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The magazine for the crane, lifting and transport industry

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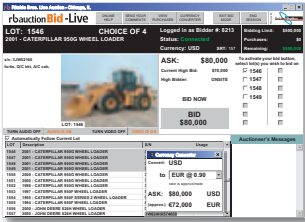


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Always curious

It is curious that three of the largest crane rental companies in North America – Maxim Crane Works, Essex Crane Rental, and Marino Crane Rental – have all recently made it known that they are either for sale, open to a merger, seeking investors or “exploring options.”

This series of events brings up all sorts of questions, mainly, is this a good market indicator, a bad market indicator or is it just coincidence? Are there certain market conditions that have arisen that would make selling a prudent thing to do? Or are the reasons specific to each individual company? Whatever the answer the news has provided great fodder for the rumor mill.

Interestingly, Maxim Crane Works has been the most public about its intentions, announcing in a press release it had retained Goldman, Sachs & Co. to act as financial advisor while “exploring strategic business alternatives that will enable Maxim to continue to grow its business.” Maxim would not comment on the specifics of the announcement, but said in a statement, “Alternatives under consideration would include a merger, sale of the business, or other potential transactions.”

On the flip side, the folks at Marino have been discreet about their situation, again declining to talk about their plans until they have some solid news to reveal. I did speak to Essex CEO Ron Schad, who was upbeat and positive, and said he would answer questions at a later date.

Many in the industry, who are quick to speculate and even stir up the rumor mill, contend there are a variety of market conditions that contribute to a company with a large inventory of cranes putting itself up for sale. Some people think that it's all about used crane prices, that with the value of older cranes so high, it translates into higher asset value for these companies. Others say it's just a matter of “profit taking,” with times being so good that investors are looking for returns. Whatever the answers, we'll try to get them.

In May I had the occasion to travel to Waverly, Iowa to interview Steve Filipov, president of Terex Cranes. I had never actually been to Iowa, but after three plane rides, two long layovers and a cab ride, I had determined that it was a place you have to *want* to go. Of course it didn't occur to me that Filipov's journey had been much more complex than mine, traveling all the way from France.

Actually, my visit to Terex and to Iowa was memorable, not only because the result was among the best Q&A articles we have run this year, but there was something else. That day I met some really nice people, genuinely friendly, dedicated, hard working and hospitable. There was a unique sense of well being among the people at Terex and a new energy that I think means that we're going to see more good things come from Terex Cranes.

As always, drop me a line about what's going on with your company. We're always keen on hearing about good job stories, interesting applications, and anything else out of the norm.

D. ANN SLAYTON SHIFFLER

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Columbus, OH-based Capital City Crane supplied two Link-Belt truck cranes – an HTC-8690 and an HTC-8670LB – to lift and load a huge gas turbine into the cargo bay of a large Ukrainian aircraft bound for Thailand.

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Three large crane rental firms 'exploring options'

Three of the largest crane rental companies in North America – Maxim Crane Works, Essex Crane Rental, and Marino Crane Rental – have made it known that they are either for sale, open to a merger, seeking investors or “exploring options.”

Last month, Maxim Crane Works Holdings publicly announced it had retained Goldman, Sachs & Co. to act as financial advisor while “exploring strategic business alternatives that will enable Maxim to continue to grow its business.”

Maxim would not comment on the specifics of the announcement, but said in a statement that “alternatives under consideration would include a merger, sale of the business, or other potential transactions.” While in Chapter 11 bankruptcy protection in 2004, Maxim was the subject of a \$325 million bid from AmQuip.

ACT spoke to Joseph Vaccarello, Maxim's chief financial officer, who would not speculate on the reasons for the company's actions, whether it was motivated by general market conditions or reasons

specific to the company.

Carl Marino also would not go on the record for our article, but did acknowledge his firm had made formal arrangements to solicit investment.

Ron Schad, CEO of Essex, said he would talk about Essex Crane Rental's decision to sell the company at a later date.

Some in the industry, who were quick to speculate but did not want to be quoted, said there are a variety of market conditions that contribute to a company with a large inventory of cranes putting themselves up for sale. One source said that because used cranes prices are sky high, with some used models selling for more than they did when they were new, that the assets of these companies are worth more than ever. Another leading speculation is that a couple of the companies are ready for “profit taking,” given the health of the market right now. Others have speculated that financial problems may be the problem, even though the crane rental market is as vibrant as ever.

SC&RA has been named to the 2006 Associations Advance America Honor Roll, a national awards competition sponsored by the American Society of Association Executives (ASAE). SC&RA received the award for its Pilot Car Escort Training Program, which SC&RA prepared in cooperation with the Commercial Vehicle Safety Alliance under a grant from the Federal Highway Administration. Over a dozen states have indicated they will use the Pilot Car Best Practices Training Program in part or in its entirety for programs being established or refined. The Pilot Car Best Practices Training Program is on the SC&RA web site at www.scranet.org

Record-high fuel prices are spurring consumer interest in “cleaner, greener fuels,” according to the June 23 issue of *The Kiplinger Letter*. As a result, over \$1 billion in venture capital will pour in this year to alternative energy sources. Attracting the most funding are solar, ethanol and wind energy. “By 2015, sales will hit \$50 billion for solar, \$40 billion for ethanol, and \$25 billion for wind,” it was forecast in the newsletter.

AmQuip and Elliott team up in Tennessee

Elliott Crane Rental and AmQuip have teamed up in the Tennessee Valley region of the US, forming a strategic alliance known as Elliott/AmQuip Crane Rental.

Based in Nashville, TN, Elliott Crane Rental is a 40-year-old business owned by Bud and Clark Elliott, and has offered one of the largest inventories of hydraulic and conventional cranes in the region. The alliance with AmQuip gives the company more reach and the ability to

offer customers a complete line of hammer-head and luffing tower cranes, rough terrains, large crawler cranes, hydraulic truck cranes, and all terrain cranes to 550 tons capacity, according to a joint statement.

Headquartered near Philadelphia, PA, AmQuip is a leading US crane rental company, and last year made a significant expansion



AmQuip and Elliott consider their new alliance a “perfect marriage”

into the tower crane market by opening offices in Cincinnati, OH and Birmingham, AL. The partnership with Elliott geographically “ties together” AmQuip's Alabama and Ohio operations and, according to Joseph Wesley, AmQuip owner and president, is the “perfect marriage.” Clark Elliott will lead the partnership as regional vice president.



Barnhart orders Goldhofer trailers



Barnhart Crane & Rigging has ordered 108 axle lines of self propelled platform trailers from Goldhofer. The first type PST-e axle line will be delivered later this year while the balance of the order will be completed by 2008.

Chris Teague at Barnhart said the company chose Goldhofer PST-e because it is the latest and most advanced generation of heavy-duty self propelled platform trailer and because of its past success with these trailers. Barnhart operates 142 axle lines of non-propelled and self-propelled versions of this trailer.

"This order will increase our combined net trailer capacity from 4,600 tons to close to 9,000 tons, giving

us among world's largest fleets of heavy duty platform trailers operated by one company," said Teague.

According to Teague, a primary attribute of the new trailer is its dimensions. The Goldhofers are 10 feet wide while most other heavy lift modular trailers are 8 feet wide. The added lateral stability of the two feet extra width is a selling point, Teague

Cherry Picker Parts new Hirschmann dealer

Covering the territories of Louisiana and Mississippi, Cherry Picker Parts has been named a premier dealer for Hirschmann Automation and Control (PAT), based in Chambersburg, PA.

A full service dealer, Cherry Picker Parts now carries Hirschmann's line of PAT and Krueger crane operator aids, including the recently introduced PRS 80 EZ wireless multi-sensor indicator and the Hirschmann Maestro load moment indicator (LMI) upgrade. Headquartered in St. Amant, LA, Cherry Picker Parts has been servicing the construction industry for more than 25 years.

All Erection adds 60 industrial cranes to fleet

All Erection and Crane Rental Corp. has acquired 60 new industrial cranes from Broderson and Shuttlelift. The new units are between 2.5 and 20 tons capacity and can lift and carry loads on a flat deck surface. All Erection will market them to customers in plant and equipment maintenance, and other industrial and construction site applications.



Bridging the gap

Wagstaff Crane Service made an impressive lift using its 2003 Grove GMK7550. The project involved setting a 130 foot long fishing bridge over a seven acre reservoir in Syracuse, UT. The crane lifted the 70,000 pound bridge at a radius of 85 feet. The one-piece bridge span was manufactured in Colorado, trucked to Utah in two pieces, and then attached before being lifted in place.



said. "The width and height of the new trailers are identical to the other Goldhofer trailers in our fleet," said Teague. "We will be able to bolt the new trailers to existing trailers with the deck at the same height, without losing any of the hydraulic stroke."

Top 10 named by Rogers Bros

Rogers Brothers Corp has named its Top 10 distributors for 2005.

