-jib cranes. The company says the new models will be available by the end of April. These new cranes, LCL 310 and LCL 280, altogether with the LCL 190 presented last year in Bauma, form the new family of luffing-jib cranes from Linden Comansa, which will be completed this summer with the launch of a fourth model, the LCL 165.

The design and development of the new series has been based again in Linden Comansa's modular system. Most jib sections are interchangeable between the cranes. The tower sections are interchangeable with the cranes of the same series, and also with the models of other

series of flat-top cranes.

Both cranes bring the new features included on the LCL 190 including the electronic coordination between the luffing and hoisting mechanisms that, with a push-button, allows the operator to move the load horizontally when operating only the luffing movement.

As well, this base can be used on the cranes 21 LC 750 and LCL 500, models, which could only be erected until now with the 10-meter base. With this new product, Linden Comansa completes its range and offers a new solution between the already existing bases, 6 and 10 meter wide, respectively.

Linden Comansa is also testing the prototype of the new Panoramic XL cabin, which will soon be available as an option in the LCL series of luffers and LC2100 series of tower cranes. The new cabin keeps the same advantages of the standard Panoramic cabin (acoustic insulation,



The new LCL 310 and LCL 280 will be available to customers by the end of April

full view of the load and work area and tinted glass), but it is half a meter longer, which means there is more space for the crane operator. The new Panoramic XL cabin will

feature a small refrigerator, an air handling unit (instead of an air conditioning) and space to place a microwave or any other small appliance to improve the workers' comfort. ■

Ritchie sells 120 cranes

Auctioneer Ritchie Bros. sold more than 120 cranes for \$14.5 million at its February sale in Orlando.

"The success we had selling cranes in Orlando last month is a great start to another strong year of global crane sales for Ritchie Bros.," said Steve Kriebel, Ritchie regional manager. "Not only did we manage to increase our gross auction proceeds from crane sales compared to last year, we also sold cranes to buyers in more countries."

For more on Ritchie Bros. and the auction market, see our feature story on page 31.

A Fassi F150A crane was mounted on a tractor unit to help construct the China Konlun scientific station in Antarctica. A number of other Fassi cranes were used on the project based at Dome Argus, the highest area in Antarctica, said the company. They included the 13 ton-meter rated F150As and 11.2 ton-meter F110As.

The Fassi cranes were supplied by 600 Cranes Australasia Pty Ltd, Fassi dealer for Australia, New Zealand and the Pacific islands. Caterpillar and AGCO tractor units, on which the cranes were mounted, were supplied by William Adams Pty Ltd, Caterpillar dealer for the Australian states of



Victoria and Tasmania. The company specializes in the provision of tractors and machinery for worksite activities in polar conditions.

Much of the work was carried out in below zero temperatures. It included loading and unloading construction materials for the station and recovering vehicles from the harsh conditions. The Fassi cranes also carried out dual lifts to place large structures, including containers.

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CONEXPO High hopes

At press time for *ACT's* April issue, the day before the opening of ConExpo-Con/Agg 2011, crane, rigging and transportation exhibitors were polishing their cranes and their pitches. **D. Ann Shiffler** reports



The eve of the big opening day at ConExpo, exhibitors were putting the finishing touches on their booths, booming up cranes, buffing tires, stocking their bars and practicing their presentations. While the expected throng of prospective customers were likely enroute to Las Vegas, many of those who planned and set up the exhibits had

RIGHT: A crane that is sure to get a lot of looks is Link-Belt's all new, all Link Belt ATC 3275 built in Lexington, KY for the North American market



ABOVE: New from Broderon is the IC 200 industrial pick and carry crane

Kobelco Cranes unveils crawler crane models with new emission standards and G Mode, a new energy-saving assist system. Right is the CK2750G, a 275-ton capacity crawler



been in town for weeks.

With our handy press passes, we were able to get a sneak peak on Monday March 21, a day that started out with thunderstorms in the early morning hours but by 9 a.m. was a stellar blue sky day, a little cool, and a little windy. Most >14

LEFT: In the German Pavilion, Goldhofer is showing off the versatility of its self-propelled modular transport systems

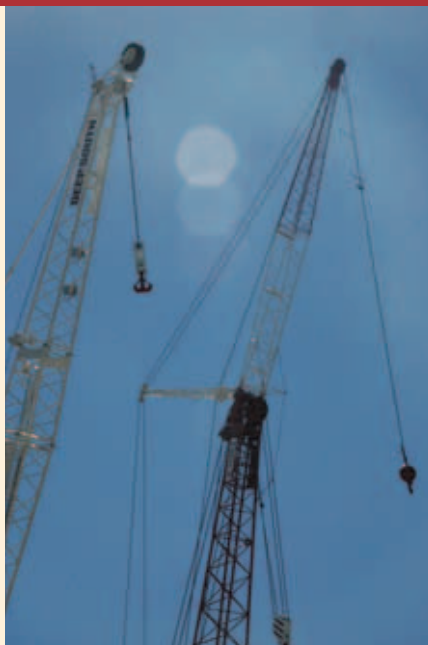


ABOVE: Known for its performance on US wind farms, the 660-ton Liebherr LR 1600/2 crawler can be rigged with a 617-foot boom, with a 315-foot main boom and a 315-foot luffing jib

booths were completely set up with just a few things left to do before the opening day crowds started arriving on Tuesday.

Following is a preview of what we saw and a promise for much more coverage of this huge show in our May issue. ■

RIGHT: With its futuristic operator's cab, the Sany SCC 8200 crawler was designed for crawler markets in the US and Europe



ABOVE: The Terex stand features several new machines for the world crane market



ABOVE: Manitowoc is showing its latest all-terrain crane, the GMK 6300L. Also on the stand is the impressive Manitowoc 16000 rigged with the wind attachment



ABOVE: The Tadano 75-ton GR 750XL rough terrain crane is among several ATs, truck cranes and boom trucks at the tadano booth

At the Manitex International stand, a Badger CD 4430 rough terrain crane is displayed beside a Manitex 40124S boom truck



BELOW: Trail King brought in several models of its extensive range, including its newest SPMT designed to compete with similar European-made transport systems



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ACT's Heavy Equipment Index came within a whisker of setting an all-time high in February before unrest in North Africa and the earthquake in Japan deflated the markets. **Chris Sleight** reports

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, Joy Global, Manitowoc and Terex**

What next?

The high tide mark for the ACT Heavy Equipment Index was 212.39 points, set in April 2008. February this year saw it come perilously close to overtaking that record, but in the end, the index topped-out at 211.69 points.

So no new record, but the fact that the index has recovered so dramatically underlines the robust sentiment among investors and the strength of the global heavy equipment market. Granted, the American market is still at a relative low, as are sales volumes in Europe, but the strength of regions like Latin America and the developing Asian markets are offsetting the weaker areas.

Sales volumes are by no means back to their pre-credit crunch peaks, but the cost cutting that took place in 2009 means equipment manufacturers are now much leaner and are returning profits similar to those seen in the boom years, despite the lower volumes.

But of course all good things must come to an end, and there is a traditional seasonal pattern to the markets, where the rally in the early part of the year runs out of steam as investors take their profits. This year, there was added impetus from the pro-democracy protest in North Africa and the Arabian Gulf, along with the devastating earthquake that hit Japan on March 11.

Initially markets took little notice of the uprisings in North Africa, but as the protests and sporadic fighting in Libya became more drawn-out, the oil price began to rise quite sharply. Although it is a major oil producer, accounting for about 3 percent of the global oil supply, there is thought to be enough slack in the system for other producers in the OPEC cartel – most notably Saudi Arabia – to keep meeting demand. Governments also keep their own strategic stocks of oil, which is another buffer to help prevent a 1970s-style oil shock.

However, the bigger worry is that now that Tunisia and Egypt have disposed of their dictators, unrest will spread throughout the region. Few will shed tears if the region's strong men are deposed, but there will be major economic consequences if the oil supply from the Middle East and North Africa – which meets about 40 percent of world demand – is seriously disrupted in the process.

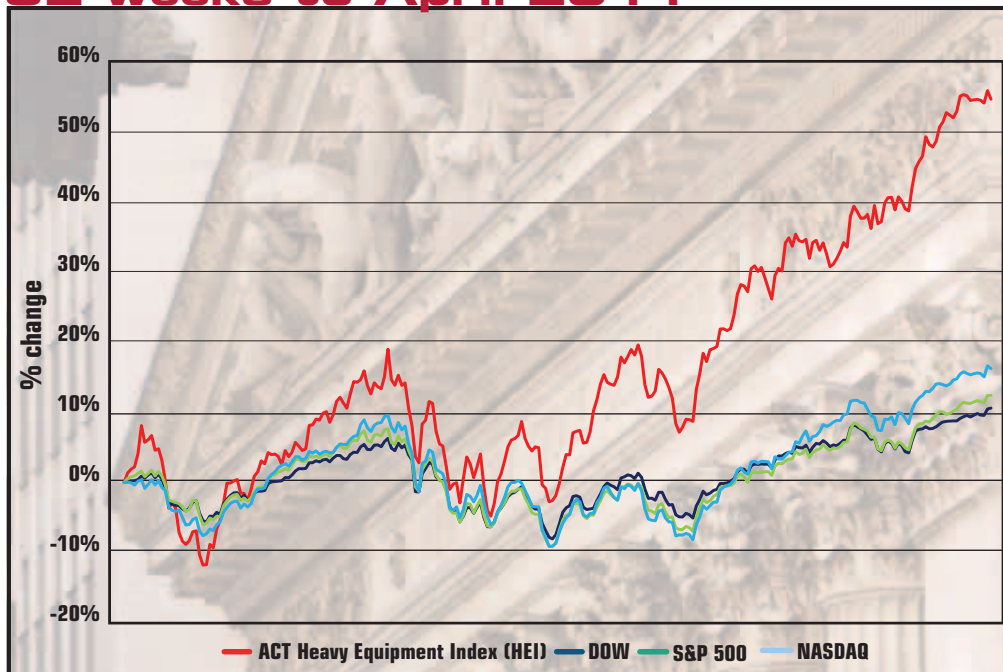
A further uncertainty for the markets is the long-term impact of the March 11 earthquake in Japan. The death toll from the quake – the biggest to hit Japan since records began – is expected to top 10,000 and the final bill for reconstruction work is likely to be hundreds of billions of dollars.

As ACT went to print, the situation in Japan remained precarious, with technicians struggling to limit the damage following a series of explosions at the Fukushima Daiichi nuclear power, while powerful aftershocks were still being felt on Japan's Honshu island. Japanese Prime Minister Naoto Kan has described it as the country's most severe test since the end of WWII.

What this means for the markets remains to be seen. Natural disasters tend not to cause long-term declines in the stock markets, but rather sudden 'blips' that are soon recovered. The instinct is to sell immediately due to the uncertainty created by such events. Markets tend to bounce back in the following weeks as the situation comes under control.

A bigger threat to the world's economic health is the rising oil price. Although the markets have more or less shrugged this off so far, the prospect of more unrest in the Middle East cannot be discounted yet. ■

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Unfeasible government regulations can negatively impact the way companies do business and impact safety in the process.

Terry Young reports

On January 18, 2011, the White House released an executive order from the president of the United States to improve regulations and regulatory review. Last year the administration increased OSHA fines, and this year new trucking regulations were imposed that are economically burdensome may have a significant effect on SC&RA members. The SC&RA membership are the leaders in the crane and rigging industry and must lobby the current administration to limit unfeasible regulations that will impact the economy. Following is a brief summary of the executive order.

General principles

Our regulatory system must protect public health, welfare, safety and our environment while improving economic growth, innovation, competitiveness and job creation. It must promote predictability and reduce uncertainty, and allow for public participation and an open exchange of ideas. And it must identify and use the best innovation and the least burdensome tools for achieving regulatory ends. The new regulations must be easy to understand and take into account the benefits and costs, both quantitative and qualitative. Each agency is required to ensure the benefits justify the cost.

Public participation

Regulations shall be adopted through a process that involves public participation. To the extent of the law each agency shall afford the public with an opportunity to participate in the regulatory process. Also opportunity to comment through the internet on any proposed regulation with a comment period generally to be at least 60 days. Before issuing a notice of rulemaking, each agency, where feasible and appropriate, shall seek the views of those likely to be affected, including those who will likely benefit from such rulemaking.

Regulatory review

Integration and innovation

Some sectors and industries face a significant number of regulatory requirements, some of which may be redundant, inconsistent, or overlapping. Greater coordination across agencies could reduce these requirements, thus reducing costs and simplifying rules. Agencies shall attempt to promote such coordination, simplification and harmonization.

Where relevant, feasible and consistent with regulatory objectives, and to the extent permitted by law, each agency shall identify and consider regulatory approaches that reduce burdens and maintain flexibility and freedom of choice for the public.

Retrospective analyses

To facilitate the periodic review of existing regulations, agencies shall consider how best to promote retrospective analysis of rules that may be outdated, ineffective, insufficient or excessively burdensome, and to modify, streamline, expand or repeal them in accordance with what has

been learned. Such retrospective analyses, including supporting data, should be released online whenever possible.

Within 120 days of the date of this order, each agency shall develop and submit to the office of Information and Regulatory Affairs a preliminary plan, consistent with law and its resources and regulatory priorities, under which the agency will periodically review its existing significant regulations to determine whether and such regulations should be modified, streamlined, expanded or repealed so as to make the agency's regulatory program more effective or less burdensome in achieving the regulatory objectives. ■

THE AUTHOR



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-xperts.com

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B30 group deliberates calculators – again

In an effort to further clarify the industry standard with respect to the use of calculators by crane operators, a working group has been established by the American Society of Mechanical Engineers (ASME) B30.5 subcommittee on Mobile and Locomotive Cranes to look further into the matter.

Currently the B30.5 standard states that “operator requirements shall include... demonstrated ability to read, write, comprehend, and use arithmetic and a load/capacity chart.” However, since 1997, the B30.5 subcommittee has repeatedly stated, in official letters of interpretation, that the use of a calculator does not satisfy the requirement to exhibit arithmetic skills. B30.5 interpretations are considered part of the standard, and carry the same weight as other provisions in the standard.

The issue continues to be debated within the industry, however, hence the establishment of the ASME working group. A report is expected by the next meeting of the B30 Committee, in May 2011.

Any change in the ASME Committee’s position will have consequences for the way in which CCO certification examinations are administered, according to Graham Brent, executive director, National Commission for the Certification of Crane Operators (NCCCO). “Contrary to certain statements in this publication and elsewhere, the calculator ‘issue’ has never been about their availability, nor how security is maintained when they are used,” Brent stated. “Certification organizations solved those problems years ago.”

The central – and only – issue, he says, is compliance with the B30.5 standard. “Put simply, as the B30.5 standard and its



NCCCO permits the use of calculators in its rigger certification exams but not its mobile crane operator exams in order to stay compliant with ASME B30.5 official interpretations

“Since 1997, the B30.5 subcommittee has repeatedly stated, in official letters of interpretation, that the use of a calculator does not satisfy the requirement to exhibit arithmetic skills.”

CCO Operator Profile: Mark F. Wessel, CCO

Mark Wessel has been operating cranes since 1968 and has been CCO certified on all types of mobile cranes since 1997. He first started with IUOE

Local 181 right out of high school – at that time there was no formal training available, so most of his learning was on the job, sitting in for older operators who could instruct him as he went. By the time he was 21 he was operating cranes nearly full time.

In the early 1990s, he helped Local 181 develop its own certification test, and he taught some of the exam preparation classes. But when CCO certification became available, they abandoned their own program and adopted NCCCO’s.

“Obtaining my CCO crane operator certification has helped

me do my job better because I am surer of the laws and rules of safe crane operation,” Wessel says. “Now I know there is no question about the proper and safe way to operate a crane. I have always prided myself on being a very safe operator, but all the study guides I read before testing gave me a deeper knowledge of safety.”

He continues to support NCCCO’s efforts. “NCCCO has taken great effort to provide complete coverage of all aspects of safe crane operation. The whole job site is a

safer and calmer place to work,” he says. “The ground crews and supervision are much more confident in my abilities when I show up on a job as a CCO certified crane operator.”

Wessel has worked in numerous power plants along the Ohio River, automotive factories, refineries, chemical plants, steel foundries, and interstate highway bridges, pouring concrete, hanging iron, driving piles, and other typical crane work. Earning his CCO certification prepared him to participate in a number of critical tandem lifts, such as moving large vessels at energy plants. He’s even operated a Kroll 10000, one of the largest tower cranes in the world, to help assemble prefabricated pieces of structured iron.

Wessel sees ongoing maintenance as the biggest challenge in operating cranes today. He sometimes feels pressure to keep working even when there are obvious problems with

the crane, so he sees the need for a national certification program for crane inspectors, such as that being developed by NCCCO in association with the Crane Certification Association of America (CCAA). He feels so strongly about this that he’s applied to help on the Crane Inspector Task Force that will develop this new certification program, and he may get into crane inspection when he retires from operating cranes.



official interpretations are now written, the use of calculators in written certification examinations is not in compliance, and therefore neither are the certifications based on them," Brent said.

The publication last summer of the new OSHA federal rules (29 CFR 1926, Subpart CC) do not change that position either, he added.

"While OSHA states that calculators may be used in tests to determine operator qualifications, many states, such as Pennsylvania, New Jersey and West Virginia, have retained a requirement that certification examinations continue to meet B30 standards, as they are entitled to do under federal law," Brent says. "The fact of the matter is that any certification program that permits the use of calculators does not meet the requirements of those states, and administrators from those states are on record as saying so. This, of course, also brings into question the portability of those certifications."

Brent added that while NCCCO does

NCCCO reaches out on new OSHA rules

In an effort to help employers, crane operators, signalpersons, riggers, inspectors, and maintenance personnel better understand their responsibilities, the National Commission for the Certification of Crane Operators (NCCCO) has been proactively disseminating information concerning the new personnel qualification requirements under OSHA rule 29 CFR 1926 Subpart CC, Cranes and Derricks in Construction.

In addition to continually updating the "Understanding the OSHA Rule and How It Affects You" area of its website (<http://www.nccco.org/OSHARuleResource.html>), NCCCO has also issued a revised edition of its *NCCCO Guide to OSHA's Personnel Certification and Qualification Requirements*, available as a free download from the NCCCO website or for purchase as a spiral-bound book. In addition to the full text of the OSHA rule, the *NCCCO Guide* also contains unique analyses, references, and resources compiled by NCCCO.

NCCCO has also hosted numerous presentations, exhibits, and webinars on the subject. NCCCO Program Manager Joel Oliva has delivered several webinars – including one to members of the Specialized Carriers & Rigging Association (SC&RA), and several to members of the International Sign Association (ISA) – and presented at the Associated Pennsylvania Constructors Conference. He's also slated to speak at the Signs Expo to be held in Las Vegas at the end of April.

■ To read more about NCCCO outreach visit http://www.nccco.org/news/NCCCO_OSHAOutreach.html.

not make American national standards, its committees of industry volunteers go to great lengths to ensure all its programs are in compliance with them. "Any change in those standards will prompt a review

of NCCCO policy," he added, "but not until then. The integrity of the program must be maintained at all times through compliance with all prevailing rules and regulations." ■

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Gary Stang enjoys the people and the challenges in the business of specialized transportation.

ACT reports



Moving ahead



As vice president and general manager of ATS Specialized, Gary Stang juggles a lot of responsibilities. Every day brings a new challenge that may involve operations, sales, customer service, recruiting, safety, finance, credit, equipment and a whole slew of other things. Keeping all these balls in the air is what keeps Stang enjoying his job and looking forward to the challenges that lie ahead.

After graduating from college with a degree in business management in 1991, Stang went to work for the marketing arm of a large, privately held travel organization. He learned from that job that he liked working in the private business sector, but he wasn't necessarily enamored with the personal vacation/travel industry. In 1993 he joined up with Anderson Trucking Service and quickly realized he had found a career that would sustain him for the long term.

