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ACT

The magazine for the crane, lifting and transport industry

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MARKETPLACE

PRODUCTS, PARTS
& ACCESSORIES 84

EQUIPMENT FOR
SALE OR RENT 98

SAFETY, TRAINING &
INDUSTRY SERVICES 109

TRANSPORT &
HEAVY HAUL 110

**Auction
activity
accelerates**

**Crawler crane
comeback**

A 'boring'
project for
Beyel, Buckner



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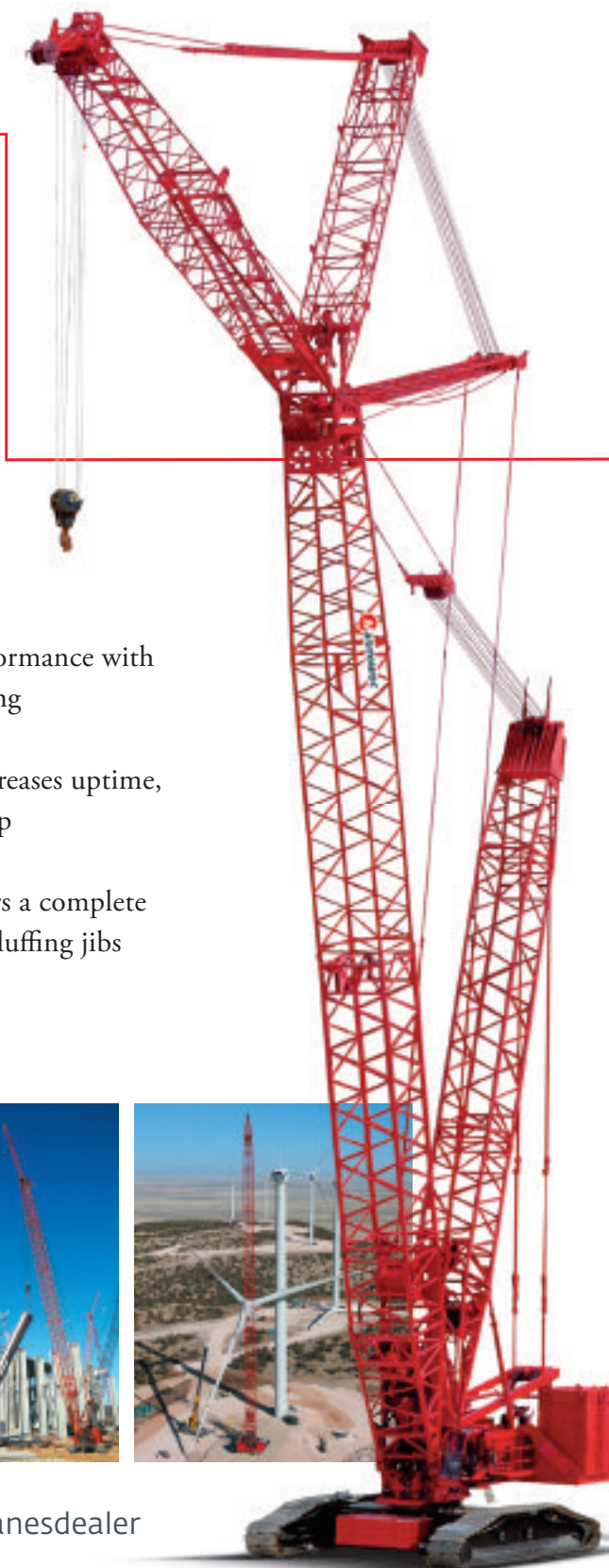
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Making a comeback

At last we're seeing a fortified comeback in terms of the crane and specialized transportation market. While optimism about the construction market is still cautious, several developments point to better times ahead. Consider the news in this issue:

■ Liebherr Nenzing Crane broke ground on a new, 40,000 square foot facility in Miami in March. The facility will be a hub for sales, service and parts distribution to Central and South America and the Caribbean.

■ Essex Crane Rental reported increases in crawler, rough terrain and tower crane utilization and rental rates for 2011.

■ Ritchie Bros. Auctioneers sold more than 200 cranes in five weeks at auctions in North America, Europe and the Middle East. The company expects to sell more than 90 more cranes by the end of April.

■ Manitex International reported that in 2011, net revenues rose 48 percent to a record \$142.3 million, compared to the prior year's revenue of \$95.9 million, and above the company's previous high of \$106.9 million in 2007.

All of this good news points to a return of confidence in the crane and transport industry. In our Product Focus: Crawler Cranes, almost everyone we talked to said their utilization has increased, that they are bidding more projects and that they expect rental rates to rise. In our interview, Marco Crane's Dan Mardian made an interesting point that crane manufacturers had managed the downturn "very well."

"I give the manufacturers credit for being able to maintain the inventory levels so they didn't have to go through dramatic price reductions we've seen in the past," he says. "You didn't see the manufacturers flooding the market with extra inventory and putting pressure on the distribution and rental systems. We did go through price reductions, but it wasn't as severe as it could have been if a lot of cranes were dumped on the market." Mardian says the credit crunch actually helped contribute to preventing a glut of equipment on the market.

Also in this issue, Lindsey Anderson takes a look at the hot auction market, and we've got site reports on Barnhart's 'Big Al' barge crane, the lifting and transport of components of a tunnel boring machine and the replacement of chillers at a facility that produces nuclear fuel. Terry White provides a recap of the Specialized Transportation Symposium and a preview of the SC&RA Annual Conference. Don't miss our preview of the Products Fair as well.

We are looking forward to the Annual Conference in Central Texas. Be sure to stop by to see the ACT/KHL staff at the Products Fair to tell us what's going on with your business, your cranes, your trailers, your projects and your people.

D. ANN SLAYTON SHIFFLER

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Crane portfolio



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The image shows a large industrial construction site. A yellow Kobelco crane is lifting a large, green, cylindrical industrial component. The crane's boom is extended, and the component is suspended by green slings. In the background, there are other industrial structures, including a tall, grey, cylindrical tower and various pipes and scaffolding. The sky is overcast.

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Buckner HeavyLift's Liebherr LR-1750 lifts components for a tunnel boring machine in Miami. See Site Report page 46



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NEWS

Model 31000 tests three boom configurations; new Liebherr facility in Miami; crane rental up at Essex and much more

AWRF PREVIEW

AWRF members convene in Atlanta

BUSINESS NEWS

Chris Sleight discusses rallies and stalls

SAFETY/TRAINING

How to prevent falls on cranes and other mobile equipment. *Terry Young* reports

CERTIFICATION NEWS

The construction industry is a better place to work says a recent NCCCO survey

INTERVIEW: TERRY HOWARD

D. Ann Shiffler talks to Coast Crane President Terry Howard

RIGGING REVIEW

Identifying hidden damage to wire rope and synthetic slings is a critical part of the inspection process. *Dennis St. Germain* reports

INDUSTRY FOCUS: AUCTIONS

Demand is strong for cranes and transport equipment. *Lindsey Anderson* reports

PRODUCT FOCUS: CRAWLER CRANES

Crawler crane utilization continues to creep upward. *D. Ann Shiffler* reports



8

SITE REPORT: RIGGING 43

A barge-mounted crane known as 'Big Al' handles heavy lifting at the Port of Mobile. *D. Ann Shiffler* reports.

14

SITE REPORT: TRANSPORT & LIFTING 46

Beyel Bros. rigs a tunnel boring machine at the Port of Miami

17

SITE REPORT: LIFTING 49

Replacing chillers at a facility that produces nuclear fuel was quite the challenge

INDUSTRY FOCUS: SAFETY 52

Marc Moschetto reports on how new technologies can help monitor employee fatigue

22

INTERMAT PREVIEW 76

In 2012, April in Paris means Intermat. *ACT* provides a preview

25

PEOPLE AND EVENTS 79

Crosby makes management changes; Harold Steeves retires; highlights and events listings



COMMENT 55

By Joel Dandrea

Public-private partnerships are touted as a way to offset the cost of transportation funding

29

STS REVIEW 56

Terry White recaps all the 'Ws' during the SC&RA's 25th annual Specialized Transportation Symposium

33

ANNUAL CONFERENCE 59 SHOW GUIDE

Austin, Texas is the venue for the SC&RA 2012 Annual Conference. *Terry White* and *Lindsey Anderson* provide a guide

RISK MANAGEMENT 73

Hand-held cell phone ban for commercial truckers is now in effect nationwide. *Robert C. Moore* and *Brent Moody* report

MARKETPLACE

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

PRODUCTS, PARTS ACCESSORIES

84

EQUIPMENT FOR SALE OR RENT

98

SAFETY, TRAINING & INDUSTRY SERVICES

109

TRANSPORT & HEAVY HAUL

110

CAREER OPPORTUNITIES

■ XL Specialized Trailers has designed a new logo and website. See the changes at www.xlspecializedtrailer.com.

■ Lift-It Manufacturing Company, Inc. has released its 2012 Rigging Resource Guide. The 500-page publication features product information for slings, rigging hardware, material handling equipment, hoists, plate clamps, blocks, load securement, cordage, RFID systems, fall prevention and training resources. The Resource Guide is available for \$25.95. Contact info@lift-it.com to receive a copy.

■ Maeda Seisakusho and Maeda USA have named Falcon Equipment as the Maeda Mini Crane dealer for the Canadian provinces of British Columbia, Saskatchewan and Manitoba. Falcon Equipment will represent the full North American line of four Maeda crane models from facilities in Surrey and Prince George, BC; Saskatoon, SK; and Winnipeg, MB. For information, contact Falcon Equipment or Maeda USA at www.falconequip.com or www.maedausa.com.

Model 31000 tests three boom configurations

Manitowoc has announced that testing is near complete on its 2,535-ton capacity Model 31000. The first unit is scheduled to be delivered by mid-year 2012.

In addition to the crane's innovative Variable Position Counterweight, the boom and jib combinations are the longest ever designed for Manitowoc crawler cranes, the company said.

Mike Wood, senior product manager, said with a crane the size of the Model 31000, maximizing flexibility and versatility were major design priorities.

"We have designed the 31000 to be as adaptable as possible," Wood said. "The crane is available with multiple boom and jib configurations, as well as five counterweight configurations."

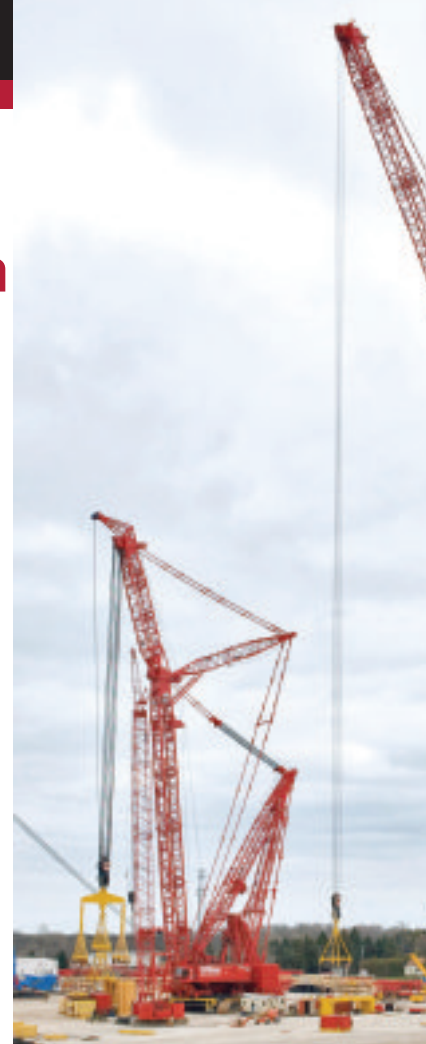
The 31000 comes standard with a 180-foot heavy-lift main boom, but using

optional 16-foot and 33-foot inserts, the main boom can be extended to a total length of 361 feet. Optional boom configurations can also dramatically increase the crane's reach and lift height.

The first attachment is a fixed jib with a basic rating of 1,543 tons and a basic configuration of 79 feet. Using optional inserts, users can extend the fixed jib to 138 feet.

A luffing jib is also available for the 31000. The standard luffing jib is 118 feet, but by using optional inserts, the luffing jib can be extended to 472 feet. Maximum capacity of the luffing jib is 1,212 tons.

The 31000 also has a combination boom, which combines parts of the main boom and the luffing jib. With various inserts, the combination boom has a total maximum length of 453 feet. ■



PTC giants complete testing

Mammoet has completed testing of its three new PTC 140/200 DS super heavy lift ring cranes in Westdorpe, The Netherlands.

In one of the final tests a

140,000 tonne-meter rated PTC 140 DS was rigged with 459 feet (140 meters) of main boom and 237.5 feet (106 meters) luffing jib. The tip of the jib was more than 820 feet (250 meters) high. In this configuration the crane's lifting capacity is 1,000 metric tons.

In other configurations, the new cranes have capacities up to 3,200 metric tons and load moment ratings of 200,000 tonne-meters. The lifting and transport services company designed the cranes in-house for large construction projects, including oil refineries, power stations and offshore structures throughout the world.

Three extreme load tests were also carried out at minimum radius: a 1,000 metric ton load was pulled 22 feet sideways; a 1,100 metric ton load was put through a dynamic load test, which involves slewing, lifting, lowering and luffing; and a 1,250 metric ton load was lifted to meet 125 percent overload test requirements. The tests were witnessed by Lloyd's Register.

"The successful completion of the test program means that the new super heavy lift cranes have now proven that they can withstand the worst-case loads presented by their thousands of load charts," said a Mammoet spokesman. ■



Iowa Mold Tooling (IMT) introduced a 6,000-pound capacity crane for service trucks at MATS. Rated at 39,000 foot-pounds, the crane has 22 feet of reach and is suited to IMT Dominator I and Dominator II mechanic truck bodies, said the manufacturer, an Oshkosh Corporation-owned company. With the addition of the 6000, the IMT Series III telescopic crane range is seven models in capacities from 6,000 to 14,000 pounds. The manufacturer upgraded the structure and stability of its Dominator mechanics trucks to support the expanded crane capabilities.



Liebherr Nenzing breaks ground on Miami facility

Liebherr Nenzing Crane broke ground on a new building in Miami, FL in March. Liebherr said the new 40,000 square-foot facility will serve as a major hub for sales, service and parts distribution to Central and South America and the Caribbean.

Liebherr said the new facility

will strengthen Liebherr Nenzing's service and parts availability for U.S. customers and show the company's continued commitment to the U.S. market. Customers, local dignitaries and Liebherr's top management were at the ground breaking ceremony. Miami-based Allegiance Crane & Equipment, represented by President Jim Robertson, provided several Liebherr cranes as a backdrop for event.

"Not only will we be able to offer even better service and support for our customers, but we will also be able to showcase machines, crawlers and foundation machines there, which will reduce

delivery time and facilitate rentals in the southeast and Caribbean regions"

said Wolfgang Herzog, vice president of sales for the southeast and Caribbean.

Liebherr Nenzing Crane Co. is part of Liebherr Werk Nenzing, Austria. Completion of this new building is scheduled for early 2013. ■



Improved mobility for Liebherr crawler

Liebherr has improved the mobility of its LR 1600/2-W narrow track crawler crane by extending its superstructure and reducing its ballast from 209 tons to 165 tons.

The 661-ton capacity crawler crane can now get on the move with a main boom of up to 354 feet, and a 39-foot fixed jib. Depending on the boom length, a central ballast of between 0 and 71 tons can be added. The use of an SL boom system makes transport easier as the L lattice boom sections can be carried inside the S pieces.

With the narrow track versions of Liebherr crawler cranes, the star-pattern outrigger supports are installed between the middle part of the crawler chassis and the superstructure. This makes it possible for two support spars to be slewed to the front and two to the rear when the crane is on the move. The jack pads are guided close to the ground so that if the crawler carrier starts to sink in, they engage immediately and enlarge the standing base area.

New trailers, service crane shown at MATS

Trail King introduced a new trailer, the Mechanical Detachable Gooseneck (MG), at the Mid-America Trucking Show (MATS) held March 22-24. Standard features include: an aluminum upper deck and wheel area, a longer and deeper mini-boom trough and an air-operated positive self-locking pin. The trailer combines corrosion resistance with lightweight strength, the company said.



Talbert Manufacturing exhibited two trailer models at the 2012 MATS show, the Talbert 2+3+2 65-ton HRG East Coast trailer with a tandem-axle jeep dolly and the Talbert 35-ton SRG double drop trailer. Pictured is the 65HRG.



Ritchie Bros. sells 200 cranes in five weeks

Ritchie Bros. Auctioneers has sold more than 200 cranes in five weeks at its first unreserved public auctions of 2012 in North America, Europe and the Middle East – with close to 90 cranes already scheduled to be sold globally

Crane rental up at Essex

Fourth quarter and year-end 2011 financial results at Essex Rental Corp. included some positive highlights for the crane rental company. Crawler crane utilization increased to 39.8 percent from the 37.5 percent for the 12 months ending Dec. 31, 2010. The average monthly crawler crane rental rate increased by \$523 to \$16,391 for the three months ended Dec. 31, 2011, from \$15,868 for the previous quarter of 2011.

Utilization in the rough terrain crane fleet for 2011 was 62 percent, fitting well with the strategy of increasing the number of RTs in the rental fleet by 25.5 percent over the preceding 12 months. It was also up on large tower cranes, by 2.5 percent and to 60 percent in some classes but remained flat in self erecting towers over sequential quarters.

Equipment rentals segment revenue, which is 73.8 percent of the total, was \$16.6 million for the three months ended Dec. 31, 2011, up 15.1 percent on the \$14.4 million for the previous quarter. Sales of new, used and rental equipment were \$5.4 million for the last three month period of 2011.

by the end of April.

The highest dollar value crane sold so far this year was a 2008 Liebherr LTM1400-7.1 400-ton all terrain crane that sold for \$2.1 million to an online bidder from India at a Ritchie Bros. auction in France on March 6, 2012.

For 2012 Ritchie Bros. has sold more than 70 rough terrain cranes, 25 all-terrain cranes, 15 carry deck

cranes, 15 crawler cranes, 10 conventional truck cranes, as well as 20 hydraulic truck cranes, 15 tower cranes, and more. These cranes have been sold in auctions held in the United States, Canada, Dubai, France, Italy, Spain and The Netherlands.

For specific North America figures and Ritchie's insight into the auction market, please see our story on page 29. ■

GMK 7550 works at Texas reservoir

Texas Crane Services used its new 550-ton GMK7550 all-terrain crane on a dam maintenance project in Bastrop County, TX. The GMK7550 lifted a Grove RT530E-2 rough-terrain crane onto a barge. The barge, with the rough terrain crane lashed to it, was then used to replace stop logs on the dam of the Lake Bastrop reservoir.

The 4,000-foot-long, 85-foot tall earth-filled dam is inaccessible to cranes from land, which led San Antonio-based Texas Crane Services to engineer the barge approach. The uneven terrain and size of the dam required creative thinking, according to Sterling Frymire, senior vice president of Texas Crane Services.

"We had a few meetings at the lake to determine how we could get a crane close enough to the dam to move the logs," said Frymire. "Once we saw it was impossible to reach the dam from land, we decided to use the rough-terrain crane on

the barge."

For the pick, the GMK7550 worked at a 105 foot radius and was rigged with 148 feet of main boom and 120 tons of counterweight. The strongest AT in the Grove product line, the GMK7550 was working at a 105 foot radius. The RT weighed 30 tons.

Positioned next to the dam, the RT530E-2 was able to replace the logs safely and efficiently, the company said.

The GMK 7550 is Manitowoc's largest all-terrain crane and the highest-capacity crane in the Texas Crane Services fleet. ■

■ Bishop Lifting Products, Inc. (BLP), a fabricator and distributor of slings and rigging supplies, has opened a new regional office in Oklahoma City, OK to serve oilfield rigging needs in the mid-continent region. The new office will be fully stocked with Crosby products as well as a fabricator of slings, such as wire rope slings, web slings, roundslings, chain slings, and Slingmax slings. The location is also equipped with a 350,000-pound proof testing machine, laser tag etching machine for making sling tags, a pouring tower for fabricating mast raising lines, and a 20,000 pound wire rope spooling machine.

HIGHLIGHTS



Sarens Crane backdrop to President Obama speech

Back in January of this year, President Barack Obama gave a speech in Phoenix, AZ. The backdrop for the president's speech was a SGC-120 crane, which was working at its inaugural job at a steel plant.

"I'm told that right there is the world's largest land-based crane," the President said. "I decided I had to check this out for myself because honestly, first of all, who wants to miss out on a chance to see the crane? That thing is huge."

Built by Belgium-based Sarens Group, the crane has been lifting 325-ton beams at a radius of 156 meters. For the event, the SGC-120 went through a thorough security check, according to Sarens.