The company, which has been manufacturing a full range of low bed trailers for more than 100 years, recognized the following companies for their outstanding achievement and service:

- J.W. Burress Inc, Roanoke, VA
- Edward Ehrbar Inc, Yonkers, NY
- Highway Equipment Company, Zelienople, PA
- Highway Equipment Supply Company, Drums, PA
- C.C. & F.F. Kessler, Prospect Park, PA
- Nortrax Inc, ME & NH (Pembroke, NH)
- Nortrax Inc, NY & VT (Beacon, NY)
- Reliable Trailer Systems, Indianapolis, IN
- Tyler Equipment Corporation, East Longmeadow, MA
- C.N. Wood Company, Woburn, MA

Lomma expands crawler fleet

J F Lomma has ordered six new Manitowoc crawler cranes – three Model 2250s, two Model 16000s, and a Model 18000, with delivery starting in early fall. Jimmy Lomma, president, said, "Manitowoc crawlers have some of the best load charts around. Customers' needs are varied, and with the amount of urban construction going on in New York City, we need to be prepared for any number of jobsite needs. With a variety of boom configurations and great lift capacities across the load chart, Manitowoc crawlers provide exactly what we need."

The Model 2250, the Model 16000, and the Model 18000 offer maximum capacities of 330, 440 and 660 tons, respectively. All of the cranes were ordered as complete packages with luffing jibs. The Model 2250 reaches a maximum of 400 feet when configured with main boom and luffing jib, while with the same configuration the Model 18000 has a reach of 520 feet and the Model 16000 offers 432 feet.



H&E opens in Memphis

In another expansion, H&E Equipment Services has celebrated the grand opening

of a new full-service facility in Memphis, TN. On hand to take part in the event in mid-

June were 250 customers, manufacturers, employees and neighboring businesses.

"We are excited to be in the Memphis & Tennessee markets," said Steve Smith, manager of the new branch. "H&E has done business in this area for a number of years and demand has grown so much, we felt a new store would best serve our customers."

On more than five acres at 5239 Highway 78, the new facility comprises some 17,000 square feet. In addition to general maintenance and repair, the shop is equipped to handle large repair jobs. The Memphis location is the authorized dealer for Grove, Sky Trak, JLG, Gehl, Genie, Terex, Manitowoc, Yanmar and National Crane.

Established in 1961, H&E Equipment Services has 47 locations throughout the US.



H&E Equipment opened its 47th location in Memphis, TN

MC6 to build 35 ton RT

In production at Manitowoc Crane Group's Shady Grove, PA plant is a new 35 ton capacity rough terrain crane. The RT535E will have a four-section, full power main boom extending from 32 to 102 feet. Maximum tip height is 154 feet with 45 feet of telescopic extension. See future issues of ACT for more details on this new entry in the Grove RT product line.

Norman Mineta, the lone Democrat in President Bush's cabinet, submitted his resignation as Secretary of Transportation Secretary on June 20 and planned to step down from his post on July 7. As the longest serving Transportation Secretary, Mineta was Secretary of Commerce in the Clinton administration, becoming the first person to switch directly from a Democratic to a Republican cabinet.

The Job Board Network has launched the Job Board for the Construction Equipment industry: www.ConstructionEquipmentJobs.com. The employment advertising and resume bank platform is designed to seamlessly connect job seekers and employers. For more information contact Bob Cantrell at 877-562-2627.

The US House Transportation Appropriations Subcommittee has approved the largest ever annual budget for its national highway program. The HTA subcommittee proposed that more than \$39 billion will be made available for highway maintenance and improvement during the 2007 financial year, a 9.7% increase over 2006. The \$39.1 billion budget is above the \$38.2 billion guaranteed under the SAFETEA-LU bill, the successor to TEA-21, passed last year. The total budget matches the funds requested by President Bush in his February budget proposal.

Lucy gets lift from Liebherr LTM 1080

Picking up a 9,000 pound pachyderm can be a problematic process. Such was the case last month when Lucy, a 45-year-old elephant, stumbled and fell in her yard at the Milwaukee County Zoo in Wisconsin. Unable to lift herself up, Lucy's situation soon became an emergency.

But the zoo's staff had a protocol in place, quickly calling Dawes Rigging and Crane Rental to come out and help Lucy get back on her feet. Using a 90 ton capacity Liebherr LTM 1080

rigged with a sling furnished by the zoo, Dawes crane operator Dave Gierach saved Lucy's life, gently lifting the pachyderm to her feet in a matter of minutes. A very soft styled sling was placed under the elephant's limbs and she was gently lifted upwards and forward. Gierach was able to lift Lucy forward just enough so that some of her weight was lessened by the crane, allowing

her to stand up on her rear legs alone. Lucy even appeared to know what to do, because just as she got to her feet, Gierach slacked the sling a bit, allowing the elephant to pull her leg out of it and walk free.

The zoo's spokesperson said that it took Lucy a few days to recover from her trauma, and within a week zoo physicians had given her a clean bill of health.



Lucy the elephant was thankful for the assistance given to her by Dawes crane operator Dave Gierach



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www.mcgsds.com/1043/





First sight of new Liebherr AT

GERMANY: Liebherr unveiled a new 143 ton capacity all terrain crane in June. The five axle LTM 1130-5.1 was shown in iron on the first of two customer open days at the Ehingen factory in Germany. It is the fifth new model on five axles Liebherr has launched in the last two years.

The 196 foot six section boom can be extended with an hydraulically luffing two-section 35 to 62 foot swing away fly jib and two 23 foot lattice inserts to give a maximum system length of 305 feet. At 13 tons per axle up to 10 tons of counterweight can be carried for operation as a taxi crane. Flexibility of application is a strong feature, Liebherr says. The preliminary lifting chart shows that the new LTM 1130-5.1 will lift 14 tons through 360



degrees at 65 foot radius with 155 foot of boom and the maximum 46 tons of counterweight. With the same radius and boom length but with 9 tons of ballast it will pick 7.6 tons

The carrier is 40 feet long and

on 16.00 R25 tires it is 9 feet wide. Turning circle is 34 feet and there is active speed dependent rear axle steering, which, Liebherr claims, reduces tire wear. Air operated disc brakes are fitted all round.

In the carrier there is a 370 kW Liebherr straight six diesel driving through a 12 speed ZF AS-Tronic automated manual transmission with built in intarder and a two stage transfer box. In the superstructure a 145 kW four cylinder Liebherr diesel drives the hydraulics and up to four crane functions can be operated simultaneously.

➤ **PM Group**, owner of truck crane manufacturer Autogru PM in Italy, has reported a 2005 turnover of \$165 million. At the PM business unit, which accounted for \$81.7 million, sales grew at a compounded rate of 13% from 2003 to 2005, according to the company, which put PM at number four in the world with a 21% market share. Exports last year were 74% of sales, achieved directly and through affiliates in France, Spain, the UK and the US. "We want to be the main player in our markets," said Marco Milesi, group CEO.

➤ **The Al-Sultan Industrial Cement Factory in Abu Dhabi** has bought eight new Hiab loader cranes. The order consists of six H 288 units and two H 200 cranes which will be used to deliver precast concrete products from the factory to customers. All eight cranes have brick and block clamps and top mounted operator seats. The production and delivery schedule of hydraulically pressed kerbstone, interlocking tiles and concrete blocks at the Al-Sultan Factory runs 24/7.

➤ **For the latest international news** go to www.khl.com

Sany makes Xugong bid

CHINA: China-based Sany Corp plans to bid for Xugong Group Construction Machinery Co. Ltd, the country's largest construction equipment manufacturer, according to international news agency Reuters.

Xugong is also a target for US private equity firm Carlyle Group, which had a US\$375 million bid for 85% of the company accepted last year. This deal is yet to be approved by Chinese industry regulators amid fears that the country was selling state-owned businesses to foreign companies too cheaply.

Privately owned Sany, which controls 66% of Sany Heavy Industry Co. Ltd, is based in Changsha in the Mao Zedong province. Xiang Wenbo, Sany executive president, told Reuters, "Xugong is significantly undervalued by Carlyle. We could pay 30% more or even higher." Besides, putting a company like Xugong in foreign hands would not be good for the future of the national machinery industry. The government hasn't approved the sale so far, and it shouldn't," he added.

Xugong holds most of the assets of its state parent Xuzhou Group, China's leading construction equipment manufacturer, which had sales of 17 billion yuan in 2004.

Manitowoc reports global order success

GLOBAL: Manitowoc has reported strong summer sales with new cranes being sold to customers around the world. Locar, the largest crane rental company in Brazil, has placed a multi-million dollar order for nine Grove all-terrains and a heavy-lift Model 2250 Manitowoc crawler crane. ATs ordered included four 165 ton GMK5165, four 250 ton GMK6250-Ls and a 350 ton GMK6350.

In Europe, German company Schacke has purchased the first Manitowoc Model 12000 crawler crane to arrive in Europe. The new crane was sold with the support of MCG dealer, KranAgentur Werner, based in

Zweibrücken. The new crane is the first MCG product in Duisburg-based Schacke's 12-unit crane fleet. The company will use the 120 ton crawler primarily for dockside pick and carry lifts, cargo handling, and barge loading and unloading at Duisburg's harbor on the river Rhine.