"While with ATS, I have worked in the Alaska division, the van division, brokerage, and over the past 11 years the over size/overweight open trailer division known as ATS Specialized, Inc.," he says. >24

Gary Stang is vice president and general manager of ATS Specialized, Inc., a division of Anderson Trucking Services, based in St. Cloud, MN. He says the movement of agricultural equipment including tractors and implements remains strong both domestically and for export

ATS, based in St. Cloud, MN, has a long history in the transportation arena, and Stang is proud to be associated with the company that was founded in 1955 by Harold Anderson.

"I had the pleasure of working with Harold before he passed in 2001," says Stang. "Harold was one of the kindest, warm-hearted people you will ever get the opportunity to meet."

Anderson's descendants are still involved in the business, and Stang says they share in the same high moral and ethical business decision making model that he possessed.

"Fortunately for me that didn't change through the generations," he says.

Stang is active in the SC&RA and serves as the chairman of the Transportation Group. Last month he chaired the Specialized Transportation Workshop in Indianapolis, IN. He is committed to helping the industry move forward in safety and regulatory issues and working with the states on further uniformity.

What is it you like about this business?

The people. I challenge them and they challenge me.

What is it you like about it the least?

Being an irregular route truckload carrier, we certainly don't get to meet with our drivers as much as we would like. They are the most important part of the company but unfortunately we are only successful away from one another. I shake hands with drivers all the time that have been with ATS for years but we have never met before.

What do you think distinguishes ATS in the markets it serves?

Nothing really distinguishes a trucking company better than the people that represent it. All trucking companies have trucks, trailers, phones, computers and everything in between. But, it is the people that truly make you an exceptional organization that drivers and customers remain loyal to over time. ATS is distinguished by its excellent people, and I am proud to be on a winning team.

How big is the fleet of ATS? How do you characterize your company's services?

On the ATS Specialized side of the business we have 700 3-axle trucks that pull a variety of 2-axle trailers. We also have an additional 135 4-axle trucks that pull 7 to 19-axle combinations. We are an oversize/overweight asset-



Standing in front of a restored 1928 International truck that sits in the lobby of Anderson Trucking Service, Inc. world headquarters, Stang says he is concerned about the issues surrounding the over-the-road truck driver

based transportation company with a geographic focus of all of North America. Exceptional service through quality people is what keeps us alive and growing.

How has ATS weathered the economic downturn? Do you think the worst of the downturn is over?

Strong leadership led us through the economic downturn. We did undergo a 'right sizing' as most companies did.

Those were very difficult times and I often wondered when or even if better times were going to return. But the worst is over and we remain cautiously optimistic for 2011 and even more optimistic for 2012 and beyond.

What is the brightest spot in the market right now?

The movement of agricultural equipment including tractors and implements remains strong both domestically and for export. Farmers here and abroad have been fortunate with high commodity prices, and in turn are using the opportunity to upgrade equipment.

My division is foreseeing the activity in that sector to be strong throughout 2011.

What is the most compelling job you can remember ATS performing?

I could list a lot of really high, wide, heavy and long loads and also very unique commodities we have hauled in the past. What stands out are all the shipments we move that became something permanent.

An example is all the shipments that we moved for Cold Spring Granite, which is our first customer dating back to 1955.

They provided the granite for the Korean War Memorial, Vietnam Memorial and also the WWII Memorials. We have been fortunate to haul many, many loads to these monuments during their construction over the years. It is great to be part of the projects which are a tribute to all the great men and women who fought for our country.

What is your biggest concern for the business of specialized transport?

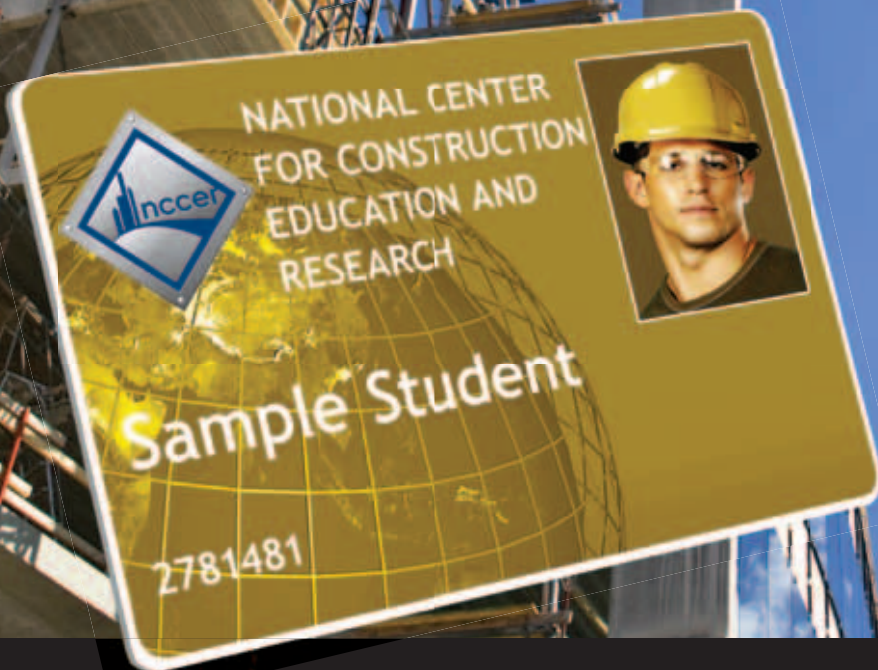
I am concerned about the issues surrounding the over-the-road truck driver. This is an aging group of people that are getting to the point of leaving the industry for various reasons such as health, physical constraints, family issues, etc.

Generally speaking the rate we need to replace drivers at is not being accomplished, and the entire industry is on alert as to how we are going to overcome this huge issue.

Freight rates are going to need to rise considerably so trucking companies can afford to pay good drivers better. Also, [we are going to need to] make this a more attractive profession for men and women entering the workforce.

What is it you do when you are not working?

Not sure who said this but I like to follow it: "Do what you love with those you love." Therefore, I love spending time with my wife Jill and our three kids – Mitchell age 11, Natalie age 9, and Jack age 4 – doing things like fishing, hunting, snowmobiling and boating. Pretty much anything we can do as a family outside and away from computer games! ■



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No longer can crane operators make their own outrigger pads with materials scavenged at the jobsite. **Carter Sterling** discusses the keys to purchasing heavy duty outrigger pads

Stabilization standards

H ydraulic cranes continue to get bigger and stronger. They have crossed the 1,100 ton barrier and are not looking back. All types of mobile hydraulic cranes are getting tougher, including mobile, truck-mounted telescopic, lattice truck, all terrain and rough terrain, crane boom trucks and even compact cranes.

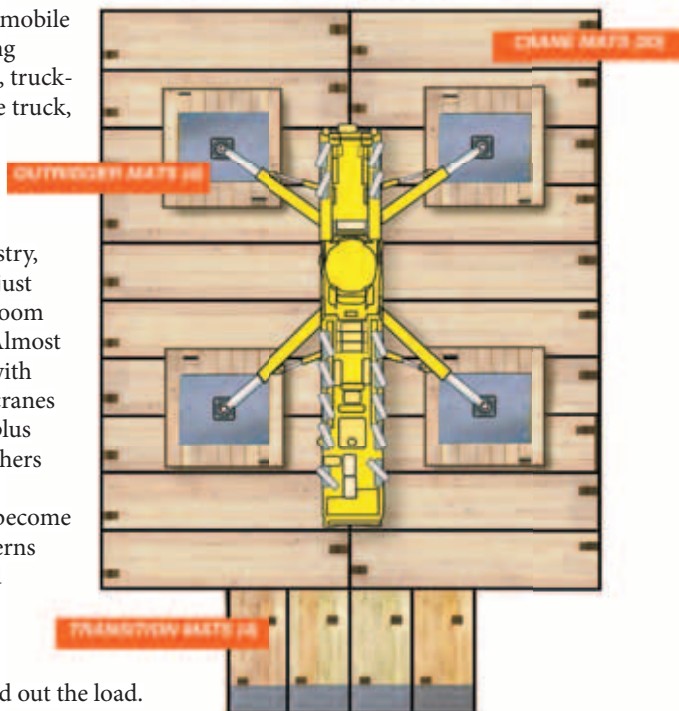
As one watches the industry, the 100-ton barrier is not just for stationary tower and boom crawler cranes anymore. Almost every company involved with manufacturing or selling cranes has a number of 100-ton plus lifting cranes and many others “on the drawing boards.”¹

As these lifting vehicles become “super lifters,” safety concerns and the need for stabilized outriggers and outrigger pads become increasingly important to enlarge the vehicle’s footprint to spread out the load. (The US Standard for mobile cranes states that stability-limited rate load for a crawler is 75 percent of its tipping load. For mobile cranes supported on outriggers it is 85 percent of the tipping load.)²

Larger, stronger

It has been estimated that 53 percent of accidents are still the result of improper outrigger support. Improper support results from either using materials that are not bolted together and/or of inferior strength, or not taking into account the soil-bearing capacity at the lift site, changing load and ground conditions.³

No longer can crane operators make their own outrigger mats with materials scavenged at the jobsite. Consequently, the new lifting loads are well beyond the limits of the vast majority of products available in today’s market. Plastic, rubber, synthetic, composite and laminated plywood pads just can’t support the lifting needs of today’s cranes.



Heavy duty outrigger pads are relatively inexpensive and can help minimize the chance of crane accidents by the superior strength of their hardwood timber, long bolt construction, steel pad plates and overall pad size

Kevin Parker of Pensacola, FL-based Deep South Rental Crane thinks outrigger mats have not kept up with the larger mobile crane needs.

“Heavy duty mats that are bolted with rods are critical for safe crane operation. Ground conditions featuring high water tables or near wetlands require quality, heavy duty wood mats to ensure safety. Heavy loads on ground conditions such as soft asphalt (parking lots), back filled areas, gravel, peat, soft clay, loose silt, or sandy soil can cause spread-out and damage to surrounding property.”

OSHA has stringent regulations regarding materials and size of outrigger pads. In most circumstances, adequate

>28

THE AUTHOR

Carter Sterling is president of Sterling Lumber Company, based in Blue Island, IL



dunnage will be a minimum 3-inch thick hardwood and tightly spaced (no gaps). Plywood, pallets and scrap should be avoided. For size, a rough rule of thumb is to divide the crane's capacity in tons by 5. That will equal the number of square footage of dunnage under each outrigger pad. For example, a 20-ton crane divided by 5 equals 4. A 4-square-foot or a 2-foot by 2-foot pad should provide adequate support under most soil conditions. Extremes of moisture may require more.

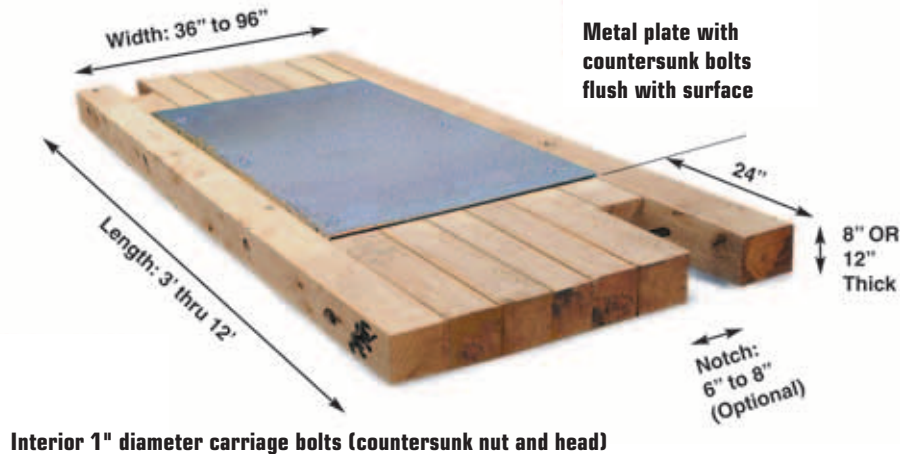
Following OSHA guidelines, a "super lifting" 400-ton mobile crane requires at least an 8-foot by 10-foot pad (400 tons divided by 5 for an 80-square foot pad) made of 8-inch or 12-inch thick hardwood bolted together.

Purchasing advice

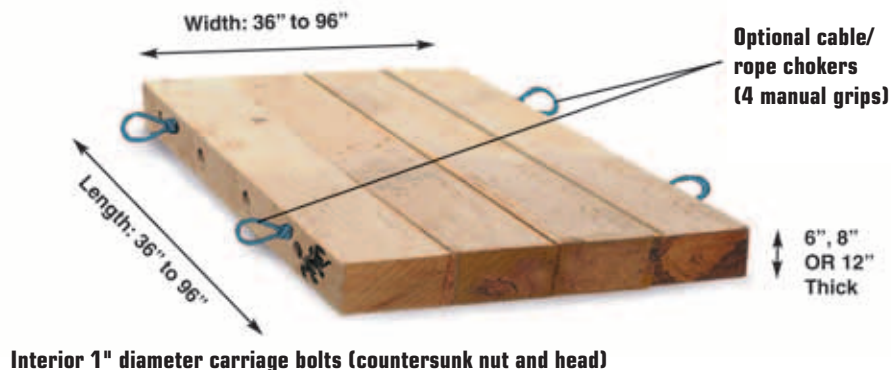
Hardwood is a generic term used for any tree that drops its leaves in the winter. Beware of the "hardwood" outrigger pad that is made out of a "soft" species of lumber. Species that are often used but should be avoided are Gum, Cottonwood, and Soft Maple.

Technical data from the *National Design*

Heavy duty outrigger mat



Outrigger mat



About Sterling Lumber

Sterling Lumber is a 61-year-old company operating as a family business for three generations. The company has its own sawmills, warehouses and logistic fleet. The company is run by the Sterling family, including Christian, Carson, John, Cooper and Carter Sterling

Specifications Handbook indicates mixed Oak timbers are able to support 800 pounds per square inch of compression strength. This load data does not include the additional strength of the timber bolts holding them together or the steel plate on top, if present.

Outrigger mats need to have a flat surface. All the timbers must be drilled in one pass to ensure they are flush and even

across the top surface.

Don't get cheap on the steel. Use the heavy duty 1¼-inch diameter bolts to secure the timbers together as opposed to the ¾-inch or 1-inch typical.

Make sure that both sides of the bolts are countersunk for safety.

Outriggers mats used in conjunction with crane mats will create a very stable and secure platform for the largest of the crane outriggers. This dual set-up ensures a safe working platform.

All four outrigger pads have to be stable and secure to support heavy 100-ton plus lifting. It only takes one outrigger to fail for a catastrophe.

Tom and Mark Reynolds of Reynolds Transfer in Madison, WI are running a fifth-generation family business that operates cranes from 22- to 550-ton capacity. They know how important using the right type of outrigger mats can be.

"Steel pads and mats can pulverize concrete, cable spools are just plain garbage, frankly the bolted timber mats offer the right balance between strength, flexibility, and the durability that we need," says Reynolds. "We put safety first and that is why we need the best mats we can get and we choose Sterling. They are the best we have seen."

Sources:

¹ Liebherr: Earthmover Product group (www.liebherr.us/en-GB/default_us-lh.wfw), Grove Cranes (www.grovetworldwide.com) / Manitowoc Cranes (www.manitowoccranes.com), National Cranes / Runnion Equipment (www.runnionequipment.com), American Crane (www.americancrane.com), Tadano (www.tadanoamerica.com), Terex (<http://www.terexcranes.com>), Link Belt (www.linkbelt.com)

² OSHA 1926, Subpart N - Cranes, Derricks, Elevators (www.osha.gov/pls/oshaweb/owadisp.show_document?p_table=STANDARDS&p_id=10928)

³ Iowa Face Program, National Institute for Occupational Safety and Health, "Worker Dies When Tower Crane and Water Tower Crash to Ground," (www.cranecrashes.com)



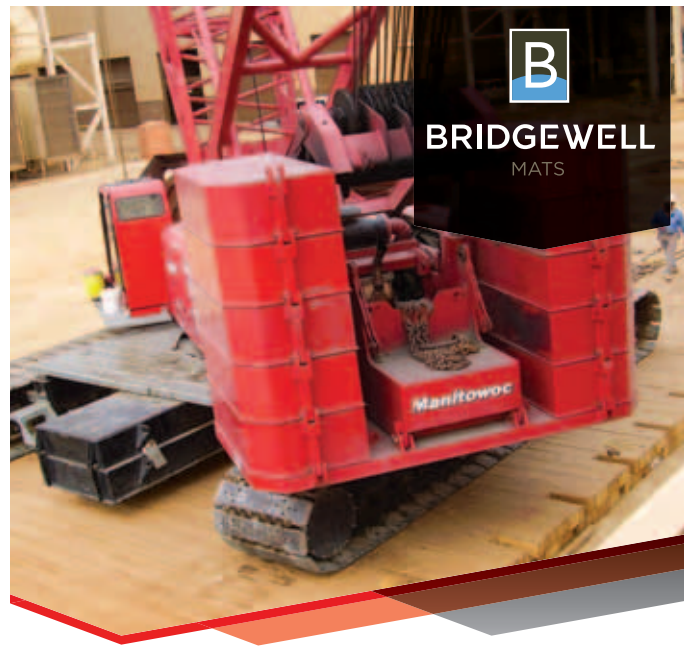
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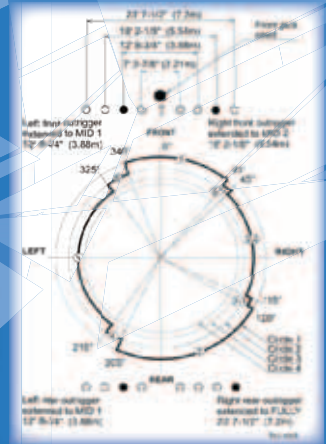
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A group of cranes peeks out through the Orlando morning fog at a yard full of equipment ready to be auctioned off at the Ritchie Bros. annual event in Florida

The winning bid goes to...

Lindsey Anderson
reports on how cranes
are hot items at
equipment auctions

If 2010 was considered a benchmark year for the crane and transportation auction industry, then 2011 might just inch up after it to steal its glory. Global demand has remained strong for auctioneers during the first part of 2011 and on top of that, prices for used equipment have been steady and even increased in some markets since the fourth quarter of 2010.

Take Ritchie Bros. Auctioneers for example. In 2010 the company achieved record-breaking crane sales – 1,870 cranes were sold to 1,350 buyers from 63 countries which amounted to \$155 million. Following the success of 2010, Ritchie held its annual Orlando auction where 120 cranes were sold for a total of \$14.5 million.

“We achieved record-breaking cranes results in 2010 and this momentum afforded our customers confidence to bring more cranes to our Orlando sale this year than in 2010,” says Rob Mackay, president, Ritchie Bros. “The quantum of surplus cranes in the market early in 2011

is likely similar to that of 2010, however, as prices have slowly increased during 2010 particularly later in the year, more crane owners are willing to bring surplus assets to the market.”

Ritchie’s five-day-long Orlando auction brought in 43 rough terrain cranes, 22 truck cranes, 15 crawlers, 15 hydraulic truck cranes and “a number of” all terrain cranes. The highest value crane sold was a 2008 150-ton Liebherr LTM1160-51 all-terrain unit that snagged \$1.2 million.

In total, 71 buyers from 20 countries purchased cranes at the auction and 90 percent of the units sold were purchased by buyers outside of Florida, including 56 percent outside of the US. Compared to the same event in 2010, gross auction proceeds from crane sales were \$1.5 million higher this year.

“The products are in demand in many areas of the world where commodity production is still strong and such product is in demand to facilitate infrastructure development,” Mackay says. “This year in Orlando we managed

to increase the number of countries that crane buyers came from through aggressive marketing and promotion of the auction by our sales force around the globe."

For Ritchie, rough terrain cranes accounted for nearly 40 percent of crane sales in both Orlando and Houston (where 28 cranes were sold Feb. 9-10). The company says the volume of rough terrain cranes is a worldwide trend – of the 1,870 cranes the auctioneer sold in 2010, 37.37 percent (699 units) were RTs.

"There are just more of them out in the marketplace," says Mackay about the surplus of rough terrain cranes at auctions. "When the economy slows, more of them come to market as a percentage of the total."