A large Liebherr crawler crane is shown in the process of lifting a massive wind turbine blade. The crane's lattice boom is extended high into the air, with cables supporting the blade. The wind turbine's nacelle and another blade are visible in the background. The scene is set in an open field under a clear blue sky with some light clouds.

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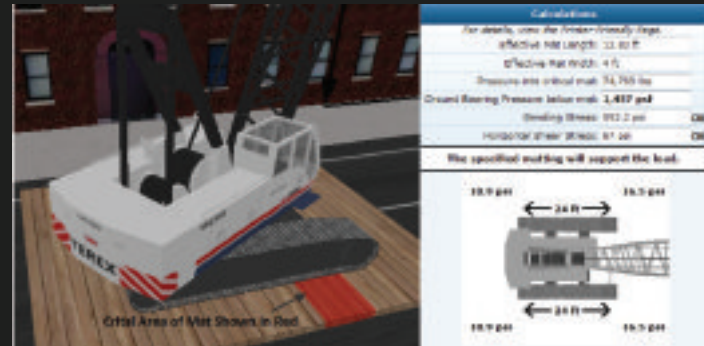
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And since it's a website application it can be accessed from any location or device including iPads, or any Smartphone with internet access.

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Contact A1A Software for more information or visit the website at www.iCraneTrax.com or by phone at (904) 430-0355.

Manitex reports major sales uptick

Manitex International reports that in 2011, net revenues rose 48 percent to a record \$142.3 million, compared to the prior year's revenue of \$95.9 million and above the company's previous high of \$106.9 million in 2007. For the quarter ended December 31, 2011 net revenues were \$36.6 million, representing a 24 percent year-over-year increase, from \$29.5 million

"We made exceptional progress in 2011, with record financial performance from top to bottom, and believe that we are well-positioned for continued growth throughout 2012," said David Langevin, chairman and CEO. "Robust demand for our energy based products was the primary driver of our growth during the year, and the continued growth in our backlog indicates that 2012 will be another year of healthy expansion. We are working hard to secure supply, increase our production, and ship product to keep up with



Boom truck products were responsible for approximately 50 percent of Manitex's revenue increase

the pace of our order backlog, which is principally at our Manitex cranes division, although we are seeing contributions from each of our other product lines as well, though at more moderate levels."

Growing demand for

Manitex boom truck products, particularly from the energy and power line construction sectors, was responsible for approximately 50 percent of the increase. For these sectors the higher tonnage and higher reach boom trucks represent the principal product in demand, complemented by more specialized mid-range capacity units. ■

Expanded territory for Link-Belt dealer

Consultants F. Drapeau, Inc., Link-Belt's authorized dealer for Quebec, Canada, has expanded its territory into the Maritime region of Canada including Newfoundland and Labrador, New Brunswick, Prince Edward Island and Nova Scotia according to Skeeter Collins, manager, North American sales, Link-Belt Construction Equipment Co.

Founded in the late 1970s by M. François Drapeau, the company became a Link-Belt dealer in 2009 for Quebec and was named one of Link-Belt's top five dealers for both 2010 and 2011.

In addition to branches in St. Mathieu De Beloeil and Terrebonne, Quebec, Consultants F. Drapeau will provide customer support in the Maritime region from branches in Balmoral, Edmundston, and Fredericton, New Brunswick and Truro, Nova Scotia.

"Consultants F. Drapeau, Inc. is excited to be appointed the Link-Belt dealer in New Brunswick and the Maritimes," said Nathalie Drapeau, administrative director at Consultants F. Drapeau. "The extension of our association allows us to offer better continuity and will benefit our customers in this area."



Tadano Mantis displayed a model 15010 telescopic boom crawler crane at the ADSC Show in San Antonio in March. The crane was displayed with the Bermingham vertical travel leads and an Atlas Copco down-hole hammer with a HPSI rotary drive. In this configuration, the drilling system can accommodate drill string and casing up to 40 feet long. The pile driving lead interface option on the crane includes an integrated control console, spotter lugs, hydraulic valving and quick coupler panel. Included control functions for lead and spotter winches and cylinders to adjust batter, lead height, pile gates.

■ LAB, LLC, a leader in providing specialty lubricants for the lift industry, has added several new dealers including BNC Truck & Trailer, Saskatchewan, Canada; Danisi Brake & Truck, NY; Hoffman Equipment, NY and NJ; and CraneU, AL.

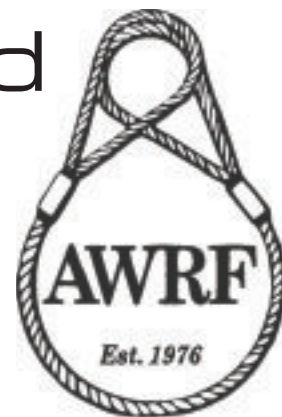
■ Schwartz Construction has added a new Rogers Brothers Tag-Along 25XXL, 25-ton capacity, triple-axle trailer to its fleet. It has a 22-foot deck with a 6-foot beavertail and an 8-degree loading angle.

■ Fascan International, U.S. distributor of Fassi Cranes, has made an agreement with Ormet SpA of Italy to supply Jekko minicranes to the U.S. market through a new company, Jekko USA. It will be managed as a partner company to Fascan International, and will assume the former sales and service functions of C4 Cranes, which will no longer carry the line.

■ Lift-It Manufacturing has purchased a new 40,000 square foot facility in Pomona, CA. It will be one of the largest facilities devoted to the production of synthetic rigging products in the country, and will feature a 1,500 square foot learning center, the company said.

AWRF members
convene in Atlanta

Atlanta-bound



The Associated Wire Rope Fabricators Spring 2012 General Meeting will be held at the Grand Hyatt Buckhead in Atlanta, GA. More than 400 are expected to attend the meeting that features networking events, informative general sessions with renowned speakers, association business and committee meetings, a golf outing and more. Recreation events include a fun run and golf tournament.

Speakers will touch on a range of topics including a U.S. economic overview, safe use of swagers, wire rope testing and updates on RP&G for chain slings.



WHAT:
AWRF General Meeting, Spring 2012

WHEN:
April 22-25, 2012

WHERE:
Grand Hyatt (Buckhead) Atlanta, GA

INFORMATION:
<http://www.awrf.org> or
call 800-666-2973

PROGRAMME

SUNDAY, APRIL 22

7:30 to 11:00 a.m.:

Board of Directors meeting

11:30 a.m. to

5:30p.m.:

Registration

5 to 5:30 p.m.:

First Timers Reception

5:30 to 7 p.m.:

Opening Reception

MONDAY, APRIL 23

6:30 a.m.:

Networking Breakfast

7:30 to 11:30 a.m.:

General Business Session

9 to 3 p.m.:

The Tour

6 to 7 p.m.:

Mid-meeting Reception

TUESDAY, April 24

6:30 a.m.:

Networking Breakfast

7:30 to 11:30 a.m.:

General Business Session

(including AWRF

Committee Reports)

1:30 p.m.:

Fun Run

6 to 7 p.m.:

Reception

7 to 11 p.m.:

AWRF Closing Banquet

WEDNESDAY, April 25

8:30 a.m.:

Shotgun Golf,

Heritage Golf Links

4:30 to 6 p.m.:

Awards and Closing

Reception

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The broad market indexes continued to rally into March, but shares in the heavy construction sector stalled.

Chris Sleight reports

ACT's Heavy Equipment Index (HEI) tracks the performance of eight of America's most significant, publicly-traded construction equipment manufacturers – Astec Industries, Caterpillar, CNH, Deere & Company, Joy Global, Manitowoc and Terex

Pause for breath

The rally in broad share indexes that began in mid-December still had legs as the first quarter of 2012 drew to a close. The NASDAQ for example, was at its highest for more than a decade, when it briefly broke through the 3,000-point barrier in early March, although this was a long way of its all-time high of 5,408 points at the height of the dot.com bubble.

Similarly, the Dow's run of gains saw it break the 13,000-point mark for the first time since May 2008. And the previous record high of 14,280 points, which the Dow reached in October 2007, did not look as distant as the NASDAQ's all-time peak.

There is debate about which of these is the more significant. The Dow is a relatively narrow index, measuring just 30 companies, although they are industrial giants like Boeing, Caterpillar, Intel and Exxon Mobil. The NASDAQ is

much broader, measuring the performance 2,556 component companies with a leaning toward technology.

While the Dow often grabs the headlines, the NASDAQ reflects a much broader economic reality, which makes the breaking of the 3,000-point barrier more significant for a wide slice of the economy, or so the theory goes. The caveat to this is that when it was at its 5,000-plus point valuation in 2000 and 2001, sanity had gone for a coffee break, with loss-making dot.coms being valued ridiculously highly.

But with no obvious bubble in the markets these days, this broad strength is a welcome sign.

Heavy equipment

While the broad markets may have continued to rally, the last four weeks have seen the heavy equipment sector come to a standstill. As our graph shows, the sector has moved sideways

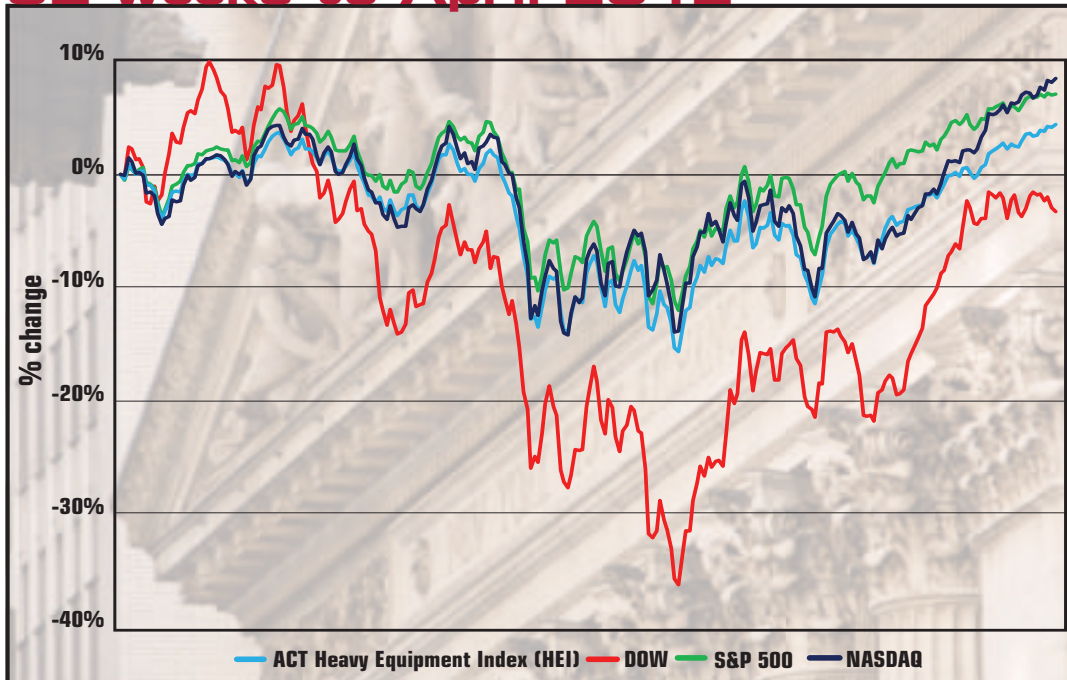
for four weeks, whereas the mainstream indexes have continued to climb.

In fact, this is closer to the normal pattern for this time of year. After a rally through the annual results season (assuming the figures are good), share prices usually fall away as investors take their profits out of the market. It is unusual for indexes to keep on climbing on into March the way the Dow, NASDAQ and S&P 500 have.

The tension that seems to be playing out is between the normal share price pattern and the effects of the almost artificial downturn seen in the markets in the second half of 2011. Now that the Euro-zone debt crisis is receding, without causing any major damage to the American economy, share prices almost have some catching-up to do.

Having said that, the length and strength of the rally means that sooner or later investors will sell-out to realise their profits. However, the fundamentals of the market and wider economy look positive.

52 weeks to April 2012



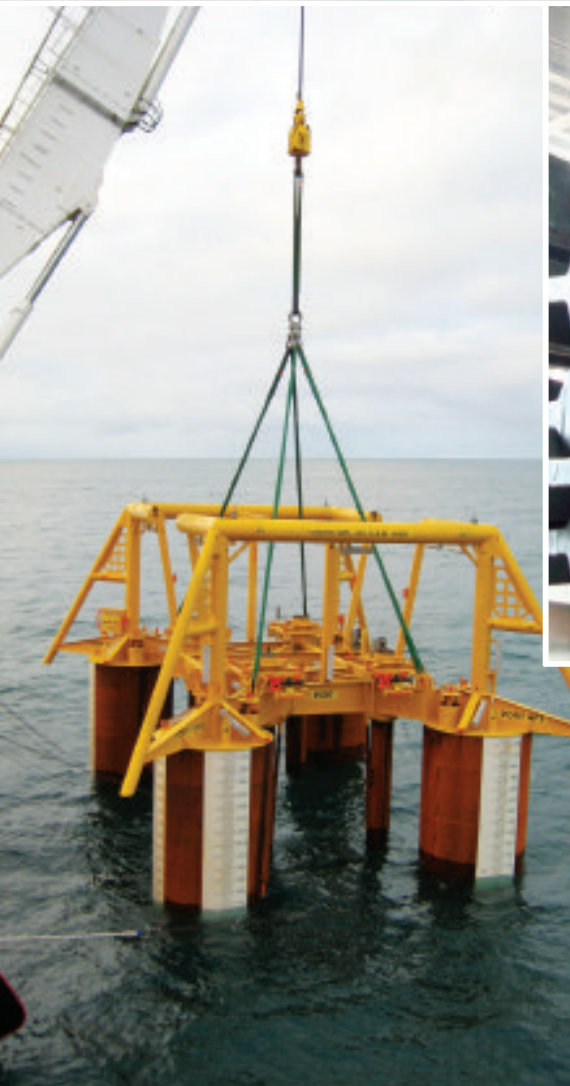
CHRIS SLEIGHT is one of the world's most internationally renowned construction business writers, with specialist expertise in financial markets and stock market analysis. He is editor of KHL's market-leading *International Construction* and *Construction Europe* magazines, and is a regular contributor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



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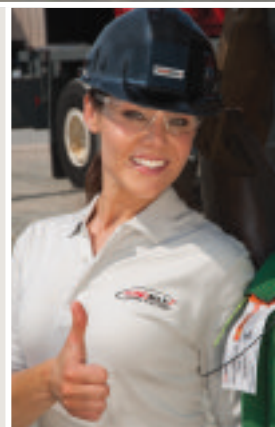


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Terry Young reports on how employers can ensure that cranes and other mobile equipment have safe, well-designed access systems

Falling is a hazard associated with mobile equipment mounting and dismounting and cab ingress and egress. Construction equipment operators, riggers and other personnel frequently mount and dismount from parts of their equipment, sometimes causing injuries. Falling while engaged in these activities may result in injuries such as an ankle sprain, knee or back sprain or more serious injuries including broken bones, concussions and sometimes resulting in a fatality.

Employers should ensure that cranes and other mobile equipment have safe, well-designed access systems. To prevent falls, employers should identify conditions and procedures that put employees at risk. Then create a company policy that includes training management, operators and other employees in safe procedures when mounting and dismounting from mobile equipment. This applies to access to and from the cab and to all other parts of the equipment where work is expected to be performed. The policy and training should include the following:

- Maintain three points of contact at all times, two hands and one foot or one hand and two feet. This method allows for greater stability and control and reduces the possibility of a fall.
- Face towards the equipment, both when mounting and dismounting. This allows for better balance and use of handholds/handrails and better contact of the foot with the steps.
- Do not jump from equipment. This increases the impact forces on the knees, ankles and spine which may cause a sprain or over time conditions such as osteoarthritis of the knees. Slipping and falling when landing may cause severe or fatal results.
- Mount and dismount equipment only where steps, ladders and handrails or handholds are provided.

Many companies have begun installing fall protection equipment on their cranes to ensure worker safety



Fall protection

- Wear footwear with slip-resistant soles and clean the mud off the footwear.
- Look before dismounting to be sure that there are no obstacles, such as holes, uneven ground, ice, mud or other conditions.
- Do not carry anything in hands, use a hand line and a bag or bucket to raise or lower equipment.

Additionally, be sure to repair damaged equipment such as steps, ladders, handrails and hand holds. Keep equipment free of oil, grease, mud, ice and snow. Ensure that walking working surfaces have anti-slip surfaces and are functional. Steps should be wide enough

to stand on and designed in uniform size and shape including height and depth.

Two handholds or handrails should be accessible to the shortest expected user from the ground while ascending or descending. The steps should be coordinated with handrails/handholds along the access system to provide continuous support and three points of contact and balance at all times.

Review company injury data to determine if employees are experiencing injuries related to the equipment access systems. Then ask for employee input and take steps to prevent accidents within your company. ■



Cranes are safer, but

The nation's most experienced operators are passionate about their industry

The construction industry is a better place to work than it was a generation ago, with greater emphasis on crane safety, improved operator aids in cranes, and more available training. But there is still room for further improvement. That's according to a survey conducted by the National Commission for the Certification of Crane Operators (NCCCO) of some of the most experienced – and qualified – crane operators in the United States.

NCCCO polled several hundred CCO-certified operators who had been recertified three times – each averaging over 30 years' experience, with at least 15 of those years certified – to find out what they saw as the most significant changes in the industry since they stepped up into the operator's seat. They were also asked what safety lessons they would pass along to less-experienced operators.

When asked for the biggest change in the industry they'd seen over their careers, the most common responses reflected an improved concern for safety. "Safety



"Safety used to be an after-thought. Now it is the most important aspect of any construction project."



used to be an afterthought," said one respondent. "Now it is the most important aspect of any construction project."

Cranes are operated differently, too. "When I started we learned by the seat of our pants," said one operator, noting the shift away from friction cranes to hydraulics and increased lifting capacity with lower overall crane weight. "Now with heavier lifts and lighter cranes, you must learn the specifics for each crane."

Many respondents also mentioned that the widespread addition of computers, electronics, and operator aids had greatly improved crane safety, although many cautioned that an over-reliance on operator aids could lead to complacency. Equipment is in better shape, too. "I have seen a big difference in repairs, because once it's written down it has to be repaired in a timely manner," said one veteran operator.

Lack of training and/or experience was the leading factor cited as the cause of accidents and near misses. Others felt that time pressure, inattention to ground conditions, improper cribbing, and a lack of planning by management also contributed to a significant number of incidents.

As to what still needs to be done to make the industry safer, the overwhelming response was "more training," with many noting that everyone on the job site – not just operators – also needs to understand cranes better. And, while most approved of the new certification requirements for operators, they also felt that the existing rules need to be enforced better.

Many appreciated that the new rules clarified the responsibility of

Lift directors to get certification program

In response to requests by industry and other stakeholders, the National Commission for the Certification of Crane Operators (NCCCO) has begun development of a new national certification program for lift directors. This new multi-disciplinary certification will demonstrate that those responsible for planning and executing lifts have the knowledge and skills required for their unique jobs and responsibilities.

More than 20 industry experts have volunteered to participate in the work of the NCCCO Lift Director Task Force, which held its first meeting in Houston, February 15-17, 2012, at the offices of the Houston Business Roundtable. Also sponsoring the event were Bishop Lifting Products, Inc. and TNT Crane & Rigging, both based in Houston.

The Lift Director Task Force is being chaired by NCCCO Commissioner William "Hank" Dutton, technical services senior specialist with construction risk control at Travelers Insurance.

"Considering NCCCO's long history of success developing nationally recognized certifications for crane operators, riggers, signalpersons, and most recently inspectors," Dutton said, "this new certification is a logical next step in NCCCO's efforts to 'close the loop' on crane and lifting safety."

According to Joel Oliva, NCCCO Program Manager for Test Development, "This new certification will be a valuable tool for construction professionals and companies to ensure that the people who are directing lifting operations and who are responsible for the safety of the people, machinery, and materials involved – as well as the public at large – are qualified."

The Task Force will meet for two to three days every six to eight weeks to develop the new certification program, which is targeted for launch by the end of 2012.





more training needed

management. "They should make operators and contractors work together better to keep lifting safe because everyone is more accountable," was one comment. And there had been development in this area also. "Management seems to be more interested now in how the operator wants to make the lifts," said one respondent.

When asked what advice they would give to crane operators just starting out, most responses broke down along the lines of "get all the training you can get," "find an experienced mentor," and "remember safety first." Others gave warnings such as, "Don't ever let time pressure, peer pressure, distractions, or employer pressure compromise operating cranes safely." In short, they encouraged new operators to know their limits and not be afraid to ask more experienced operators.

Many of these veterans were following a family tradition when they stepped up into the cab of a crane for the first time, but some had an even greater calling.