UK rental house Bob Francis Crane Hire has taken delivery of several new MCG cranes, including Europe's first Manitowoc Model 8500E crawler crane and the UK's first GMK4080-1 all-terrain crane (GMK4100B in the US). The company also bought two new GMK2035 units as part of a recent order, much of which was funded through MCG.





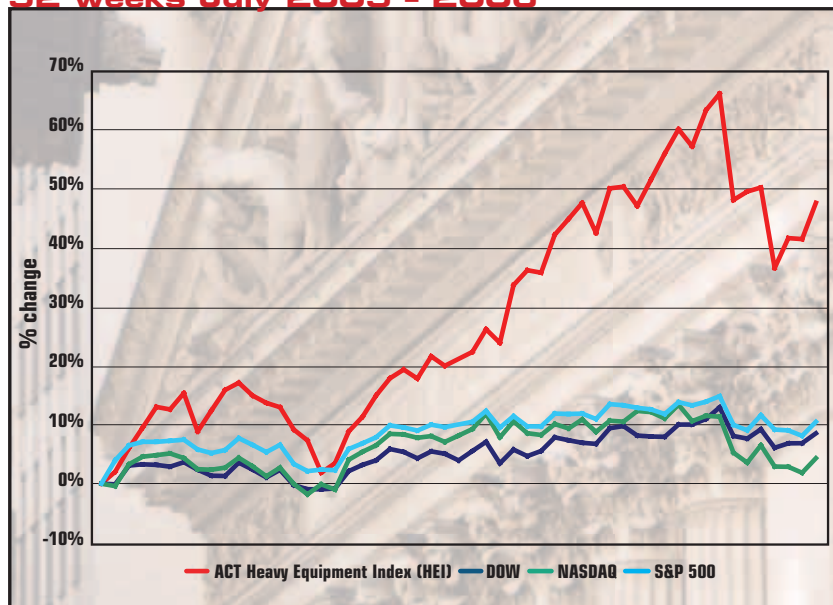
CHRIS SLEIGHT is one of the world's most internationally renowned construction business writers, with specialist expertise in financial markets and stock market analysis. He is editor of KHL's market-leading *International Construction and Construction Europe* magazines, and is a regular contributor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



After a steep fall in the early part of the summer, share prices began to recover in June. Although it is a promising sign, it would be dangerous to read too much into the bounce-back at this stage. **Chris Sleight** reports

Iffy times

52 weeks July 2005 - 2006



May's slump initiated a period of volatility on the world's stock markets, with four to six weeks of heavy selling being followed by a marked up-turn as June wore on. It is difficult to say at this stage how shares will perform going forward, because so much rests on the tone of the half-year financial results that were due as *ACT* went to press.

There's little doubt that the inflation and interest rate worries that triggered the initial sell-off were augmented by a certain amount of profit taking by investors. People who had bought into the markets 12 months prior to this would have seen their cash grow about 10% over the course of the year, based on indicators like the Dow, NASDAQ and S&P 500. That's a pretty good return given that interest rates and T-Bills would have paid out about 5% over the same period.

The really smart investors would have bought into the heavy equipment sector last summer, because by May this year they would have been looking at about a 60% return, based on the performance of *ACT's* Heavy Equipment Index. What's more, the really choice stocks like Terex and Manitowoc would have delivered returns of well in excess of twice the principal invested.

But the point is that these profits only existed on paper – the key to making money in the markets is not just buying at the right time, but selling at the right time too. That's clearly what happened in May. Investors sold heavily to release those paper profits.

The irony is, and it is one of the characteristics of the markets, that such a heavy sell-off leads to

shares going from being (perhaps) overvalued to being significantly undervalued. So by the start of June all those stocks that were unceremoniously dumped just a few weeks previously were tantalizing bargain buys.

That seems to be the driver behind June's up-tick. Although prices are not back to the highs of mid-May, they have recovered significant portions of their losses. As our graph shows, all four of the Indexes we track are in the black for the 12 months to date. Even the most subdued, the NASDAQ, is up 4.3% on its position 12 months ago, which is reasonable given the other investment opportunities that are around at the moment.

Outlook

The \$ 64,000 question is which way are shares heading next? Unfortunately the answer is not going to become clear until companies start reporting their financials for the first half of the year, and that was not due for a week or two as *ACT* went to press.

The tone of those reports and their accompanying full-year guidance should bring some stability to the market, although there may be another correction.

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

act



about the index

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



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

The US Bureau of Labor Statistics reports that each year an average of **20 to 25 workers die** due to excessive heat exposure on

the job. **Terry Young** reports

Beat

the heat



types of heat stress

Heat Cramps:

Mild condition, the result of dehydration and a slight imbalance in electrolytes. Workers will respond to rest and rehydration with fluids.

Heat Exhaustion:

More severe condition and treatment involves removing the employee from the hot environment to a cool location and rehydration with cool water. Seek medical advice to be sure you understand the level of exposure.

Heat Stroke:

Most severe condition, with immediate emergency medical attention required.

OSHA quick reference Heat Stress cards are available free of charge in both English and Spanish. Contact your local OSHA office or www.osha.gov and ask for card number 3154 or 3155. This information is presented on convenient laminated, fold-up wallet type cards and provides references about heat-related injuries, including warning signs and prevention measures.



protecting workers

- Train workers to recognize and treat the signs of heat-related stress.
- Acclimate each worker into the heat for five to seven days; monitor the temperatures, humidity and workers' responses to heat throughout the day.
- Encourage workers to wear light-colored clothing to reflect heat and keep cool.
- Help workers adjust by assigning light workloads during high heat, take longer breaks in cool areas, plan strenuous work for cooler parts of the day.
- Consider each worker's physical condition when determining heat-related work task assignments. Monitor prescription and over-the-counter drug use by employees.
- Encourage workers to drink plenty of water, even if they are not thirsty. Allow for frequent water breaks.
- Avoid alcohol, coffee, tea and caffeinated soft drinks that dehydrate the body.
- Use general ventilation and spot cooling whenever possible.
- Encourage workers to report their own heat stress or co-workers' heat stress symptoms to their supervisor immediately.
- Re-acclimate employees after an absence from the hot environment, such as after they take a vacation or have been on a leave of absence.

Summer heat can take its toll on your employees. Heat-related illnesses are vastly under recognized and many times are not reported to employers. Unfortunately, not all employers recognize how deadly the combination of heat and humidity can be to workers. Likewise not all workers recognize how vulnerable their bodies are to extreme temperatures. For employees who work outside, particularly those involved in heavy labor such as construction and equipment operation, blazing summer temperatures can be especially dangerous.

Each person reacts differently to the heat. A worker's age, weight, fitness level and medical condition play a role. Additional factors may include low-sodium diets, caffeine and alcohol consumption, and prescription and over-the-counter drugs usage. Acclimation to the heat is another factor that must be considered. The first days in a hot environment are generally the hardest on workers. An

adjustment period of five to seven days is recommended, and workers will need re-acclimation after an absence from the hot environment after holidays or vacation breaks.

When exposed to high temperatures the human body increases blood flow to the skin, where it releases excess heat. The body produces sweat, which when it evaporates, cools the skin. But when muscles are being used for physical labor, less blood is available to flow to the skin and release body heat. In humid conditions the sweat does not evaporate as easily, causing the body's core temperature and heart rate to increase. This can cause dangerous conditions. Early signs of heat stress include losing the desire for fluids, decrease in sweating, irritable behavior, or sickness. All employees should be educated about heat exposure and how to prevent heat-related injuries in order to better protect themselves and their co-workers. **act**

ATF65G-4



Featuring Lift Adjuster Control System

The exclusive **Lift Adjuster Control System** safety feature compensates for boom deflection when the boom is under load by automatically extending the boom elevation cylinder to maintain constant load radius



75 Tons
144.4' boom +52.5' jib

ATF45- 3	(50 tons)	111.5' Boom Length / 49.9' Jib Length
ATF65G-4	(75 tons)	144.4' Boom Length / 52.5' Jib Length
ATF80- 4	(100 tons)	159.1' Boom Length / 52.5' Jib Length
ATF110G- 5	(130 tons)	170.6' Boom Length / 98.8' Jib Length
ATF160G- 5	(200 tons)	196.9' Boom Length / 122' Jib Length
ATF220G-5	(tons)	223.1' Boom Length / 122' Jib Length

Tadano Technology Delivers Safety, Quality & Performance



Tadano's exclusive non-symmetrical Multi position Outrigger Setups

Optimum setup versatility and maximum utilization of crane lifting capacities when operating in confined areas is provided by Tadano's exclusive AML (Automatic Moment Limiter), outrigger extension length detectors and boom position detector systems. Crane operation safety is further enhanced with "Tadano's exclusive Soft Stop" feature on swing rotation range and boom elevation range.