Online auctioneer IronPlanet has also witnessed an increase in rough terrain crane volumes.

IronPlanet, which was founded in 2000 and part-owned by Caterpillar, Komatsu and Volvo, sold \$337 million worth of equipment in the boom year of 2008. IronPlanet hosts online World Crane Auctions and captures snapshots of the worldwide market.

"RT cranes and smaller truck cranes by far lead the demand as industrial jobs in the US, and internationally, call for the advantages of their mobility," says David Tobon, major accounts manager of cranes for IronPlanet. "Generally there is a high inventory of small capacity RT cranes, truck-mounted [cranes] and boom trucks. This is largely due to the housing decline and slowing of residential construction."

However, if the market has seen an influx of rough terrain cranes into the auction arena, there are even more tower

cranes waiting for owners.

"Tower cranes remain in relative low demand as a result of the lack of residential construction of high rise buildings," Tobon says. "Currently there is a lot of ideal capacity and inventory of tower cranes as we have seen a number of IronPlanet customers turn to us to assist in selling their tower cranes due to our broad global buyer base."

Worldwide market

Tobon notes that North America's market and users have been forced to use and buy whatever equipment is available in their individual markets.

"Due to the economic slowdown during the last few years, manufacturers were forced to curb production as inventory of used cranes increased," he says. "Today, the market continues to feel the pressure as prices remain depressed for used cranes, with some modest improvement in some sectors."

But as manufacturers, rental companies and end users try to market and sell used cranes directly, Tobon notes, "they often find that their universe of buyers is limited and they will turn to auctions as a means to dispose of used crane inventory."

For Ritchie Bros., used crane sales were dominant in regions with resource-based economies, like oil and gas, and where large infrastructure development and projects were being undertaken.

In 2010, US-based companies or individuals purchased 359 cranes from Ritchie auctions, with Texas-based buyers purchasing 134, Florida 47, Illinois 35, California 33 and Colorado 25. It should be noted that Ritchie operates auctions in each of these states. Meanwhile,



Ritchie Bros. president Rob Mackay grabs bids at a recent auction

companies or individuals from Canada bought 171 cranes, Mexico 100 and the United Arab Emirates 100. Ritchie Bros. also noticed an increase in crane purchases from buyers in India and across Europe, mostly Spain, Italy and The Netherlands, where the company has permanent auction sites.

"We witnessed an unprecedented amount of growth in the demand for used cranes at our auctions worldwide last year and the active start to 2011 further demonstrates the demand for used cranes remains strong globally," Mackay says. "Our track record proves both buyers and sellers in the crane industry have

>35

Ritchie Bros. opened this new auction site in Ocana, Spain





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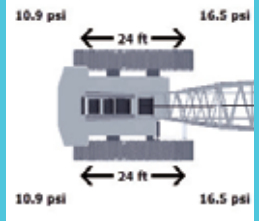
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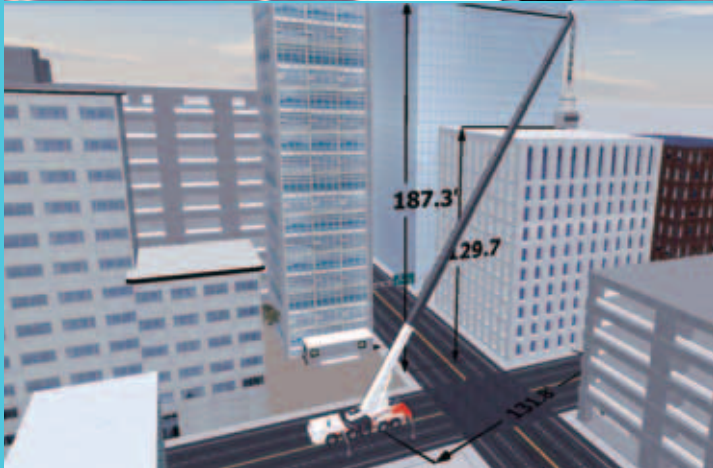
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confidence in our unreserved auction method to deliver what they need.”

In the United Arab Emirates, Ritchie sold five late-model Manitowoc crawler cranes, including two 2550 model, 300-ton crawler cranes. According to the company, one of the two Manitowoc Model 2550s was purchased from a buyer in India for \$1.7 million.

Ritchie also opened a new auction site in Spain in 2010. At the first auction, the Ocana, Spain site sold 70 cranes, generating \$19.27 million in proceeds, with \$1.39 million of that coming from one online buyer in Chile who purchased a 2007 Liebherr LTM-1250 all terrain crane.

IronPlanet has also expanded its operations overseas to meet increasing demand. The online auctioneer expanded in the Middle East with a base in Dubai.

“IronPlanet has been successfully selling equipment into the Middle East and has an established customer base throughout the entire region,” says John O’Sullivan, IronPlanet Middle East managing director. “Our new operations in Dubai will create the local presence necessary to quickly respond to customer needs and provide one-on-one support from a multilingual, local staff of representatives as we approach our first auction in February.”

As demand grows worldwide, Mackay says 2011 should be a positive year sales-wise, but remains cautious.

“There are still many areas of the world where economic activity is slow and surplus cranes are available, so I would envision our crane sales in 2011 will remain strong,” he says. “Our sales force will continue to market our abilities to assist crane owners in reaching the global marketplace to ensure they realize maximum value for their surplus assets.”

Mackay does expect 2011 to be “another active year” where Ritchie will “penetrate existing markets” and expand into new areas. “As economic factors continue to improve globally and demand grows, the significant void of new machines sales during 2008 to now will result in supply side challenges in some product lines and should have further upward pressure on pricing,” he says. “This is already evident from where we have seen early to date this year.”

“2012 is a bit far away from our crystal ball at this time and any real visibility is cloudy,” Mackay says. “However, it is fair to say that construction spending in the US and EU will have a significant impact on what will occur.”



Rough terrain telescopic cranes wait to be sold at a Ritchie Bros. auction in Orlando

Specialized transport

If used crane prices are holding steady and teetering on the increase side of business, the same can be said for specialized transportation auctions. Myron Bowling Auctioneers, whose concentration is in heavy haul equipment auctions, is auctioning millions of dollars of assets from Illinois-based Link Truck Service in late April and Greg Hengehold, sales consultant with Myron Bowling, says timing couldn't be better.

“Auctions are better than they have been in the past couple of years,” Hengehold says. “There are more buyers and more interest. Everything in general is bringing in higher prices. We've seen a trend that

is going up: prices are up, they're higher than they were last year; things are getting better.”

With Link Truck's owner Rob Link retiring, Myron purchased all of the company's equipment and will auction it off April 21. Hengehold says there are 17 heavy haul trucks, a prime mover, a 350-ton transfer trailer and 50 remaining trailers that range from 13-axle late models to nearly brand new flat bed trailers.

“The trucks and specialized trailer market have been stronger in the last year,” he says. “There's definitely an uptick in the market, more demand and more customers looking for trailers.”

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As technology evolves, so does lift planning software. **Lindsey Anderson** reports on the latest developments, including how the new OSHA crane and derricks rule affects planning

During the summer of 2010, the Occupational Safety and Health Administration (OSHA) issued a new rule addressing the use of cranes and derricks in construction by re-writing and replacing the more than 30-year-old standard. But what does this have to do with lift planning and related software? Quite a bit, actually.

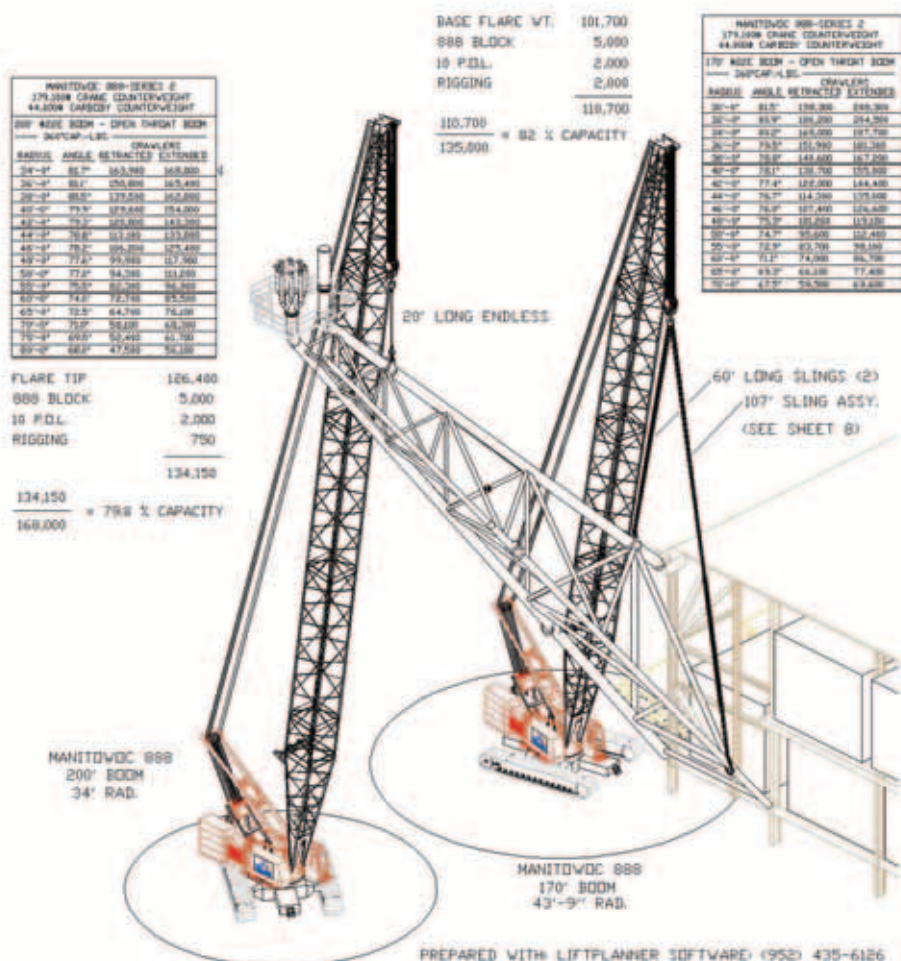
"With the new OSHA rules, ground bearing pressure has become a critical component of planning your lift," says Tawnia Weiss, president of A1A software, the company behind www.3dliftplan.com. "With the new regulation, companies are required to determine potential hazards on the jobsite, and one

of the main things in this new regulation is making sure the ground can handle the weight of the crane."

OSHA estimates that 267,000 construction, crane rental and crane certification establishments employing about 4.8 million workers will be affected by the new rule, which early on discusses ground conditions and how they affect cranes. According to the rule, 'ground conditions' means "the ability of the ground to support the equipment (including slope, compaction and firmness.)"

Certain lift planning software, including 3DLiftPlan, allows users to calculate the ground bearing pressure of cranes and crane mats.

Lift planning



Dimensions

Many lift planning software developers have evolved their products over time to include 3-D renderings of jobsites.

German software developer KranXpert is one such company that has just recently added a 3-D view to its software, allowing users to move a 'camera' and select from three various viewing points: wireframe, solid and wireframe with solid. Prior to its 3-D version, KranXpert relied on a 2.5-D rendering which gave 2-D images a 3-D feel, however, when complex plans with multiple objects were being drawn out, orientation could sometimes get lost.

Michael Harrison of Harrison Crane Service in Florida has been working as a beta tester for KranXpert for over a year now, using both the 2.5-D and 3-D versions.

"Up until now the program was somewhat antiquated graphically since it was not a true 3-D program, but its ease of use and ability to import Google

What is lift planning?

Lift planning gives crane-operating companies' detailed and effective leverage over competition that might not have such plans.

It can help companies to communicate to customers on how they plan to move forward to perform work in a safe and efficient manner. A lift plan will also help companies establish if they have the correct equipment to complete the task at hand.

Lift plans can include drawings of the jobsite, detailed rigging plans, lift worksheets, ground bearing pressure plans and mat plans (if the company is using mats.)

Earth imagery and ground plans made up for these shortcomings," Harrison says. "Over the past few months, Markus Scholl, the developer, has been tirelessly working to upgrade to a true 3-D rendering environment."

Harrison was at first skeptical of the new version because he was doubtful it could retain the intuitive interface that made the previous version easy to use. But after being sent a beta version of the 3-D software from Scholl, Harrison's a firm believer in the power and ease of 3-D.

"I have been using it for about a week [and] it is unbelievable," Harrison says. "All of the old files open up in the new 3-D environment and it still only takes a matter of a few minutes to do a plan."

According to KranXpert, the new 3-D version looks and feels the same as older versions, and the user can design his plans exactly as he or she did with previous versions. When ready to see the 3-D version, all the user has to do is click on a tab within the software that converts the plan into 3-D.

KranXpert also offers users the ability to import a ground plan on a Google Earth image, as does 3DLiftPlan, which gives the plan a natural feel and look.

Cloud solutions

More companies are also taking their work to 'the cloud.' Whether it be data storage or actual software and programs, cloud computing allows users all the benefits of software and storage without having to actually install any local software or servers.

WrightPlan is one company that offers software on the cloud, including packages that plan estimating and quoting. The web-based software backs up data automatically and is highly accessible – getting to files only requires an Internet connection and computer, mobile phone, tablet or the like.

The company, which started when the owner and operator of a rigging, millwright and fabrication company needed an affordable a solution to his growing quote workload, offers customers "easy-to-use, cost-effective software that doesn't require you to have an IT support person," says Michael Cox with WrightPlan.

On top of quotes and estimates, the web-based WrightPlan also has work order and schedule solutions.

Whether users are looking for 3-D views or CAD options, one thing's for sure: there are many software solutions available.

This is the same diagram as the other LiftPlanner image, however it is a complete rendering with shadows



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Salvaging 20 executive jets at the Dulles Jet Center required extreme engineering and exact lifting for CSE. **ACT** reports



Savvy salvage

Most lifts were completed with two cranes working in tandem. The cranes used included a 70-ton capacity Link Belt 8670, a 60-ton capacity Terex T560, and a 90-ton capacity Grove TMS 900E



During the winter of 2009-2010, the Washington, D.C. area experienced two major snowfalls within a week. The accumulation of snow was a record for the area, causing a wide range of problems for the nation's capital.

The snowfall accumulation caused the collapse of three hanger structures and seriously damaged the main structure on a fourth hanger at the Dulles Jet Center located at Dulles Airport. The hangers contained more than 20 executive jets valued at over \$500 million. The operators of the facility, Landow Aviation LLC, were tasked with determining the best way to salvage the planes from the wreckage.

After the snow had melted, Landow selected ten bidders to make a presentation on how they would separate the buildings from the planes. The intent was to salvage the planes without

damaging them any further. There were a number of insurance companies, attorneys and related engineering firms involved with the process as well. All of the planes had varying amounts of fuel on board. It was established early in the project that the plane components had to be closely protected since they could individually be worth between \$100,000 and \$7 million.

Madison Heights, VA-based CSE, Inc. was chosen as the successful contractor. After reviewing all of the presentations, Landow thought that CSE had the best overall plan with the least chance of damage to the aircraft.

CSE's plan consisted of six major parts:

- Stabilize the three, 42,000 square foot structures with a combination of exterior and interior bracing.
- Remove two 125 foot by 35 foot doors and two 30,000 pound counterweights from each hanger.
- Remove all mechanical and structural elements that were suspended from the roof.
- Remove the roof diaphragm as structural demolition progressed.
- Selectively remove the major structural components so that the planes would not be damaged any further.
- Lower and assist with the removal of the planes as soon as they were clear of any obstructions.

More than 2,000 tons of steel, siding, roofing, doors and counterweights were removed from the site. The project took place between May and August 2010





Among the most challenging lifts was the removal of the 165-foot-long girders that weighed 30,000 pounds each

CSE incorporated the most efficient crane layout to support their plan. The cranes they used included a 70-ton capacity Link Belt 8670, a 60-ton capacity Terex T560, and a 90-ton capacity Grove TMS 900E.

The cranes were moved to the site in May 2010, and by late August the job was complete. The early tasks were the shore up the building to make sure the roof and the buildings would not fall any further and damage the planes any more. Bracing was secured to interior and exterior walls. CSE corroborated with Master Engineers of Lynchburg, VA to implement the shoring plan. The shoring was a dynamic process and changed as the building demolition progressed.

The plan was to selectively disassemble the hangars a piece at a time. The heaviest objects to be removed were the 165 foot long girders that weighed 30,000 pounds each. The biggest challenge was to try to determine how each mangled piece was stressed and how its removal affected the adjacent structure.

"The heaviest lift was a section of 165 foot girder," says Keith Rind, CSE project manager. "The girders were more than 6 feet deep. We had to get as close as possible to the crane set up areas with planes in our way. Once that was established, we had to make sure we had a place to set the girder down once the lifting operation was complete. Work areas were extremely tight and preplanning each lift was critical."

He says one of the major challenges was to predict how the structure would react each time a component was removed. "The structure had a great deal of stored energy in the mangled remains. The wrong move would be similar to setting

While many of the planes were damaged by the hangar roof caving in on them, most were fixable and are in service again



off a large mouse trap," Rind explains.

Most girder lifts utilized two cranes working in tandem. Another challenge for the crews was that boom lengths on the cranes were limited due to the close proximity to the operating runway. Further complications were introduced when forensic engineers determined that selected structural connections and related components would have to be saved for further evaluation.

Wounded birds

Once the first hangar was disassembled, the cranes worked amid the aircraft that has been stored in the hangar. Looking like wounded birds, most of the planes' fuselages and wings had been bandaged with protective rubber-like tarps to shield them in the event of falling debris and to prevent sparks that could start a fire and ignite the full fuel tanks on many of the planes.

CSE worked closely with Anglin Aircraft Recovery Services to lower the planes and to help remove them from the hangars as demolition allowed. Most of the planes were fully salvaged and were able to be repaired and put back into service.

The surgical demolition and removal of the planes and structure was completed in 90 days with crew sizes averaging 20 to 25 per day. More than 2,000 tons of steel, siding, roofing, doors and counterweights were removed from the site.

Rind said the biggest challenge to complete the job was avoiding damage

to any of the airplane surfaces. "Some of the planes were valued at \$60 million dollars," he says. "Some of the individual components were valued at up to \$7 million dollars."

Project of the year

CSE did not have any recordable injuries and every plane was recovered without any additional damage. The primary insurer was pleased enough to award all hourly employees a cash bonus once all planes were removed.

The safe and successful completion of this project is a direct reflection of CSE's planning, extensive rigging, ironworking, crane operations and demolition experience, the company said. In February, Steel Erectors Association of America recognized the project as the 2010 Class II Project of the Year.

About CSE:

CSE, Inc is a 43-year-old family owned full service industrial contractor with offices in Madison Heights, VA, Roanoke, VA, and Charlottesville, VA. CSE offers steel and pre-cast concrete erection, crane services, rigging and heavy haul and industrial maintenance services

To see a video of this project visit: www.cseonline.net/dullesvideo/index.html

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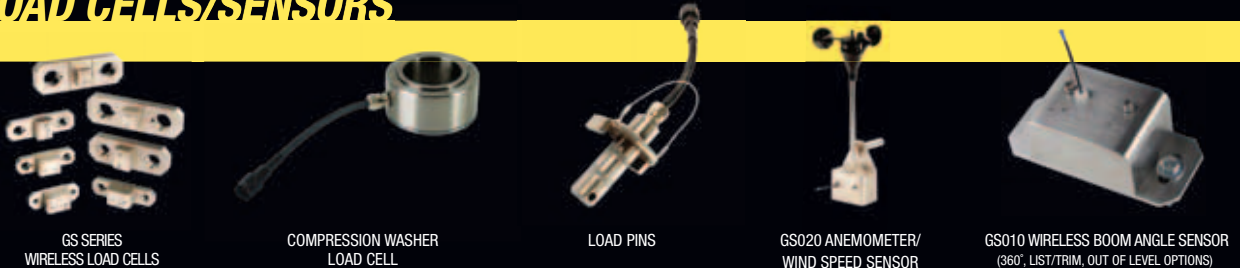
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The fourth section of the self-anchored suspension span, known as the SAS, on the San Francisco Bay Bridge was lifted into place in early March.