"The idea of building things that will outlast me and benefit society along the way gives me a sense of accomplishment and great personal reward," said one operator with more than four decades in the seat.

All were in agreement, however, when it came to what they would still like to see more of. It seems that wages and benefits still seem to have some way to go before they catch up with some of the other improvements in working conditions seen by these veteran crane operators over their careers.

"Three Decades of Experience: An NCCCO Survey of Three-Time Recertificants" is available at www.nccco.org.

Many crane operators responding to the NCCCO survey appreciated that the new OSHA rules clarified the responsibility of operators and management. Most agreed that both should work together to keep lifting operations safe



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After a few tumultuous years, Coast Crane has rebounded after its acquisition by Essex Rental Company and the leadership of its president Terry Howard. **D. Ann Shiffler** reports

Coast Crane President Terry Howard says many things have changed for the better since Essex Rental Corporation acquired the company



Coast Crane was founded in the early 1970s by Ralph Hovis in Portland, OR. The small company was primarily focused on selling boom trucks for various manufacturers.

Over the course of time, Coast Crane would grow and represent many of the leading construction equipment manufacturers including Grove, National, Tadano, Manitowoc, Potain, JLG and Manitex. The company expanded with branches from Alaska to Southern California, and it would become a leading tower crane company.

Exactly a year ago, in April 2011, Terry Howard was named president of Coast Crane. The announcement was made after a tumultuous few years in the company's history. It had battled bankruptcy, and in the fall of 2010, was acquired by Essex Rental Corp. Since then, Coast Crane has reorganized and established a plan for profitability and prosperity.

"Our focus has always been on being a service-oriented company, whether that is the cranes we rent, sell or are in our customer's fleet," says Howard. "To this day, we still carry that legacy forward. Coast Crane remains focused providing the crane industry with the best product and support."

With more than 20 years of experience in the construction equipment industry, Howard has long been a player in the crane rental and sales business. In 2009, he was named vice president of operations, and before that, he was branch manager of Coast's Alaska location for 14 years. Before joining Coast Crane, Howard was an equipment fleet analyst for Alaska Pipeline Service Co. and was rental manager for Construction Machinery Inc.

"Terry's leadership will be vital as Coast Crane and Essex continue to focus on building upon our three core competencies: rental equipment,

distribution and aftermarket support," said Ron Schad, president/CEO of Essex Rental Corp., last year, when Howard's appointment was announced. Essex Rental Corp. is publically traded company on the NASDAQ (Symbol: ESSX).

A year after taking the reins at Coast, we caught up with Howard. He answered our questions about his career, the company he leads and the crane rental market.

HOW DID YOU GET IN THE CRANE BUSINESS?

I started my career in the crane business back in the early 1980s at a company formerly called McDonald Industries. They were a regional equipment dealer who represented various lines, one of which was P&H. We rented bare and also performed operated rentals.

At that time, I was a yard helper and assisted with the crane moves and demoves. I eventually became the rental dispatcher and stayed in the business.

WHAT DO YOU LIKE ABOUT THE CRANE BUSINESS? WHAT DON'T YOU LIKE?

I really take joy in the fact that the cranes we rent, sell and service play a vital role in building the infrastructure and energy related projects in North America. It is thrilling to see our crane completing projects that will benefit people for years to come.

I dislike the pricing irrationality that comes with the cyclical nature of this business. Coast prides itself on

“The market is very competitive and very price sensitive. Due to the current economic circumstances, customers expect better, newer products at lower rates with more services.”





on success

IT'S BEEN A LITTLE OVER A YEAR SINCE ESSEX PURCHASED COAST CRANE. HOW ARE THINGS GOING?

The financial stability from now being well capitalized has been a relief. The rental focus of both companies has allowed us to improve our capabilities by sharing best practices. We have even had success combining the Essex Crane and Coast Crane product offering to give our customers a full range of rental and service options. As we move forward, we definitely see this as a model for growth.

WHAT'S YOUR BIGGEST CHALLENGE IN RUNNING COAST CRANE?

I think for any company the most challenging, but rewarding, part of the business is the recruiting, hiring and developing of good people. I am very proud of our employees and watching their career development. As the economy continues to recover, I look forward to watching their efforts become prosperous for them and Coast Crane.

DO YOU ENVISION A BROADENED ECONOMIC UPTURN IN 2012?

We expect to see rental revenue growth throughout 2012, partly due to our capital investment of \$22 million in new equipment, which was focused on rough terrain cranes, and our steadily improving tower crane utilization.

WHICH CRANES HAVE THE HIGHEST UTILIZATION?

We are seeing higher utilization in rough terrain cranes and large boom trucks. We are also pleased to see improving utilization in most tower crane models.

HOW DO YOU CHARACTERIZE THE CURRENT CRANE RENTAL MARKET?

The market is very competitive and very price sensitive. Due to the current economic circumstances, customers expect better, newer products at lower rates with more services.

It's a difficult market to maneuver through as we attempt to provide the highest level of support to the customers with the best products, while attempting to meet our responsibility to the shareholders and deliver the most positive impact for shareholder value.

Customers who would previously purchase a crane are renting due to historically low rates. Over the long term, rates cannot remain at these levels, otherwise new units will not be purchased by contractors or rental companies.

WHAT'S THE BIG NEWS AT COAST CRANE AT THIS POINT IN 2012?

Quite simply, I think that many things have changed for the better and we have maintained our identity. With the improved financial security and stewardship provided by our parent company Essex Rental Corp., we were able to stabilize our company, begin the process of rebuilding our rental fleet and still maintain our core values.

WHAT DO YOU DO WHEN YOU ARE NOT WORKING?

With all the changes at Coast, I don't have a lot of free time, but family time is the most important activity for me when I am away from work. My wife and I still reside in Alaska with our two daughters.

We have a small lake cabin about 75 miles north of Anchorage and that's where we spend most of our free time. The cabin is a work in progress and probably will be for quite some time, but we enjoy our family time there very much. The long Alaskan summer days make it possible for us to spend a lot of time together outdoors and away from all the electronic gadgets.

providing a high level of service, but that becomes more and more difficult as competition lowers rates and gives discounted services.

WHAT'S YOUR FAVORITE MODEL CRANE?

I would say the Tadano 1882 boom truck because we recognized a need in the market and worked closely with Tadano to design a crane to meet consumer needs. Originally designed for truss industry, it is now an extremely popular machine for oil field support.



A Potain HDT80 works on a student housing apartment project in Southern California

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Identifying hidden damage to wire rope and synthetic slings is a critical part of the inspection process.

Dennis St. Germain, Jr.
reports for **ACT**

Every inspector charged with validating the safety of rigging gear should be trained to identify hidden damage to wire rope and synthetics alike. Broken wires, cuts, weld splatter, corrosion and other forms of visual indicators of strength loss may lead an inspector to assume that there is also some form of hidden damage that cannot be easily identified by the naked eye.

Wire rope strands should be opened to inspect the interior and the core. Synthetic materials used for slings and running ropes are not subject to hidden damage from rust and corrosion, but they are weakened in much the same way by exposure to ultraviolet light. Ultraviolet (UV) light is the light at shorter wavelengths than visible light, past the violet end of the spectrum. UV light degrades synthetics by transferring energy into the fibers. This energy can cause damage by creating heat or its energy can actually break molecular bonds in a fiber's structure. The main source of UV light is the sun, but some UV light is also created by welding arcs and Xenon light, which is now used in automobiles as a brighter headlamp.

Here's one example. In 1989, a presentation was made on heavy-lift slings to a rigging group at St. John Shipyard in New Brunswick, Canada. Their facility was located adjacent to the Bay of Fundy, a body of salt water. They were building modules weighing up to 500 tons inside a building and then moving the modules outdoors to be lifted into a dry dock for

Hidden damage



Pictured above is yellow 9800GN nylon web sling material protected by Slingmax® Covermax® roundsling tubing. The exposed webbing faded to white after 334 hours of UV exposure. When the nylon web was pulled out of the protective Slingmax® cover, you can see the original yellow color remains. It shows no UV degradation to the protected webbing

final assembly of a finished ship. To make those heavy lifts, the shipyard had been using a set of 4 inch diameter by 90-foot long wire rope slings. Because these slings were so heavy and awkward to handle, they were stored outdoors beside the dry dock. This subjected them to the elements that included cold, heat, salt air and rain. After two years of this exposure, the slings were replaced because of the effects of corrosion from outdoor conditions.

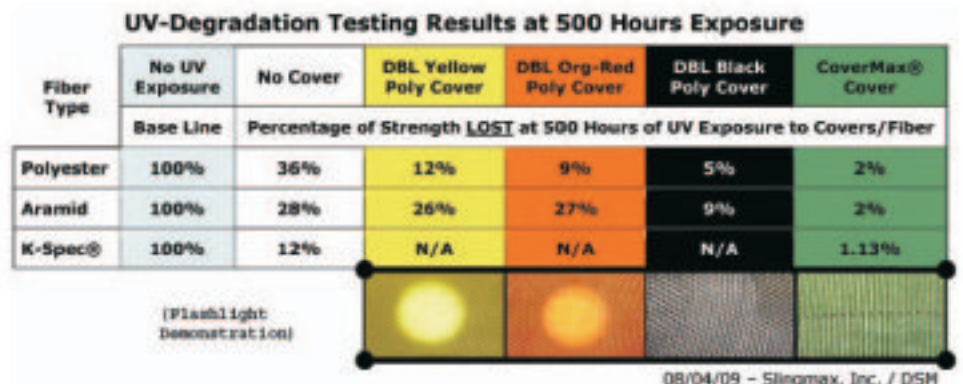
At that time, Slingmax® had introduced a relatively new high performance fiber Twin-Path® sling. The benefits explained

to the riggers included light weight and ease of handling compared to the heavy wire rope slings. Surprisingly, the shipyard team identified another benefit — Twin-Path® slings could be stored inside after use and would not be subjected to the weather. Based on this, they were willing to

spend extra money on Twin-Path® slings with the same capacity as their four-inch wire rope slings. The Twin-Path® slings were less expensive in the long term because they don't rust and don't have to be replaced every two years. Ultimately, that set of slings continued working at the shipyard for 15 years.

Slowing corrosion

There are methods to slow steel corrosion such as painting, galvanizing, plating, and covering with heavy grease, but nonetheless, many accidents have occurred because the hidden damage was not identified by normal inspection. Several bridges have fallen because strength-bearing members had hidden corrosion that went unnoticed by inspectors. In 1967, the Silver Bridge between West Virginia and Ohio collapsed killing 46 people. In 1983, a section of the Mianus Bridge on Interstate 95 in Connecticut collapsed killing three



(N/A indicates that K-Spec® load bearing core fiber is never used inside these types of covers)



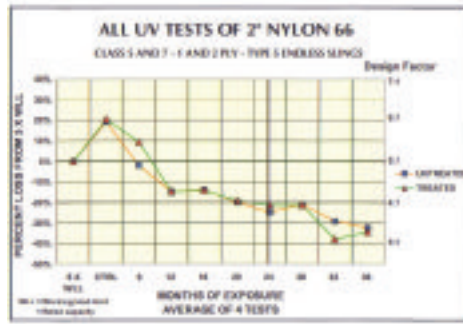
THE AUTHOR
Dennis St. Germain, Jr. is executive vice president of Slingmax® Rigging Solutions.

people. Both of these tragedies were blamed on the failure of inspectors to identify corrosion. Crane ropes and wire rope slings have failed from environmental exposure and lack of proper inspection.

With flat webbing slings, a 2003 research study by the Web Sling & Tie Down Association (WS&TDA) confirmed what industry experts already suspected. Long term UV exposure reduces web sling breaking strength. Polyester web slings lost up to 30 percent of their strength during the first 12 months of exposure, after which the strength loss leveled off and Nylon web slings showed a strength loss of up to 50 to 60 percent after 36 months of exposure with no indication of leveling off. This leads to an important question: Should flat web slings be given a maximum life expectancy similar to the 5-year shelf life of synthetic fall protection gear?

The other most common synthetic sling is called a roundsling. These products have a strength bearing core inside a protective cover or jacket. Since the late 1970s when roundslings were invented, it was assumed that the roundsling cover, no matter the thickness or color, protected the load bearing core from UV degradation because it appears to be opaque. Opaque synthetics are materials that do not allow light to pass through. In an opaque textile the light has to break down the outer layer before it can pass down to the inner section. Thus darker colors are more resistant to UV damage, because they reflect more UV light. Thicker materials resist UV light better than thinner. Thicker materials allow the surface to suffer some UV degradation while retaining the strength in the inner core material.

Only recently has it been discovered that UV not only can cause significant damage to the breaking strength of roundslings, but there is a wide variance in the protection levels provided by different roundsling covers. Testing has found that while most covers provide adequate protection, others do not. Since ultraviolet





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Demand is strong for cranes and transport equipment at auctions.

Lindsey Anderson
reports

Bidders gather around cranes being sold at a Ritchie Bros. auction in Orlando, FL in February 2012. In total, more than 75 cranes were sold in the six-day auction



Hot ticket items

Cranes and heavy transportation equipment are as sought-after this year as they were last year, and according to some of the nation's biggest auctioneers, sales could even outpace 2011.

"The market we're seeing right now is actually not unlike it was at the beginning of last year," says Steve Simpson, chief sales officer of Ritchie Bros. Auctioneers. "We came out of the gate of 2011 very strong and results we're seeing this year in 2012 are very similar, if not a little bit better."

In 2011, auctioneer Ritchie Bros. sold more than 1,000 used cranes in the U.S. market, the company says, and for 2012,

they started out with 70 cranes for sale at March and April auctions. "So far this year we've sold over 135 cranes," Simpson says. "We're only in mid-March, so we have a long way to go."

Of the 135 cranes sold in North American auctions, more than 55 were rough terrain cranes, 10 were carry deck cranes, 15 were hydraulic truck cranes, 10 were crawler cranes and 10 were conventional truck cranes.

A highlight from North America includes a 2007 Manitowoc 10000 crawler crane that sold for \$565,000 to an online buyer from the state of Georgia at a Ritchie Bros. auction on March 14 in Denver. One week prior in Texas,

the company sold a 1994 Grove/Krupp KMK5175 175-ton all terrain crane for \$340,000 to an on-site buyer from Mexico and a 2002 Kobelco CK850II 80-ton crawler crane for \$255,000 to an online buyer from the state of Georgia.

Back on track

Myron Bowling Auctioneers, Inc. is also on track. "General construction equipment demand is higher in the first part of 2012 than it has been in the past few years," says Greg Hengehold, managing partner of Myron Bowling. "Attendance at the auctions is higher and selling prices are stronger than a year ago. As usual, late-model, quality equipment brings most at auctions."

Hengehold says most of its crane and heavy transport equipment is being sold directly to end-users and contractors.

"We recently sold Grove, Galion/Dresser and Broderson 15- to 20-ton capacity rough terrain cranes in Texas," Hengehold says. "The cranes brought well in excess of the anticipated value, mainly because of the geographic location near energy facilities that require these types of cranes. Hydraulic truck cranes are also in high demand [though, and] high capacity



So far in 2012 Ritchie Bros. has sold more than 200 cranes in auctions held in the United States, Canada, Mexico, Dubai, France, Italy, Spain and The Netherlands



Of the 200 cranes sold by Ritchie Bros. in 2012, more than 135 of them were sold in the company's U.S.-based auctions

cranes are the most desirable.”

With sales strong and momentum moving forward, Simpson says there's been a clear change in the economic climate across the U.S. “What's noticeably different is the confidence by the masses of people that we deal with in the United States – it's significantly better,” he says. “I travel a lot and the optimism out there about the future, work picking up and more going on, in general it feels a lot better than it did 12 months ago.”

This increased confidence Ritchie is experiencing has provided the company “great results,” as it has Myron Bowling and auction company IronPlanet. IronPlanet, who once specialized in online-only auctions, had its first onsite and online auction February 21-24, 2012, and it sold more than \$50 million of gross merchandise volume including cranes, the company says. Specific crane figures were not released.

Specialized transport

“Demand is very strong for used specialized transport equipment,” Hengehold says. “Though it was strong in 2011, demand continues to increase in 2012.”

Myron Bowling has seen prices for this type of equipment grow 10 percent in 2012, with pre-emissions, heavy-haul tractors (such as four-axle, high horse power, heavy axles) in “especially high demand.”

“At an auction in late November 2011, we sold pre-emissions 2008 Peterbilt 389 tractors for nearly 80 percent of their new price,” Hengehold says. “All trailers are bringing more at auction this year, even light trailers such as tandem-axle flatbed trailers from the 1980s that would have been scrapped in late 2010 or early 2011, they're now bringing in \$4,000 to \$6,000 at auction.”

Hengehold says Myron Bowling is also seeing heavy haul trailers (50-tons or more), which are in short supply, bringing in 70 to 80 percent of their original selling price. “Customers tell us that wait times for new trailers can be as long as three to nine months, which obviously spurs demand for used trailers when customers have jobs that need to be completed immediately.”

Myron Bowling has an upcoming auction that's focusing on trailers used for hauling wind energy components. These wind energy transportation pieces are surplus to Badger Transport in Milwaukee. Myron plans to sell 80-ton double schnabel trailers, 80-ton modular heavy-haul trailers, 80-ton perimeter trailers, windmill blade trailers and heavy haul tractors. “We expect demand to be high for this equipment,” Hengehold says.



The same can be said for Ritchie, who is witnessing heavy haul trucks and trailers “bringing in great money.”

Simpson attributes this increase in demand from positive economic signs and work picking up across some areas. “A lot of the brand new stuff is quite spendy, especially with new technology, so I think people are looking for things that are a few years old; stuff that doesn't have a lot of miles or hours on it,” he says. “They think that might be a better avenue for them rather than stepping up and buying new.”

Ritchie Bros. currently has more than 100 cranes listed to be sold at its auctions around the world – with more equipment consignments being added daily

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Myron Bowling Auctioneers, Inc. says general construction equipment demand is higher in the first part of 2012 than it has been in the past few years, and attendance is higher and selling prices are stronger than a year ago

According to Simpson, the strong demand for quality, later-model, nicely houred, well-speded equipment spurs from the downturn. "A lot of manufacturers pulled back on building new stuff, so therefore a lot of brand new equipment wasn't made or sold," he says. "The quantities of those years are not in abundance and therefore that's what's driving the later model (2005, 2006, 2007) equipment in the marketplace."

There are also owners who might have surplus assets they're looking to sell. "As they continue to see positive prices in the marketplace going up, that will either drive guys who want to get up and retire or downsize, and that will push them to think about selling," Simpson says.

Overall, the auction market is as hot as ever. With demand high, attendance up and prices strong, quality equipment isn't likely to last.



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Crawler crane utilization continues to creep upward as heavy industrial projects stimulate demand.

D. Ann Shiffler reports

Buckner HeavyLift's 660-ton Terex Demag CC2800-1 works on a wind farm on Maui

Crawler comeback

Buckner HeavyLift's sales team is bullish on crawler cranes. Primarily, this is because 80 percent of the company's fleet falls in the crawler category.

"We've done a pretty good job of getting utilization up in 2012," says Keith Rind, vice president of Buckner HeavyLift. "Currently the utilization of our crawler crane fleet is very good and projects well through the end of 2012."

In most demand are the 230- to 275-ton class crawlers, Rind says. The 440-ton class and the 600-ton class are also doing well. Buckner's crawler cranes are working coast to coast, erecting wind turbines in Hawaii and on power plant and energy-related jobs in the Gulf Coast region, the Midwest and Southwest.

"Right now our highest demand for crawlers is in the wind industry," he says. "After that it would be chemical, power, refinery and steel erection."

Shannon Duvic, manager of sales and marketing for Crane Rental Corp., says the demand for crawlers has increased

steadily over the past year.

"The demand for crawler cranes is much better this month than it was this time last year," he says. "We are 100 percent booked for our crawlers at the moment and for our whole fleet."

Unexpected surge

Duvic says his company wasn't really expecting the surge. "It's been a combination of the market getting better, and we are asking for better prices," he says. "A lot of the indicators are more favorable for us than last year. We are at 100 percent right now, but we really see a lot of overlap and a lot of schedule conflicts for medium to large size cranes. The larger cranes are working in infrastructure and power. The smaller cranes tend to help out contractors."

The beauty of crawler cranes is that they can make their owners money, quickly.

"You can put them out long term," says Duvic. "The main reason for having the crawler is probably the ability to pick and carry loads. There are some applications

Crane Rental Corp. says its crawler crane utilization is 100 percent. The company recently used its Manitowoc 2250 to install some of the heaviest concrete tilt-up panels ever lifted in Florida by a single crane



Big B Cranes' fleet of Kobelco CK1000s and CK1100s are being used for oil rig relocation throughout Texas

where your customer demands that ability and picking up large items and walking from point A to point B. ATs and RTs don't have that ability. So to service these projects you have to have a crawler. Lattice booms and hydraulics offer more capacity and applications, and where you have the real estate to assemble booms, the crawler is a tough tool to beat."