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TR150XL- 4	(15 tons)	78.1' Boom Length / 18' jib Length
TR300XL- 4	(30 tons)	101.7' Boom Length / 42' Jib Length
TR450XL- 4	(45 tons)	108.3' Boom Length / 50' Jib Length
TR500XL- 4	(50 tons)	108.3' Boom Length / 50' Jib Length
TR600XXL- 4	(60 tons)	137.8' Boom Length / 58.1' Jib Length
TR800XXL- 4	(80 tons)	144.4' Boom Length / 58.1' Jib Length



TR800XXL-4

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Minnesota contractors gear up for licensing

A construction training partnership has taken an early lead in meeting Minnesota's 2007 state requirement for crane operator certification.

Ridgewater College, Wilmar, MN, has partnered with a consortium of construction companies throughout the state to offer training and CCO certification examinations.

In the first class, held in March, 17 operators from nine companies completed four days of training. The program finished up with a CCO written test administration featuring lattice boom, large hydraulic, and small hydraulic examinations.

A couple of weeks later, students took their CCO practical exams on a lattice boom crane provided by Duinick Bros. and a large telescopic crane provided by Willmar Crane Service.

Among the companies represented in the first class were Breitbach Construction, Central Specialties, Duinick Bros, Kraus Anderson, K & S Millwrights, Marcus Construction, Mathiowetz Construction,



ABOVE: Minnesota contractors are to participate in training courses offered by Ridgewater College in Wilmar, MN

Midwest Contractors, and Willmar Crane Service.

Instructor for the first class was Don Jordan of CICB, shown (second from left) with class participants.

Future training classes are scheduled for September and December 2006, and March and June 2007. **act**

NCCCO announces 2006 board of directors

The National Commission for the Certification of Crane Operators (NCCCO) has announced the officers and directors who will serve on the board of directors during 2006.

Re-elected as president is John Kennedy, Manitowoc Crane Group. Vice president is Garry Higdem, CH2M Hill. Secretary and treasurer is J. Chris Ryan, Boh Bros Construction. Ronald Schad, Essex Crane, continues as immediate past president. Kerry Hulse, Deep South Crane & Rigging, continues to serve the board in his capacity as chairman of the commission.

Re-elected to a second three-year term is Dale Daul, St. Paul Travelers. Also continuing to serve on the board are: Stephen Brown, International Union of Operating Engineers (IUOE); Gene Owens, Granite Construction; and Robert Steiner, Kelley Equipment Co. of Florida.

Lang Exploratory set for multi-state CCO testing

In hosting its second NCCCO Practical Examiners Accreditation Workshop in less than a year, Lang Exploratory Drilling, Salt Lake City, UT demonstrated its commitment to maintaining a team of accredited CCO practical examiners available for the practical testing of its employees throughout the western United States.

Lang employees can now satisfy current or pending legislative requirements for crane operator licensing in several western states including Utah, Nevada, New Mexico, Montana, and California.

Bob Johnson, training supervisor

for Lang was the test site coordinator for the workshop, held in June, as well as a practical

examiner candidate. Two other Lang employees from Nevada, as well as candidates from

California, New Jersey, Tennessee, Kansas, Nebraska, Texas, and Wisconsin, received training in critical test design, as well as validity and reliability in practical examinations.

In addition to practical examiner training, candidates receive instruction on the test site application process and crane and test course layout procedures, all of which form an integral part of NCCCO's third-party accreditation process.

Lang Exploratory Drilling uses telescopic cranes in NCCCO's swing and fixed cab categories for supporting drilling operations in 11 western states, as well as Alaska and Canada. **act**



Bob Johnson, training supervisor for Lang Exploratory Drilling, and Phillip Kinser, workshop instructor and NCCCO manager of program development

Tear-away vest provides comfort, aids productivity

Cattron Group International (CGI) has introduced the Ergonomic Vest Harness. When used with most CGI (Cattron, Remtron, Vectran, Theimeg, SIAMtec) "belly-box" style industrial radio remote controllers (transmitters), the vest provides worker comfort and increases productivity, according to the company. The Ergonomic Vest Harness also can be used with other brands of controllers.

The Ergonomic Vest Harness comes in multiple sizes up to 4XL and provides, the company said, optimum fit with multiple adjustments for optimum weight distribution and individual worker preference. An adjustable four point tear-away design has heavy-duty hook-and-loop fastening at the shoulders. Other features include Nylon mesh material for comfort and reflective strips for increased visibility.

Celebrating 60 years of radio frequency (RF) and industrial remote control experience, Sharpville, PA-based Cattron Group companies said it has a total installed base of more than 125,000 remote control systems around the world.

Manitex 4596T debuts at Calgary Oil Show

The new Manitex 4596T high capacity truck crane enjoyed a strong debut at the Global Petroleum Show in Calgary, Alberta, Canada, the company reported. With a base rating of 45 tons at an 8 foot radius, the higher rating and capacities to 40 foot radius exceed those of previous Manitex truck cranes and those of competitors, the company claims.

The lower frame is designed for

5th wheel attachment and trailer applications. Dual-stage rear outrigger jacks provide significant penetration and improve ground clearance.

The tractor mount configuration was designed for remote oil industry applications, but the company says a taxi crane version, similar to other Manitex S-series crane models, will be introduced later in the year.

act



Mantis introduces TC 25 self erector

At the UK's SED show in May, Ireland-based Mantis Cranes displayed a working prototype of its new TC 25 self-erecting tower crane.

The crane is a self-contained unit built on a roadable chassis with fixed ballast that allows the 22 ton rig to be transported to the jobsite using one

vehicle and in one journey. The TC 25 can deliver a 1,100 pound load to a 65 foot radius, or a 1,650 pound load to 82 feet, at a hook height of 63 feet.

Developed by Mantis in conjunction with the engineering department of the University of Ulster at Jordanstown in Ireland, the TC 25 is the result of market research regarding customer lifting needs on smaller projects. Mantis plans to market the new crane to timber frame and light steel frame contractors.

Mantis said it has six orders for the TC 25, all from existing customers, and deliveries will start in the next month or so.



Terex-Demag ATs join the Marine Corps

Four specially designed Terex-Demag all terrain cranes have "enlisted" in the United States Marine Corps (USMC), officially reporting for duty at the USMC systems command base in Quantico, Virginia earlier this year. Dubbed the MAC 50, the four pilot machines are being tested by the Marine Corps. Successful trials could result in orders of up to 130 machines with a potential contract value of \$88.6 million, Terex said. Much like "boot camp," the cranes are being subjected to rigorous

verification testing at the US Aberdeen Proving Grounds in Maryland.

Based on the design of the Terex-Demag AC 50-1 all terrain, the MAC 50 has a maximum lifting capacity of 50 tons and its main boom extends to 82 feet. With a top speed of 42.7 mph, the crane has a 333 hp Cummins engine. All four axles are driven and steered, and the crane's total weight is 69,886 pounds, to ensure optimum cross-country performance and maneuverability, according to the company.

Requirements for the military application were that the crane and chassis were designed for ease of operation and maintenance, "even when situations for the operator veer towards the dramatic," the company said. Converting the AC 50-1 into a military crane was a collaboration between the USMC, Terex Government Programs and Terex-Demag. The biggest challenge was the narrow time frame for design adaptation, which included a salt-water fording capability of 60 inches, compliance with US federal highway regulations and military requirements and a drive train consisting of a Cummins engine and an Allison transmission. Delivery of the full series is scheduled for 2007.

The four cranes were presented to Mike Farley, team leader for material handling and construction equipment for the USMC during

Palfinger, Sennebogen to produce truck crane

The first BR 400 truck mounted crane to be produced as a result of the agreement between Madal Palfinger in Brazil and Sennebogen from Germany was exhibited at the M&T Expo in Sao Paulo, Brazil, last month.

Under the agreement, Madal Palfinger, the Brazilian subsidiary of Austria-based loader crane maker Palfinger, will manufacture a range of Sennebogen truck cranes designed for mounting on commercial trucks.

The companies describe the arrangement as a technology transfer agreement and plan to deliver the first BR 400s in the second half of 2006.

Further models will also be made in Brazil at a later date.

a ceremony attended by Steve Filipov, president of Terex Cranes, along with personnel from the Zweibrücken plant in Germany.



The first suspension bridge to be built in the United States in more than 40 years, the new Tacoma Narrows Bridge project is a veritable exposition of rigging gear with three companies providing hoists, come-alongs, gantries, slides, chain falls, wire rope and much more. **ACT** reports

Geared up, rigged out



The first Tacoma Narrows Bridge collapsed in a windstorm four months after it opened. The bridge deck remains on the floor of the Puget Sound



When complete, the new Tacoma Narrows Bridge will run parallel to the existing one

Spanning the Tacoma Narrows waterway between Tacoma, WA and Gig Harbor, WA, the new Tacoma Narrows Bridge is a showcase for rigging gear use and application. The first suspension bridge to be built in the US in perhaps half a century, the building of the bridge has been a study in the application of new tools and technologies to a very old bridge design and architecture. The last time a suspension bridge was built in the US, much of the modern day rigging gear and equipment did not exist.

Tacoma Narrows Contractors, a joint venture of Bechtel Corp. and Kiewit Pacific Corp., is the

contractor for the project. "Kiewit is handling much of the road construction leading up to the bridge on both sides," says Bradley Sipress, field buyer for the project. "Bechtel is specifically here for the bridge work. We are getting ready to lift the bridge deck, so we have needed a tremendous amount of many different types of rigging gear."