ACT reports



Crews lifted the fourth group of tower segments starting at about 1:25 a.m. on March 4, 2011. With the latest tower sections in place, the tower stands at 480 feet, 91 percent of its final 525-foot height, according to CalTrans



A strand jack positioned atop the erection tower lifted the top of the tower segments, while a winch-assisted tipping cart stabilized the segment and helped it move down the rails

Suspension suspense

BY THE NUMBERS

- 525** feet – Finished height of the SAS tower section
- 165** feet – Height of first SAS tower section placed in ?? 2010
- 1,200** tons – Weight of first SAS tower section being placed
- 272** feet – Initial height of tower crane (crane climbs higher as the sections are installed)
- 1,455** tons – Lifting capacity of strand jack gantry
- 85** feet – length of SAS tower's marine foundation (a concrete-encased steel footing box)
- 73** feet – Width of foundation
- 21** feet – Thickness of foundation
- 13** – Number of concrete piles wrapped in steel casings
- 196** feet – Depth of piles anchored into bedrock
- 236** feet – Height of erection tower for bottom section placement

Progress continues on the construction of the innovative Self-Anchored Suspension Span (SAS) of the San Francisco Bay Bridge project. Crews lifted the fourth group of tower sections in early March. With the latest tower sections in place, the tower stands at 480 feet, 91 percent of its final 525-foot height, according to Caltrans. The next section, which is scheduled to be placed in the coming weeks, is a single steel segment that will connect the four independent legs at the top of the tower, according to Bart Ney, senior communications manager for California DOT and spokesperson for the project.

For the most part, there are three major pieces of lifting equipment on this segment of the project. The first is a Model M760 E Favelle Favco tower crane, which is similar to the M760D. Michael

Koo with Favelle Favco says the crane's main hoist capacity is 141,000 pounds. The fly hoist capacity is 26,400 pounds. The height of the tower is 350 feet, and the boom length is 150 feet.

The second lifting machine is an Enerpac strand jack system, which can hoist 1,455 tons or 2.9 million pounds.

Big lifter

The third machine is a huge barge-mounted crane known as the Left Coast Lifter, which has a 1,700-ton lifting capacity on the water, although it actually can lift a bit more than that, according to Ney. (For more information about this crane see page 46) Additional cranes secured to barges have been brought in from time to time as needed.

Ney says there's a big difference in the work being done by the three machines.

>44



When complete, the tower will consist of four independent legs, each of which is composed of five vertical sections. Cross bracings and shear link beams will help connect the four legs

“The Favco is lifting the false work,” he says. “The strand jack system is doing all the heavy lifting of the tower segments. The Left Coast Lifter is lifting false work as well as placing deck sections.”

New direction

Ney says the erection of the first tower sections in the summer of 2010 marked a new direction for the SAS construction – from horizontal to vertical. From tipping up the nearly 1 million-pound tower leg sections to building the erection tower and installing the Favelle Favco tower crane, vertical construction has added a new dimension to the unprecedented engineering and construction of the seismic retrofit of the Bay Bridge, he explains.

When complete, the tower will consist of four independent legs, each of which is composed of five vertical sections. Cross bracings and shear link beams will help connect the four legs. The shear link beams are designed to move independently of the tower to absorb seismic energy during an earthquake and to protect the tower from catastrophic damage, according to Ney. In the event of damage caused by an earthquake,

beams could be individually removed and replaced.

Prior to erecting the first leg section of the SAS tower back in July 2010, crews connected a steel tipping attachment to the tower base plate. The leg sections arrived on barges and were erected one at a time. The barge, equipped with rails, was positioned on the open east side of the erection tower.

Ney says the Enerpac strand jack system positioned atop the erection tower lifted the top of the tower segments, while a winch-assisted tipping cart stabilized the segment and helped it move down the rails. The tower section pivots from a horizontal to a vertical position, and then the strand jack lifts the segment off the barge and into position onto the foundation.

Connect four

Once the tower leg is vertical, crews detach the pin assembly connecting it to the barge – at that point it is only suspended by the strand jacks. The first sections placed back in July 2010 were placed onto the tower’s massive marine foundation. These initial segments slipped onto 150 steel dowels sticking out of the foundation. They were fastened with 424 large anchor rods. The sections stacked on top of each other were bolted together using splice plates.

“The top section of the tower is in three pieces,” says Ney. “The first piece is a grillage. If you think of it like a stool, [the grillage] connects the four together. We

will place that the first week of April.”

After the grillage is in place crews will set the saddle on top of the grillage. On top of that will be an architectural head that completes the look of the tower, says Ney.

“We will put it up for testing purposes in July,” he says. “But then we will take it down in order to do the cable work.”

Ney says the erection of the catwalk will begin in June and will last through about September 2011.

As for the erection of the fourth group of tower sections, Ney says the team did a great job. “We had better weather than expected and beat our schedule by about a day or so,” he says.

Next on the project, crews will shift to deck erection. A big piece of the deck will be set in place by the Left Coast Lifter in late May and early April.

Back in July 2010, San Francisco Mayor Gavin Newsom said the eastern span’s SAS was the largest public works project in California’s history. “As these tower sections arrive all the way from San Francisco’s Sister City Shanghai, the world watches as we mark a milestone for our region in terms of seismic safety, transportation infrastructure, creating jobs and stimulating our regional economy.”

Once the tower leg is vertical, crews detach the pin assembly connecting it to the barge – at that point it is only suspended by the strand jacks, which can hoist 1,455 tons or 2.9 million pounds



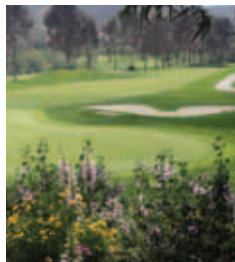
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Left Coast Lifter

The Left Coast Lifter structure design was a collaborative effort by ZPMC, Liftech and ABF Inc., with ZPMC as the design-build contractor



With a capacity of 1,873 tons, the Left Coast Lifter does most of the steel erection on the East Span of the San Francisco Bay Bridge. The crane's boom weighs 992 tons and is 328 feet long

LEFT COAST LIFTER

The crane weighs **3,128** tons
The barge weighs **3,956** tons
For the heavier lifts, the crane uses approximately **816,000** gallons of water ballast weighing some **2,977** tons

The massive shear leg crane barge that is helping build the iconic Self-Anchored Suspension Span (SAS) portion of the new East Span of the San Francisco-Oakland Bay Bridge is known as the Left Coast Lifter. The crane was custom built for Caltrans and MTC's Bay Area Toll Authority in Shanghai, China

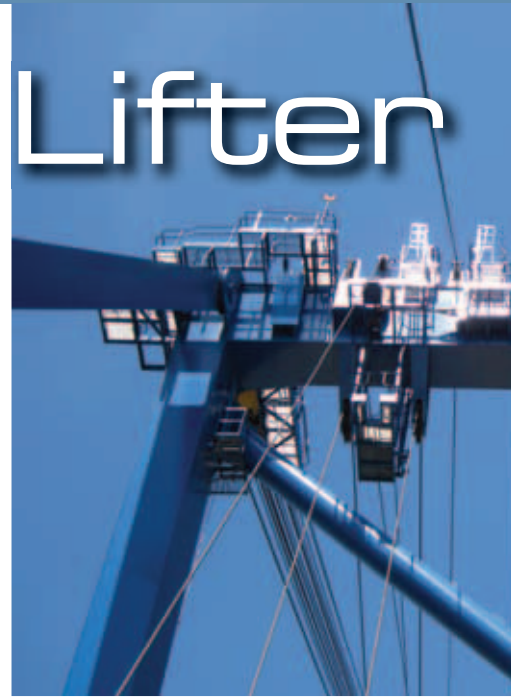
The 400- by 100-foot barge is a US flag vessel that was custom built in Portland, OR, by U.S. Barge and outfitted with a crane by Shanghai Zhenhua Port Machinery Co. Ltd. (ZPMC) at a facility near Shanghai, China.

The crane's boom weighs 992 tons and is 328 feet long. The crane can lift up to 1,873 tons, a remarkable feat on water in San Francisco Bay.

The Left Coast Lifter has been offloading steel to build temporary support structures for the SAS as well as all of the deck segments for the eastbound and westbound roadways of the span. It also lifted the first sections of the signature 525-foot bridge tower. The crane is most often anchored north of the SAS construction site, just east of Yerba Buena Island.

The crane lifted steel for most of the eastbound temporary structure, and then began placing permanent eastbound road decks. Staging is critical, and work on the eastbound side of the SAS must occur first, so that lifting does not occur over deck pieces that are already placed.

The Left Coast Lifter was ferried across the Pacific from Shanghai aboard a 750-foot-long, partially submersible ship known as the Zhen Hua 22. During its month-long trans-Pacific crossing, the self-erecting crane was laid down



and stowed for transport. The entire crane barge was placed on the special semi-submersible ship. When the ship arrived at its mooring site south of the Bay Bridge, it was partially submerged, allowing the barge to float while the ship slid out from underneath it. The crane barge was then moved to a pier in the Port of Oakland where it was prepared for service and crews trained on the massive crane.

The immense crane performed its first lift on May 29, 2009, hoisting a 410-foot-long temporary truss weighing nearly 1,200 tons into place atop one of the temporary support towers. This temporary bridge supported work on the permanent span.

The Left Coast Lifter is owned by the contractors for the new bridge span, American Bridge/Fluor Daniel Joint Venture (ABF), and was fabricated by Shanghai Zhenhua Heavy Industry Co., Ltd. (ZPMC) in Shanghai, China. Oakland, CA-based Liftech Consultants

Photos courtesy of Caltrans



The 400- by 100-foot barge is a US flag vessel that was custom built in Portland, OR, by U.S. Barge and outfitted with a crane by Shanghai Zhenhua Port Machinery Co. Ltd. (ZPMC) at a facility near Shanghai, China



Inc. provided structural engineering consulting services to ABF for the crane structure, including technical specifications, design, and fabrication review assistance. (Liftech recently won an Award of Excellence from the Structural Engineers Association of

Northern California in recognition for its engineering work on the floating crane). The crane structure design was a collaborative effort by ZPMC, Liftech and ABF, with ZPMC as the design-build contractor.

Ron Crockett, P.E., vice president of engineering for American Bridge Company, was deeply involved in the design of this crane.

"We designed the boom to operate with side list up to 3.5 degrees, including wind and wave action, and in wind speeds gusting up to 40 mph as long as the average wave heights do not exceed 3 feet," he says of the crane.

The Left Coast Lifter will continue to offer lifting support at the construction site until the bridge work is finished in late 2013.

Bart Ney, senior communications manager of California DOT, says the crane has also been used for other lifting jobs in the Bay area. He says with its massive lifting power, the crane helped lift a sunken barge off of Treasure Island and has trolled down the bay to assist in other lifting assignments.

"It's a great crane," he says.

The San Francisco Bay Bridge is undergoing a major seismic retrofit, which will bring it up to current transportation standards. Following the 1989 Loma Prieta Earthquake, which damaged a section of the East Span, extensive studies were undertaken to determine whether the state's largest bridges were seismically safe. And, as a result of these studies, it was determined that the entire Bay Bridge would need seismic safety improvements. The San Francisco side of the Bay Bridge (known as the West Span) required major seismic retrofit work. But for the Oakland side of the bridge (the East Span), the most cost-effective solution was the complete replacement of the existing span.







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Hours of service

As part of our active role in helping to represent members' interests, SC&RA routinely responds in writing to federal agencies concerning significant regulations under consideration.

A recent example came on March 3, when SC&RA submitted comments in response to a notice of proposed rulemaking from the Federal Motor Carrier Safety Administration (FMCSA) regarding changes to driver hours of service (HOS). The five-page document from SC&RA summarizes the unique operational hurdles and business losses that the Association's members will suffer if the proposal is enacted.

"Because SC&RA members typically provide services under government-issued special permits and operate under time constraints essential to building, road, and bridge construction projects as well as the power and energy industries, a change in the HOS requirements would have additional impact upon SC&RA members and the governmental entities they serve (beyond that felt by the general trucking industry)," notes SC&RA's comments.

We pointed out that the oversize/overweight permits required of SC&RA members often contain specific routing requirements to ensure, among other things, that the specialized shipment avoids low overhead passes and restricted roadways and complies with state or local curfews. Moreover, permits typically are limited to a specified time period between 24 and 48 hours.

Delays often are unacceptable. Military installations frequently have very strict delivery parameters. The inability to deliver large components to power plants in timely fashion could mean thousands of people would be deprived of electricity.

The proposed HOS changes could create some considerable hardships for SC&RA members. Invalidation of permits because the driver cannot meet the designated transportation schedule due to loss of available hours could result in substantial fines and penalties such as the impoundment of the truck and load. Breach of contractual delivery commitments due to the reduction of driving hours could make on-time delivery impossible, potentially subjecting carriers to substantial fines and expenses under its government contracts.

Obtaining revised permits from the applicable jurisdictions and negotiating new delivery schedules with customers based on new HOS rules would be economically and operationally infeasible. Often, weeks are required for a government agency to issue a revised permit, resulting in delays on important construction projects.

Our submission of comments is only part of our efforts to represent the interest of our members on this important matter. On March 2, the day before we submitted our HOS comments, FMCSA Administrator Anne Ferro appeared as the opening speaker at our Specialized Transportation Symposium in Indianapolis and detailed several of her agency's significant rulemaking activities. Questions posed by Symposium participants at the end of her session pertained mostly to potential ramifications of the HOS proposal.

She encouraged members to provide FMCSA with specific details about how HOS restrictions would impact specialized carriers' operations. The comments we submitted accomplished that with specific scenarios to illustrate extremely detrimental consequences for SC&RA members' operational efficiency and regulatory compliance.

At SC&RA, we make the same type of efforts on behalf of our Crane & Rigging Group members. Last August, years of dedicated efforts by SC&RA culminated in a final federal safety rule on the use of cranes and derricks in construction.

For 63 years, SC&RA has served as the voice of its membership. Regulators, legislators and enforcement officials listen carefully because they've learned to trust and respect our Association. As we continue to expand our membership, our unified voice becomes louder and clearer on matters of vital importance to our industry. ■

EXECUTIVE VICE PRESIDENT



Joel Dandrea

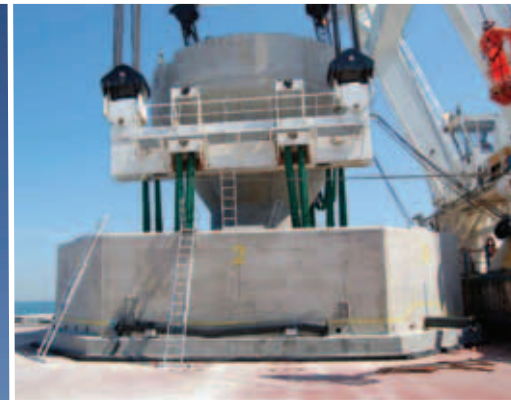
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SC&RA's Specialized Transportation Symposium offered attendees critical information about doing business in the specialized transportation sector. **Terry White** reports



A panel of engineers that includes (from left) Jeff Ingels, XL Specialized Trailers; Roland Fischer, Scheuerle Nicolas Kamag; Rainer Auerbacher, Goldhoffer Aktiengesellschaft; and Robert Tilton, Trail King discusses trailer innovations

Engaging forum

On March 2-4 at the Westin Indianapolis in Indiana, SC&RA built on its long, proud tradition of successful Specialized Transportation Symposium with an event that attracted 325 attendees, including company owners and top executives, safety directors, state and federal transportation officials, sales representatives from companies offering products and services for the specialized transport market, and related trade associations.

In the opening session, Anne Ferro, head of the Federal Motor Carrier Safety Administration (FMCSA), covered the direct and long-range impact of several of her agency's significant pending rulings, including those concerning the sweeping Compliance, Safety, Accountability (CSA) initiative, hours-of-service, electronic on-board recorders, distracted driving,

and pre-employment screening.

She also touched on the need for Congressional reauthorization of the Surface Transportation Funding Act, saying that it remains a top priority despite calls to generally curtail government investment. "This is not a partisan issue," she said. "In past, discussions, debates have been very much bipartisan. We need this investment to keep economy moving and to stay competitive internationally."

Strong discussion

Questions posed by symposium participants pertained mostly to how the hours-of-service proposal interacts with the many constraints specialized carriers have to operate under when they move equipment state to state or jurisdiction to jurisdiction and the restrictions on that operating time. She encouraged SC&RA members to provide FMCSA with input about how those restrictions impact their operations while the agency was still in the rulemaking phase.

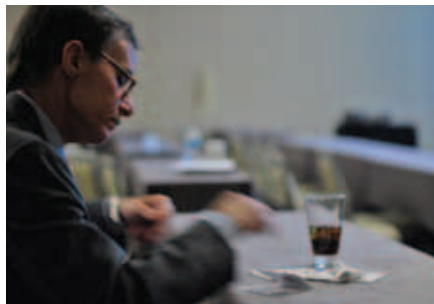
"SC&RA members need to provide good operating and performance data on how that proposal influences their operations," she said. "Comments like 'We don't like it,' are hard to use."

At a later session, FMCSA Transportation Specialist Bryan Price provided a thorough overview of CSA and explained how input from SC&RA and its members had a significant impact on efforts to refine the initiative, particularly in regard to how size and weight violations factor in to evaluations. He

Anne Ferro, head of the Federal Motor Carrier Safety Administration, meets the four people acknowledged in her opening remarks for attending every symposium since the first one 24 years ago in Dallas. From left are Cheryl Ellenwood, COMDATA; Geoff Fischer, Trail King Industries; Ferro; Al Koenig, Midwest Specialized Transportation; and Herold Berthy, Jr., Interstate Flag Car Service



Robert Rothstein, an attorney with Franklin & Porkopik, prepares for his educational session – Saving Your Profit Margin by Dealing Effectively with Cargo Claims and Permitting Issues



advised that CSA continues to be revised, evaluated and updated with input from industry and collected data.

William Shaefer, director of Vehicle Programs for the Commercial Vehicle Safety Alliance (CVSA), provided a perspective on enforcement issues, combining state, local and federal perspectives. Many of the issues he discussed were considered earlier in meetings of SC&RA's Truck Permit Policy Committee, Safety Education & Training Committee, and Pilot Car Task Force.

New technologies

Enforcement issues also came into play in other sessions. Ron Kipp, Brent Moody and Robert Moore – executives from NBIS, SC&RA's exclusively endorsed property/casualty insurer – examined how the development of technology to record the inspection of carriers opens new avenues of review in the courts. In another session, attorney Robert Rothstein examined why renewed attention from drivers is necessary

William Schaefer, director of Vehicle Programs for the Commercial Vehicle Safety Alliance, discusses ways enforcement officials partner with carriers to promote safety



A traditional symposium highlight is the presentation of the SC&RA's Hauling Jobs of the Year. Presenting 2010 winning entries were (left) Rodney Rather, Mammoet USA, and (right) Terry Emmert, Emmert International. Introducing them was Gary Stang, Chair of SC&RA's Transportation Group Governing Committee



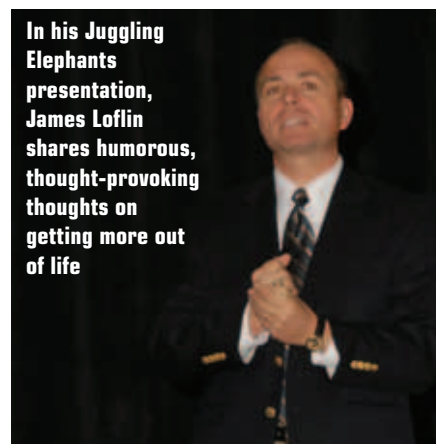
Henry Brozyna, Columbus McKinnon Corp., explains why load securement is such an essential element of safe cargo transport

to avoid permitting issues that can become an easy trap for the unwary and inattentive; he also examined how attention to detail can help carriers avoid exposure to cargo claim liability.