Crane Rental Corp. has crawlers on several jobs, including a Manitowoc Model 999 working inside a building at Cape Canaveral and a Manitowoc Model 2250 with a wagon setting a coal box in

Central Florida. The company also has a Model 2250 installing the largest concrete panels ever set in Florida with one crane.

The crawler crane comeback has been slower than other types of cranes, says Dan Mardian of Phoenix-based Marco Crane and Rigging and Mardian Equipment.

Improving economy

"I would say that crawlers are the last ones to be affected by the economic turn-around," he says. "We're starting to see this, little by little. This is a lagging indicator that the economy is getting better."

Mardian says that demand for the smaller crawlers is higher than the larger ones in his market, which includes Southern California, Arizona and the western U.S.

"There's no question that California and Arizona were hurt more in the economic downturn than other states," he says. "The economic turnaround was more delayed in these states because they underwent a bigger slowdown than the rest of the country. At least that's what we believe."

A bright spot in the downturn, Mardian says, was that the crane manufacturers managed the downturn very well.

"I give the manufacturers credit for being able to maintain the inventory levels so they didn't have to go through the dramatic price reductions we've seen in the past," he says. "You didn't see the manufacturers flooding the market with extra inventory and putting pressure on

the distribution and rental systems. We did go through price reductions, but it wasn't as severe as it could have been if a lot of cranes were dumped on the market."

Mardian says the credit crunch actually helped contribute to preventing a glut of equipment on the market. "It was a benefit to distributors and rental people that oversupply of cranes was minimized."

A Link-Belt dealer, Mardian says that demand for the 100-ton capacity crawler crane has remained steady. "They weren't hurt like the 300-ton and higher size crawlers."

For the 100-ton crane class, Mardian says there's a lot of federal highway jobs for which the 100-ton crawler is the ideal machine.

The small to mid-size crawler class offers many attributes. "They are very effective machines when you have a lot to move onsite, so you don't have to breakdown and reassemble," says Buckner's Rind. "Lattice boom crawlers offer good chart capacity for their tonnage rating. For example, a 275-ton crawler has a much better chart than a 275-ton hydraulic crane."

Lattice boom crawler cranes also have a number of enhancements that add to their diversity.

"All of the crawlers in our fleet have luffing boom attachments," says Rind. "Our crawler cranes in the 440-ton and above capacity all have heavy lift attachments."

Lampson International has long been a leader in the crawler crane sector. Kate Lampson says for her company's cranes, demand is slightly better than this time last year.



In Sabine Pass, TX, a Terex Demag 2800-1 makes modifications to drilling rig platforms



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“We are seeing more demand for Manitowoc 999s and 2250s as well as the Lampson Transi-Lift models,” she says. Still, she characterizes Lampson’s crawler crane fleet as “underutilized.”

Lampson says Lampson Transi-Lift cranes are working on the construction of manufacturing plants, power plants, setting of oil jackets and wind jackets overseas as well as servicing offshore rigs, she says.

“Our smaller cranes are working on power houses and power plants,” she says.

Duvic with Crane Rental Corp. says his company is making a conscious effort to push rates up. “Only time will tell whether or not we succeed in that endeavor,” he says. “This recent uptick in business is from the last quarter. The proof will be in the pudding over the next two or three quarters.”

Crawler crane rates are holding steady, says Buckner’s Rind. “Rates are lower on bigger, high-profile jobs, and higher on specialty or niche jobs, he says.

Lampson says rental rates are up slightly from this time last year. “We have been

getting a lot of inquiries for the rental of our Manitowoc cranes in the 200- to 600-ton capacity range,” she says.

Geographic demand?

Where is crawler crane demand the highest? “We claim to cover the entire country, but we are strongest in Florida and we have a fairly good presence across the Southeast,” says Crane Rental’s Duvic. “It would be a false statement to say that the Florida economy has recovered. We are seeing vast improvements in the infrastructure market and vast improvements in the power industry. I would say a lot of government projects are improving, courthouses and schools. We still see very little commercial work. There are still buildings in Florida not finished.”

Duvic says the bid load is fairly constant from around the country.

Buckner currently is working on a wind farm job in Maui, Hawaii. As soon as that job finishes, Buckner’s cranes will move to another wind farm job in Hawaii.

Buckner’s highest demand for crawlers is in the wind industry. But this sector has cause for worry because if U.S. government investment tax credits are not extended for wind farm development, this type of work could diminish quickly.

Marco Crane & Rigging’s Link-Belt 348 Hylab and 298 Hylab work on concrete tilt wall construction



“This worries us very much,” Rind says. “This year we are going to have a high percentage of large crawlers in the wind industry.”

Lampson says her company is seeing demand for their cranes across the country and around the world, including power plant construction in China.

Fleet additions

To meet demand, Rind says Buckner HeavyLift has recently purchased both new and used crawler cranes in the 100- to 120-ton class, the 275-ton class and in the 660-ton class. Of the 80-plus cranes in the Buckner HeavyLift fleet, approximately 66 are crawlers, Rind says. “Our specialty is crawlers,” he says. “It’s our niche. We started out on big steel jobs as a steel erecting company. We started to acquire crawlers for the steel jobs and as the steel jobs got bigger, the crawlers we needed were bigger. In time we’ve evolved into a crawler crane company.”

Rind says that Buckner HeavyLift has the distinction of owning the most Liebherr crawler cranes in North or South America. “We’ve chosen Liebherrs for our very large crawler cranes.”

Crane Rental Corp. has also purchased new crawlers, and is anticipating the arrival of the new Manitowoc 31000. Duvic says delivery of the 31000 should happen before mid-year.



Hamilton Construction deployed its 110-ton 218 HSL on the I-84 Sandy River and Jordan Road Bridges project in Troutdale, OR. Equipped with 150 feet of boom, the 218 HSL placed 120-foot rebar cages

to lead the way for Four Seasons Equipment. Dundas says he sees a lot of new interest in Sany crawlers.

"With the huge growth in the oilfield, our biggest demand has been the 110-ton class crawler crane," he says. "As Sany becomes more accepted, we expect to see this expand strongly into the 165-ton, 220-ton and 330-ton plus markets."

Daniel Basden of Big B Crane near Dallas has been using his crawler fleet to

capitalize on oilfield work in Texas. Of its 32 cranes, 60 percent are crawlers.

Oilfield work

"For 20 years our company did the commercial-type work, mainly concrete and steel erection," says Basden. "A year-and-a-half ago we started working in the oilfields moving drilling rigs, renting cranes to trucking companies to move the rigs. We've seen a lot of growth over the past year in this work."

In fact, so much growth that Basden has been adding crawler cranes as quickly as he can get them. In the last year, Big B Crane has added 10 Kobelco and Manitowoc 100-ton capacity crawlers to its fleet. Two more are on order.

"Manitowoc is still putting some finishing touches," he says. "We are giving some consideration to expanding the fleet for the first time in a long time. The medium to large crane class is where we are getting the most pressure and that would most likely be where the investment dollars would be spent."

Lampson says Lampson International has purchased new crawlers in the 200- to 600-ton capacity range.

Jeff Dreger, product marketing manager for Sany America, says Sany has seen an increase in demand for crawlers this year over last. The Sany 110-ton SCC8100 crawler has received a lot of interest, he says. It's being used in the energy sector in Texas, both for pipeline construction and drilling rig relocation.

"Our crawler demand is highest in Texas and the Gulf Coast region right now," says Dreger. "Our 330-ton SCC8300 saw use on a wind farm in California last year. Another SCC8300 will soon be used for bridge work in the Northeast."

Rod Dundas of Four Seasons Equipment, which is a dealer for Sany America, says his company has seen an increase in demand for crawlers as well. "Utilization is very high for both crawler cranes and hydraulic rough terrain cranes," he says.

Like many who sell or rent crawler cranes, energy-related projects continue

Lampson International's Manitowoc 2250 works in Brownsville, TN





Lampson International's Manitowoc crawler works at the Canada Place tourist attraction in Vancouver, BC

"And now there's the CK1100G, the newer model," he says. "In my opinion this is a bullet proof machine. In our fleet, the oldest CK1000 is a 2002 model and everything else is a 2008 or 2009 or newer. We have very few problems with these machines."

Mardian says he has been very pleased with the market's reception to Link-Belt crawlers, of which he is a distributor.

"Our customers are seeing that the features and benefits of these crawlers are equally superior to the other major brands," he says. "Besides the features and benefits, customers want to assure they have access to local service and a local distributor. That makes a big difference in supporting a piece of equipment."

The Link-Belt 298 has been a strong contender in the crawler market, Mardian says. "Many people were not aware that the 298 is superior in its class size," he says. "It competes on every level, ease of maneuverability, boom length and chart strength."

Heavy lifters

The energy industry needs cranes in every class, including higher capacity models, according to Tres Sterett, president of Sterett Crane and Rigging.

"Right now, there seems to be a lot of interest in the 660-ton class crane," says Sterett. "We have a Terex Demag CC2800-1 working in Sabine Pass, TX, outside of Houston, where they are making modifications to offshore drilling platforms."

Sterett says he expected to receive a new CC2800-1 from Terex in April.

"We're quoting work for this machine already," he says. "The majority of what we've quoted is refinery work in different areas of the Midwest. There's a lot of energy and power generation work going on right now. We've got quotes out on a dozen of these projects happening in the next two to 12 months."

Crawler demand for Sterett has been from 75-ton to 660-ton to 1,000-ton machines. "We've done three jobs with 1,000-ton crawlers this past year, and we have at least one for next year. It seems

like all classes of crawler markets are starting to come back. Unfortunately, rates are still depressed. Hopefully higher rates will follow with the supply catching up with demand."

Even though it was tough at the time, Sterett agrees with Dan Mardian that the lack of credit during the downturn was a good thing. "I think the lack of ability to finance equipment has actually driven stabilization in the market," Sterett says. "A lot of people who were growing got their legs cut out from beneath them because there wasn't money available. But when the business comes back, everyone's margins will be better."

Over the past few months, Sterett says credit sources have eased, giving buyers more options. "The manufacturers have also developed their own captive programs to overcome the lack of capital out there, such as Manitowoc Crane Credit and Terex Financial Credit," he says. "Those have been good resources."

Sterett is optimistic about the crawler market and the crane market in general. "We've talked to a lot of our solid customers in petrochemicals, plastics and other industries. There are a lot of capital expenditures to be made. Businesses are starting to invest, and infrastructure work is out there, too."



"The 100-ton crawler is good for the oil fields, where it's all about speed," he says. "You want to have something big enough to do the job, and then the next thing you need is speed. With the 100-ton crawler, I can put it on a 5-axle trailer and move it anywhere within the state of Texas within a day. If you get any bigger than a 100-ton crawler, then you have to take the tracks off. It requires so much more time taking it apart and putting it back together."

The good thing for Big B Cranes is that about the time the steel erection and concrete side of the business slowed down, the oilfield business heated up.

"We are moving our crawlers from job to job," he says. "We have 12 crawlers that are typically on a site for three days moving a rig and then they hop to the next job. We hardly ever bring them back to the yard."

"Rig moving has its share of headaches, but it's a fun, fast-paced environment," Basden says. "The name of the game is good cranes and good operators. I have some of the best operators out there and our reputation is why we're doing so well in this business."

Basden says the machine of choice for rig moving is the Kobelco CK1000. He has bought the new G-series under the Kobelco and Manitowoc brands.

Sany America expects crawler demand to continue throughout 2012. Interest in the Sany crawler line has grown despite the economic downturn, the company says



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Big Al

'Big Al' handles a range of heavy lifting at the Port of Mobile, AL.

D. Ann Shiffler reports

The barge-mounted crane lifts a lot of undersea umbilical reels from ships onto barges that take them out to the oil rigs in the Gulf



Barnhart's barge-mounted 'Big Al' lifts a lot of equipment used to upgrade the port cranes at the Port of Mobile in Alabama



A couple of years ago, officials as the Port of Mobile State of Alabama docks approached Barnhart Crane & Rigging about how they could encourage more project cargo into the port. The problem was the port was not equipped to handle cargo that weighed more than 110 tons, which was just not adequate for a port as big and busy as the Port of Mobile.

Barnhart's management team thought the idea had merit and began engineering a plan to rig a crawler crane to a barge that would allow Barnhart to become the port's chartered heavy lift company.

Barnhart chose a Liebherr LR 1700 for the work. The crane, which had been in

the Barnhart fleet for about five years, was rigged with 184 feet of main boom and 126 feet of super lift mast. It was lashed to a 212 by 68 foot barge.

Paul Reynolds, branch manager of Barnhart's Mobile, AL branch, says the barge crane was put into service about two years ago.

"We brought the crane from Memphis where they engineered it to the barge," says Reynolds.

The crane has always been known as "Big Al," named for both the State of Alabama and after Alan Barnhart, president of the company.

Instead of having a superlift buggy like a land-based crane would be configured, the

crane's counterweight is the barge. As well, the crane does not swing.

"In the case of this crane, you move the barge, not the crane," says Reynolds. "You position the barge where you need for the pick"

For the past two years, Big Al has worked at the Port of Mobile, lifting all sorts of cargo.

"If the cargo weighs more than 110 tons, and the ship it's on is not geared to lift that much, we usually lift it," says Reynolds. "Sometimes we will take the cargo off and set it on a railroad car, or sometimes we lift it down to the dock, and sometimes we set it on another barge."

Much of the work of the crane is centered on the offshore oil business, Reynolds says.

"We do a lot of service for the offshore oil production companies," he says. "We are called on to lift a lot of undersea umbilical reels. Ships bring in these big spools and we will load them on to barges that take them out to the oil rigs in the Gulf"

The capacity of the crane is 400 tons. It has turned out to be a successful venture, Reynolds says.

"We've had a lot of customers that in the >44



past had to do things elsewhere or had to move cargo to their dry docks," Reynolds explains. "We can service those customers now. There's also a lot of upgrading of the shore-based cranes going on, and we are able to help with the assembly of those shore-based cranes with the barge crane."

Several coal-handling facilities in the Port of Mobile area have undergone upgrades and Barnhart's barge crane has been instrumental in those projects,



The barge serves as the counterweight for the crane, which can lift up to 400 tons. The Liebherr LR 1700 is rigged with 184 feet of main boom and 126 feet of super lift mast



Big Al launches a small jack up boat at the Port of Mobile. The crane is lashed to a 212 foot by 68 foot barge

according to Reynolds. The crane often launches boats as well.

While the crane motors up and down the port helping various customers, Reynolds says its home port is the Alabama state docks.

To run the barge crane operation at the port, Barnhart has assembled a specialized crew that includes two barge superintendents, two barge crane operators and a crew, depending on the nature of the lift.

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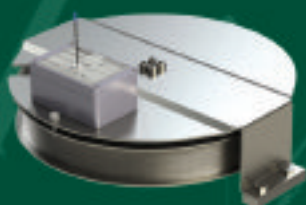
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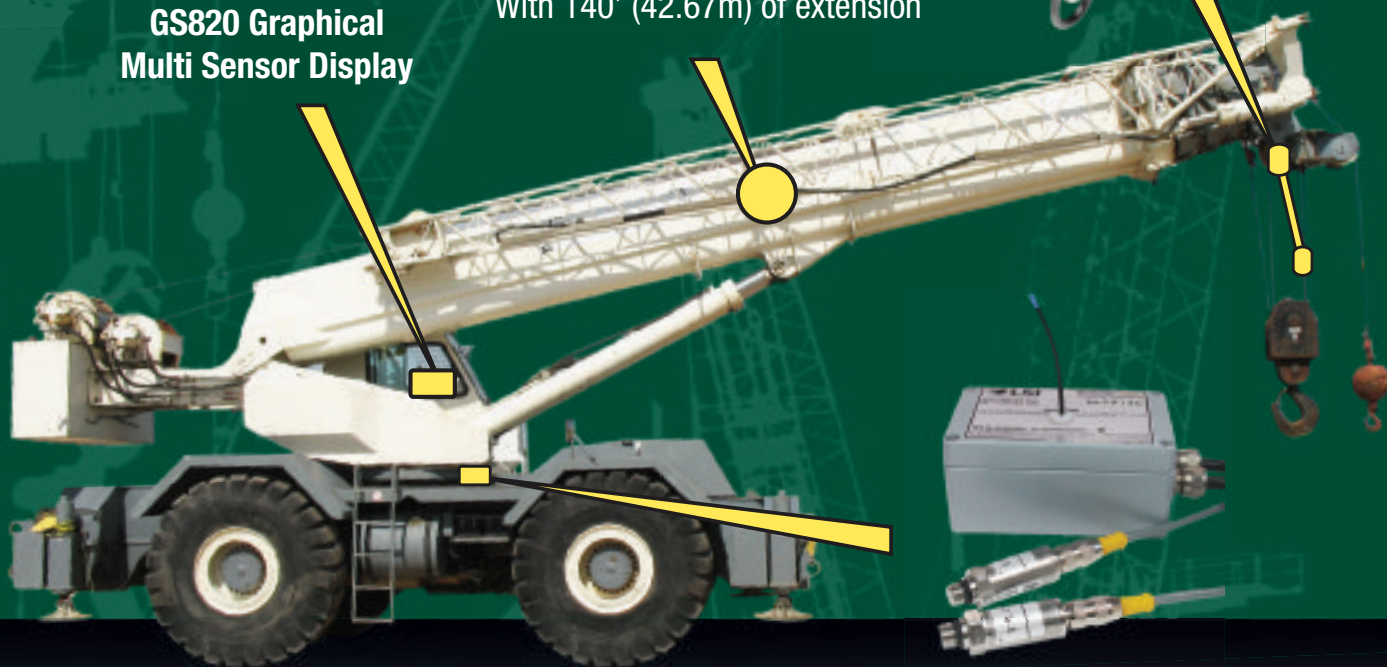
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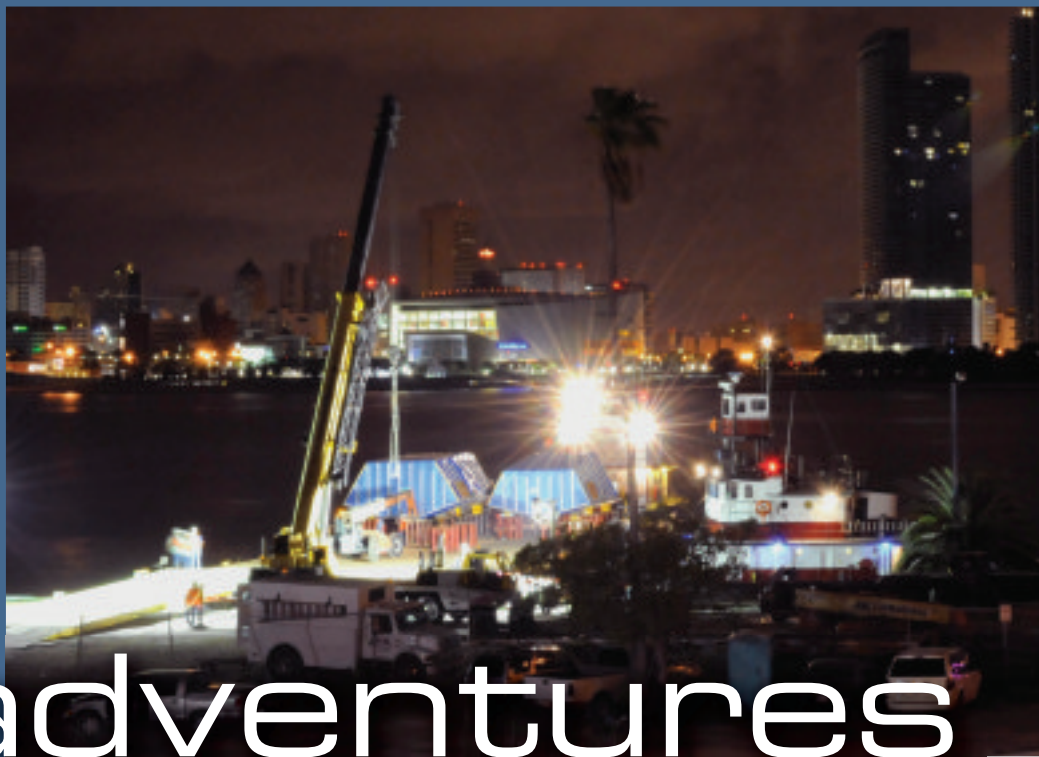


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Transporting and assembling a tunnel boring machine from Germany to the Port of Miami was quite the adventure. **ACT** reports

The 18 heavy haul components were lifted by the ship's crane onto barges that took them to Watson Island. From the barges, the pieces were rigged and loaded onto Goldhofer systems for transport



The adventures of Harriet



The heaviest lift was the drive motor section, which weighed about 617,000 pounds. The crane's capacity at an 80 foot radius was 776,100 pounds



Beyel Bros. handled the heavy haul and the crane packages for the tunnel boring machine assembly

Occasionally in the realm of constructing roadways and bridges, going over or around is not an option. Such is the case at the Port of Miami, where contractors are excavating twin tunnels connecting Watson Island and Dodge Island in Miami. Ground was broken in May 2010 and completion is set for May 2012.