He estimated that the job has required hundreds of pieces of rigging equipment, ranging from small to large hoists, chain falls, A-frame gantries and more. "I think the biggest purchase was a 9 ton hoist," he says. "From half ton hoists to 9 ton hoists, we are using hundreds of hoists."



Three companies have been providing the rigging hardware, equipment and wire rope needed on the project, including Lifting Gear Hire, Washington Chain and West Coast Wire Rope and Rigging. Initially the contractor was buying all the gear needed but switched to renting when it became apparent just how much equipment they would need.

"This has been a very good project for us," says Scott Jones, of Lifting Gear Hire in Seattle. "At first they were buying [the equipment] from us but in the last two months it's been mostly



historical significance

Aside from the interesting design and rigging needs of the new Tacoma Narrows Bridge, the project has created a lot of buzz as folks reminisce about the first Tacoma Narrows Bridge.

The story goes that the true, first Tacoma Narrows Bridge was a marvel, a site to behold when it was completed on July 1, 1940. It was the third longest suspension bridge in the world and visitors from miles around came to stand on the bridge that swayed back and forth in the wind. It was dubbed "Galloping Gertie," for the sensation caused by the oscillations in the bridge's deck.

But the bridge was a fascinating landmark for only four months, when on November 7, 1940, just over four months after the bridge had opened, its life was cut short when a windstorm caused its collapse. No one was injured and a passerby was able to capture video footage of the bridge's demise.

Young "Gertie," fell into the Puget Sound, where the bridge deck remains today. The first Tacoma Narrows Bridge would become a study in how not to build a bridge, with architecture and engineering universities and schools still teaching students about the flawed design.

After the first bridge fell, the current Tacoma Narrows Bridge was opened on Oct. 14, 1950.

➤ For a fascinating description of the bridge's history, collapse and even a video of it falling into the Puget Sound, visit:

http://en.wikipedia.org/wiki/Tacoma_Narrows_Bridge

<http://www.wsdot.wa.gov/TNBhistory/#2>

<http://www.enm.bris.ac.uk/anm/tacoma/tacoma.html>

Three companies have been providing the rigging hardware, equipment and wire rope needed on the project, including Lifting Gear Hire, Washington Chain and West Coast Wire Rope and Rigging



rental. For a while, they almost wiped us out of everything. At one point we were getting four orders a week from them. It's been a huge effort to keep up with their needs."

Chains and hoists

Jones and his LGH colleague Rich Ederle are servicing the account, making sure the contractor has what it needs, when it needs it. Some of the requests have been interesting, including the need for two A-frame type gantries.

"They have used them for several things, mainly for hanging



The project has required hundreds of pieces of rigging equipment, ranging from small to large hoists, chain falls and various gantry cranes

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The last time a suspension bridge was built in the US most modern-day rigging gear did not exist



hoists," says Jones. "A-frame gantries also have been used as stabilizing devices for other lift and hoist projects."

Two construction cranes are on the job, both on barges on either end of the bridge. Sipress says they are getting ready to lift the bridge deck using large gantries. "We have two barges already out in the water in preparation for hoisting the bridge deck in place," he says. "Right now there is a lot of testing going on using water bags. They want to 'test the water' before they do the actual lifting of the bridge deck."

When complete, the new bridge will look almost identical to the old historic Tacoma Narrows Bridge, which runs parallel to it. The only difference

is the new bridge is a bit wider than its sister trestle. When the new bridge is complete and open to traffic the old one will be closed for repairs and modern retrofitting, including a paint job and other improvements. When that work is complete, both will be opened, with the new bridge carrying traffic one way and the old one carrying traffic the other way.

Sipress says residents of the

Gig Harbor area are very excited about the new bridge, mainly because it will relieve traffic in the region in a big way. But also, he says the new bridge is exciting because of its unique architecture and heritage.

"It's a huge project and something I am proud to be a part of," Sipress says. "I drive over the old bridge every day and it's fascinating to watch the new one being built."

act

WRCA forms joint venture with China's Wuhan Iron and Steel

Wire Rope Corporation of America and Wuhan Iron and Steel have formed a joint venture called WISCO WRCA CO. Ltd. The joint venture, which is 51% owned by WRCA and 49% by WISCO, will produce wire rope in China for the Chinese and Asian markets. Wuhan Iron and Steel Corporation is China's third largest steel producer and the 18th largest in the world.

WISCO WRCA will build a production facility in Wuhan, China, west of Shanghai, on the Yangtze River. WISCO, which is close to the new rope mill, will be the primary supplier of rod to the joint venture. The one-million square foot facility will be able to produce 50,000 metric tons of wire rope products when all of the equipment is installed. The product is exclusively for the Chinese and Asian markets, and is not for export into the North American market.

Total investment in the new venture will be approximately \$100 million. Construction of the new plant is expected to start in August 2006 and be substantially completed in 2007, with some specialty installations continuing into 2008. The plant is expected to employ more than 400 people.



rigging gear roundup

➤ The new Rig-Release Remote release hook is designed to set loads at any height – and then safely release the hook from the ground. Hook to the crane or other lifting device, attach the lifting slings to the Rig-Release and rig the load. Once the load is set, and the load line is slack, pull the release cord, or activate the remote control to release the slings, and move onto the next lift. The rigging is released from the ground with no need to have workers at the load height to release the rigging. Manual Rig-Release units are available in capacities from 1 to 15 tons. Electronic release units are available in 5 ton capacities.

➤ For more information visit

www.constructionlifters.com

➤ While it is an important activity, visual inspection cannot accurately determine the residual strength of a sling. The CheckFast Inspection System, combined with thorough visual and tactile inspection techniques, can provide sling users and inspectors with an effective inspection system and also assist employers in complying with the training and inspection requirements, detailed in the ASME B30.9 Sling Safety Standards.

The CheckFast Inspection System provides a warning to sling users and inspectors of such indications as internal load carrying fiber damage from fiber on fiber abrasion and overloading beyond the proof test of

twice the vertical work load limit. The CheckFast Inspection System is a black CheckFast Ribbon with silver lettering extending from the sling cover and the External Warning Indicator (EWI), an extension of double-braided cordage, which lays parallel to the sling tag and the CheckFast Ribbon.

If the Fast System indicates damage, it does so without further weakening the load carrying yarns. If the sling is loaded beyond the work load limit, the EWI will disappear before the sling fails. If the sling passes a visual and tactile inspection, the CheckFast ribbon cannot be pulled easily from the sling and the EWI is visible, the sling is safe for use.

➤ For more information see www.lift-it.com





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Young, sharp and highly motivated, **Steve Filipov** has an ambitious vision for Terex Cranes. **D. Ann Shiffler** reports

Steve Filipov is definitely not the type of person who shoots from the hip. Rather, he is a keen listener who thinks about what he is going to say, chooses his words carefully and then, with confidence and candor, tells you what he thinks.

What is most impressive about the 37-year-old president of Terex Cranes is not so much that he found success so quickly in his career, but that he handles his success without the need to be slick or superficial. If something is going well, he will tell you. If something is not going well, he will tell you that too. Simply put, he is a straight shooter.

While everyone today is enjoying the ride on this wave of prosperity in the crane industry, Filipov keeps an eye on the storm that may be approaching. He has ideas and plans for Terex Cranes that are ambitious and far reaching, and that cannot be accomplished in a week or a month, or maybe even years. He realizes that the good times of today are to be enjoyed, but not to be taken for granted.

On the other hand, I would be remiss if I painted the picture that Filipov is some ultra serious, grim-faced, crane company president. He is not that at all. After our interview and plant tour in Waverly, IA in May, I had lunch with Filipov and the Terex sales team. Enjoying take-out pizza in the boardroom, a relaxed, easy going and often humorous Filipov emerged. He joined in the banter, reminisced about the "old days," and told colorful stories about the industry. During our lunch, Filipov was one of the guys – a witty, wisecracking hard-working crane salesman at his best.

How do you describe the Terex distribution model in North America? Do you envision a traditional distribution model?

In North America, we started with nonexclusive dealers, and I think through the last downturn, unfortunately, a lot of those guys disappeared from the market. We are working directly with our national accounts, and we are rebuilding our distribution in North America. But it is in process so it is a little bit early to talk about.

We need to also "Think Terex" as we have many other sister companies doing business in North America, such as Genie, Roadbuilding, Construction, where we could better use our complete construction solution, instead of a lifting only solution.

We will be on the road in July meeting with our Top 10 dealers and will be getting their

feedback, and then present a solution going forward in September when we have enough facts and data to make the right decision for our customers.

Obviously, our issue today is delivering machines. We've got a strong backlog, [which gives us] some time to work on our distribution. We envision a traditional distribution, but it will be a mix. I think we will still deal direct with national accounts, and we will have a dealer network to serve certain territories. Right now we are going through the process of selecting, who are those dealers, and what are the territories going to be? What are their sales targets going to be? What are the investments that they are going to put in? I think that's an important aspect of this process. In the past we dealt with a lot of people who didn't service the equipment. I think that is one of the things we are going to concentrate on with our partners moving forward. You have got to have

a strong service network to be able to service the equipment

The all terrain crane is gaining wide scale acceptance in the US. Has Terex-Demag met your expectations in the North American market?