In a discussion on trailer technology advancements and innovations, panelists discussed how manufacturers always had to keep in mind the states' varying oversize/overweight permit requirements as well as federal regulations when designing trailers. The panel of engineers included Rainer Auerbacher, Goldhofer Aktiengesellschaft, Memmingen, Germany; Roland Fischer, Scheuerle Nicolas Kamag, Pfedelbach, Germany; Jeff Ingels, XL Specialized Trailers, Manchester, Iowa; and Robert Tilton, Trail King Industries, Mitchell, S.D.

In a popular technical session, Henry Brozyna, a trainer with Columbus McKinnon Corp., Amherst, N.Y., thoroughly explained the importance of load securement to the safe transportation of cargo. Attendees were enlightened and entertained by recaps of the 2010 Hauling Jobs of the Year, presented by winners Terry Emmert, Emmert International, Clackamas, OR, and Rodney Rather,

In his Juggling Elephants presentation, James Loflin shares humorous, thought-provoking thoughts on getting more out of life



Mammoet USA South, Rosharon, TX.

Providing a change of pace was Jones Loflin, who shared key insights on how to get more things done that are truly important. In his "Juggling Elephants" presentation, he used practical examples and unique humor to envision life and the workplace as a circus.

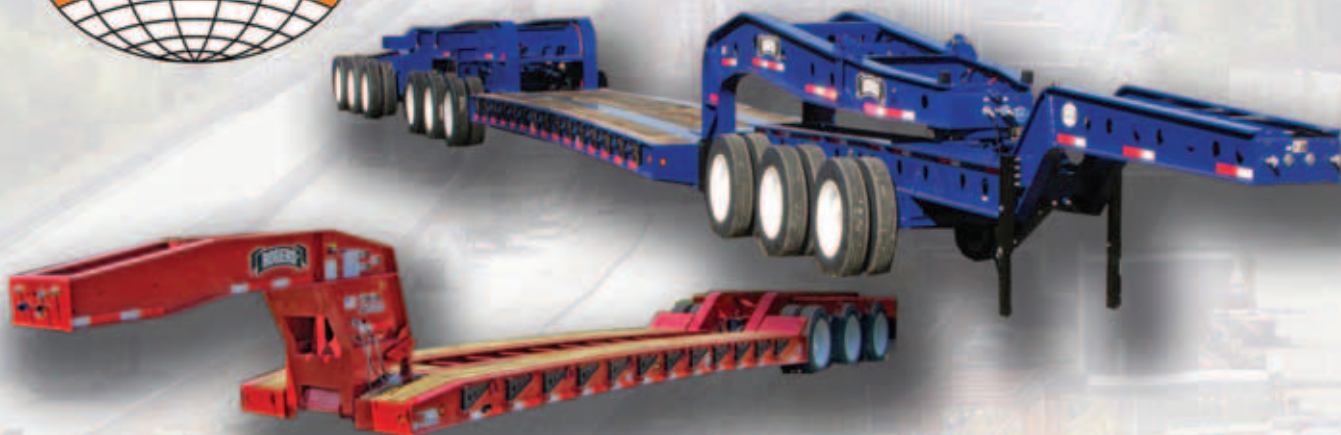
"The major impact of federal regulatory changes facing our members' industry, coupled with the states' economic plight, made this Symposium particularly timely, relevant and valuable," said Doug Ball, SC&RA vice president. "The lively interaction and participation at the educational sessions and committee meetings; the 29 Exhibit Center booths, and special receptions will help advance our shared commitment to the safe, efficient movement of oversize/overweight loads."

25th anniversary

The 2012 Specialized Transportation Symposium will be March 7-9 at The Westin Crown Center, Kansas City, MO. Special events are being planned to help commemorate the 25th anniversary of the symposiums.



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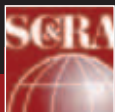
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Terry White reports

Safe and

For over 15 years, the most popular of the services SC&RA offers its members has been the association's exclusively-endorsed insurance program. This program can give SC&RA members significant cost reductions on high-quality products through the association's group buying power.

The evolving program provides premier property and casualty insurance and a unique risk management support system (RMSS) to the crane, rigging and specialized transport industries. In March 2010, it was expanded to offer a health and welfare benefit package exclusively for SC&RA member companies' employees.

Business protection

SC&RA's insurance program began with property/casualty insurance coverage carefully tailored to meet the needs of the crane and rigging industry. In recent years, coverage has expanded to cover the specialized transportation segment of SC&RA membership.

Continuity has played a significant role in the success of the program. SC&RA's original affiliation for the property and casualty program was with Special Risk Services, which was acquired by NBIS in 2006.

Without losing any of the strengths of SRS, SC&RA's exclusively-endorsed insurance program immediately became stronger after the acquisition. For example, NBIS hired top industry experts such as Bill Smith (who had years of experience in the crane and construction industry at the Occupational Safety and Health Administration, Maxim Crane and the Union of Operation Engineers) and Robert Moore (who as a principle at Stone & Moore had served as outside legal counsel since the beginning of the SC&RA/SRS partnership).

Moore is the company's chief legal officer and Smith is vice president of risk mitigation. The company has continued to upgrade its personnel. In December 2009, Bill Tepe joined the NBIS team as chief financial officer,

bringing with him over 30 years of accounting and financial experience with 21 years in insurance and the insurance



services industry.

Adding another layer of expertise are members of the SC&RA Insurance Committee and Risk Management Task Force, composed of executives from SC&RA member companies specializing in crane & rigging and specialized transport. In many ways, the programs are designed by members for members. They ask the tough questions, compare prices and policies, and read all the fine print.

"With NBIS, we have a company that really understands the risks of our industry, and that's something that's rare to find," said Michael Battaini, SC&RA Insurance Committee chairman. "When bad things happen, they don't turn their backs and go in another direction. They would rather stand by us and continue to make sure we're insured."

Battaini additionally credits the NBIS risk management package for the unparalleled success of the program. "The risk management component has evolved along with our industry so that accidents become less likely to happen, while contractually leaving us in the best position possible," he said.

SC&RA and NBIS share the belief



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Ron Kipp, NBIS transportation safety and loss consultant; Robert Moore, NBIS chief legal officer; and Brent Moody, NBIS assistant vice president, underwriting, stand in front of the ice sculpture recognizing their company as a sponsor of the Welcome Reception at SC&RA's recent Specialized Transportation Symposium in Indianapolis. Earlier that day, they presented an educational session on the Utilization of Risk Management

NBIS additionally educates members through webinars and monthly articles in this magazine.

Despite everyone's best efforts, SC&RA members are still in a risky business, requiring high-quality insurance. NBIS coverages designed specifically for SC&RA members include truckers'

liability, contractors' auto, general liability, custom cargo/transit, inland marine, excess/umbrella, and worker's compensation. NBIS coverage is rate A- (Excellent) by A.M. Best.

In the event of a claim, NBIS responds promptly and professionally to give clients a fighting chance. In severe cases, the NBIS "Shock-Loss" team goes immediately to the site to protect insured's interests and achieve the best possible income, while assisting with any possible OSHA or regulatory implications. Alternatively, in minor property damage related claims, NBIS deploys high efficiency settlement techniques to close claims rapidly.

"We remain extremely confident in the association's partnership with NBIS," said SC&RA executive vice president Joel Dandrea, "Evidence of our satisfaction

>56

that a few simple precautions can help specialized carrier and rigging companies avoid injuries and property damage. Among the highlights of today's NBIS Risk Management Support System are an innovative "toolbox talk" format, a quick reference Occupational Health and Safety Administration (OSHA) guide for the lifting industry, safety training topics to "train the trainer," a driver qualification requirements folder, and a truck driver risk assessment guide.

Through this package, companies build confidence by demonstrating their safety commitment to both customers and employees. It can also build their profits because NBIS can pass along the savings to its policy holders when there are fewer losses to cover.

NBIS also assists SC&RA members by presenting timely sessions at the association's major meetings. For example, a two-hour session at the 2011 Annual Conference will focus on "Contracts – Issues and Concerns Regarding Enforcement of Contracts in Today's Economy." Joining Moore and Smith on the panel will be John Schoppert, loss control manager, and Kate Lasky, associate corporate attorney.



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can be seen in our recent decision to extend our contract with NBIS for property/casualty insurance and risk management programs for three years."

Likewise, NBIS expresses satisfaction with the partnership. "NBIS proudly serves SC&RA members as the Association's exclusively endorsed property/casualty insurance provider," said Jim Jinhong, NBIS vice president of underwriting. "Our relationship with SC&RA has given us the opportunity to create a proven and comprehensive risk management based insurance program to help members improve safety, limit risk and obtain premier insurance coverage tailored specifically for the crane, rigging and specialized transport industries."

Personal protection

As part of its strategy to enhance services available exclusively to members, SC&RA added a package of health care and ancillary benefits last spring. Finding affordable, reliable health care insurance had become one of the largest challenges for many SC&RA members, particularly smaller companies. Members with as few as two employees can enjoy benefits available through SC&RA.

"Getting this right took us 18 months after we made a serious commitment to use our group buying power to obtain good rates for good policies for our members," said Battaini. "We searched and searched and then changed horses mid-stream because we could see Association Benefit Resources offered a better fit for SC&RA's membership."

The medical plan offered through Association Benefit Resources (ABR) is insured and administered by United Healthcare (UHC), a leader in leveraging innovative technology to deliver quality and affordable health care solutions. UHC provides national presence, flexibility and access. UHC insures more than half of the Fortune 500 companies, but the company also offers insurance to small- and medium-sized employers.

UHC has more than 25 million members throughout America. About 98 percent of the US population has access to UHC providers, including 606,000 physicians and health care professionals, 5,015 hospitals, 65,000 pharmacies, 77,000 dental providers and 25,471 vision-care providers.

SC&RA benefits of the health care and ancillary services plan for members with as few as two employees are:

- Premium discount on UHC medical,



UHC has more than 25 million members throughout America. About 98 percent of the US population has access to UHC providers, including 606,000 physicians and health care professionals, 5,015 hospitals, 65,000 pharmacies, 77,000 dental providers and 25,471 vision-care providers

dental and vision plans after final underwriting for new UHC member companies

- Significant value point pricing for packaged pricing of dental, vision, life and disability plans
- Preferred value point premium pricing consideration for current UHC members for medical, dental and vision plans
- Access to members' local brokers following UHC review and satisfying program criteria

"At ABR, we are proud to be the endorsed program manager of SC&RA's Health Plan, and we have worked hard to provide the Association's members the opportunity to receive significant insurance benefits and discounts," said Randy Johnson, ABR senior vice president. "We plan to build on our strong relationship with SC&RA by continuing to expand the line of products and services we offer."

A brand new product available from ABR is a group limited benefit health insurance plan for drivers (independent owner-operators and their families) who contract with SC&RA member companies. As the economy improves and the demand for experienced drivers tightens, the ability to offer access to health insurance should help members recruit and retain them.

Like NBIS, ABR wants to help members make informed decisions. The new SC&RA Health Plan Blog provides SC&RA members insight into the dynamic health care reform through each entry posted at <http://blog.scrhealthplan.com>.

Ultimately, the association's health insurance program has the potential to

create an SC&RA Insurance Medical Trust, which would offer numerous advantages to participating members, including a lessening of the mandating burdens of healthcare reform; a further reduction in insurance premiums and administrative costs; and access to consulting services, nationwide providers of healthcare, and wellness programs.

"We have been very impressed with the expertise, competence and skill of the ABR team," said Dandrea. "Our new package of health insurance and ancillary benefits from ABR nicely complements the heavy construction and transport insurance and risk management tools offered through our partnership with NBIS."

Maintaining broker relationships

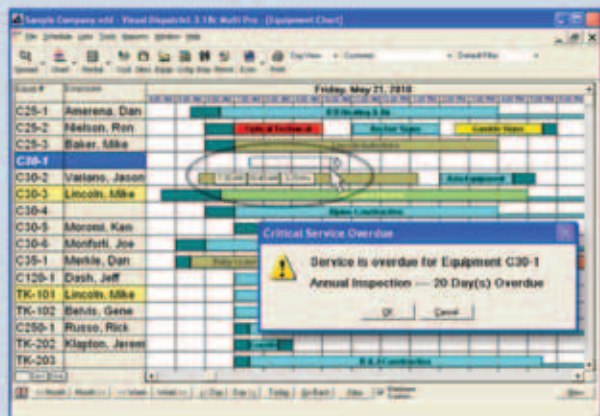
Whether members are working with ABR on health and benefits programs or NBIS on property and casualty coverage, one extremely important feature that both partnerships provide is the ability to retain relationships with existing retail brokers, noted Dandrea.

"From years of experience, we know many SC&RA members have strong, longstanding relationships with their local brokers," he said. "The design of our programs with ABR and NBIS does not disrupt these relationships but provides members solid options with key producers/preferred brokers if our members are not satisfied with the services being provided by existing brokers."

He also pointed out that the retail brokers receive standard commissions within both programs, eliminating any need for brokers to guard their existing market relationships. "The ultimate objective is to provide our members with the best possible coverage options and services at very competitive market rates," said Dandrea. "Our programs are not absolute silver bullets that work for every member company, but these programs have been very beneficial and continue to show promise for further growth and improvements; if SC&RA members have not shopped these programs in the past, we urge them to do so upon their next renewal."

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QUALIFICATIONS:

- *10+ years experience in transportation including truck, rail, barge, crane, stand jacks and all other services related to heavy haul and heavy lift operations
- *5+ years must be with heavy haul / over-dimensional / superload movements
- *Excellent verbal and written communication skills
- *Proactive approach to solving problems
- *Excellent customer service skills and business development background
- *Willingness to travel as needed

DESIRED ATTRIBUTES:

- * Ability to use Solidworks system for generating transportation drawings
- * Experienced with project scheduling software

COMPUTER SKILLS:

- * Proficiency in the use of MS Office and other technical software as required

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The SC&RA's 2011 Annual Conference is jam packed with educational sessions, committee meetings, receptions, networking events and fun. **ACT's** exclusive Annual Conference Show Guide offers a preview

ABOUT THE SC&RA ANNUAL CONFERENCE

DATE

April 12-16, 2011

PLACE

Hotel Del Coronado

The Del is a beachfront hotel located just across the bay from San Diego, California. Since opening in 1888, this classic beachfront resort has offered a level of luxury that has attracted presidents, royalty and famous actors. The Del has the distinction of being designated a National Historic Landmark and USA Today's choice as "one of the top 10 resorts in the world."

AIR TRAVEL

San Diego International Airport (SAN) is 20 minutes (approximately 9 miles) from the Del.

GROUND TRANSPORTATION

Taxi fare is approximately \$40 one way. For SC&RA group rates on rental cars from Avis, call 1-800-331-1600 and reference the code D757632.

WEATHER

The average high temperature during April is 77 degrees F, and the average low is 66 degrees F.

CONFERENCE HIGHLIGHTS

Products Fair, 3 mile/1.5mile fun run/walk, tennis and golf tournaments, Job of the Year competitions, educational sessions, committee meetings, President's reception, Foundation Gala: Good Vibrations Beach Party, International members reception, Closing Night Awards and Recognition dinner, First Timer's dinner, breakfasts, raffles and more.



Since opening in 1888, this classic beachfront resort has offered a level of luxury that has attracted presidents, royalty and famous actors

Coastal conference

A sell-out event, the SC&RA Annual Conference Products Fair is one of the most important trade fairs in the industry. Some 70 exhibitors will be on hand to introduce participants to the latest products and services available from the crane, rigging and specialized transportation industry. Besides learning about these companies, attendees can meet the exhibitors' key management teams, ranging from salesmen to CEOs. Following is a sampling of the companies that submitted information for our annual Show Guide.

A1A Software is a premier software and website development company in the construction industry. With its understanding of the operation and deployment of mobile and tower cranes, A1A has created effective and easy-to-use applications for the lifting industry. A1A created www.3dliftplan.com, the industry's first web-based lift planning application. At their booth, see live demonstrations of liftquote.com, 3dliftplan.com, Integrated Dispatch and other new features of the company's software products.

ASC Python America is one of the largest distribution centers for German high performance ropes that

are OEM approved on a majority of the mobile cranes around the world. The company's largest stock of ropes is in Chicago, as well as in New Jersey, Tampa, FL and Longview, WA. Python America will be promoting its new spelter socket ends designed specifically for several crane manufacturers that use the end fittings in place of wedge sockets. Also, learn about the company's new Compac 35 Plus ropes.

Allied Insurance Brokers has focused on providing insurance and risk management to crane businesses of all sizes for more than 15 years. A specialized focus creates a wealth of benefits for crane owners and operators. Their expertise, trusted insurer relationships, and Allied Advisor services deliver bottom-line improvements for crane businesses.

AmWINS Brokerage of Alabama is a wholesale insurance distributor in the US. With brokers dedicated to the crane and rigging industry, AmWINS brings a custom-designed insurance program to each and every insured to meet their specific insurance needs. As part of AmWINS Group, the largest P&C wholesaler broker in the US, the company works with carriers to provide the broadest terms and conditions at the best retentions and

>60

RopeBlock designed and built this 3200-metric ton capacity 30 sheave (6 x 5) crane block for use with the new Sarens SGC 120, a 3,200-metric ton heavy lift crane

premium. Products include General Liability, Inland Marine, Excess Liability, Truckers Liability/Physical Damage, Auto Liability, Workers Compensation and Builders Risk.

Aspen Custom Trailers

is an industry innovator and a premier supplier of multi-axle heavy haul transporters. Aspen has delivered thousands of trailers for use around the world – South America, Middle East, Russia and Africa, but primarily Canada and the US. Aspen's existence is dependent on the company's ability to provide tough and reliable heavy haul solutions for transportation, construction and energy industries. Aspen started out nearly 30 years ago designing large capacity heavy haul trailers for use in the extremely harsh conditions of Northern Canada and the Arctic. Today, these roots benefit customers; every Aspen trailer is



designed to get the job done every day without any excuses.

Associated Wire Rope & Rigging is the North American stocking distributor for RopeBlock BV

of The Netherlands. RopeBlock and its subsidiary companies manufacture a full line of products that serve the lifting and wire rope industries, including crane blocks, overhaul balls, swivels, rolling blocks, hooks, sheaves, turnbuckles, sockets, plus items for custom applications. Leading crane manufacturers have partnered with RopeBlock. RopeBlock recently supplied Sarens with a 3,200 ton crane block. New cranes from Manitowoc/Grove and Terex/Demag through 500-ton capacity delivered in Europe are equipped with RopeBlock crane blocks. At the Annual Conference, see the new Super Reeve Connector Socket, which is a spelter-type socket that maintains 100 percent wire rope efficiency and is available in a spin resistant version.

Association Benefit

Resources, in partnership with **United Healthcare (UHC)**, coordinates the marketing of health and medical plans for SC&RA members. UHC is a Fortune 500 company that ensures over 25 million individuals in the US. UHC's hospital and physician network provides access to more than 98 percent of the US population. UHC provides coverage through a national network of independent brokers to individuals, small employers and 50 percent of Fortune 500 companies.

ATS Specialized Inc., a division of Anderson Trucking Service, Inc., operates more than 900 trucks and 2,400 trailers. The company's trailing equipment consists of 2 and 3-axle flatbed, stepdeck, doubledrop and expandable trailers. Its heavy haul fleet of trailers consists of 6, 7, 9, 10, 13 and 19 multi-axle trailer configurations, including expandable flatbed wind blade trailers and many 13 axle Schnabel trailers for wind tower sections. The entire truck fleet has Qualcomm or DriverTech communication technology, which allows for around-the-clock communication with the ATS fleet. Attending the conference will be Gary Stang, vice president and general manager; Jeff Brunner, senior director sales and marketing; Troy Heyne, sales manager, heavy haul division; and Eric Miller, sales manager, crane transportation.

CIE-TECH Inc. produces axle load calculation software as well as load planning software for the heavy haul

Engaging presentations



Opening session speaker **Steve Farber** will draw from his latest book, *Greater than Yourself: The Ultimate Lesson in Leadership*, a *Wall Street Journal* and *USA Today* bestseller. With his powerful three-step approach, he will reveal how any organization can achieve explosive results by encouraging every leader and employee to take on "greater than yourself" relationships for personal growth and productivity.