The first task was getting the huge tunnel boring machine (TBM) operable. Built by Herrenknecht in Germany, the TBM (affectionately known as Harriet – see box on this page) is the largest diameter soft ground tunnel boring machine in the U.S. It was specifically built for this project.

The TBM arrived last summer after a long, multi-modal journey. The machine's parts were trucked from the

manufacturing facility to the Port of Kehl in Germany. Cranes at the port lifted the components onto barges that took them to Port Rotterdam in Holland, where they were put on an ocean carrier bound for Miami, arriving in late June 2011.

Beyel Bros. handled the heavy haul package and the crane package for the project. The TBM arrived in pieces – 75 regular cargo, 20 containers and 19 heavy haul components. The regular cargo pieces were delivered by Beyel crews via trucks to the median of the MacArthur Causeway on Watson Island. The 18 heavy haul components were lifted by the ship's crane onto Beyel's barges that took them to Watson Island. From the barges, each piece was rigged and loaded onto Beyel's Goldhofer systems.

One by one the heavy components were

About the Tunnel Boring Machine

The tunnel boring machine (TBM) that is being used to dig the Port of Miami tunnel was named Harriet by the Miami-Dade County Girl Scouts troops. The TBM is named after the American history icon Harriet Tubman. She was an African-American abolitionist and humanitarian who escaped slavery and led several rescue missions through a network of secret passages and safe houses known as The Underground Railroad.

Designed and produced by Herrenknecht in Germany, "Harriet" was specifically designed for the Port of Miami Tunnel's geology. The TBM consists of a cutter head with an outside diameter of 42.3 feet (as tall as a four-story building) and a 361-foot long trailing support gear made up of six gantries. The total length of the TBM is 428.5 feet long (more than a football field). For more information visit www.portofmiamitunnel.com.



delivered to the median during a five-night rolling stop operation. “We used our Goldhofer trailers to roll off the barges and then we had to shut down the roads to deliver the pieces to the median and set them down on stools,” says Joe Beyel.

Staging the pieces

Much of the heavy haul work was done at night, when roadways could be shut down and traffic contained, he says.

“All of the pieces were staged on the median in preparation for assembly,” says Beyel. “We also had the crane package to lift the pieces and set them into the pit. We also assisted the tunnel boring machine supplier with the riggers to assemble the TBM. We used our 500-ton Power Tower gantry system to upright the pieces.”

To assemble the TBM, a heavy lift crane was needed onsite for a couple of months. Buckner HeavyLift supplied its Liebherr LR-1750.

“Our job was to furnish the main lifting crane to Beyel Bros. for the assembly of the boring machine,” says Jerry Masten of Buckner HeavyLift.

Interestingly, the heaviest lifts were made first.

“The first thing we set was the bearing and the big drive motor,” says Masten. “Once that was set, the cutter head was attached on the front side. Then they started building the machine from the back [forward].”

In most cases, the crane had to reach from 80 to 100 feet. The lifting process was tedious due to the need for the ballast wagon. “Each piece had to be lifted and

spun 90 to 270 degrees, to allow the space for the ballast wagon to rotate,” says Masten. “Then we would walk the crane back to the excavation and place the components where they were supposed to go.”

The crane was rigged in the SLDBW configuration with 184 feet of main boom with the derrick attachment and ballast wagon. For the heaviest lifts, the crane’s counterweight weighed 474,000 pounds and the ballast wagon counterweight weighed 700,000 pounds.

For these lifts, Buckner and Beyel Bros. supplied lift planning plans produced by Liebherr’s Liccon software and Beyel’s engineering department. The software is instrumental in lift planning because it takes into consideration every element of the lift, including ground-bearing pressures.

The heaviest lift was the drive motor section, which weighed about 617,000 pounds. The crane’s capacity at an 80 foot radius was 776,100 pounds.

The TBM assembly was accomplished in a two-month period in August/September 2011.



Beyel crews did most of the heavy haul work at night when roadways could be shut down and traffic contained



Buckner’s Liebherr LR-1750 lifts the drive motor section of the tunnel boring machine

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The GE Hitachi Nuclear Energy Plant in Castle Hayne, NC makes aircraft engines in one area and nuclear fuel in another. The chillers that needed replacing were on the nuclear fuel manufacturing side of the plant

Replacing chillers at a facility that produces nuclear fuel was quite the challenge for **Edwards, Inc.** and its Terex AC500-2 AT

Chilling project

About Edwards, Inc.

Tracing its roots to 1979 when Derrill Edwards started the small business with a \$7,000 dollar investment, Edwards, Inc. provides full-service fabrication, crane and rigging, piping, electrical, general plant maintenance and ASME Code fabrication and repair. Edwards' services cover a broad base of industries, including pharmaceutical, food processing, wood and paper products, textiles, general manufacturing, agricultural and power generation.

With the largest crane fleet in North Carolina, Edwards's fleet size ranges from 7.5 tons to its flagship Terex AC500-2 600-ton AT.

In the nuclear power sector, whether at a nuclear power plant or at a factory that makes the fuel rods, redundancy in safety procedures must be standard protocol.

Wilmington, NC-based Edwards, Inc. recently experienced just how much safety margins must increase when performing seemingly routine lifts at the GE Hitachi Nuclear Energy Plant in Castle Hayne, NC. Serving the power generation sector, among many others, the industrial contractor's rigging and crane service expertise and the responsiveness of its Terex AC500-2 all-terrain crane were put to the test when changing out air conditioning chillers on top of the power plant's roof.

"The plant makes aircraft engines in one area and nuclear fuel in another,"

explains Jamie Ezzell, division manager for Edwards. "The chillers were on the nuclear fuel manufacturing side of the plant."

Due to the delicate nature of the fuel manufacturing process, the plant could not be shut down, nor could the critical production processes be interrupted.

"Planning and safety margins needed to be increased exponentially on this job," says Ezzell. "During the lift, the factory had workers positioned at certain valves used to quickly shut down the plant in case there was an issue with the lift."

Significant savings

It was a complex lift, and representatives at the GE Hitachi plant considered enlisting a helicopter for the removal and replacement of the two 17,000-pound (8.5-ton) chiller units from the factory's roof. However, the long distance in which the helicopter would have to travel, plus the required two trips to replace both chillers, made this an extremely expensive prospect.

Ezzell says Edwards offered an alternative approach that would save GE Hitachi significantly on their chiller replacement costs.

"We were confident our Terex AC500-2 crane could handle the job, so we set up a site visit to discuss the project," Ezzell says.

To remove and replace both chillers, Edwards' crews would have to mobilize its AC500-2 all-terrain crane twice.

>50

The Terex AC500-2 gives offers quick mobilization and high lift capacities



The Terex AC500-2 delivers up to 600-ton lifting performance – the highest capacity among 8-axle cranes. It has a maximum tip height of 478.3 feet, and its 56.1-foot long undercarriage is the most compact in its class

After replacement of the first chiller, the customer required a testing period prior to replacement of the second unit.

“They wanted to make sure the new chiller was operating properly for at least one month before replacing the second,” says Ezzell.

Of major concern for GE Hitachi was the ground’s ability to support the crane’s weight over its four star-type outriggers.

“Before the job, the customer required ground core samples and ground-penetrating radar procedures to ensure the ground could support the lift,” says Ben Cockerham, vice president of operations for McClung-Logan Crane and Equipment, a Terex Cranes distributor for North Carolina.

Engineers determined the ground could safely support up to 300,000 pounds (150 tons) and “we knew we were going to be under that weight,” says Ezzell.

The reason for this confidence involved the CraniMax software on the AC500-2. This program stores the crane’s lift charts for all its different configurations. More importantly for this job, the software provides ground pressure estimates for the outriggers prior to performing the lift.

“The ability to estimate and see the actual ground-bearing pressures is a huge benefit for us,” says Ezzell. “It’s a big selling feature for jobs.”



Quick and smooth

With the contract secured, removal and replacement of the first chiller was set for early December 2011. Edwards’ crew moved in on November 29, 2011 with McClung-Logan representatives onsite to offer support.

The contractor freighted in the loads, including maximum counterweight and 275 feet of luffing fly jib.

“The AC500-2 gets to the jobsite fast and sets up quick,” says Ezzell. “The closest competitive crane takes much longer to mobilize and set up.”

At 63-feet, 3-inches long, the Terex AC500-2 all-terrain crane provides the shortest vehicle length in the 600-ton class for fast mobilization, according to Terex. The AT delivers the highest lifting capacities on 8 axles, and its 183.7-foot main telescopic boom offers the longest system length in its class that can travel at a 13.2-ton axle load, Terex says.

Within 14 hours — not counting safety orientations and inspections — workers assembled the crane and were ready for the lift. A 60-ton crane assisted with assembly and installation of the 275 foot luffing jib.

The 8.5-ton chillers were located nearly 250 feet from the 40-foot-tall building’s edge. This required the AC500-2 to work at a 282-foot radius to perform the lift.

Prior to making the initial pick, crews simulated the lift on the opposite side of the crane’s outrigger. The test included a 17,000-pound weight and was designed to test ground pressures and the crane’s performance prior to the actual lift.

“All ground pressures were within acceptable limits, and the crane performed

as expected during the test,” says Cockerham.

Ezzell says the software ground pressure estimates for the outriggers “were within 1,000 pounds of actual pressure, and everyone at the job site was impressed with this accuracy.”

After passing the test lift, the crane and crew members began the sensitive removal and replacement procedure.

“Plant workers drew alleyways on the rooftop to designate where the chillers could pass over,” Ezzell explains. These alleys included 90-degree turns that zig-zagged across the roof, so the chiller would not be lifted over the factory’s designated critical areas.

Testing the skills of the crane operator and nimbleness of the crane’s controls, the entire lift was performed blind. The crane operator was in constant radio communication with crew members on the roof to navigate the chiller through the maze, and the unit was never lifted more than 20 feet above the rooftop.

“The crane’s controls are very responsive to operator movements, which aids in delicate lifting jobs like this,” says Cockerham.

With the project starting first thing in the morning, Ezzell says crews removed the old chiller and had the new unit up within 30 minutes. The job was complete by 1:30 p.m. It took about eight hours to break down the AC500-2 and mobilize the unit off the nuclear facility’s grounds.

After the prescribed test period for the new chiller, Edwards’ crews and AC500-2 crane were back onsite in February 2012 to remove and replace the second unit. The crane and rigging company equaled the success of the first lift, enabling GE Hitachi to have the project completed much more cost-effectively than using a helicopter.



The AC500-2’s star-type outriggers help minimize system deformation and provide greater stability



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Employee fatigue is a growing concern. **Marc Moschetto** reports how new technologies are helping companies to mitigate these risks

Workforce management solutions empower companies to tackle employee fatigue issues head-on and build a safer, more productive and ultimately more profitable work environment

Too tired to work?

Employee fatigue is a pervasive and growing concern for many companies that do business in the crane, rigging and specialized transportation industries. According to 2011 poll of 800-plus human resources and payroll professionals, a surprising 83 percent indicated employee fatigue is greater now than ever before. (That's up from 81 percent just one year earlier.)

Part of the challenge is the "do more with less" culture that developed during the recession, when many organizations reduced the workforce but didn't necessarily reduce the workload. For crane operators, drivers and other professionals in associated industries, however, the combination of high-risk tasks, long shifts and extended periods of work without sufficient time off can create a dangerous work environment.

How dangerous? Studies have revealed that working while fatigued is roughly equivalent to working while intoxicated. Reaction times are diminished, mistakes are more frequent, judgment is impaired – all recipes for disaster in high-risk, high-stress professions.

To mitigate these risks, the federal government has already instituted "fitness for duty" regulations in some industries (such as nuclear power plant personnel or trucking personnel under

the guidance of the Department of Transportation), stipulating how many hours an employee can consecutively work, how much 'off-the-clock' time is required between shifts, how many days off must be taken for every 'x' days worked, and so on. Other industries, such as those in the petrochemical space, have created their own recommended practices aimed at creating a similar set of guidelines to safeguard employees and the organizations they support.

The immediate impact of – and driving force behind – addressing employee fatigue is creating a safer work environment. However, there are also significant bottom-line benefits as well:

■ BETTER UTILIZATION OF STAFF

Each operation has their "go-to" worker, that individual who is the first one on the site, the last one to leave, and is working every minute in between. These individuals, the ones you need to be most incented to help grow your business, are often those individuals who are most susceptible to burnout. By developing creative scheduling strategies, you can team these individuals with others in your organization and begin to raise the bar on performance across the board instead of overworking a few key players.

■ IMPROVED TALENT RETENTION

Let's face it, on-boarding a new employee can be time consuming and expensive. There are costs associated with finding the right workers, then there's training, credentialing, ramp-up time and other similar factors. So when an employee hits his or her "burnout" point and leave the business, you have the double-hit of losing a valued worker and the need to find and train a replacement. By proactively addressing employee fatigue, you can improve the day-to-day lives of your workers and, by extension, improve the overall health of your balance sheet.

■ FEWER SICK DAYS AND REDUCED CONSUMPTION OF HEALTHCARE SERVICES

Unscheduled absences can wreak havoc with your organization and fatigue-related health conditions can accelerate the increase in premiums from year-to-year. By developing and enforcing employee fatigue mitigation practices – namely rest between shifts, mandatory days off and weekly maximums on hours worked – you can create a demonstrably healthier and more positive work environment.

■ IMPROVED EFFICIENCY, ACCURACY AND QUALITY

Simply stated, rested and alert workers are capable of producing better results.



Both mental and physical acuity are diminished in employees working while in a fatigued state, so providing opportunities for sufficient rest will yield positive results in the quality, timeliness and completeness of work.

Making it happen

One of the most straight-forward and effective ways to address fatigue in the workplace is to move to an automated system for scheduling employees, tracking the hours they've worked, and notating the tasks they've completed. These systems, commonly known as "workforce management solutions," include eliminating manual timecard entry and improve payroll accuracy, as well as empower employers to gain greater insight into the overall activities of their workforce.

For example, within a workforce management solution, you can configure work rules which stipulate that a particular task within your employee base – say a crane operator – can work no more than 8-hour shifts, must have eight-hour breaks between shifts, and may not work more than 65 hours within a single week. Each time that operator "clocks-in" to begin her shift, the workforce management system will both record the hours worked until she

"punches out" again, as well as check to see if she can work the shift without violating the fatigue rules you've put into place. If she does not, she can begin working, business as usual. But if working this assigned shift will violate those fatigue rules, her manager will be notified and she will either be granted a waiver to work or an appropriately qualified employee can be assigned to take her place on the roster.

This approach to workforce management empowers you to tackle employee fatigue issues head-on and build a safer, more productive and ultimately more profitable work environment. ■

Bio

Marc Moschetto

brings more than 18 years of technology marketing experience to his role at WorkForce Software. He is responsible for defining WorkForce Software's marketing strategy, as well as leading the team executing against that strategy. Prior to focusing his career on HR technology providers, Moschetto held senior marketing positions with industrial automation organizations including Schneider Electric, Intellution and GE



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With federal funding and political will at an all-time low, public-private partnerships sometimes are touted as a way to offset the cost of transportation funding

Who's who at the Specialized Carriers & Rigging Association



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Assessing PPPs

The declining quality of roadways, airports and water/sewage systems costs Americans \$1 trillion a year in lost economic growth, according to the U.S. Chamber of Commerce. The impact hits hardest in the area that matters most to SC&RA members—highway funding.

Escalating fuel prices have forced motorists to curtail their miles and begin looking more longingly at the growing number of models that sip fuel. Ultimately, that means less money coming in from fuel taxes to fund highway construction and maintenance.

An obvious way to boost available funding is to increase these taxes. But you will have a hard time finding anyone running for state or federal office who advocates even modest increases in these user fees. That is never more true than in an election year.

With federal funding and political will at an all-time low, Public-Private Partnerships (PPPs) sometimes are touted as a way to offset the cost of transportation funding. SC&RA's headquarters sits about a mile away from a major example of such a project.

Fluor-Transurban, a Spanish-Australian partnership, and the Virginia Department of Transportation (VDOT) are developing High Occupancy Toll (HOT) lanes on the Capital Beltway (I-495) around Washington D.C. The \$1.4 billion project will add four new lanes to a 14 mile stretch of the beltway, replace \$260 million worth of aging infrastructure (58 bridges and overpasses), nearly triple the sound wall protection, and involve several major utility relocations. Construction began in early 2008, and the lanes are scheduled to open in 2013.

Under this partnership, VDOT will own and oversee the lanes and Fluor-Transurban will build, operate and maintain them. Fluor-Transurban has invested \$349 million in equity to fund construction of the improvements and has assumed the more than \$1 billion in project debt, which ultimately will be paid back through tolls.

From our perspective today, this PPP does not seem like a silver bullet. Although Fluor-Transurban estimates the HOT Lanes eventually will reduce commuting time for users by half during peak hours, the SC&RA staff can attest that during the construction phase, commute times have

lengthened because of lane narrowing, diversions, and even closures. After the project's completion, variable pricing may make the costs prohibitive for many drivers when they need the lanes the most.

A report by Policy Solutions of Australia noted a number of potential PPP shortcomings, including:

- Claimed benefits of PPPs have not always been realized.
- If a risk arises that an essential service cannot be delivered, government may be forced to step in to ensure service continuity, regardless of the terms of any PPP contract.
- Financial arrangements may lead to windfall gains to project investors at the expense of taxpayers and users.
- PPPs can be some of the most complex commercial and financial arrangements in business and result in high transaction costs for all parties.
- Government will have significant ongoing service monitoring and contract management costs.
- Alternative and preexisting services sometimes have been downgraded, or some infrastructure removed, as a way of reducing competition with a PPP project; examples include making adjacent roads off-limits to truckers or closing facilities parallel to an interstate.

In some situations, public resources may become so strained that PPP projects make sense, but they should not be viewed as a cure-all for transportation woes. Each and every PPP proposal must be scrutinized with a thorough, realistic cost-benefit analysis.

There really are no simple solutions to infrastructure funding shortfalls. SC&RA will remain active with national and state-based coalitions to work on members' behalf concerning policy decisions that involve fuel taxes, tolls and other areas that affect infrastructure spending. ■

EXECUTIVE VICE PRESIDENT



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Terry White recaps SC&RA's 25th annual Specialized Transportation Symposium



ABOVE: The Symposium closed with a review of 2011 Hauling Jobs of the Year and highlights from the past 25 years. Presenting were executives from the three winning companies, from left Roy Emmert, Emmert International (Moving); Ragan Watson, Barnhart (Over 160,000 pounds net); and Rafael de los Santos, Tradelossa (Under 160,000 pounds net)



ABOVE: SC&RA Transportation Group Chairman John McTyre, Sr. prepares to introduce opening speaker Annette Sandberg, formerly head of the Federal Motor Carrier Safety Administration (FMCSA). Her up-to-the-minute PowerPoint presentation included the status of the federal highway reauthorization bill and FMCSA's 2012 regulatory timeline. Among items of particular interest were FMCSA's Compliance, Safety, Accountability (CSA) program, hours-of-service, electronic on-board recorders, speed governors, electronic stability control for heavier vehicles, and driver health



From left, Michael Onder, Federal Highway Administration; Norm Lindgren, International Road Dynamics, Inc.; Steven Keppler, Commercial Vehicle Safety Alliance (CVSA); and Brian Taylor, Intelligent Imaging Systems, get together between presentations by the latter two. Taylor spoke on the impact of automation on the transport industry and Keppler on CVSA's focus and trends

Transport symposium review

SC&RA celebrated the 25th Anniversary of the Specialized Transportation Symposium March 7-9 at the Westin Crown Center in Kansas City, MO. The event attracted more than 360 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.