The all terrain cranes have been selling well. I think the market is up probably about 15 to 20% worldwide. I think we have been successful in this business. I would qualify us as probably having the broadest product range in the all-terrain class – from 30 ton all the way up to 700 ton.

Specifically to North America, I think your question is focused on whether Demag has met my expectations in North America? I would say no it hasn't met my expectation. I think we have a lot more work to do. We went through a recent retrofit program where we went back



Seriously



Filipov recently traveled to a US Marine Corps systems command base in Quantico, VA to deliver four pilots of the Terex MAC 50, a specially designed rough terrain craned based on the design of the Terex-Demag AC 50-1. The crane has a maximum lifting capacity of 45 tons and its main boom extends to 82 feet. Successful trials could result in orders of up to 130 machines with a potential contract value of \$88.6 million

speaking

and serviced, retrofitted, 400 cranes in market, upgrading several things, the Can bus system, the LMI and data logger systems, so that kind of pushed us back a little bit, I think vis-à-vis the customer, that was not a great experience, but we are moving through that.

I do think that we are fairly successful. We are one of the top three manufacturers worldwide of all terrain cranes. In North America, though, it seems to be over the 100 ton mark. The development of the all terrain into the sub-100 ton category hasn't been very successful because of the truck cranes taking that market, I think mainly because of reliability, and cost, and having to travel long distances in North America. I don't see that trend changing much. In the larger cranes, the technology is only all terrain, so the choice is fairly limited. As projects get bigger, it is going to get easier to use all terrain technology than crawler crane technology.

What about the city crane, which is popular in Europe? Do you envision a city crane for the North American market? What distinguishes the European city crane?

The city crane is more of a European product. But we will sell some in the US. We have sold some on the East and West Coasts, more in the cities, obviously, in Chicago and New York, San Francisco. It is what it is, a city crane. I don't think it's going to be something that will take over the truck crane market. It's another wrench in the tool box.

Why is the truck crane such an American staple?

The truck crane market is specific to North America. Why that is, I think it's because the market is different in North America than anywhere else. In Europe you have owner/

operators and they like to have all terrain technology because they like all the bells and whistles, the longer booms and the all terrain maneuverability. While in the US, it's more of a rental tool. As dry hire, the truck cranes are a lot easier to use and a lot easier to maintain. But I think it is specific to the market needs. Besides North America, the truck crane market is growing, obviously in the higher end, higher capacities. We are up to an 80 ton truck crane. I find it hard to see a 100 ton truck crane because moving it is going to be tough, meeting weight and axle requirements. I think we have met the maximum capacity for the truck crane.

Outside of that, the largest market is China with 10,000 truck cranes a year. It's a lot bigger than the North American market. So we have acquired Changjiang in China. We made the Changjiang acquisition for a number of reasons, the first one is to get into that 10,000 unit market. Changjiang is Number 3 in the market so it keeps us in the top three. They build about 1,000 truck cranes a year. So one, [the acquisition] gets us in that market, and two it gives us a distribution network. They have over 30 dealers in China so we will plug into that network and sell Terex Cranes. And the reason we want to do that is first, so we can get the market acquainted with our products and get them trained up, and second, what we will do parallel to that, is start bringing in technology, whether that is Demag technology or PPM technology, we don't know yet.

Changjiang was a large-scale investment? How much?

I am not going to say. I think what is important is that we acquired a 50% ownership and we have agreement to acquire the other 50% when the law permits. We have management control.

The Chinese market is also trending to higher capacity cranes, and this is where they do not have the technology, and we obviously have it with our Demag brand. So we want to get into that market. The Chinese have started to export into markets like Australia, Brazil, and the Middle East. So we will work to develop the export business. I don't think they are ready

to export into the US yet, or to Europe. That's not going to happen in the short term. But our strategy is really to get in front of it to join up with someone to understand the market. One of the other benefits with Changjiang is we can plug into their supply chain. They manufacture their own axles, their own hydraulic cylinders, and they have an established supply chain where we can plug in. In a place like China, where costs are sometimes 70% less than ours, well it's obviously interesting to be there.

What does the future hold for the Terex boom truck line?

Boom trucks, of course this is a North American market only. They are not exported widely – a little bit to the Middle East. But our boom trucks are doing well. We are number two in the market behind National. We transferred that product line to Waverly in 2000 from Kansas. We have developed new products, and we're moving ahead with a strong product – again another tool to have in the product line. We did go through some growing pains when we did the transfer, but we are past that and we have ramped up production. We are also seeing that market go to the higher end, taking away market from the lower capacity truck cranes, up to 35 to 40 tons.

Labor issues have been a problem in Waverly. Will Terex continue to manufacture its products in Waverly? Are labor issues resolved?

We went through a five-week strike last year. It was resolved with a new contract, a much more modern contract that benefits both Terex and our employees. But it is employee based. Morale is now good. Getting past the strike was hard. But we are past it. We will continue to build and keep Waverly. If we could not have come to an agreement, we had to look at other options, and I would say those options were on the table. But once it was resolved, we have invested heavily in Waverly. We have hired close to 80 new people; we have hired new leadership to help us implement our Terex business system and lean manufacturing.

How has Terex addressed backlog problems?

The products with the longest backlogs are our rough terrains and truck cranes. We're getting

to a reasonable delivery time on boom trucks. Crawlers are getting up there. But I think specific to Waverly, we have a big backlog, and we are ramping up as best we can, and I think we have a lot more work to do to catch up on the backlog.

Backlog is a good thing and a bad thing. It gives you a better opportunity to forecast, but our customer base is waiting six to nine months and that's not good either. We need to ramp up and reduce our backlog to a reasonable level. I think three to four months is a reasonable level, a reasonable delivery time. Hopefully by the end of this year we will be at that level. We are having issues with the supply chain and getting all the parts here at the right time.

In terms of the US economy, what do you see in the crystal ball? How long will this boom last?

Well, if I had a crystal ball, I don't think I'd be here working. I'd probably be on the beach in the Cayman Islands. It's not easy to say, but I think the leadership in place takes it seriously. We are planning somewhat for a downturn. Having a strong backlog and the market being strong, I think that 2007 should be a good year for cranes. Beyond that it's difficult to gauge.

We are doing different things, trying stay close to the market to see, what is the general consensus? If our customers slow down on investing, we need to be aware. One thing we have done since the market started picking up is to move up our planning process so that we are ahead of the game. Planning is really the key to understanding when a downturn is going to come, so that we don't have the deep drop-offs we had in the past. But it's a different market today than in the last downturn. This upturn we are all struggling to put more product out. So the boom is somewhat not as big as it could be, so that may be good [in the event of] a downturn.

There are factors in the North American market that may help in a downturn, so that the market doesn't go down as fast as it has in other downturns: the Highway bill, Katrina reconstruction efforts, power generation, and wind energy, maybe even nuclear power. I think if you were trying to look out three to four years, the downturn might be a little less. In 2000, the peak [at Terex] was 1,750 cranes sold and then it dropped off to 700 units in 2003. In the industry as a whole, 5,300 units

were sold in 2000 and then it dropped off to 2,600 in 2003. That's a huge drop off. I don't think we will see that. But we have to stay engaged, adapt to the market, and be better at planning.

What is happening with Terex Peiner? Are new machines being built? Are new products on the horizon?

First, we have transferred the Peiner product to Wilmington. We have started manufacturing complete tower cranes in Wilmington. We made the decision in the middle of last year, but we have had challenges making the transition because the market has upticked so fast we are still manufacturing in Germany and Wilmington. But the goal is that when we can catch up, to manufacture complete Peiner towers in Wilmington. It's going to take us a bit of time.

No we don't have a new Peiner product. We will stick with the three – the 315, 415 and



“ We need to think about new products now, because if we don't, when the downturn comes we'll be suffering. We are bringing out new products. Our 100 ton rough terrain, the RT1100, is the largest RT we have built here. It's a nice project because it was worked on with Waverly and Demag engineering, which was a good partnership. ”

575. We have to consider our biggest tower cranes, Comedil, which is substantially bigger and their technology is more advanced than Peiner. Peiner is a good product and once we get it transferred to Wilmington we will see about developing something together.

Is Comedil really the focus of Terex towers? How has Terex performed in this recent tower crane boom?

Comedil is obviously the focus, being the biggest growth in tower cranes. Comedil is the leader, Number three or Number two in

the total market. In the US, Terex is probably Number one or two. But there aren't any market statistics to know for sure. We are one of the market leaders.

[In terms of performance,] the returns are very good. It's a fairly simple product, steel and electronics. With all these high rises under construction, the market is good. What is interesting is that rental businesses now have them in their fleets. We have seen a lot of investments in the past few months—obviously All Erection, AmQuip, P&J and Maxim. AmQuip just ordered two of the large tonne meter luffing tower cranes from Comedil. We



are very happy to have those in the States. We sold three of them in Las Vegas to a casino. And now with AmQuip, that puts five into the US market.