In her presentation, "The 8 Essential Elements of Human Synergy," **Robyn Benincasa** will explain how to build world-class teams and highlight the skills necessary for dynamic role shifting and true teamwork. Her accomplishments as a world champion adventure racer, San Diego firefighter, founder of World Class Teams and its sister company, Flashover Seminars, have been featured on such TV show as *Today* and *Dateline NBC* and magazines such as *Vogue*, *Sports Illustrated*, *Harpers Bazaar* and *Outside*.



Bill Clement's 11 years in the National Hockey League, leading to two Stanley Cup Championships, taught him that, regardless of job title

or positions, everyone can be a powerful leader, especially in the Red Zones – the times of adversity. He will explain the key steps to maximizing contributions from colleagues who may see themselves only as minor players and share his insights on unifying an entire organization while disabling the number one enemy of personal success – fear.



During his "Train as You Fight – Fight as You Train" presentation, former U.S. Army Ranger **Keni Thomas**, recipient of the Bronze Star for Valor,

will stress the importance of leadership, teamwork and training as vital steps to success in battle and in life. At the heart of his presentation is his experience during the Battle of Mogadishu in Somalia, immortalized in the book and movie "Black Hawk Down." He was a consultant for the movie.

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CLC Lodging is the nation's leading negotiator of workforce lodging rates. CLC delivers workforce travel savings and solutions to crews, drivers, field service representatives, maintenance teams and other employees on the road. From its consolidated purchasing power of 9 million room nights worth nearly half a billion dollars a year at over 10,000 hotels, CLC obtains rates that are lower than customers can get on their own – typically 20 to 40 percent less than hotels' lowest published rates. Since 1977, CLC Lodging has helped companies lower the total cost of their lodging programs.

Columbus McKinnon is a leading worldwide designer, manufacturer and marketer of material handling systems and services, which efficiently and ergonomically move, lift, position or secure material. Key products include hoists, actuators, cranes and lifting and rigging tools. With a rich 135-year tradition, the company is focused on commercial and industrial applications that require the safety and quality provided by superior design and know-how.

Cometto Industries produces mechanical and electronic steer hydraulic platform trailers to 50 metric ton per axle, self-propelled modular trailers, dual lane transport systems, shipyard transporters and they offer engineered heavy duty transportation solutions to transport companies worldwide. Now represented by Kitchen's Crane & Equipment in North America, Cometto has refocused on the specialty needs of its clients in the US and Canada. Advanced technology, new-age manufacturing processes and a commitment to customer sales, service, support and satisfaction are leading the way to a growth of new clients, new trailers and affordable transport systems. With sales of over 70 total axle lines set for 2011 delivery in the US alone, Cometto clients appreciate options – options that enhance their business through shorter lead times, advanced technology, quality products, hands-on design, local parts, fair pricing and technical support from the US. Contact Cometto for a quick response and personal service regarding upcoming heavy haul applications.

Custom Mobile Equipment builds the Versa-Lift line of forklifts for the machinery moving industry. It manufactures four different models of forklifts ranging from 25,000 to 140,000 pounds in capacity. These machines feature a 2-speed hydrostatic drive, telescoping frame, removable counterweights and hydraulic 2-stage boom attachment. At the Custom Mobile Equipment booth, see photos and video of Versa-Lifts working with the remote controls on the new battery powered models.

Deasey, Mahoney, Valentini & North, Ltd. is a well-established national defense litigation law firm headquartered in Philadelphia, PA. Clients benefit from the collective experience of its litigators in a variety of practice areas including: appellate, bad faith, civil rights, class action, construction defects and injuries, crane and rigging litigation, environmental and toxic tort litigation, insurance coverage, labor and employment law, products liability, municipal liability, automobile liability, commercial litigation, land use and zoning, premises liability and professional liability.

Delta Rigging & Tools is one of the largest providers of lifting and rigging products and related services in the US. The company offers a complete portfolio of lifting solutions, including hoists, winches, wire rope, wire and synthetic slings, accessory parts and hardware as well as testing, inspection and field services. Delta Rigging & Tools serves both domestic and international customers and specializes in custom solutions for challenging projects.

Doral Equipment Rental is a specialty rental house providing equipment from coast to coast. Doral offers the largest fleet of Versa-Lift models in the country, along with Rigger-lift, hydraulic gantries and the Trakporter. All equipment is available anytime and anywhere. Short-or long-term rentals are available. Doral prides itself on its equipment and customer service.

Enerpac, a global leader in high force hydraulic solutions, is exhibiting integrated systems for lifting and moving large equipment or structures, construction, bridge building and rehabilitation. Whether lifting 250-

ton turbine modules at a power plant, constructing a signature bridge across a deep valley or raising a national landmark for seismic retrofit, Enerpac will supply the high-force hydraulic solutions needed. Enerpac's broad line of standard and customized products offers the benefits of safety and efficiency to applications where high forces are required to get the job done.

Faymonville Distribution has a leading position as a European manufacturer of semi-trailers for the heavy and specialized hauling industry. The roots of the company date back to the 1950s. Today, with its staff of about 600 employees, the company has an output of nearly 2,000 units per year. Innovation, flexibility and quality are the key elements for the company. Faymonville's large product range offers customers optimal solutions and systems for any transport need outside the usual norm. The product range covers different types of semi-trailers and heavy duty modular trailers with payloads from 20 to more than 1,000 tons.

Fleet Cost & Care software was 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 for those companies requiring an extensive fleet service and preventative maintenance capability. Fleet Cost & Care's software is 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 (Cost & Care FMS) and NexGen Fleet Management System (NexGen FMS). In addition, FCC is a certified Business Partner and Authorized Partner of Sage Pro ERP and Sage Accpac ERP.

Fontaine Trailer Company

is the largest platform trailer manufacturer in the world producing a complete line of aluminum, steel and composite trailers for the flatbed, drop deck and heavy-haul markets. Manufacturing facilities are located in Jasper, Haleyville and Springville, AL. Fontaine Trailer is a Marmon Highway Technologies/Berkshire Hathaway company. Marmon Highway Technologies (MHT) supports the transportation industry worldwide with a wide range of quality products and services.

Garrod Hydraulics repairs and remanufactures hydraulic cylinders and industrial hard chrome plating. Services

include telescoping cylinders, large bore cylinders, multistage cylinders, mobile crane cylinders, rod straightening, industrial hard chrome plating and polishing. Garrod's commitment to quality service and customer satisfaction was formally recognized in 1999 when it became the first ISO 9002 certified supplier of hydraulic cylinder service and repair in the US. In 2007, Garrod Hydraulics joined Manitowoc's EnCORE program, establishing the company as a certified Manitowoc Crane Care repair shop. Today, Garrod Hydraulics is one of the largest industrial hard chrome plating shops on the East Coast with the ability to repair and remanufacture cylinders up to 48 feet.

Global Executive

Solutions Group is an executive recruiting firm specializing in top talent for transportation, logistics and supply chain management clients. For companies involved in crane rental and construction projects or moving heavy, oversized cargo from one point to another by truck, Global Executive Solutions Group has the experience, skills and resources in the company's specialized transportation practice to meet needs in a variety of functional areas at the C-level, vice president, director and major levels.

Goldhofer AG is a specialized manufacturer of heavy duty modular trailers and self-propelled transporters with mechanical and electronic steering systems. The company is introducing the newest generation of its THP/SL, PST/SL and PST/SL-E models. These upgraded modules have new features like reinforced framework with optimized bending moment, an improved piping system as well as new paint that inhibits corrosion. These new units are also fully combinable to existing fleets. The Goldhofer team will show what is new in the industry based on its long term experiences, highest technology and its well known, quality products.

Gunnebo Johnson Corp.

is a manufacturer of crane blocks, sheaves, overhaul balls, lifting tackle and accessories. Gunnebo Johnson can

The innovative B-Set self-erecting gantry combines Enerpac's strand jack, hydraulic gantry and skidding technologies into an integral, freestanding heavy lift and tailing solution

supply specialty-engineered blocks from 2- to 3,000 metric tons and patented ForgeFab sheaves for OD's to 72 inches (larger sizes available upon request). With a foundation of over 50 year's experience, Gunnebo Johnson has built a quality reputation by applying a singular dedication to satisfying its customers' needs.

Hilman Rollers, in business since 1953, is a manufacturer of high capacity, low height and low friction rollers and custom skidding solutions. The company offers standard roller models with 0.5-ton capacity up to 1000-ton capacity, and has provided custom solutions up to 5,000-ton capacity. Some examples of items that have been moved on Hilman Rollers include historic lighthouses and other structures, large bridge spans and sections, various components aboard offshore and land-based oil and gas rigs, large ships and other vessels, spent nuclear fuel casks, heavy shield doors and too many types of industrial machinery to list. Engineers and contractors seem to find new uses for Hilman Rollers almost daily. Additional products include self-contained hydraulic toe jacks, Hilman Tri-Glide 3-point moving system, the new Bull Dolly Series rollers and the Hilman Trakspporter, which will change the way people move the heavyweights.

Hunyady Auction Company and Appraisal Services

is regarded as one of the leaders in providing appraisals for the construction, mining and transportation industries. The company provides contractors, financial institutions and manufacturers with valuations for making decisions regarding purchasing, collateral financing and corporate acquisitions. Hunyady Auction Company offers full service auction services to the machinery and equipment industries. Entering its second decade in business, the company has conducted auctions of construction and excavating equipment; surface and underground mining equipment; trucks and trailers; coal, concrete, asphalt, and aggregate plants; powerline construction equipment; steel fabrication and sheet metal machinery; heavy highway and paving equipment; cranes, pile drivers; dredges; landfill machinery; pre-stress and pre-cast equipment; vehicles; tools; construction materials; scrap and demolition equipment; commercial real estate; and much more.



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J&R Engineering is the manufacturer of Lift-n-Lock hydraulic boom gantries. Meet key staff and see examples of J&R Engineering products at work. J&R gantries offer the ultimate in structural strength when lifting heavy loads to ever-increasing heights.

J. J. Kane Appraisal Services provides appraisal reports to the crane, lifting and transportation industry for financial lending, corporate acquisition, insurance, bonding and taxation. The company's senior level appraisers have over 50 years of experience in conducting equipment appraisals for the crane, rigging and transportation industry. The J.J. Kane team's knowledge of equipment specific to the crane and rigging industry provides clients with accurate and detailed appraisals. J.J. Kane is recognized in both the crane industry and financial lending world for producing independent and accurate valuations. J. J. Kane works together with clients to identify needs and then produce a report tailored to meet their requirements. Detailed information provides clients with insight into their particular market as well as accurate valuations. J.J. Kane has full-time, experienced personnel located nationwide so that inspections can be completed quickly and in a cost-effective manner regardless of where the assets are located.

Kalyn Siebert, a private employer in Gatesville, TX, has a network of dealers throughout North America. Kalyn Siebert owns Heil Trailer International, which is based in Athens, TN. The company has eight manufacturing facilities worldwide plus several US parts and service facilities. The company will offer information about its heavy transport trailers and its trailers designed to haul wind components.

KHL Group, and its subsidiary **KHL Group Americas**, is a diversified media company and the leading supplier of international construction information around the world. Using its market-leading magazine brands, KHL has expanded into digital magazines, e-newsletters, directories, the Internet, new media technologies, book publishing, direct mail, list rental, exhibitions, conferences and contract publishing. KHL publishes *American Cranes & Transport* and *International Cranes and Specialized Transport*, the

official magazines of the SC&RA. The company's most recent publishing venture is the 2011 launch of *Construction Latin America* magazine. This year, KHL is hosting the International Tower Crane Conference on May 11 in London and the Crane & Transport Summit, which will be held November 10-1, 2011 in Amsterdam, The Netherlands.

Landoll Corporation was founded in 1963 as Quick Service Welding by Don Landoll and a partner. The partner left in 1967, and the company is still owned and operated by the original founder. Over the past 46 years, through innovation, tenacity, and hard work, Landoll has grown into a vertically integrated manufacturer that designs, fabricates, finishes and markets heavy equipment trailers, specialized narrow aisle forklifts, agricultural tillage equipment and OEM and government products. In 2007, Landoll Corporation acquired ICON Industries, Beloit, KS. Landoll designs and manufactures a complete line of trailers including traveling axle, traveling tail, detachables, bottom dumps, car trailers, utility and industrial tags, which serve many different industries.

Liebherr Cranes Inc. (LCI) is a member of the worldwide Liebherr group. Based in Newport News, VA, LCI is responsible for the all-terrain and larger crawler crane division of Liebherr exclusively in the US. The wide range of products manufactured at the Liebherr-Werk Ehingen GmbH in Germany include 19 types of all terrain cranes with a total range from 30 metric tons to 1,200 metric tons; four different types of larger

crawler cranes in a range from 350 metric tons to

1,350 metric tons; special cranes such as the truck crane LTF 1045-4.1 built on a Kenworth chassis, the LTC 1045-3.1 and the LG 1750 (all terrain chassis assembled with lattice type boom/luffer) promoted and sold by LCI in the US. LCI offers all aspects of after-sales market support with delivery of parts to a customers' site within 48 hours or sooner. In addition, LCI's state-of-the-art repair facility in Houston, TX performs all major repair, overhaul, accident or simple maintenance works on Liebherr cranes. Customer training is also offered at the facility in Houston.

Liebherr Nenzing Crane manufactures and distributes a full line of lift cranes (LR-series) with machines ranging from 115-ton to 330-ton capacity, all self-erecting and a full line of purpose built duty cycle (HS-series) crawler cranes with high line pull winches and high horsepower engines to power external attachments such as hammers or lead systems as well as providing more power for higher production in clam or dragline configuration. The company also provides a full series of the following foundation machines: combination piling and drilling rigs, drill rigs and recently introduced pile driving rigs (a purpose-built impact hammer pile driving rig with up to 29 feet of outreach).

Lift Systems designs and manufactures all types of alternative heavy lifting and material handling systems including telescopic hydraulic gantry systems and the Power Tower line of gantries with capacities to over 1,400 tons and 46 feet of lift height with over 800 tons. The company also produces mobile pick and carry machines in four different standard product lines with capacities to ranging from 7.5 tons to 110 tons. The company also manufactures custom forklifts and custom industrial trailers. Recent developments include the 110-ton TwinLift and MobiLift, a redesigned self-contained wedge system for Power Towers, and self contained power units

Orlaco Products offers effective standard solutions for every vision problem



Although best known for construction trailers, Rogers' Brothers modular designs offer increased versatility with detachable rear frames and interchangeable deck styles

and easy access ladders with tie offs on larger gantry models.

Lifting Gear Hire Corp.

is devoted exclusively to providing lifting and rigging equipment for rental and sale. Through 13 locations in the US, and supported by over 30 rental representatives nationwide, the company provides for rent or sale hoisting, pulling, jacking and rigging equipment to meet virtually every conceivable lifting or moving need. LGH does this by holding the most comprehensive inventory of equipment, whether for simple everyday tasks or for special projects where expertise has to be matched with availability of the right equipment. More than 40,000 pieces of equipment in stock have been carefully selected for durability and purpose and are maintained in excellent condition to be ready for immediate, and above all, safe use.

Link-Belt Construction Equipment Company

is a leader in the design, manufacture and sales of telescopic and lattice boom cranes with headquarters and manufacturing facilities in Lexington, KY. Link-Belt is committed to the manufacture and service of high quality products that satisfy customers worldwide. Toward that end, Link-Belt has pursued a strategy of growth and investment despite the economic downturn. It has moved aggressively to seize more global market share by adding manufacturing capabilities, producing a broader range of products and strengthening distribution and personnel around the globe. Attending the conference will be Bill Stramer, vice president, marketing, sales, and customer support; Pat Collins, senior product manager, lattice boom cranes and Skeeter Collins, manager, North American sales.

Manitowoc provides customers with among the most advanced and comprehensive range of lifting solutions and services available. Manitowoc's brands are known for creativity and innovation the world over: Grove, Manitowoc, National Crane, Potain, Manitowoc Crane Care and Manitowoc Finance. Manitowoc will provide information on its newest



products and services. Attending this year's Annual Conference are Glen Tellock, chairman and chief executive officer; Larry Weyers, executive vice president, Americas; Bob Hund, executive vice president, Crane Care; Dave Hull, senior vice president, sales and marketing, North America; Ingo Schiller, senior vice president, global marketing and product management; and Jay Buechler, customer finance manager.

Maximum Capacity Media,

publisher of *Crane Hot Line*, *Lift and Access*, and *Industrial Lift & Hoist* magazines, will display information about its upcoming conferences, events and special issues. Special issues include the Components & Consumables (C&C) and Telecom & Utility Fleet (TUF) supplements. C&C mails with summer issues of all three publications. It includes articles designed to connect buyers and suppliers of various products used in operation or maintenance of heavy or industrial equipment. TUF will be distributed in September/October 2011 issue of *Lift and Access*. It is as a ready-reference for heavy-equipment procurement managers, utility and telecom fleet managers, and maintenance managers. The Crane & Rigging Conference (CRC) and Industrial Crane & Hoist Conference (ICHC) will be held concurrently with Reach Expo July 19-20 in Houston, TX. CRC is for users of mobile cranes working in construction and heavy industry, while ICHC is for users of overhead cranes and hoists in heavy industrial or manufacturing facilities. Reach Expo is an exhibition venue for crane manufactures, suppliers, and service providers.

National Center for Construction Education and Research (NCCER)

is a not-for-profit 501(c) (3) education foundation serving the construction and maintenance industries. Working with contractors, owners, associations, government entities, labor organizations and educators, NCCER has created a national industry-standardized training, assessment and certification process for the construction and maintenance industries. NCCER offers a Mobile Crane Operator Certification Program that is accredited by the American National Standards Institute (ANSI) and is recognized by OSHA, The Associated General Contractors of America (AGC) and the Associated Builders and Contractors (ABC). This program offers 13 equipment specific certifications, including capacity. NCCER also has a Signal Person and a three-level Rigger certification program. Allowing qualified industry professionals to administer these certification programs keeps costs to a minimum. Candidates receive their test results within 15 minutes of submissions, with no rush fees, and are issued a nationally recognized and portable credential that can be verified, in real-time, through NCCER's Automated National Registry (ANR). All certifications are valid for five years.

National Commission for the Certification of Crane Operators (NCCCO)

is the leading certification body for crane operators and related personnel, and CCO certification is a proven way to demonstrate that OSHA's stringent new qualification requirements for crane



operators, signalpersons and riggers involved in construction have been met. NCCCO, a non-profit organization recognized by more than a dozen national industry associations as well as Federal OSHA, will be showcasing its full suite of nationally and internationally accredited (ANSI/ISO) crane personnel certification programs, including those for Mobile, Tower, Overhead, and Articulating Crane Operators, Signalpersons, and Level I and Level II Riggers. Information about new CCO certification programs for Crane Inspectors and Lift Directors will be highlighted. Details on NCCCO's outreach activities to help employers, crane operators, signalpersons, riggers, inspectors and maintenance personnel better understand federal OSHA's new requirements will be provided. NCCCO's Guide to the new personnel qualification requirements will also be available.

National Interstate Insurance Company (NIIC)

offers specialized insurance plans including Titan, a group captive program designed specifically for heavy haul, crane and rigging operations. This custom insurance solution brings many benefits including control over unpredictable insurance pricing and the potential for reduced costs and return of unused premiums. In addition, Titan members have a voice in important program decisions including those that impact underwriting, loss control and investments. NIIC, a leader in captive programs since 1995, has the experience and expertise to develop a program tailored to SC&RA member companies. Founded in 1989, NIIC is headquartered in Richfield, OH.

NBIS provides industry specific insurance coverage and innovative risk management support for the crane, rigging and specialized transportation industries. Through their 15 year exclusive endorsement with the SC&RA, NBIS has been able to develop a proven and comprehensive risk management based insurance program to help improve safety, limit risk and provide premier insurance coverage tailored specifically for these industries. As a compliment to these programs, NBIS provides consistent and stable coverage, including general liability, commercial auto, inland marine, truckers' liability, custom cargo/transit, physical damage, excess and workers' compensation. Additionally, their proven loss prevention, reliable claims service and highly competitive rates allows NBIS to provide more options for crane, rigging or specialized transportation businesses than any other insurer.