Among the most active participants were four people who have attended every year – Herold Berthy, Jr., Interstate Flag Car Service, Morgantown, WV; Cheryl Ellenwood, COMDATA, Raleigh, NC; Geoff Fischer, Trail King Industries, Mitchell, SD; and Al Koenig, Midwest Specialized Transportation, Rochester, MN. Participants came from 36 states, as well as Canada, Germany, Italy, Mexico



ABOVE: NBIS, SC&RA's exclusively endorsed business insurance and risk management supplier, maintained high visibility throughout the Symposium, operating a busy exhibit, co-sponsoring the Welcome Reception, and providing a panel for a session on the "Top Ten Transportation Losses." Looking out from their booth are session panelists, from left, Robert Moore, chief legal officer; Cliff Shepherd, commercial claims supervisor; and Brent Moody, assistant vice president, underwriting



RIGHT: Participants appreciated a session of updates from regional transportation officials, including (from left) Carol Davis, Texas DOT and Western Association of State Highway and Transportation Officials (WASHTO); Tommy Thames, Mississippi DOT and the Southeastern Association of State Highway and Transportation Officials (SASHTO); Angela Woodard, Indiana Department of Revenue's Oversize/Overweight Permit Section and Mid America Association of State Transportation Officials (MAASTO); Glenn Rowe, Pennsylvania DOT and the Northeast



and the United Kingdom.

Meeting for extended sessions the day before the Symposium officially began were regional groups of state transportation groups, including the Western Association of State Highway and Transportation Officials (WASHTO), Northeast Association of Transportation Association (NASTO), Southeastern Association of State Highway and Transportation Officials (SASHTO), and Mid America Association of State Transportation Officials (MAASTO).

Particularly noteworthy was NASTO's presence. That group, which had not met for nine years, is showing signs of revitalization.

The regional groups reconvened for joint meetings on March 7 before the opening session. At the same time, SC&RA held well-attended, hard-working meetings of its Truck Permit Policy Committee, Safety Education & Training Committee and Pilot Car Task Force.

In addition to nine strong educational sessions, the Symposium featured an Exhibit Center that showcased the industry's latest technological developments in 30 exhibitor booths, a record for the event. The traffic in the exhibit center was robust and the vendors' participation was very well received, noted Doug Ball, SC&RA vice president, transportation.

"Judging from the feedback we've been

getting from members, state officials and other participants, this was a very valuable symposium," said Ball. "We believe that those who attended will be better equipped to take on our industry's formidable challenges and opportunities. Both the formal and informal discussions seemed very spirited."

He added that it also was very encouraging to see so much optimism. "Everywhere you turned, you could hear members talking about equipment they had just purchased or were preparing to purchase," he said. "There's been a lot of pent-up demand, and our members are preparing for a strengthening economy that will require their services more than ever."



ABOVE: The Symposium presented plenty of opportunities for attendees to meet up with old friends and make new ones. Enjoying a break between sessions are, from left, Stefan Kohler, Goldhofer AG; Harry Baker, Southwest Industrial Rigging; Bruce Forster, Rigging Gear Sales, Inc.; and Jim Taylor and Larry Shufeldt, Taylor Crane & Rigging, Inc.

BELOW: Attorney John Pion continued to discuss his presentation, "And Then It Started Snowing – Perils and Reality of Transport" after the session. Listening to further details about two controversial court cases that demonstrated potential issues in dealing with law enforcement and liability exposures created when operating in changing weather conditions were, from left, John McTyre, Sr., McTyre Trucking Company, Inc.; Herold Berthy, Jr., Interstate Flag Car, Inc.; Doug Ball, SC&RA; and Don Madl, Diamond Heavy Haul, Inc.



Jeff Davis, principal of Fleet Safety Services, LLC, examined ways for attendees to incorporate CSA strategies into their existing safety program. He carefully outlined steps companies need to take to stay in compliance and the consequences of noncompliance



ABOVE: Gary Risberg, a Certified Speaking Professional, went out of his way to meet as many SC&RA members as possible before his entertaining session on "How to Stay Energized in a Changing World." From left are Lynn Wehrmann, Barnhart Crane and Rigging; Herold Berthy, Jr., Interstate Flag Car, Inc., and Risberg

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Central Texas is the venue for SC&RA's 2012 Annual Conference. **Terry White and Lindsey Anderson** offer a preview

Destination Austin

SC&RA's 2012 Annual Conference, April 17-21, at the Hyatt Regency Lost Pines, Austin, TX, will feature more than 50 educational sessions, networking events and committee meetings. The Annual Conference is expected to bring together more than 600 industry professional to network, learn and engage.

Among the anticipated highlights are the Products Fair with 79 exhibitors; the Rigging and Hauling Jobs of the Year Competitions; the Annual Awards and Recognition Dinner; the SC&R Foundation's Boogie, Boots 'n' Bling Gala; golf, tennis and fun run events; the President's Reception; the Acoustic Alchemy Guitar Reception and special receptions for international members, first-time attendees and spouses.

An impressive roster of speakers will educate and entertain attendees during special sessions throughout the Conference, including:



■ Opening session speaker Curt Coffman will elaborate on why successful managers "first break all the rules."

He will explain how the best managers select an employee for talent rather than for skills or experience; set expectations; motivate employees and, finally, find the right fit for each person rather than for the next rung on the ladder.

■ A panel of insurance industry experts will provide an explanation about how to assess the risks associated with any given contract and ultimately determine whether to accept the terms. The second part of the session will provide a "contract checklist" of items for both transportation

and crane and rigging companies, including various additional insured endorsements and indemnity agreements. Speakers include Jeff Haynes, National Practice Leader, USI Insurance Services LLC; Robert Moore, Chief Legal Officer, NBIS; Bill Smith, Vice President, Claims and Risk Management, NBIS; and Dave Wittwer, Vice President, The Buckner Company, Inc.



■ In his presentation, "The Lighter Side of Spaceflight," Mike Mullane will explain how he realized a lifetime dream of becoming an astronaut through the practice of "mapping the edge of his performance envelope." His session will take audience members on a space journey and leave them with a renewed sense of their potential – and the potential of their team.



■ Dr. Martin Regalia, vice president and chief economist of the U.S. Chamber of Commerce, returns to the Annual Conference after a two-year hiatus to report on the current economic climate and his projections for 2012 and beyond. He will address stimulus spending, global construction and the credit market.



■ "Enjoy the Ride" is the advice offered by Steve Gilliland in his presentation, which will reveal through humor and reality tested techniques how to face conflicting demands in an unforgiving business environment that keeps getting tougher.

WHAT SC&RA Annual Conference

WHEN April 17-21, 2012

WHERE
Hyatt Regency Lost Pines, Austin, TX. Approachable luxury awaits guests in the midst of rugged wilderness at this secluded 405-acre resort and hotel. Set along the banks of the Colorado River, Lost Pines is just minutes from the Austin Bergstrom International Airport. Recently named by Golfweek as one of the "Best Resort Courses" in 2012, the course was designed to reflect a respect for the historic land upon which it stands. Luxuries are plentiful, from spacious guestrooms and remarkable dining to pampering treatments at the Condé Nast Traveler-recommended Spa Django full-service spa, salon and fitness center. Other amenities include two tennis courts; hiking, biking and jogging paths; horseback riding center; canoeing, kayaking and rafting on the Colorado River; video arcade; water park with Crooked River pool and water slide; retail outlets; live entertainment; nature walks and local folklore storytelling; and seasonal water / yoga aerobics.

MORE INFORMATION:
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A sell-out event, the SC&RA Annual Conference Products Fair is one of the most important trade fairs in the industry. The 2012 Products Fair will feature 79 exhibitors, with company representatives on hand to introduce conference attendees to the latest products and services available from the crane, rigging and specialized transportation industry. Besides learning about these products and services, attendees have the opportunity to meet exhibitors' key management teams, ranging from salesmen to CEOs. Following is a sampling of the companies that submitted information for our annual SC&RA Annual Conference Show Guide.

A1A Software develops web-based applications that allow customers to communicate and develop critical lift plans with www.3dliftplan.com. It also is currently developing products like the www.icranetrax.com that allows companies to control, measure and track all aspects of their company like safety, dispatch, sales and assets, so they can improve, understand and respond faster to today's ever-changing economy.

BOOTH 36

Allied Insurance Brokers has focused on providing insurance and risk management to crane business 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 business.

BOOTH 30

Custom Mobile Equipment builds the Versa-Lift line of forklifts for the machinery moving industry



Associated Wire Rope & Rigging, Inc. represents three companies from The Netherlands. The company is the North American stocking distributor of RopeBlock products

ASC Python America

is the distribution center of Python High Performance Wire Rope, made in Germany. ASC Python America provides wire rope to OEM companies that manufacture mobile, crawler and tower cranes around the world. **BOOTH 13**

Aspen Custom Trailers

designs and builds trailers for every heavy haul challenge. Aspen Custom Trailers has earned a reputation for safety-oriented ease of operation, unique options for improved productivity, custom components for extreme climate demands and built-in reliability providing longevity of service and high resale value.

BOOTH 69

Associated Wire Rope & Rigging represents three companies from The Netherlands. The company is the North American stocking distributor of RopeBlock products including crane blocks, snatch blocks, overhaul balls and sockets; as well as GN Fittings featuring forged shackles up to 2,000 tons, eye hooks and master links. The company also is the supplier of Van Beest shackles.

BOOTH 40

Association Benefit Resources

has created an exclusive suite of health benefits and discounts tailored specifically for SC&RA members. The company assists members and their brokers in accessing their benefits and discounts through the quoting process.

BOOTH 62



ATS Specialized, a division of Anderson Trucking Service, is a recognized leader in specialized transportation. Servicing all points in North America, ATS is one of the largest asset-backed carriers with truckload services to/from Canada. The company's service offerings include flatbeds, step-decks, double drops, RGNs and multiple axle heavy haul trailers.

BOOTH 11

CIE-TECH Inc. develops and markets Load Xpert software for axle load calculation for truck-trailer combinations, tractor-trailer combinations, heavy-haul trailers (jeeps, drop deck trailers, booster axles, bridge dollies and bridge beams), and super heavy-haul vehicles (jeeps, reverse jeeps, spreader beams, Schnabel, bridge dollies and pusher trucks.)

BOOTH 73

CLC Lodging provides workforce lodging powered by the purchasing leverage of 11 million rooms at 16,000 hotels annually. CLC delivers unmatched savings whenever employee travel is a critical business component.

BOOTH 79

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. With a 135-year tradition, the company is focused on commercial and industrial applications that require the safety and quality provided by its superior design and know-how.

BOOTH 2

Cometto has been leading the way in the world of heavy duty transport since 1954, manufacturing modular trailers, self-propelled modular systems and transporters for worldwide customers in heavy haulage, construction, wind farm, offshore, petrochemical, shipyards, dry-docks and more.

BOOTH 39



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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. **BOOTH 18**

Delta Rigging & Tools is one of the largest lifting and rigging equipment and services companies in the U.S., serving global customers in energy, manufacturing and transportation and more. **BOOTH 78**

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 Trakspporter. All equipment is available anytime and anywhere. Short- or long-term rentals are available. **BOOTH 1**

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 companies are 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 you need. **BOOTH 51**



Cometto manufactures modular trailers, self-propelled modular systems and transporters for worldwide customers in heavy haulage, construction, wind farm, offshore, petrochemical, shipyards, dry-docks and more

Faymonville Distribution is a manufacturer of special semi-trailers and low loaders for the heavy haulage industry with payloads from 20 to more than 1,000 tons. Innovation, quality and flexibility are the motto of the company in its high-tech production sites in Belgium, Luxembourg and Poland. **BOOTH 54**

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. **BOOTH 41**

Fontaine Heavy-Haul, a newly formed business unit of Fontaine Trailer Company, is dedicated to the development and production of world-class, heavy haul and extendable trailer products. **BOOTH 17**

Garrod Hydraulics specializes in remanufacturing hydraulic crane cylinders for all makes and models. The company has in-house chrome plating for parts up to 46 feet in length. **BOOTH 27**

The Global Executive Solutions Group is an executive recruiting firm specializing in transportation, logistics and supply chain management. If any part of an organization involves moving raw materials, in process or finished goods from one point to another, Global Executive Solutions Group has the experience, skills and resources in its truckload, temperature control, flatbed, heavy haul, bulk practices and specialized transportation to exceed any expectations. **BOOTH 44**

Goldhofer manufactures transport vehicles with an extremely wide range of applications for any transport task. The company's product range covers five product lines: trailers, semitrailers, modular heavy-duty vehicles, transport vehicles for wind power plants and aircraft tractors and aircraft recovery equipment. **BOOTH 65**

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

Gunnebo-Johnson creates solutions for many different lifting scenarios in a wide range of industries such as manufacturing, construction, energy, military and more. **BOOTH 9**

Established in 1961, and headquartered in Baton Rouge, LA, **H&E Equipment Services** is the largest Manitowoc and Grove crane dealer in the world. With 65 locations nationwide, H&E offers the strongest crane product support network available, specializing in crane sales, rentals, parts, service, CCO training and manufacturer certified crane remanufacturing. In addition to being the authorized dealer for Grove and Manitowoc, H&E is also the authorized dealer for such top brand name cranes as National Crane, Manitex, PLM Cranes and Marine Travelift. Additional value-added services include: factory-train technicians, mobile service technicians and fleets, product support consultants, state-of-the-art facilities, a large new and used parts network, planned maintenance service and much more. **BOOTH 7**

In business since 1953, **Hilman Rollers** manufactures high capacity, low profile and low friction roller and skidding solutions; to move the heavyweights. **BOOTH 57**

Hydra-Slide Ltd. features high-capacity hydraulic skidding systems that provide superior load-moving capabilities for all types of heavy loads. The units are strong, safe and simple, and engineered for function and convenience. Hydra-Slide Ltd. also offers a full line of high-quality specialized rigging equipment. **BOOTH 55**

Hydraulic Platform Trailers, located in Owensboro, KY, is a company founded on more than 45 years of heavy transport experience. Hydraulic Platform Trailers is the go-to provider for heavy transport rental. The company provides hydraulic platform trailers in e-steer, mechanical steer and self-propelled configurations. HPT also has Prime Mover trucks for smooth terrain and off-road/rough terrain operation. **BOOTH 71**

Insulatus manufactures the 'Load Insulator' and 'TagLine Insulator' insulating links for use on cranes in the construction industry. **BOOTH 72**

J&R Engineering Co., located in Mukwonago, WI, is the manufacturer of the Lift-N-Lock hydraulic boom gantry, Delta Lift rubber tired gantry, self-propelled elevating transporters and other specialized lifting equipment serving the machinery moving, industrial material handling and nuclear industries. J&R has received the prestigious Wisconsin Governor's Award in recognition of its product design accomplishments. J&R serves clients throughout the United States and globally on every major continent. **BOOTH 10**

J. J. Kane Appraisal Services provides formal equipment appraisal reports for the crane and lifting industry. Its senior certified appraisers have over 75 years of experience in preparing accurate reliable equipment appraisals. The company's list of clients includes eight of the top 10 crane rental operations in the United States. Appraisals will be tailored to meet specific needs whether it's for financing, corporate planning, acquisitions, tax evaluations or mergers. If formal appraisal reports on crane and rigging related equipment are required, go with the industry leader – J. J. Kane Appraisal Services. **BOOTH 28**

Kalyn Siebert, a subsidiary of Heil Trailer International, Co., is a global manufacturer of specialty trailers in Gatesville, TX. Kalyn Siebert's product line includes heavy haul, wind energy, construction, towing and oilfield trailers. In order to deliver the highest quality trailer to the customer, Kalyn Siebert is committed to product improvements using value analysis, Kaizen events and lean manufacturing. **BOOTH 66**

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 marketing-leading magazine brands, KHL has expanded into digital magazines, e-newsletters, directories, 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. KHL most recently launched *Construction Latin America* magazine. **BOOTH 38**

Kobelco's crawler crane line-up is engineered to be the best crawler cranes in the industry. Products include: CK850G (85 ton), CK1100G (110 ton), CK1600G (160 ton), CK2000-II (200 ton), CK2750G (275 ton), SL4500 (440 ton) and SL6000 (600 ton) **BOOTH 21**

KWS, Inc. has been manufacturing high quality grade 80 and grade 100 chain and forged products since 1935 for lifting and load securement. KWS has a large variety of sizes from 7/32-inch to 5-inch, giving customers the right product to do the job. KWS also offers a wide range of safety training, chain inspections and on site application assistance. **BOOTH 37**

Landoll Corporation is a manufacturer that designs, fabricates, finishes and markets heavy equipment trailers, specialized narrow-aisle forklifts, agricultural tillage equipment and OEM and government products. Landoll designs and manufactures a complete line of trailers, including traveling axle, traveling tail, detachable, bottom dumps, car trailers, utility and industrial tags, which serve many different industries. **BOOTH 3**

Larry Collier Crane Parts and Service sells only factory-stocked crane parts and provides quality services and consultations on all parts sold. **BOOTH 68**

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 U.S. The wide range of products manufactured at the Liebherr-Werk Ehingen GmbH in Germany includes 19 types of all-terrain cranes with a total range from 30 metric tons to 1,200 metric tons; four different types of crawler cranes in a range from 350 metric tons to 1,350 metric tons and special cranes. LCI offers all aspects of after-sales market support with delivery of parts to a customers' site within 48 hours or earlier. In addition, LCI's state-of-the-art repair facility in Houston performs all major repair, overhaul, accident or simple maintenance works on Liebherr cranes. Customer training is also available in Houston. **BOOTH 31**



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SC&RA JOBS OF THE YEAR COMMEMORATIVE BOOK

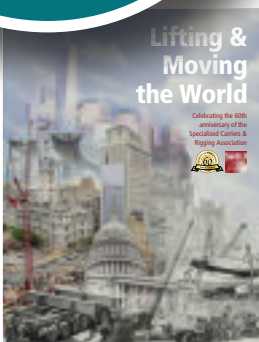
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- Won or entered a Jobs of the Year contest
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- Supplied engineering, risk management or other crane, rigging and specialized transportation-related services for a Jobs of the Year winner or entrant

PROFILE CLOSING DATE: **October 2012** PUBLISH DATE: **April 2013**





Mazzella Companies provide all styles of slings, cranes, hoists, engineered lifting devices along with the training and in field inspection and repair services that support its products

Liebherr Nenzing Crane Co.

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 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.) **BOOTH 32**

Lift Systems, Inc. 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 over 1,400 tons and 46 feet of lift height with over 800 tons. The company also produces mobile pick and carry machines, custom forklifts and custom industrial trailers.

BOOTH 15

Lifting Gear Hire Corp.

will have a representative at the show for people to learn more about the lifting, pulling, jacking and rigging equipment the company has for rent and sale. Lifting Gear Hire puts safety first. **BOOTH 16**

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.

BOOTH 24

Load Systems

International is a market-leading manufacturer of wireless crane instrumentation.

LSI's diverse wireless product line is designed in-house and includes: load moment indicators, RCI/RCL systems, wind speed indicators, A2B systems, cable reels, slew sensors, angle sensors and more.

BOOTH 75

Lone Star Rigging, LP

strives daily to produce and sell the highest quality American made product at competitive prices. There are cheaper import products, but the company's goal is provide the American industry with products manufactured in America made from domestic material. Behind these American-made products are engineering and technical support, product consistency and quality assurance measures that are non-existent in import wire rope and rigging hardware.

BOOTH 4

Manitex Inc. is an industry leader in the global truck mounted crane marketplace, Manitex has become synonymous with engineered lifting solutions, which include truck mounted cranes, boom trucks and truck mounted aerial work platforms. Manitex, Inc. is a wholly owned subsidiary of Manitex International, Inc. **BOOTH 8**

Manitowoc provides customers with 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. **BOOTH 47**

Manitowoc Finance gets customers in the field with the right equipment, Manitowoc Finance gives customers access to flexible, affordable financing that people can use to seize profitable new opportunities as they arise. **BOOTH 46**

Master Solutions, Inc. has been building customized trailers since 1979. In the last five years, the company has built trailers that haul up to 132 tons and also trailers that have many other specialized features such as steering capabilities and unusual configurations and more. **BOOTH 5**

Maximum Capacity Media

will distribute the most recent issues of its *Crane & Rigging Hot Line*, which was recently renamed to better reflect the magazine's emphasis on rigging content; *Lift and Access*; and *Industrial Lift and Hoist* magazines.