Any plans for a bigger telescopic crawler, perhaps a Terex-Demag AC 100 upper on an IHI crawler base?

In October, we launched a 40 ton telescopic from Bendini. There are no American buyers yet. We had a 60 ton telescopic crawler we brought into the US in 1997, and it was not successful. Maybe it was too early. We ended up having to sell those machines into Australia where they work in several mine sites to dismantle lattice cranes. There's not a huge market.

What about the crawlers? Anything new being introduced?

We are the market leader in crawlers in product line and in market share. We have the IHI from 50 to 275 tons, then the Demag takes over. Demag goes from 300 tons all the way up to the new model, the 3,000 ton. We just sold one of those in the Middle East. We have a pretty good product line in crawlers worldwide, not only in North America. The Demag is selling well in the higher capacities.

Where is Terex in the realm of product development? What's on tap for new models for the North American market?

We need to think about new products now, because if we don't, when the downturn comes we'll be suffering. We are bringing out new products. Our 100 ton rough terrain, the RT1100, is the largest RT we have built here. It's a nice project because it was worked on with Waverly and Demag engineering, which was a good partnership. The boom is from Demag and everything else was designed in Waverly. We have the first prototype going through right now and we will have it in production by the end of the year.

What do you like best about your job?

I like dealing with customers. I like to travel, and having 10 manufacturing locations isn't an easy thing to manage—you have to like to travel. I like having the ability to experience different cultures, I speak five languages. I like to engage with people. I like doing this job and Terex is a good company to work for. I've grown up with the company and we still have high aspirations. We are not there yet, but I think we are in a good position. It's definitely a good time to be in the crane business.

How would you describe your management style?

I guess you'd have to ask my team. I think I'm hands on. I learn by doing. I like to spend time in the factory with the employees. I think it's a good way to get feedback, good or bad. Managing the basics is one of the keys; it's what I do well. I expect my leadership team to have the right ethics. I think I am flexible. I don't always have the right ideas, and I think allowing people to come up with their own ideas is the right thing. I like to say that we are all smarter than one of us. I like input, feedback.

If there's a problem, come to me with it, but come to me with at least two solutions. It's always easy to bring the problem to a boss. I want to hear the solutions. And last but not least, and it should be first, is to put the customer first. I ask our team to put the customer first as best they can. We are trying harder at Terex to put the customer first. Our customers are our most important asset.

What do you do in your leisure time?

I like to spend as much time with my family as I can. I think traveling as much as I do, quality time is very important. I give my wife [and family] merit for putting up with my travels. I try to spend any extra time with them. And for those who know me, they know I like sports cars. I own a few. **act**

Lift and twirl

Gracefully and with skilled precision, the job required expert lifting and twirling. No, we're not talking about an Olympic ice dancing routine. Rather, the task was to very carefully and precisely load a single piece, mega-ton shipment into a massive Ukrainian aircraft. The plane was not just any old cargo jet, rather it was an Antonov AN 124-100, one of the largest commercial cargo carrying aircraft in the world today.

The plane would be used to transport the first of three weighty gas turbines that were built at the Rolls-Royce Energy Systems, Inc. factory in Mount Vernon, OH. The final destination for the turbines was Utapao, Thailand.

Capital City Crane Rental of Columbus, OH, supplied the operators and cranes used for the job. The machines selected for the project were a Link-Belt HTC-8690 and an HTC-867OLB. The HTC-8690, with a 140 foot main boom, and the HTC-867OLB, with a 127 foot main boom, were dispatched to the Rickenbacker International Airfield in Columbus for the beginning of the odyssey.

In position

After being set up and appropriately rigged, the cranes were positioned so that they could offload the 53 ton gas turbine package from

It was a matter of tons and inches for this high profile haul, lift, rotate, load and transport project. Photojournalists **Dan and Gini McKain** report



its specialized transporter, turn it 90 degrees while holding it in the air, and then lower it onto the specially designed conveyor leading into the waiting AN 124-100's cargo deck.

The two most important factors in loading the gas turbine on the plane were in moving the load from the transporter to the

Rented from Capital City Crane Rental of Columbus, OH, the two cranes used for the lifts were Link-Belts, an HTC-8690 and an HTC-867OLB

Two Link-Belt hydraulic truck cranes were used in tandem to load a single piece mega-ton shipment into the Ukrainian-built Antonov AN 124-100 heavy lift cargo aircraft



UK Ltd, the owner and operator of the aircraft. Proper load weight and balance in the aircraft was also critical for safe flight.

Capital City owner and president Chet Gibson was on hand to watch the project unfold, encouraging his operators before they attempted the monumental task. The lift and load was designed so that Larry Cains would operate the new 90 ton capacity HTC-8690, lifting the heavier part of the turbine load of 67,000 pounds at a 27 foot radius. The boom angle was generally 60 degrees with a 64 foot boom extension.

The biggest issues were the extreme weight of the load and the close tolerances to fit it into the aircraft



conveyor and then from that point into the aircraft, according to Gerald Hess, PFF, executive vice president and onsite project manager for Albacore Shipping, based in Toronto. Hess says the logistics and precise planning of this international transport were quite involved, to say the least.

The biggest issue was the extreme weight of the load and the exceptionally close tolerances to fit it into the aircraft, according to Vladimir Vysheirsky, project load manager for Volga-Dnepr



Pat McMahon, who operated the 70 ton capacity HTC-8670LB, lifted the lighter end with a load of 33,900 pounds at a 26 foot radius. Once they lifted the load it had to be "twirled" 90 degrees in the air to fit on the specially designed conveyor system. After the turn, the crane's boom angle was about 69 degrees with a 60 foot boom extension. All went as planned and the giant aircraft left Columbus on schedule.

Getting the 53 ton turbine from the Rolls Royce factory in



The 53 ton turbine measured 14 feet high by 14 feet wide



Diamond Heavy Haul, Inc. of Shandon, OH transported the turbine from the Rolls Royce plant in Mount Vernon, OH to the airport, using a Peterbilt tractor and 2005 Diamond-built, 118 foot long, 11-axle 42-tire perimeter frame trailer



Mount Vernon to the Columbus airport about 100 miles away was a challenging transport as well. Using a series of gantries, the turbine was loaded from the factory floor to the heavy haul transporter by Consolidated Machinery Movers. Diamond Heavy Haul of Shandon, OH used a combination Peterbilt tractor and Diamond trailer to haul the turbine to the airport.

To make the four-hour trip, the company used a 2005 Diamond-built, 118 foot long, 11-axle 42-tire perimeter frame trailer, according to Diamond's operations manager Rick de Remer. The steerable trailer is designed with hydraulic lifts, which enables the load to be dropped down to stay within the state-mandated 15 foot 6 inch height limit. The trailer is expandable to accommodate loads

up to 16 feet wide. The turbine was 14 feet high by 14 feet wide. The gross weight, including the turbine, was scaled and permitted for 200,000 pounds.

Hectic haul

Diamond got clearances to make the haul with a daylight, over-the-road permit from the Ohio Department of Transportation. Only a very short section of the journey involved interstate highways. The main challenge, according to de Remer, was a major railroad crossing on Route 310 that had to be closely coordinated with the railroad. Special flagmen were required to be on hand during the crossing. Two state police patrols from Mt. Gilead, OH and two private

escort vehicles were also involved in the transport.

Gibson founded Capital Crane Rental in 1993 after buying the crane division of George Igel Co., where he had worked for 30 years. Most of Igel's operators stayed with Gibson and his new company, which today has 50 cranes in its rental fleet ranging in capacity from 8.5 to 550 tons.