Nelson Manufacturing Company

in business since 1947, is a leader in the design, manufacture and sales of specialized semi-trailers. The company's product line focuses on the demanding needs of the heavy haul, rigging and crane industries. Nelson offers a full line of multi-axle heavy haul trailers with numerous axle configurations and hydraulic steering options. A kingpin activated automatic hydraulic steering option is available on many Nelson trailers. The Nelson bi-fold ramp trailer has been a staple of the rigging industry since its introduction in the 1970s. The Nelson boom dolly, boom launch trailer and pin 'n go system offer safe and effective transportation solutions for the crane industry. Nelson also specializes in trailers for sensitive cargo such as aircraft parts, satellites, rocket components and the nuclear industry.

Orlaco Products wide range of products allows for effective standard solutions for every vision problem. Custom-made products are made possible by product development and customer-focused service. The company has many years of experience in camera and monitoring systems for all types of vehicles and vessels. The company has successful partnerships with leading importers and manufacturers, and it offers on-time deliveries and guaranteed service. Orlaco

Products offers certified quality systems that feature superior product features and performance.




Precision Enterprises, Inc. (PEI)

is the North American representative for Kamag Transporttechnik GmbH & Co. of Ulm, Germany. Kamag delivers transporter and trailer equipment used globally by aerospace companies, steel mills, shipbuilders and heavy haulers. Kamag's range of equipment includes SPMTs, elevating and steerable trailers, aircraft tugs and swap body trucks. Kamag, with its affiliated company Scheuerle, has developed a new modular trailer system, the K25, with a coupling interface that fits directly into most fleets. The K25 trailer is available in pulled and self-propelled versions with mechanical or electronic steering. PEI is located in Florida and supports its clients throughout North America with new equipment sales, spare part, and factory-trained technicians for troubleshooting, warranty repairs and preventive maintenance.

Rayco-Wylie Systems' key areas of expertise lie on the development and installation of complex rated capacity indicators as well as custom safety instrumentation. Regardless of crane make or model – lattice, hydraulic, boom truck or special application – Rayco-Wylie provides solutions to any

>69



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FEW
WATER DROPS
EVOLVE  RAIN
RAIN PRODUCES MUD
MUD CREATES A 
A MESS STEALS TIME
TIME IS VALUABLE
OUR MATS SAVE
YOU !

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specific application. At this year's Annual Conference, Rayco-Wylie Systems will present new wireless products. With the OSHA regulations and the need for wireless and easy-to-use technologies growing among its clients, Rayco-Wylie decided to launch a wireless wind speed (R180) and load indicator (W3380) that exceed any competitive device on the market, the company says. The W3380 can also monitor anti-two-block, wind speed and angle. Attending the conference will be François Proux, sales and service director, Americas, and Manon Huard, corporate account manager.

Ridewell Suspensions

engineers and manufactures a complete line of suspensions for the truck, trailer and bus industries. The company has served the transportation industry since 1967 and holds more than 30 active patents for exclusive features that provide for low maintenance and superior performance. The heavy haul industry has been a particular focus for Ridewell. Ridewell suspensions have proven to be an excellent choice for the most extreme requirements of this challenging application. The custom design work of the Ridewell engineering staff allows customers to use the best possible combination of suspension, air controls, and integrated axles, including disc brakes.

Riggers Manufacturing

produces the EZLifter line of gantries that use the innovative CARL Control System to allow the ability to synchronize the lifting 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. The company has also incorporated the CARL Control System on all Trilifter mobile pick and carry machines. Recent developments are a 25-ton capacity Riggers boom option for TriLifters that will extend to 35 feet and the new TL220BW, 110-ton capacity TriLifter.

Rigging Gear Sales (RGS),

located in Dixon, IL, specializes in rental, sales and leasing 4-Point Lift Systems products including modular telescoping hydraulic gantries, Mobilifts and Twinlifts, MiniJack lift systems, moving dollies, Powerbars and much more. The

company's current fleet of new and used gantries ranges from 20- ton more than 1,000-ton systems with maximum heights of over 40 feet with 600 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.

Rogers Brother

Corporation manufactures high performance lowbed trailers under the Rogers name. Although best known for construction trailers, Rogers excels in building to customer specifications. Their modular designs offer increased versatility with detachable rear frames and interchangeable deck styles. Custom-engineered trailers are designed to meet the needs of the transportation, oil, gas, steel, mining, utility and heavy-haul industries. The fourth generation of the Rogers family works to focus on superior quality while bringing fresh ideas to manufacture and design. That's why they are able to offer a 7-year limited frame warranty. Each trailer is made with a sense of pride, because the family name is on it. Attending the Annual Conference are Mark Kulyk and Joyce Ravnika-Kulyk.

SAF Holland USA has sales of approximately \$585 million in 2009 and over 2,000 employees. The company is one of the world's leading manufacturers and suppliers of premium product systems and components primarily for trailers as well as trucks, buses and recreational vehicles. The product range encompasses axle and suspension systems, fifth wheels, coupling devices, kingpins, and landing legs. Products are distributed under the SAF, Holland and Neway brand names. SAF Holland customers include the majority of large truck and trailer producers all over the world. The products are sold to OEMs and OESs by means of a global service and distribution network and via aftermarket channels directly to the end users and service garages. SAF-Holland has established itself as one of the few manufacturers in its sector that is internationally positioned with an extensive product range and a broad service network.

Sany America's new cranes for 2011 consist of the SCC8300, a 330-ton crawler crane that was introduced at the Bauma trade show in China last November and made its American debut at ConExpo in March. It features a Porsche-designed Ultracab, the basic

>71



Sany America has introduced five new cranes to the American market

Top level crane events for 2011



CONFERENCES SUMMITS AWARDS NETWORKING



Date: May 12, 2011

Venue: Grange Hotel, St Pauls, London

A major new conference and dinner for the global tower crane industry. A networking, business information and social event for leaders and senior managers of all tower crane users, and their suppliers and manufacturers.

Web: www.khl.com/itc



Date: June 7, 2011

Venue: Hotel Okura, Amsterdam, Netherlands

Leading mobile crane and specialized transport companies are being invited to celebrate their success by entering the ESTA Users night and awards dinner.

Web: www.khl.com/esta



Date: To be confirmed

Venue: Abu Dhabi

A 2-day conference and networking dinner to be held in Abu Dhabi. Its launch comes in response to requests from key players in the industry for a high-quality event that addresses the unique issues facing the crane and transport sectors in the Middle East and related markets.

Web: www.khl.com/catme



Date: November 10-11, 2011

Venue: NH Grand Hotel Krasnapolsky, Amsterdam, Netherlands

A 2-day conference and networking dinner. Top representatives from crane and transport companies, equipment manufacturers, associations and standards bodies from around the world will meet to discuss key industry issues.

Web: www.khl.com/wcts



WHECO provides full turn-key engineered repairs including fabrication, hydraulic, mechanical, electrical, machining and painting services for cranes, providing OSHA, Cal-OSHA, ANSI and AWS compliant repairs



machine weight is under 100,000 pounds, and the crane offers seven boom configurations for maximum flexibility. The new SCC8100 and SCC8200 (110-ton and 220-ton crawler cranes, respectively) were also introduced at ConExpo, enhancing the growing portfolio of Sany's global market of cranes. In addition, Sany has introduced two new rough terrain cranes to the North America market: the SRC840 (40-ton RT) and the SRC860XL (60-ton RT). All five of these cranes feature Cummins engines, Sany-designed LMIs and other components by world-class companies such as Rexroth, Husco and Parker.

Slingmax has been serving the rigging industry for over 20 years with high quality, innovative rigging solutions. Slingmax's premier product line is the Twin-Path sling with Check-Fast system and fiber optic inspection installed. Its Gator-family of nine-part wire rope slings are among the most efficient in the industry.

Superior Tire and Rubber Corp. is a designer and manufacturer of solid polyurethane and rubber industrial wear products, often incorporating precision machined steel components.

Talbert Manufacturing is a leader in the specialty-built trailer and transport system industry. The Talbert 55-ton Raised Center (RC) trailer with the new Equalizer features a non-ground bearing gooseneck; a

raised 26 foot center deck, which allows a 15 ½ inch loaded deck side height to accommodate various transport height regulations; and an advantage in load capacity over comparable models with a rating of 110,000-pounds capacity in a 13-foot load base. The unit is equipped with The Equalizer – a new nitrogen-assisted dampening system that effectively balances and manages loads in all terrains. The Talbert 55-ton Roller Paver Trailer features an adjustable, self-contained gooseneck which utilizes a "ratchet-style" design to provide additional ride-height settings allowing the operator to adjust the gooseneck with a single lever; and a lighter-weight, tapered-deck design for smooth load and unload.

Telogis is dedicated to enhancing the value of its customers' businesses through intelligent integration of location technology, information and services. Software-as-a-Service (SaaS) GPS fleet management systems like Telogis Fleet 8 monitor the location, health, performance and security of mobile assets, while presenting that data in a way that is easy for fleet managers and executives to understand and act upon. When it comes to heavy equipment such as cranes, trucks and earthmovers, Telogis Fleet 8 goes beyond location tracking to give fleet managers and business owners a perspective into the use, performance and productivity of their workforce. It also provides a valuable element of security and safety that helps prevent the theft and expedite the recovery of stolen equipment. It ensures the safety of field crews working

in remote locations and helps keep track of maintenance logs to maintain appropriate service levels.

Terex Cranes brings true global experience with all climates, terrain conditions and application needs. Terex cranes and port equipment deliver a variety of solutions around the world every day. A wide selection of styles to choose from and a dedication to technological innovation, Terex cranes and port equipment are built to help you get jobs done faster, easier and better. Stop by the Terex Cranes booth to learn what is new at Terex Cranes.

The Buckner Company

With experience in the trucking and transportation industry comes the understanding of what insurance services you need and how to get you the coverages you want all from the top national and regional transportation insurers.

The Buckner Company's Trucking and Transportation division is dedicated to providing you with all your trucking and transportation insurance and risk management needs with the best service, best rated companies, and the best possible price.

The Crosby Group has been a leader in the lifting industry for more than 80 years. Crosby will provide information about its newest products, including the complete line of Crosby IP lifting clamps, the new S423T Super Terminator wedge socket and the new

patented McKissick Split-Nut retention system for crane block hooks.

Tradesmen International supports SC&RA members by supplying them with skilled craftsmen throughout North America. With nearly 100 locations and thousands of localized and travel-dedicated employees who are ready for immediate dispatch, Tradesmen enables SC&RA contractors to supplement their core workforces – ramp up on an as-needed basis – for projects ranging from plant relocations and new construction to shutdowns, outages and turnarounds. Tradesmen permanently employs experienced millwrights, riggers, industrial mechanics, ironworkers, operators and other industrial trades. Each completes a rigorous screening process and safety training to fully meet client requests. Finally, a labor guarantee is placed on every Tradesmen employee to ensure SC&RA members are fully satisfied.

Trail King Industries, North America's largest specialized trailer manufacturer, continues under new ownership as a proud supporting member of the SC&RA for 30 years. Trail King is also the first and only North American manufacturer to design, develop and produce Modular Hydraulic Line trailers. Trail King's new hydraulic line trailers are designed to be fully comparable with several popular European designs. In addition, Trail King engineers and manufactures dual-lane transport systems, hydraulic Schnable neck, blade hauling and custom multi-axle trailers for the wind energy industry and specialized hauling markets, in addition to a complete line of open deck and materials

hauling trailers for the construction, commercial and agriculture markets. Stop by and meet Trail King's new president, Bruce Yakley, and Adam Sheridan of CC Industries, Trail King's new parent company.

Transport Systems and Products, Inc./Scheuerle offer an innovative line of transport systems for the heavy haul sector. At the booth there will be comprehensive information about the entire Scheuerle line of heavy lift transporters, including the SPMT 3000 at three meters wide and a load capacity of 36 metric tons per axle line. The SPMT 3000 is offers a self-propelled unit with multi directional steering that can easily be coupled to an existing fleet of hydraulic platform trailers. Other products being featured at this year's exhibit will be the Wide Combi Dual Lane Trailer, the SPMT 2400 series of self-propelled modular transports with load capacities of 36 or 48 metric tons per axle line, and the new K-25.

USI Insurance Services is 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. USI is a Goldman Sachs Capital Partners company.



Vela Insurance Services takes pride in partnering with approved brokers to create relationships designed to provide sound solutions for complicated risks. Vela's professional staff is committed to meeting customers' needs by providing superior products and services utilizing an innovative underwriting approach. Vela began operations in 1996 as an underwriting manager, writing excess and surplus lines casualty business with a primary focus on contractor and product liability coverages. The company continues to write a variety of classes nationwide, exclusively through its network of appointed excess and surplus lines brokers. Vela is a wholly-owned subsidiary of Berkley Specialty Insurance Services, LLC, and a member of W.R. Berkley Corporation, a leading commercial lines property and casualty insurance provider.

West Chester Permit is a supplier of permits for the transportation industry. Whether a customer's move needs trip, fuel, oversize, overweight, or superload permits, West Chester Permit can get them where they need to be fast and efficiently.

WHECO Corp. will be participating in its 13th consecutive products fair with Ron Williams, Dave

The new Scheuerle-Kamag K25 during one of its first assignments in Australia





The Terex Crossover boom truck/truck crane was introduced at ConExpo



construction, commercial, agricultural, wind energy, oil and gas, and custom style trailer markets since 1995. XL has a growing dealer network, a dedicated staff of skilled employees and is an industry leader, offering superior hauling solutions. Every XL trailer is backed with a market leading warranty to assure the ultimate in customer confidence and satisfaction.

Zoomlion America

designs, engineers, manufactures and sells a full range of cranes for the North American market. With over 40 years of product R&D supported by 20,000 employees

worldwide, including 1,000 sales and after-sales engineers, the Zoomlion sales network spans the globe with an annual production capacities that exceed 5,000 mobile cranes and 2,000 tower cranes. The Zoomlion Mobile Crane Branch manufactures mobile cranes, all terrain cranes and crawler cranes. The Zoomlion Hoisting Machinery Branch manufactures hammer head tower cranes, topless tower cranes and luffing jib tower cranes. Zoomlion America is managed and supported in by CIFA USA, located in Milwaukee, WI, providing full technical service and parts support to the US with Zoomlion's fully integrated management system.

Wood and Jay Shiffler available to explain the company's approach to engineered structural repairs and crane restoration. For more than 30 years WHECO has been providing specialized repair and restoration services to the crane industry. WHECO provides full turn-key engineered repairs including fabrication, hydraulic, mechanical, electrical, machining and painting services. The company 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. In 2010 WHECO opened its' fifth US facility in Houston, TX. The company has facilities in Aiken, NC, Santa Fe Springs, CA, Seattle WA and Richland, WA.

Wheelift Systems/Doerfer Companies is an emerging leader in heavy load moving systems. The Wheelift Systems Group of Doerfer Companies manufactures heavy capacity wheeled transporters and automatic guided vehicles, in the form of engine driven, self-propelled, AGVs and in-plant SPMT transporters that are used in very large and very heavy assembly operations. The TDS Automation division of the Doerfer Companies is an established builder of special purpose Automatic Guided Vehicle Systems (AGVs).

XL Specialized Trailers is a market leading manufacturer of heavy haul and specialized trailers for the



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Announcing the availability of a 2008 Kobelco model SL6000, a 600 ton maximum capacity crawler, equipped with 276' main boom, 236' luffing jib and heavy lift setup. The Kobelco SL6000 comes standard with a 3rd drum and links for optional Super Heavy Lift package (limited availability upon special request). Currently located in Tampa, FL, this machine is available to transport for a reduced sale price of \$4,400,000. For sales or rentals, contact Steve Stodghill, President, at 1-800-282-6651 or visit us on the web at www.sims crane.com/ACT.

Financing your losses.

Bill Smith asks, are you properly covered?

Straight

For many of you that read my articles, you know that I am pretty straight forward, sometimes to my own detriment. Many of you that know me often hear me say, "It is what it is." In knowing that statement, the next step is to just make the best of the current situation. The same holds true in everyday life, whether it be family, kids, finances, business, friendship, etc. "It is what it is."

With that being said, there are a couple of things that many people dislike in today's business world: insurance and attorneys. Except of course when you really need them the most. Necessary evils, as some may call it.

As I said in my opening statement, "to my own detriment, (LOL) I am now in the insurance business after years of working my entire career path around the crane and heavy equipment industry. I also just commented that insurance is probably one of the most disliked expense items in the business world, this is undeniable. Insurance as a necessary evil, is in many cases, required by law, required by banks, required by contracts, and required simply because a loss occurs due to an accident and the typical person or business can't afford to pay the entire loss out of their bank account. This is, fortunately or unfortunately, why we all purchase, auto insurance, liability insurance, property insurance, and for some that choose it on a personal note, life insurance.

To put it in common terms, insurance is a means and method to finance your future losses if and when they occur. We all work to keep our losses to a minimum, which in turn keeps our insurance cost down as well. It's all about risk and the

amount of risk each of us want to assume. As an example, in our personal lives, we can select an auto insurance company and select a deductible amount that will modify our premium, thus reducing our cost as a consumer.

However, our risk increases. We have to be careful that we purchase the right coverage and have the money to cover the deductible or losses not covered when it is required. In the business world, the deductible isn't quite as critical as choosing the right coverage and the right carrier. There are many ways to insure your business, and you need to have an experienced agent or broker that totally understands your business, your exposures, and what you do on an everyday basis. You should feel comfortable knowing your business is protected and covered, and most importantly, that there are no "gaps in coverage" that will put your business and lifelong work at risk.

Agents matter

A good agent will guide you through the options available to properly insure your business. If your agent does not fully understand your business, you may not be covered properly for the work that you do. The same applies to your current insurance carrier or the one chosen or recommended by your agent. Be comfortable with your carrier and make sure if you have a loss, they fully understand your business and know how to fight the claim and protect your company.

Remember what I said, "It is what it is," and in these tough economic times, it's easy to want to buy cheap for many reasons. However, also remember a

couple sayings that my father told me, "Buy cheap, buy twice." And also, "You always get what you pay for."

Now I'm not at all saying that you should not negotiate and always pay more for an item regardless of what it is – "the more expensive the better" does not always apply. In fact, it's quite the opposite. All of us have shopped for products and found the same quality for less, but some products or services live up to the old sayings, for instance, tools that are used in our industry.

You can buy certain less expensive tools and have them fail miserably or you can buy quality brands, like Snap-On, that constantly perform and last forever. Think about outerwear – you can buy a knock-off brand that makes you only slightly comfortable in cold weather or you can buy a brand, like Carhartt, that lasts and provides you protection from weather elements.

Now, think about a bottle of wine and buying a cheap bottle versus quality. They will both eventually have the same effect on you if you drink enough. The difference will fall into two areas. One is price and the other is how often you have to make a face to get it all the way down. Having the right insurance is sometimes the same as the three examples above. You must have the proper tools to do the job, so you need the broadest policies for your everyday tasks. (Your broker/agent should be experienced in your business and know this.) And you need the right coverage to protect you from the exposures and elements, much like a pair of Carhartts do for your body. Sometimes, like a good bottle of wine, you may have to pay a little more but you won't have to make that ugly face when you have a claim that is not covered.

THE AUTHOR



Bill Smith is executive vice president of NBIS Claims and Risk Management, responsible for sales and marketing, claims and risk management, loss prevention, safety awareness and accident investigation.

"If your agent does not fully understand your business, you may not be covered properly for the work that you do."