BOOTH 19

Load Systems International is a market-leading manufacturer of wireless crane instrumentation





Trail King manufactures custom multi-axle trailers, Modular Hydraulic Transport Systems, hydraulic Schnable necks and blade hauling trailers for a wide variety of specialized hauling markets

Mazzella Companies

provide great lifting solutions – offering all styles of slings, cranes, hoists, engineered lifting devices along with the training and in field inspection and repair services that support its products. Some of the major market segments served are: steel, construction, energy, vehicle and durable goods, paper mills, crane dealers, distributors and gas and oil. **BOOTH 61**

National Interstate Insurance Company (NIIC)

founded in 1989 and headquartered in Richfield, OH, offers specialized insurance plans, such as Titan; a group captive program designed specifically for heavy haul, crane and rigging operations. **BOOTH 50**

NBIS is a national managing program underwriter, loss control provider, claim adjusting administrator and reinsurer specializing in construction and transport insurance programs exclusively through agents/brokers. **BOOTH 34**

The National Commission for the Certification of Crane Operators (NCCCO)

is a nonprofit industry organization that develops effective performance standards for safe crane operation and administers nationally recognized and internationally accredited certification programs for crane operators, inspectors, riggers and signalpersons. Stop by the NCCCO exhibit to learn about all CCO certifications, latest activities (including new programs being developed), and the annual NCCCO Fun Run, this year entitled the “Lost Pines Lope.” **BOOTH 45**

NCCER is a not-for-profit education foundation created to develop standardized construction and maintenance curricula and assessments with portable, nationally-recognized credentials. **BOOTH 58**

Nelson Manufacturing Co.

is dedicated to the design and fabrication of unique application trailers. Steerable dollies, multi-axle trailers, boom launch trailers and crane boom dollies are just a few of its specialties. **BOOTH 20**

Precision Enterprises, Inc. (PEI)

is the North American Representative for TII Sales and KAMAG Transporttechnik GmbH & Co. (KAMAG) of Ulm, Germany. KAMAG builds transporter and trailer equipment used globally by aerospace companies, steel mills, shipbuilders and heavy haulers. **BOOTH 22**

Ramco Systems is a provider of rental management application, manufacturing and logistics, aviation maintenance and engineering (M&E), maintenance repair and overhaul (MRO) and manufacturing software solutions among others. Ramco’s Enterprise Rental Management application is an integrated, enterprise scale, end-to-end solution that caters to the business needs of any rental provider. Ramco’s customers include Essex Crane Rental, Al-Faris Rental, Reliance Energy and Torrent Power, amongst others. **BOOTH 77**

Reel-O-Matic has a half-century of experience in the design and manufacture of machinery for the reeling and coiling of wire, cable, tubing, wire rope, rope, steel fiber optic material and more. **BOOTH 64**

Ridewell Suspensions

is a major supplier of air-ride suspensions, axles (drum and disc brake) and air control systems for the specialized transportation industry. **BOOTH 35**

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 company has also incorporated the CARL Control System on all Trilifter mobile pick and carry machines. **BOOTH 29**

Rigging Gear Sales (RGS)

located in Dixon, IL, specializes in rental, sales and leasing 4-point Lift Systems products that include modular telescoping hydraulic gantries, Moillifts and Twinlifts, MiniJack lift systems, moving dollies, Powerbars and much more. **BOOTH 42**

Rogers Brothers Corp.

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. **BOOTH 33**

The RUD Company

has been leading in manufacturing high-quality chains and chain products for more than 130 years. RUD Chain Inc, a subsidiary of RUD Ketten (German Headquarters), offers a variety of chain products and associated components. **BOOTH 52**

SAF Holland Neway 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. **BOOTH 23**

SANY America offers a full line of hydraulic excavators, concrete pump trucks, rough terrain and crawler cranes. In August of last year, the company moved to its new 400,000-square-foot North American headquarters in Peachtree City, GA. **BOOTH 74**

Senarc Systems’ Visual

Dispatch software was created to simplify the complex operations of the crane and rigging industry and has since become an industry standard in resource and job management software. **BOOTH 53**



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BOOTH 70

Sound Counsel Crisis Communications LLC

is a Seattle-based public relations firm that specializes in helping organizations prepare for and respond to situations requiring a crisis communications response. Its core competency is helping organizations know what to say and how to say it when their future is at risk.

BOOTH 6

Superior Tire and Rubber Corp. is a designer and manufacturer of polyurethane and rubber industrial wear products, often incorporating precision machined steel components. **BOOTH 12**

Talbert Manufacturing, Inc. produces a wide variety of heavy haul trailers and specialized transportation equipment. Located in Northwest Indiana, Talbert has been serving the transportation industry since 1938 and has been an active member of the SC&RA for over 60 years.

BOOTH 63

Terex Corp. is a diversified global manufacturer of a broad range of equipment that is focused on delivering reliable, customer-driven solutions for many applications, including the construction, infrastructure, quarrying, mining, shipping, transportation, refining, energy, utility and manufacturing industries. Terex reports in five business segments: Aerial Work Platforms; Construction; Cranes; Material Handling & Port Solutions and Materials Processing.

BOOTH 26

The Buckner Company has been serving the insurance needs of businesses with honesty, integrity and superior service for 75 years. As one of the most prominent insurance brokerages in the nation, The Buckner Company stands out from their competition in their expertise and knowledge of the crane and rigging, specialized transportation and construction clients they serve.

BOOTH 49

The Crosby Group markets a line of premium accessories used in material handling applications. Based in the U.S., the company has the reputation around the world for providing a broad range of products suitable for the most demanding of operating conditions with uncompromising quality. Products include: wire rope clips, hooks, shackles, lifting clamps, hoist rings, overhaul balls, snatch blocks, crane blocks and sheaves. Crosby also provides a "world class" training program, focusing on the proper usage of Crosby Products.

BOOTH 59

Trail King manufactures custom multi-axle trailers, Modular Hydraulic Transport Systems, hydraulic Schnable necks and blade hauling trailers for a wide variety of specialized hauling markets, as well as a complete line of open deck and materials hauling trailers for the construction, commercial and agricultural industries.

BOOTH 48

Transport Systems and Products, Inc.

services the specialized transportation industry, representing; Scheuerle and the TII Group with products such as SPMTs, hydraulic platform trailers, windmill transport equipment and other custom designed vehicles.

BOOTH 56

USI Insurance Services, a leader in the crane and rigging insurance and risk management arena, is focused on assisting crane and rigging clients in becoming more successful by providing comprehensive management of their insurance program and risk management needs. USI provides strategic advice and counsel, with creative solutions to meet the individual needs of clients.

BOOTH 67

Vela Insurance Services, LLC is an underwriting manager that partners with approved wholesale brokers to meet customers' insurance and risk management needs by providing superior products and services and innovative underwriting approaches to crane and rigging risks. The company is wholly owned by WR Berkley and its issuing paper Gemini Insurance Company is rated A+ XV by AM Best (Superior.)

BOOTH 76

West Chester Permit is a premier supplier of oversize, overweight as well as trip and fuel permits for the transportation industry. West Chester Permit understands the demands of the transportation industry and focuses on speed, accuracy and customer service.

BOOTH 14

WHECO Corp. specializes in the turn-key engineered structural repair and restoration of damaged and aging cranes and crane components. For over 32 years, WHECO has been providing safe, compliant, documented, time and cost effective repair and restoration solutions that are designed to keep cranes productive and generating revenue.

BOOTH 25

WrightPlan Inc. provides an estimating, quoting, scheduling and business software solution specific to crane, rigging and hauling, erector, machine moving, millwright and custom fabrication companies. "Customers tell us there is nothing like it available," the company says. **BOOTH 43**

XL Specialized Trailers is a market leading manufacturer of heavy haul and specialized trailers for the construction, commercial, agricultural, wind energy, oil and gas, and custom style trailer markets. XL produces built to last trailers through custom engineering and solutions based manufacturing.

BOOTH 60



WHECO restores accident-damaged and aging cranes



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The hand-held cell phone ban for commercial truckers is now in effect nationwide. **Robert C. Moore** and **Brent Moody**

Cell phone no-nos

As you may be aware, the Federal Motor Carrier Safety Administration (FMCSA) recently enacted a law against texting for drivers of commercial motor vehicles; 49 CFR §392.80. Driving while distracted (or DWD) is defined as any activity that diverts a person's attention away from the primary task of driving. Because text messaging requires visual, manual, and cognitive attention from the driver, it is by far the most dangerous distraction.

The following distractions are included in the broad definition of distracted driving:

- Texting and emailing
- Using a cell phone/smart phone
- Eating or drinking
- Talking to passengers
- Grooming; reading (including maps)
- Use of a navigation system
- Watching a video
- Adjusting a radio or MP3 player
- Watching activities occurring off the road rather than watching the road.

In addition to texting, studies have shown that the use of hand-held cell phones greatly increases the chances of a driver becoming distracted and getting

involved in an accident. Drivers who use hand-held devices are four times more likely to get into crashes serious enough to injure themselves. Text messaging creates a crash risk 23 times worse than driving while not distracted. To put the dangers into perspective, sending or receiving a text takes a driver's eyes away from the road for an average of 4.6 seconds. This amount of time is the equivalent, at 55 mph, of driving the entire length of a football field, blind. Additionally, studies have shown that using a cell phone while driving delays a driver's reactions as much as having a blood alcohol concentration at the legal limit of .08 percent.

To show just how prevalent text messaging is, during the month of June 2011 alone, more than 196 billion text messages were sent or received in the U.S. This is obviously a wide-spread issue, and when it results in distracted driving, it can also become a deadly issue. According to the NHTSA, in 2009 alone, 5,474 people were killed in crashes involving distracted driving, and an estimated 448,000 were injured.

The Department of Transportation has taken notice of these alarming statistics, and in an effort to further expand the texting ban, the FMCSA passed a new cell phone law, as well. The new law, effective January 3, 2012, seeks to reduce exterior distractions by banning drivers of CMVs from using hand-held cell phones while operating vehicles. Codified at 49 CFR 392.82, the law states, "no driver shall use a hand-held mobile telephone while driving a commercial motor vehicle. No motor carrier shall allow its drivers to use a hand-held mobile telephone while driving a commercial vehicle."

It is important to note that under the

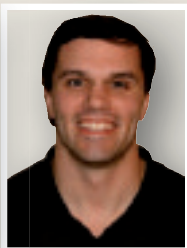


language of the statute, not only is the driver liable, but also the company, if the law is violated.

What are the legal impacts?

While it is imperative to be aware of the new law, and to know the extent of liability and penalties for violations, it is also important to use common sense when thinking of additional adverse consequences for your company, far beyond the civil and administrative penalties.

For example, one of the first questions plaintiff attorneys often ask claims adjusters is whether a cell phone was in use at the time of the accident, and whether the company has any safety



BIO:

Robert C. Moore is chief legal officer and **Brent Moody** is assistant vice president, underwriting, for NBIS

policies in place regarding cell phone usage. This new law opens the gates for plaintiff attorneys to have another theory of liability to allege against you and your company, even in cases where a cell phone was not a factor in the accident.

The penalties for violating the new cell phone law can be severe. Under the statute, non-compliance will result in a "serious" violation. Two "serious"

violations, as defined in 49 FMCSR 383.51, will result in disqualification of your CDL for 60 days. The violation will also result in 30 CSA points.

Lastly, the violation can result in federal civil penalties of up to \$2,750 for the operator violating the rule and up to \$11,000 for the carrier of the operator violating the rule. This creates enormous exposure to your company as a carrier.

It is crucial to know what you can and cannot do under the new cell phone law, so that you can adjust your company policies accordingly and help avoid liability.

This law can also effect mobile crane, and concrete pumping operations. Any driver that carries a CDL and drives an interstate commercial motorized vehicle is subject to the same restrictions and penalties.

Many companies already have policies that prohibit the use of hand-held phones by their drivers. However, if your company does not, we strongly encourage implementing a company-wide ban on cell phone usage to promote driver safety and road awareness.

NBIS is dedicated to the cause of reducing driver distraction. As such, we have designed new custom cell phone bag to be placed in the cab of each vehicle, where the driver can safely deposit the phone in the off position while the vehicle is in operation.

If you would like to order these cell phone bags, visit us at www.NBIS.com and select "Contact Us" at the bottom to request these for your team today. ■

Under the new law

AN OPERATOR CANNOT:

- Talk on a hand-held cell phone while driving
- Punch/dial numbers
- Talk on a hand-held while stopped in traffic or other delays
- Hold a cell phone while the truck is in operation
- Reach for a cell phone in a manner that requires movement from the seated driving position
- Send text messages

AN OPERATOR CAN:

- Talk on a hands-free phone
- Push one button to deal with hands-free
- Push one button to initiate/terminate call
- Talk on CB radio
- Use a Qualcomm system
- Use a GPS or other navigation system (best practice is to preprogram)
- Talk on a hand-held cell phone while safely parked off the road and not moving
- In an emergency you may use a hand-held only to contact 911

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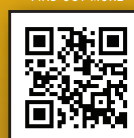
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*Graham Brent, Executive Director, National Commission
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*Rainer Auerbacher, Area Sales Manager,
Heavy Duty Modules, Goldhofer*

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*Camilo Filho, inspetor certificado de guindastes e lingadas, IPS,
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For a more in depth programme see our website

*The organisers reserve the right to change the programme at any time

INTERMAT

Paris 2012

Heading to Paris?
Here's what to see
during Intermat,
April 16-21

French exhibition



Every three years, the world's crane and transport industry equipment manufacturers and service providers gather in Paris, France, for Intermat. The 2012 edition of Intermat might still feel squeezed by the recession: In 2009 several major manufacturers pulled out of the show but 2012 sees Terex, among others, returning. However, Manitowoc and Link-Belt will stay away again this year.

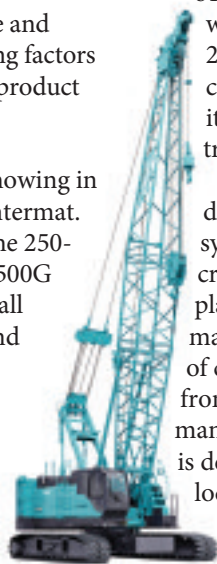
Fewer new products will be on display from the crane and transport equipment manufacturers, as well. Influencing factors include the economic climate, the timing cycle of new product launches and emissions standards.

CRANES

KOBELCO will show its G-Series range of medium-sized crawler cranes which are now available in Europe with CE marking. Kobelco first announced the seven CKE and BME models from 60 to 250-ton capacities at ConExpo 2011 in Las Vegas.

The first public showing in Europe will be at Intermat. They will include the 250-ton Kobelco CKE2500G with joy sticks and all available options and the 80-ton capacity Kobelco CKE800G with joy sticks and

New design features on the Kobelco CKE series include spacious cab with a larger, color touch-screen monitor, with integrated LMI and machine condition indicator



crawlers with flat track shoes.

Leading the new crane line up at **LIEBHERR** will be the 4.5-ton capacity 65 K fast erecting crane. Its design is based on the concept of the 81 ton-meter 81 K, which was launched at Bauma in 2010. For transport, the complete 65 K, including its ballast, moves on two trucks.

Also new is the LiDAT data transfer and location system for construction cranes. It uses a common platform that allows management of a wide range of construction equipment from Liebherr and other manufacturers. Information is delivered about the location and operation of machines for efficient administration,

assignment planning, and remote monitoring. Liebherr will also have many more cranes on display.

A full range of Japanese manufacturer **MAEDA's** mini crawler cranes will be displayed, including the MC174, MC285C-2 and LC383M-5. The MC174 CRM lifts 1.72 tons and offers a maximum working height of 18 feet (5.5 meters).

Chinese manufacturer **SANY** will have a 4,680 square-meter booth, one of the largest at the show. Truck and crawler mounted cranes will be displayed. Both have emission standard exhausts for non-road mobile machinery.

A new self-erecting tower crane will be on **TEREX's** stand. The yet-to-be-named model will have a lifting capacity of

Select 2012 Intermat exhibitors

COMPANY	STAND NUMBER	COMPANY	STAND NUMBER	COMPANY	STAND NUMBER
AEM	5A J 062	Hitachi Construction Machinery	6 L 042	Orlaco Camera Solutions	E6 A 005
AGS	E6 B 12	Ikusi	5A H 059	Palfinger Platforms	E5 B 007
Allison Transmission	5A E 170	Iron Planet	5A J 049	Penny+Giles	5A G 053
Autec	5A H 003	Jaso Tower Cranes	E6 G 042	Perkins Engines	5B J 002
Bridgestone	6 F 058	KAB Seating	5A D 028	Rayco Wylie Systems	E6 B 005
Bucher Hydraulics	5A G 027	KHL	6 D 002	Ritchie Bros. Auctioneers	6 D 021
Cummins	5B M 027	Kobelco Cranes	E6 B 060	Sany Heavy Industry	E5 E 018
Dana	5B J 042	KTR	5A E 160	Scheuerle	N/A
Deutz	5B K 042	Liebherr	E6 A 042	Sobratema	6 E 009
Faymonville	E7 007	Liugong	6 J 062	TMA Winches	5A G 014
Goldhofer	E2 C 024	Maeda Mini Cranes	E6 C 060	Terex	E5 C 002
Goodyear Dunlop	5A F 001	Mercedes Benz France	E6 A 001	Unic Cranes Europe	E5 H 017
HBC Radiomatic	5A F 049	Michelin	6 G 035	Xuzhou Construction Machinery Group	N/A
Hetronic	E6 C 016	MTU Friedrichshafen	5B K 027	Zoomlion	N/A
Hirschmann	5A G 074	Nicolas	E6 E 025		



The Goldhofer THP/SL modular transporter will be at Intermat for the first time

6 tons at 43 feet (13.3 meters) and 1.4 tons at its maximum jib length of 147 feet (45 meters). Other details are not yet available, but the model will be at the show.

The manufacturer will also display Challenger 3160 all-terrain crane. It can lift 32.5 tons at a 16 foot (5 meter) radius.

A new truck crane will be one highlight of the **XCMG** offering at Intermat. The 30-ton capacity XCT30 is a fourth-generation design that leads a new development direction, the Chinese manufacturer said. It has a three axle carrier and five section telescopic boom and is designed to meet European regulations.

TRANSPORT EQUIPMENT

German specialized transport equipment manufacturer **GOLDHOFER** is exhibiting for the first time at Intermat. On show will be the 45-ton axle load THP/SL heavy duty module

compact trailer system.

A high bending moment in the THP/SL design means high axle load capability for minimum unladen weight. Long suspension travel allows the twin-tyre heavy duty modules to be used off road. A hydraulic axle compensation system is used for levelling and the hydro-mechanical all-wheel power steering is a twin-circuit system. The THP/SL can be coupled longitudinally or transversely and it is compatible with the other THP systems.

Specialized transport equipment manufacturers **SCHEUERLE AND NICOLAS**, part of the TII group, will present the low-bed Super Flex semi-trailer with hydraulically movable axles. Further single-telescopic and double-telescopic versions are also available.

COMPONENTS AND SERVICES

U.S. engine manufacturer **CUMMINS** will show its QSB6.7 engine, with up to 231 kW, ready to meet EU Stage IV and EPA Tier 4 final near-zero emissions. It has next-generation Cummins Compact Catalyst and Selective Catalytic Reduction (CCC-SCR) exhaust after treatment.

In addition to the 231 kW engine, Cummins will also display a range of 56 to 503 kW units with next-generation exhaust after treatment.

Online auctioneer **IRON PLANET** said it is making a big push into rental markets this year, offering

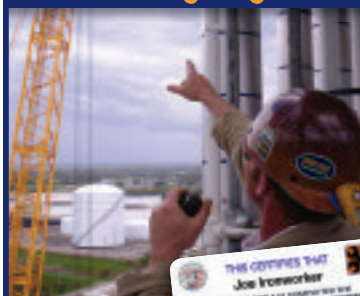
rental companies a bespoke valuation and asset disposal service. It has done this for Italian rental company Ceer. Also highlighted will be the iPhone and Android mobile app, which "gives users the convenience and flexibility to find and bid on equipment in Iron Planet auctions from their phone."

As the world's largest provider of international construction information, **KHL GROUP** offers magazines, exhibitions, digital magazines, internet, e-casting, contract publishing, direct mail, research, directories, books, videos, and living magazines. Products include: *International Cranes and Specialized Transport*, *American Cranes & Transport*, *International Construction*, *Construction Europe*, *International Rental News*, *Demolition & Recycling International*, *Access International*, *Access*,

Lift & Handlers, *Construction Latin America*, *International Cranes and Transport Turkey*, *International Construction Turkey*.

Tilt sensors used on cranes for service trucks are one of several products featured by **PENNY AND GILES** from its range of sensors and joystick controllers. The STT280 tilt sensor is used on Stellar Industries' range of service and mechanic trucks with telescopic cranes. The tilt sensors are integral to Stellar's CDT smart control system and are used to measure the angle of the telescopic boom, allowing calculation of the load on the hook and transmission of the data to a handheld controller. Before the tilt sensors were installed the only safety system was a pressure sensor on the hydraulics that shut the crane down as it reached a defined load.

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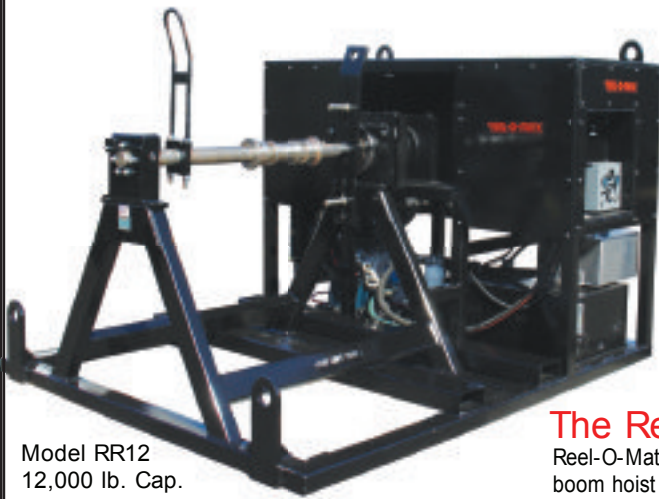
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■ **Sébastien Porteu** has been named as new managing director of Nicolas Industrie SAS in Champs-sur-Yonne /Auxerre (France). Within the Transporter Industry International Ltd. Group, Porteu has been named as the next CEO. Porteu was previously employed at a number of companies specializing in machinery and special vehicles including subsidiaries of Liebherr and Fayat.

■ At the 2012 AED convention in Washington, DC **Terex Cranes** hosted a dinner for their premier dealers and recognized a select few with awards. Empire Crane was the recipient of the Outstanding Sales Performance award for 2011. This is the fourth time Empire has won this award. Empire Crane is North America's largest Terex dealer.

■ **Jergens, Inc.** has appointed Bob Rubenstahl as general manager for its Tooling Components Division. Rubenstahl has been with Jergens, Inc. for two years, previously serving as manager of the Workholding Solutions Group. As general manager, he will be responsible for the general management of the entire division, which is comprised of the Workholding Solutions Group, Specialty Fasteners Group, and Lifting Solutions Group. Rubenstahl will report to Jack Schron Jr., president of Jergens, Inc.

■ **Bob Zader**, vice president of Alps Wire Rope Corp. has retired after being with the company for nine years. Zader previously worked at Bell Labs and then moved to AT&T for 30 years. Zader started at Alps as accounting manager and became vice president in 2011.

■ **Manitowoc** announced Kevin Blaney as the new director of sales – major

accounts for the North America region. In his new role, Blaney will be responsible for all aspects of sales and technical support for a group of crane rental companies and contractors that Manitowoc serves direct. Blaney will provide support for the full Manitowoc product line and will be the main point of contact. He will report to Joseph Maslizek, vice president of North American crawler and mobile hydraulic crane sales.

■ **Magnetek, Inc.**, has added Rick Emmer as an automation systems application sales specialist. Emmer has more than 17 years of experience working with material handling applications, primarily focused on conveyor integration. Prior to joining the Magnetek team, Emmer held positions in systems sales applications at Conveyor Systems Integrators, where he gained product experience and provided turnkey solutions. He earned his bachelor's degree in marketing from the University of Wisconsin-Milwaukee.

■ **Jarod Gordon** has filled an open SolidWorks and AutoCAD designer position with Omaha Standard Palfinger. Gordon will be responsible for designing OSP service bodies.

■ **Cargotec** has appointed Frank Kho as senior vice president, Terminal Projects and Offerings. Kho brings over 20 years of industry experience in several senior management positions at the world's leading port operators, such as the Antwerp terminals of PSA and several terminals of HPH. He has headed container operations with significant operational efficiencies in cost per unit moved and, most notably, with improved service levels.

Struthers takes helm



Larry Postelwait

Larry Postelwait is retiring from the The Crosby Group after more than 40 years working with the company.

He has served the last 25 years as president and chief executive officer.

Jason Struthers has been named as his replacement effective immediately. Postelwait will stay on board for a period to ensure “a

smooth transition,” the company said. Struthers brings almost 20 years of global industrial manufacturing experience to

The Crosby Group, including work in marketing and operational leadership roles at Parker Hannifin, IDEX Corp., and most recently KOHLER Co., where he was president of kohler power systems.



Jason Struthers

Daguin named EVP for Manitowoc Cranes China

Jean-Noel Daguin has been promoted to executive vice president of Manitowoc Cranes China.

Daguin joined Manitowoc 10 years ago as controller for the Asia-Pacific region. He will now report directly to Eric Etchart, president and general manager of Manitowoc Cranes.

“Jean-Noel brings a deep knowledge of the local culture and understands the strengths and opportunities available from our team in China,” said Etchart. “These strengths, combined with his financial background, leadership skills and business acumen, position Jean-Noel for success in his new role. I am confident that Jean-Noel is the right person to lead our efforts in the important Chinese market.”

Daguin takes over from John Wheeler, who has relocated back to the U.S. Daguin will continue to be based in Manitowoc's Shanghai offices.

There have been two further appointments at Manitowoc in Australia. Andy Chambers has been appointed Manitowoc sales manager



Jean-Noel Daguin

for Victoria and Tasmania. Chambers has more than 30 years of experience in the Australian crane industry. He started as a crane operator then took on senior management working for a range of companies including Brambles, James Cranes, Gleasons and most recently Associated Rigging.

Ben Masters will manage Queensland in addition to his existing sales areas of South Australia and the Northern Territory. Masters has been with the manufacturer for 12 months and was previously responsible for the Victoria and Tasmania regions that he has now handed over to Chambers.

2012

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April 16-21
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www.scranet.org

ESTA awards

April 19
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www.khl.com/esta

Associated Wire Rope Fabricators 2012 Annual Conference

April 22-25
Atlanta, GA
www.awrf.org/

Cranes & Transport Latin America

May 28
San Paolo, Brazil
www.khl.com/ctla

Kaydon Bearings and Cooper Bearings realign global sales team

The Kaydon Bearings Division and Cooper Bearings units of Kaydon Corporation have announced a new global sales realignment.

Michael Chue, vice president of Asia Pacific, has 29 years of industrial sales experience with Ingersoll Rand, Emerson Motor Co., Magnequench/Energy Conversion Systems, and Schunk General Carbon Co., Ltd. He holds a B.S. degree in mechanical engineering from the National University of Singapore. Kaydon and Cooper sales managers in China, Taiwan and South Korea report to Chue, who is based in Suzhou.

Tom Black, director of sales for Europe and the Middle East, has spent a combined 25 years with Kaydon Bearings and Cooper

Bearings in increasingly responsible positions in sales and sales engineering. He compiled considerable design engineering experience with Leyland Vehicles Ltd. and Parsons Peebles before joining Kaydon. Black, based in the U.K., directs the efforts of sales managers in the UK, mainland Europe and the Middle East.

Roger Brown, director of sales for International Distant Markets, joined Cooper Bearings in 2002 as divisional sales manager. He was previously general sales manager for Michell Bearings, a unit of Rolls-Royce PLC. Sales managers for Australia, New Zealand, India, Africa, Brazil, and South America report to Brown, who is based in the U.K.



Steeves retires from Marco

Marco Crane & Rigging Co. announces the retirement of Harold Steeves, sales representative. He started his career at Marco with the Operating Engineers Union. Since Steeves' hire in 1974, he has operated a variety of cranes from 14 ton to 300 ton and held positions in dispatch, sales, training and rigging. "Harold's commitment and dedication has contributed to Marco's growth and success. We wish Harold all the best his retirement," the company said.



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APR 11

12 pm EST

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It's the crisis you most dread — a fallen piece of equipment, an employee injury, an accident on the road — and it is now being covered by the media. Is your company prepared? This webinar will arm you with the best practices in crisis communications, with a particular focus on issues important to companies in specialized transportation and crane and rigging. Highlights include the main elements of a communication strategy, the key components of a contingency plan, using social media, and regaining trust of employees, customers and stakeholders. Every company in the industry needs to be armed with this information to mitigate potential crises and safeguard your company's reputation.

Bruce Cordingly,
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J. Vander Stoep,
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Sound Counsel Crisis Communications

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MAY 23

12 pm EST

"SOMEDAY THIS WILL ALL BE YOURS" REQUIRES A PLAN

Passing a business to the next generation requires appropriate legal tools but it also requires a well designed (and executed) Succession Plan. Many business owners would like to pass their business to the next generation, make sure they have adequate funds for retirement and ultimately a happy family. But often times a variety of "constraints" get in the way of developing a plan. At the least, a succession requires an owner who wants to pass it along and a next generation that wants to preserve and steward it for the next generation. But rest assured, passing a business onto the next generation is done successfully on a regular basis.

The webinar will cover the following topics: Family business continuity tools; How to develop appropriate governance structures, and when; How to create the right family dynamics; How family values and cohesiveness can contribute to the process; How to increase useful dialogue and conversations.

Dr. Otis Baskin,
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Marketplace

The Marketplace is designed to help readers find what they need to do their job. It is divided into new, more detailed categories, making it easier to find what you need and giving more exposure to the advertiser.

Products, Parts & Accessories 84

Operational aids, communication systems, components, controls, software, crane mats and outrigger pads, crane repair, hydraulics, jacks, attachments, personnel baskets, rigging hardware, rollers, slings and chains, tires, winches, wire rope, batteries, braking systems, and new, used and refurbished parts.

Equipment for Sale or Rent 98

Crane, rigging and lifting equipment for sale or rent, new or used.

Safety, Training & Industry Services 109

Training, insurance, inspections, financing, consulting and safety equipment.

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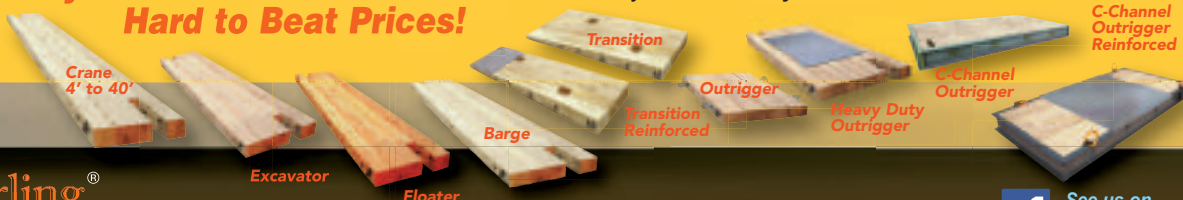
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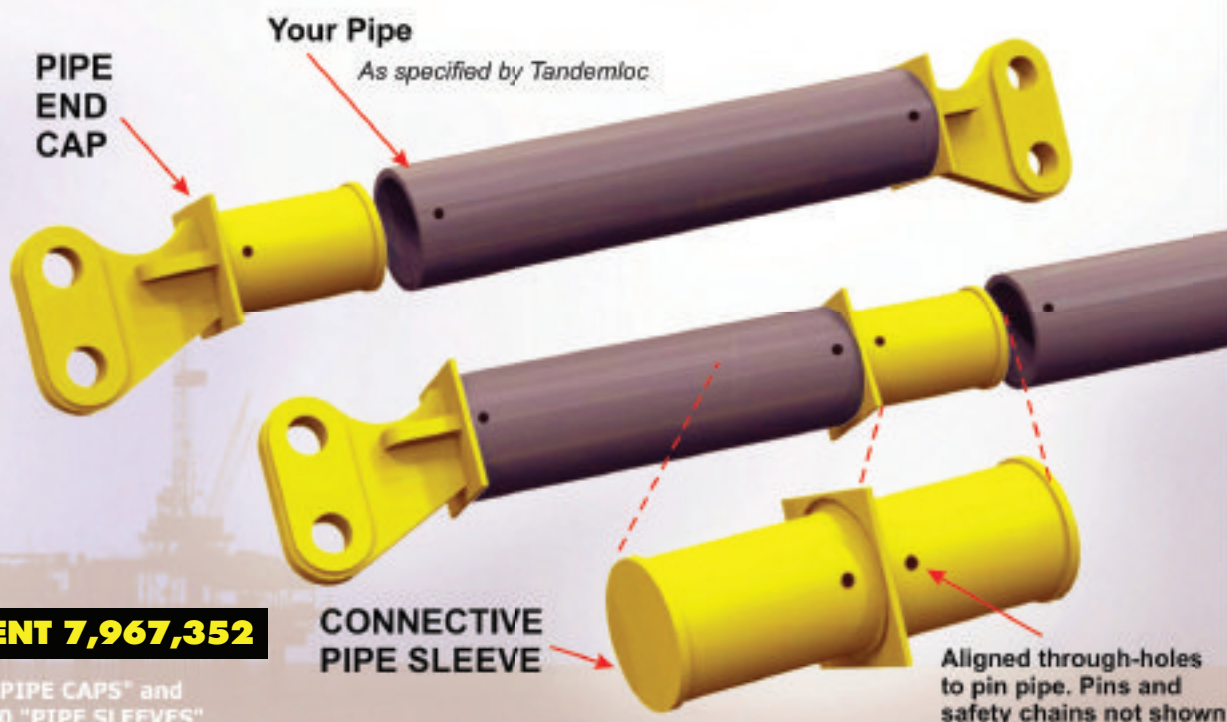
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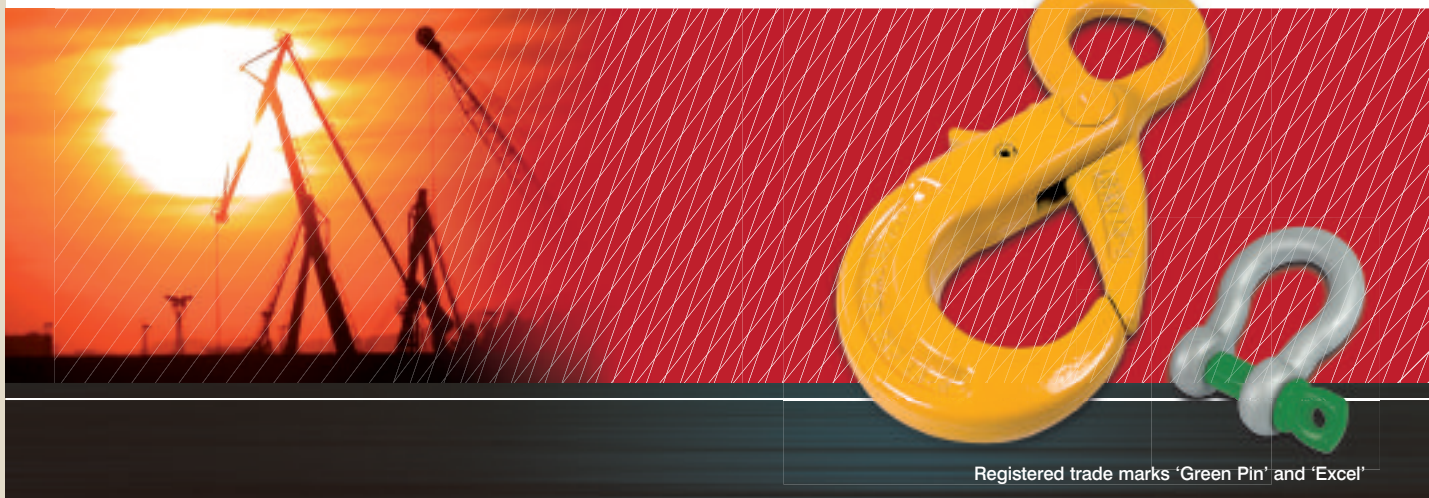
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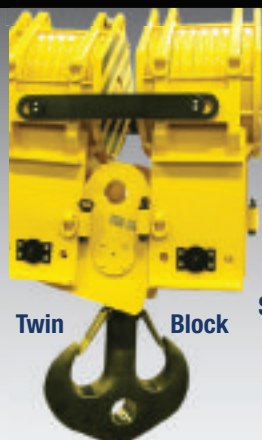
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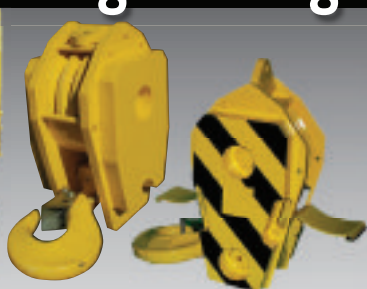


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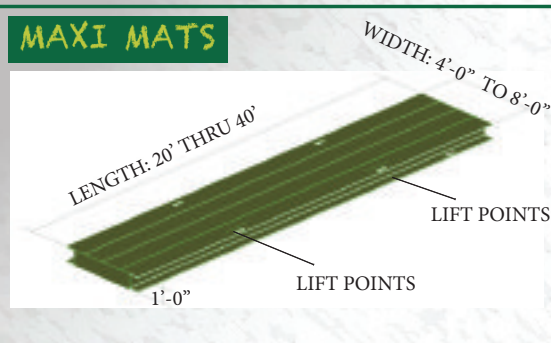


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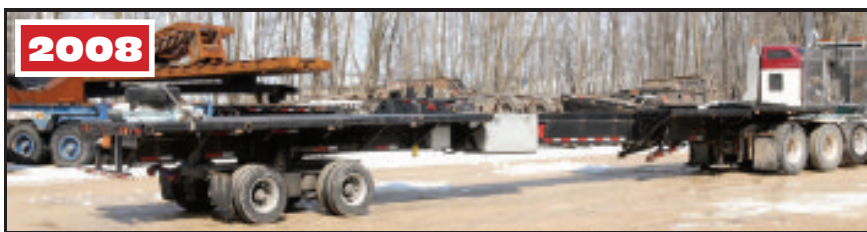
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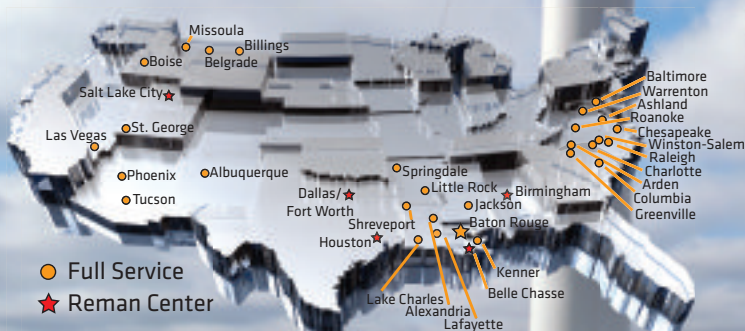
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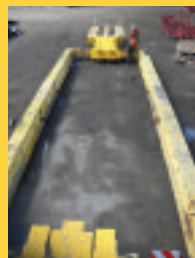
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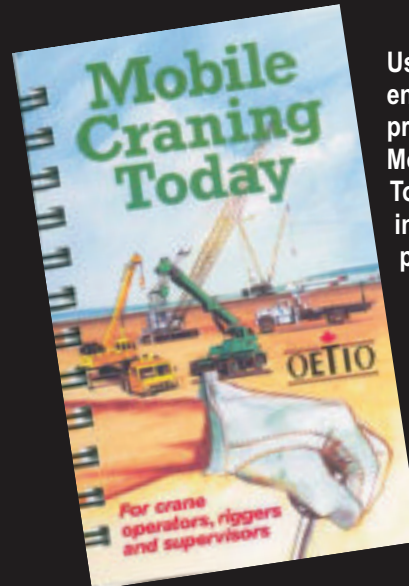
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Tadano Technology Delivers Safety, Quality & Performance



15 TON CAPACITY

78.1' Boom Length

18' Jib Length

GR-150XL-1



GR-350XL-2

35 TON CAPACITY

101.7' Boom Length

42' Jib Length



GR-550XL-2

55 TON CAPACITY

113.9' Boom Length

50' Jib length



GR-750XL-2

75 TON CAPACITY

141.1' Boom Length

58.1' Jib Length



100 TON CAPACITY

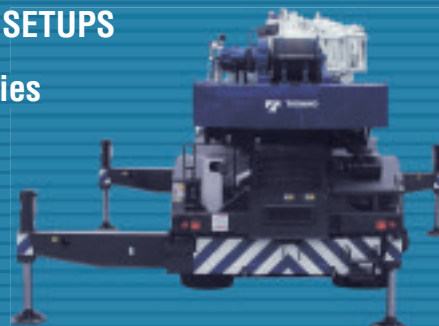
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58.1' Jib Length

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52.5' Jib Length

ATF50G-3

ATF70G-4

75 TON CAPACITY
144.4' Boom Length
52.5' Jib Length

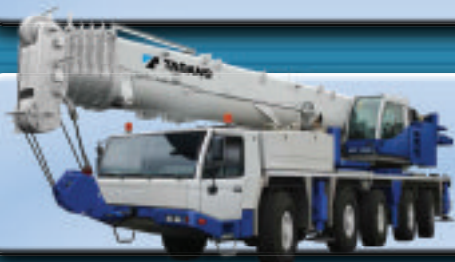


110 TON CAPACITY
167.9' Boom Length
59.0' Jib Length

ATF90G-4

ATF110G-5

130 TON CAPACITY
170.6' Boom Length
98.8' Jib length



160 TON CAPACITY
196.9' Boom Length
105' Jib Length

ATF130G-5

ATF180G-5

200 TON CAPACITY
196.9' Boom Length
122' Jib Length



250 TON CAPACITY
223.1' Boom Length
122' Jib Length

ATF220G-5

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