Tough lessons

This is a tough lesson to learn and is often hard to swallow. Let me tell you a true story about an incident that recently occurred in late 2010 with a crane company that we do not insure. This company was hired and had a contract with their customer to move a load from Point A to Point B. The company was to pick up the load with one of its cranes,

talk

put it on a truck and unload it with the crane at the final destination. The crane owner hired a friend who owned a hauling company to move the load over the road (cargo in transit) from Point A to Point B. Here comes the sticky part, the contract is with the customer and the crane company to move the item. The crane company has its general liability, its inland marine, and its auto insurance placed with three different carriers through its agent. Now, there is absolutely nothing wrong placing your business insurance this way, you just have to have an agent that knows everything about your business so you will be covered you for all your exposures. The crane company places the load on the truck and is covered by insurance only while the load is being picked up with the crane and placed on the truck (on hook cargo). The load gets secured by the driver and starts on its journey from Point A to Point B and while the cargo is in transit, the truck has an accident and the cargo/load is damaged. Now comes the ugly face and the hard to swallow part – the customer now has a damaged piece of equipment and a loss of use claim. His contract is with the crane company, not the hauling company, so he wants to be made whole by the crane company. The crane company now learns there is no

insurance for “cargo in transit” coverage, only insurance while the load is on hook. The hauler also only has an insurance policy with a limit of \$500,000. The total loss is in excess of \$1.8 million. The crane company has a potential loss outside their insurance coverage for greater than \$1.3 million.

This is a true example of not having the right coverage for your business activities, not having an agent/broker who totally understands all the aspects of your business, and not having a carrier that also understands your business needs and provides you with the broadest of coverage. The riggers’ liability exposure should have been covered in many ways to avoid a “Gap in Coverage” event like this one. There exists a Care, Custody, and Control situation on the part of the crane company. To avoid the above scenario, there are many options to consider. Here are some examples; coverage for the load while on the hook, coverage for the load while in transit (if the crane company is hauling it), coverage for the load while in transit if you hire someone else to haul it (contingent cargo coverage), consequential loss of use coverage if the load is damaged and cannot be put into service, and if you warehouse the load, coverage for load in storage.

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business and provide all five lines of coverage; General Liability, Inland Marine, Auto, Excess and Workers’ Compensation. We are a “one stop shop” for all your insurance needs and because all lines of coverage are offered with NBIS, there are no arguments between carriers trying to avoid coverage or concerns about gaps in coverage.

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No one, in my opinion, is in a better position to fight for you and your company in the event of an accident. Again, most individuals aren’t too fond of attorneys or insurance until they actually need them, don’t let that be the case for you and your business. As a wise person once said, “It’s the devil you know versus the devil you don’t.” Make sure you know what you have and what you don’t before it’s too late. Remember, by that time “it is what it is.” ■

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Yakley to head up Trail King

Bruce Yakley has been named president of Trail King Industries. Yakley will succeed Carol Lowe, who is returning to Carlisle Companies on April 1, 2011.

Yakley brings 37 years of extensive experience in lean manufacturing, supply chain management, engineering and product development to Trail King.

"Bruce Yakley comes to Trail

King with the experience needed to navigate today's demanding marketplace," said CC Industries President and CEO Bill Crown. "His strong track record in operational efficiency and organic growth, combined with an emphasis on quality and customer centricity will be the key assets to driving the continued success of Trail King."

Yakley has significant experience in the trailer industry and most recently served as president and COO of Brenner Tank.

Prior to joining Brenner, Yakley held the position of vice president and general manager of the Refuse Vehicle Division of Federal Signal, Inc. Yakley also held senior management positions with Leach Company and JI Case Company.

Yakley holds a Bachelor of Science in Mechanical Engineering from the University of Michigan and has extensive formal training in graduate level management, ISO 9000 quality systems and continuous improvement. ■



Rodriguez partners with Lift Systems/Riggers

Lift Systems Inc. has announced that Alvaro Rodriguez is a new independent representative for the company's products.

Rodriguez will represent all of the Lift Systems product line as well as the product line of Riggers Manufacturing Company, the company said.

Rodriguez will continue his role as president of MPE Group, based in Monterrey, Mexico. MPE Group provides project management for specialized transportation, plant relocation and rigging projects throughout the US, Mexico, Central America and South America.

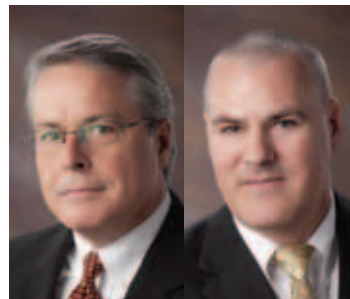
Stramer, Porter elected to Link-Belt board

Bill Stramer and Melvin Porter have been elected to the Link-Belt Construction Equipment Company's board of directors.

Stramer is vice president, marketing, sales and customer support, and Porter is vice president of finance, and chief financial officer. The move came after a meeting at Sumitomo Heavy Industry (SHI) headquarters in Tokyo, Japan, in February. Link-Belt is a wholly owned subsidiary of SHI.

"This is an outstanding personal and professional accomplishment for both of these gentlemen," said Chuck Martz, Link-Belt chairman, CEO and president. "It's

an honor they have earned through dedicated leadership and support of our efforts at Link-Belt. This is also a significant show of support by Link-Belt's parent company, SHI, of what Link-Belt has accomplished and will continue to accomplish under their leadership." ■



Bill Stramer

Melvyn Porter

2011

AWRF General Meeting

April 3-6
Hyatt Regency Waikiki
Waikiki, HI
www.awrf.org

SC&RA Annual Conference

April 12-16
Hotel Del Coronado
San Diego, CA
www.scranet.org

SC&RA Webinar

"It's a Brave New World: The Changing Employment and Labor Law Landscape of 2011"

April 27
www.scranet.org

International Tower Cranes

May 12
London, United Kingdom
Grange St. Paul's Hotel
www.khl.com/itc

ACRP General Assembly

May 10-13
Milwaukee, WI
Sheraton Milwaukee
Brookfield Hotel
www.acrp.net

SC&RA Crane & Rigging Workshop

Sept. 21-23
Sheraton Philadelphia City Center
Philadelphia, PA
www.scranet.org

Braxton Snyder: 1949-2011

Braxton Snyder, manager of worldwide sales for Link-Belt, died on February 20, in Lexington, KY.

Snyder began his career at Link-Belt in 1982 as a district sales manager covering the Middle East and parts of Europe while living in Saudi Arabia and The Netherlands. Upon returning to the US, he was the district manager for the western United States. He moved to Lexington in 1988, and was promoted to manager, international sales. In 1994, Snyder assumed the position of manager, North American sales and in 2005 was promoted to manager, worldwide sales.

Snyder was very active and well known across the crane industry. He was a long-time member of the SC&RA where he represented Link-Belt and other crane manufacturers on the Allied Governing Committee. He was also a member of the Associated General Contractors of America, the Northern California Crane Owners Association, and several other regional associations. Snyder will also be remembered as the Master of Ceremonies at Link-Belt customer events. Snyder is survived by his wife Marcia, daughter Allison, son Braxton, and granddaughter.

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| April 27 12 pm EST | It's A Brave New World: The Changing Employment And Labor Law Landscape of 2011 Discrimination, harassment and retaliation claims from employees are on the rise. Add to this the increased litigation and oversight on the part of the federal government, and employers must be more aware and pro-active when it comes to their employment decisions. Mr. Branciforte will provide the latest court cases, legislative and regulatory activity, and crucial developments that will affect the workplace and responsibilities in the coming year. | Jason Branciforte, Shareholder Littler Mendelson | FREE for Members and Non- Members |
| May (date TBD) 12 pm EST | CSA- Compliance, Safety, Accountability With CSA being one of the most significant regulatory actions within the Federal Motor Carrier Safety Administration in the past 20 years, companies MUST be prepared for compliance. This webinar is geared to provide timely answers and clarification to relevant questions. What is CSA and who does it impact? What is being done to ensure roadside inspections are more uniform? How can motor carriers successfully navigate CSA? How can drivers prepare for CSA? What is the Driver Safety Measurement System (DSMS) and how is it used? How can motor carriers, drivers and other stakeholders correct erroneous data in the Safety Measurement System (SMS)? Register today for the webinar and learn how to prepare your company and drivers for compliance. | Bryan Price, Transportation Specialist Federal Motor Carrier Safety Administration (FMCSA) | \$29 for Members \$49 Non- Members |
| June 15 12 pm EST | Tower Cranes: How OSHA 1926.1400 Affects Operations On November 8th, 2010, OSHA's new crane regulations went into effect. The vast changes and requirements applicable to Tower Cranes is complex, with the responsibilities expanded to all operator's, suppliers, and management. This presentation highlights the key areas in the regulations and explains how to comply with them. In addition new items forthcoming in the next edition of the ASME B30.3 will be covered. | Peter Juhren, National Service Manager Morrow Equipment Co., L.L.C. | \$29 for Members \$49 Non- Members |

Additional 2011 dates and speakers to be announced.

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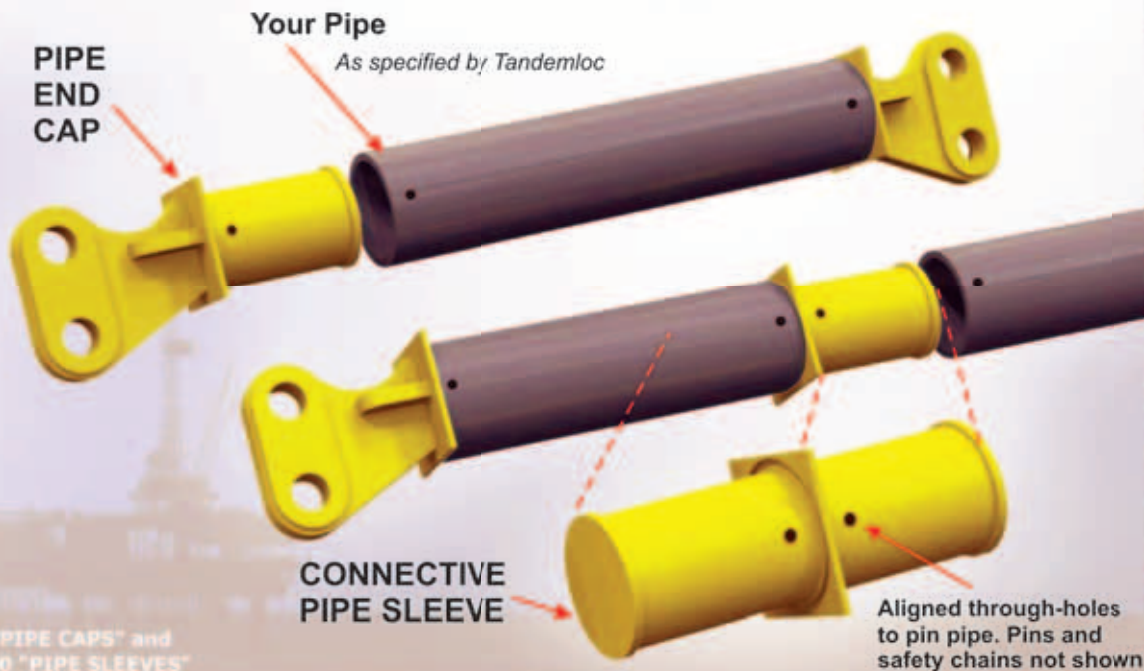


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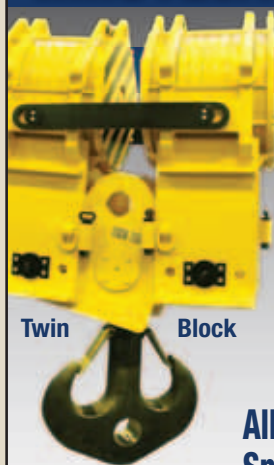
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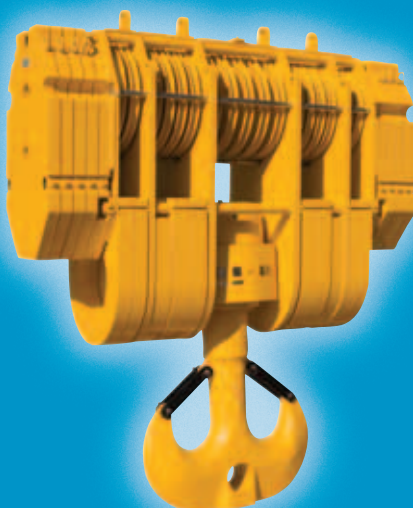
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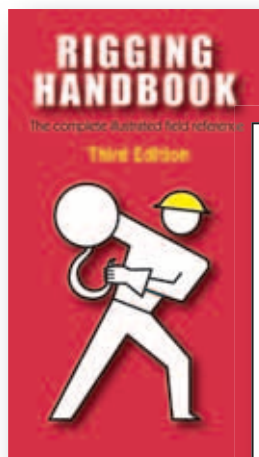
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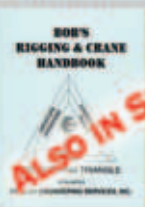

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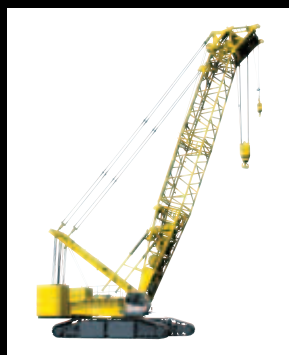
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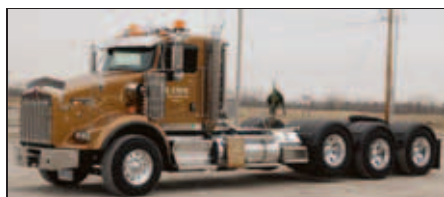
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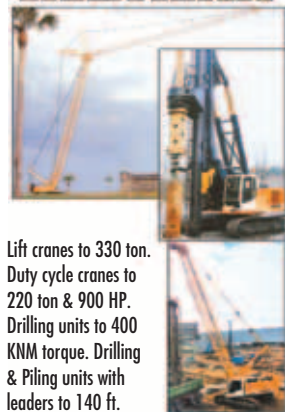
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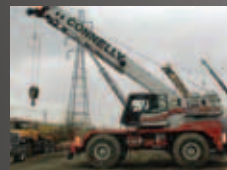
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| | | | | | |
|---|------------|---|---------------|---|---------------------|
| A1A Software | 34 | Grande Truck Center | 99 | New York Truck Escorts & Permits | 104 |
| www.3dliftplan.com | | www.grandetruck.com | | www.newyorktruckescorts.com | |
| ACA-Cranes GmbH | 100 | Gunnebo Johnson Corporation | 86 | Pellow Engineering Services | 89 |
| www.europe-cranes.com | | www.gunnebojohnson.com | | www.donpellow.com | |
| Acra Enterprises, Inc. | 88 | Heil Trailer International | 47 | Pewag Chain | 55 |
| www.europe-cranes.com | | www.heiltrailer.com | | www.pewag.com | |
| American Mat & Timber Co., Inc. | 90 | HMS Lift Inc | 100 | Quality Mats | 89 |
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| Associated Wire Rope & Rigging | 87 | Holland Moving & Rigging Supplies | 100 | Ritchie Bros Auctioneers (Canada) Ltd | 93 |
| | | www.movingriggingsupplies.com | | www.rbauction.com | |
| Atlanta Truck Equipment | 99 | Hunyady Auction Company | 96 | Ritter Forest Products | 89 |
| www.atlantatruckequipment.com | | www.hunyady.com | | www.ritterforest.com | |
| Bragg Crane Services | 58 | HWP Rigging | 103 | Rogers Brothers Corporation | 53 |
| braggdev.com | | www.hwprigging.com | | www.rogerstrailers.com | |
| Bridgewell Resources | 29 | IMPACT | 19 | Sany America, Inc. | 6 |
| www.BridgewellMats.com | | www.impact-net.org | | www.sanyamerica.com | |
| Caribbean Heavy Lift & Transport Aruba | 103 | Inman Texas Company Inc | 99 | Scheuerle GmbH | 33 |
| | | www.inmantexas.com | | www.scheuerle.com | |
| Coastline Equipment | 95 | Intermountain Rigging Inc | 104 | Scott Powerline & Utility Equipment | 96 |
| www.coastlineequipment.com | | www.intermountainrigging.com | | www.scottpowerline.com | |
| Colton Crane Co LLC | 100 | J.C. Renfro & Sons, Inc | 83 | Scott-Macon Ltd | 95 |
| www.coltoncranecompany.com | | www.jcrenfro.com | | www.smequipment.com | |
| Columbus McKinnon Corporation | 53 | KHL Group | 64, 70 | Sheaves Inc | 84 |
| www.cmworks.com | | www.khl.com | | www.esheaves.com | |
| Connelly Crane Rental Corporation | 98 | Kirby-Smith Machinery Inc | 97 | Shuttlelift | 18 |
| www.connellycrane.com | | www.kirby-smith.com | | www.shuttlelift.com | |
| Crane Institute Of America | 80 | Kitchen's Crane & Equipment | 57, 75 | Sims Crane & Equipment Co. | 73 |
| www.craneinstitute.com | | www.kitchensequipment.com | | www.simscrane.com/ACT | |
| Crane Rental Corporation | 90 | Kobelco Cranes North America Inc | 12 | Slingmax Inc | 50 |
| www.cranerental.com | | www.kobelcocranesnorthamerica.com | | www.slingmax.com | |
| Crane Works Inc. | 92 | KWS | 26 | Specialized Carriers & Rigging Association | 29, 45, 78 |
| www.crane-works.com | | www.kwschain.com | | www.scranet.org | |
| Cranes Inc | 101 | Lampson International Ltd | 39 | Standfast Corporation | 26 |
| www.cranesinc.com | | www.lampsoncrane.com | | www.standfastusa.com | |
| Cranesmart | 81 | Liebherr International Deutschland GmbH | 11 | Sterett Crane & Rigging Inc | 91 |
| www.cranesmart.com | | www.liebherr.com | | www.sterettcrane.com | |
| Crowley Maritime Corp | 61 | Link-Belt Construction Equipment Company | 4 | Sterling Lumber Company | 86 |
| www.crowley.com | | www.link-beltmidatlantic.com | | www.sterlinglumber.com | |
| Custom Mobile Equipment, Inc. | 98 | Load Systems International (LSI) | 42 | Tadano America Corporation | 30, 104, 18C |
| www.versa-lift.com | | www.loadsystems.com | | www.mantiscranes.com | |
| Dica | 26 | Manitex | 17 | Tandemloc Inc | 82 |
| www.dicausa.com | | www.manitex.com | | www.tandemloc.com | |
| Dixie Mat & Hardwood | 68 | Manitowoc Cranes | 08C | Terex | 15 |
| www.dixiemat.com | | www.manitowoc.com | | www.terexcranes.com | |
| Doral Equipment | 97 | McDonough Marine Service | 104 | Total Energy | 58, 101 |
| www.doralequipmentrental.com | | www.mcdonoughmarine.com | | | |
| Eartec/Port-A-Phone | 89 | McKee Communications | 90 | Trail King Industries | 45 |
| www.eartec.com | | www.mckeeusa.com | | www.trailking.com | |
| Emmert International | 102 | Mobile Crane Services Inc | 100 | Trans/ Mid-America Inc | 104 |
| www.emmertintl.com | | www.cranetools.com | | www.tmanetwork.com | |
| Empire Crane Company | 92 | Modulift Corp | 21 | Unirope Limited | 85 |
| www.empirecrane.com | | www.modulift.com | | www.pythorope.com | |
| Faymonville Distribution AG | 57 | Morrow Equipment Co LLC | 100 | Visual Dispatch | 57 |
| www.faymonville.com | | www.morrow.com | | www.visualdispatch.com | |
| Fleet Cost & Care | 88 | Myron Bowling Auctioneers | 94 | West Chester Permit | 103 |
| www.fleetcostcare.com | | www.myronbowling.com | | www.wcpermit.com | |
| G.M. Smith Ltd | 99 | National Interstate Insurance Co. | 76 | Wheco Corporation | 61 |
| www.gm-smith.com | | www.NATL.com | | www.wheco.com | |
| Garrod Hydraulics, Inc. | 87 | NBIS | 48 | Zoomlion | 22 |
| www.garrod.com | | www.nbis.com | | www.zoomlion.com | |
| Goldhofer Aktiengesellschaft | 36 | NCCER | 25 | | |
| www.goldhofer.de | | www.nccer.org/crane | | | |

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