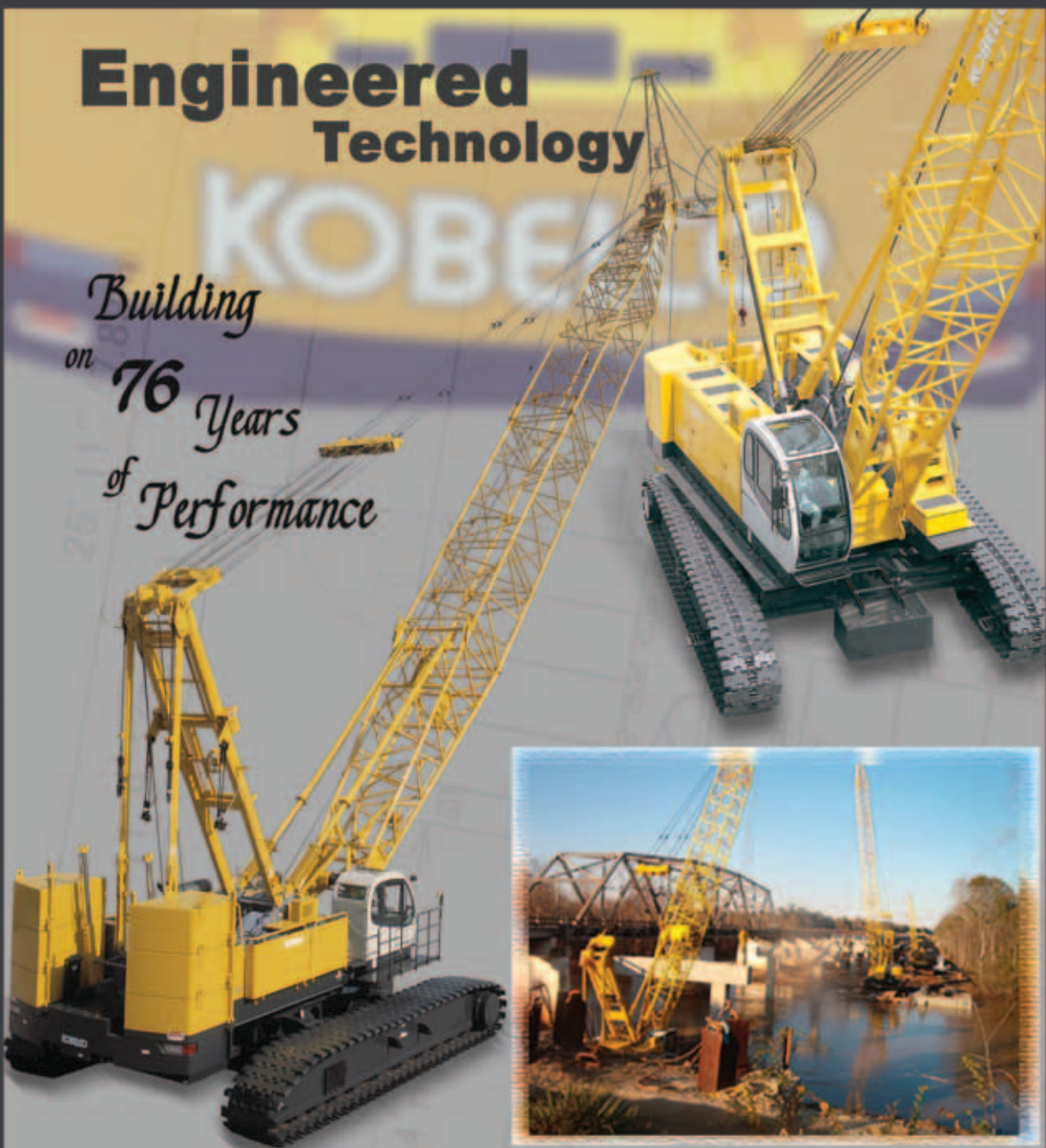
Operators Cains and McMahon are long-time employees of Igel and Capital City with more than 48 years of experience between them. Cains' father and grandfather worked for Gibson, as well. Gibson said it was the dedication and experience of Cain and McMahon that made them the ideal operators for such a complicated lift.

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Chinese manufacturer Zen Hua Port Machinery Co. uses a specially designed ship to transport the container cranes fully erected. Four of these five cranes work at the Port of Seattle; one was taken further south to the Port of Portland

Competition among the nation's ports for cargo is intense. Seaport authorities throughout the US have learned that for the most part, the ports with the most container cranes are the ports with the most traffic, and hence, the most revenues. ACT reports

Container mania

It must have been quite a sight, a huge ocean-going vessel rounding the bend and slowly steaming through the scenic Puget Sound, making its way to a berth at Terminal 18 where its cargo would be unloaded, ultimately, to unload cargo. What made the specially designed ship such a dramatic sight to behold were the huge, bright white 242-foot high

container cranes standing upright and fully assembled on the vessel's deck.

Manufactured by Zen Hua Port Machinery Co., based near Shanghai, China, the cranes had been on order for more than a year, and officials with SSA Terminal were excited that they

had finally arrived. SSA operates Terminal 18, which it leases from the Port of Seattle. The cranes cost in the ball park of

\$7 million a piece, a significant private investment, but they will likely yield a quick return, according to terminal manager Lee MacGregor.

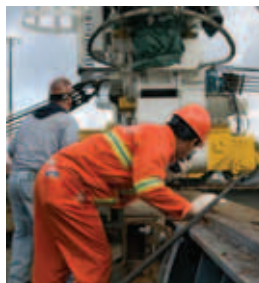
"We already have six container cranes at this terminal [owned by the Port] and with the four new ones, we now have 10," he says. "We're hoping to have them operational by the first of August."

Because the cranes are shipped from the factory already erected, getting this type of crane operational usually doesn't take this long, MacGregor says. "We are close to having them operational. We had some permitting issues, and we were slowed down on the electrical side. The good thing is they are already erected. We just rolled them off the ship all in one piece."

Using a pair of two-wheeled bogies attached at each of the bottom corners of the cranes,



ABOVE: At the Port of Seattle Terminal 18, the new container cranes are owned by SSA Terminals, which leases Terminal 18 from the port authority



LEFT: Crews work to unload the cranes onto the dock. An all-terrain crane and a lattice boom truck crane were needed to help release the cranes from the vessel



At the Terminal 18 berth, crews prepare to roll the new container cranes off the transport vessel

Photos courtesy of Ben Wilson, Port of Seattle



The United States is served by more than 360 commercial ports that provide approximately 3,200 cargo and passenger handling facilities, according to the US Coast Guard. Depending on the individual port facilities, US ports accommodate a range of vessels, including recreational watercraft to barges, ferries, ocean-going cargo and passenger ships. Governance of US ports is a function of various state and local public entities, such as port authorities, port navigation districts and municipal port departments. There are 126 public seaport agencies along the Atlantic, Pacific, Gulf and Great Lakes coasts, as well as in Alaska, Hawaii, Puerto Rico, Guam, and the US Virgin Islands. Many of these seaport agencies are governed by an elected and/or appointed body, such as a port commission.

Public ports generate local and regional economic growth, including job creation. Commercial port activities provide employment for more than 1.1 million Americans, while another more than 3.8 million are employed in export/import and support industries. Port activity through waterborne commerce contributed \$729 billion to US international trade, and personal income of \$44 billion. Port activities in 2002 accounted for \$16.1 billion in federal, state and local tax revenues. (Source: Martin Associates, Lancaster, PA)

Major US port issues:

- Expanding sources for port development financing and revenues, including for seaport security measures.
- Balancing environmental regulation and economic development.
- Providing waterside port access through dredging and dredged material disposal.
- Securing resources for intermodal landside access to ports.
- Using transportation trust funds for infrastructure development, not deficit reduction.
- Enhancing free and fair trade worldwide.

North American Container Traffic 2005 (Port Rankings by TEUs)

2005 Rank	Port (State/Province)	Country	2005	2004	Absolute Change	Percent Change	2004 Rank
1	Los Angeles (CA)	United States	7,484,824	7,321,440	163,384	2.2%	1
2	Long Beach (CA)	United States	6,798,818	6,779,852	18,966	0.3%	2
3	New York/New Jersey	United States	4,792,822	4,476,480	316,342	7.1%	3
4	Oakland (CA)	United States	3,271,828	3,043,122	228,706	7.5%	4
5	Seattle (WA)	United States	2,887,828	1,776,898	1,110,930	62.6%	5
6	Tacoma (CA)	United States	2,066,447	1,797,560	268,887	15.0%	7
7	Charleston (SC)	United States	1,988,686	1,863,917	124,769	6.7%	8
8	Hampton Roads (VA)	United States	1,881,885	1,808,933	72,952	4.0%	9
9	Savannah (GA)	United States	1,801,620	1,662,021	139,599	8.4%	10
10	Vancouver (BC)	Canada	1,787,379	1,664,906	122,473	7.3%	6

Source: American Association of Port Authorities,

<http://www.aapa-ports.org/industryinfo/portfact.htm>

the machines are slowly rolled off the ship. Each crane has a total of eight bogies, which roll on a system of temporary rails from the ship onto the dock. Winches are rigged to pull the cranes off the ship. The winching systems use a pair of 70 ton water tanks as counterweights, or "deadmen." Once the crane is on the dock, its permanent wheels are properly positioned above the crane rails on the pier, and the bogies lower the cranes into place. According to a Port of Seattle fact sheet, the entire operation is coordinated with tidal changes, and the ship must be ballasted to remain level as the weight of the cranes shifts from the ship to the pier.

Once the cranes are set in their respective places, beams

are installed to secure them in place. The electric cranes can run day and night. When they are working, the cranes measure about 242 feet high, but with the boom up, when they are not working they reach to 386 feet. Outreach is 203 feet, or all the way across a typical container ship that is 23 containers wide. These new container cranes can reach 85 feet further, or 10 containers wider, than previous models. The cranes weigh approximately 1,200 tons a piece, and lift 65 tons.

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- Fischer Crane Co., markets Amco Veba (produced in Italy)
- Iowa Mold Tooling Co., IMT brand (based in Garner, IA)
- Manitowoc Crane Group, National Crane (based in Shady Grove, PA)
- North American Lifting Equipment, markets Effer Cranes (produced in Italy)
- Palfinger North America, (produced in Austria)
- Terex Atlas (produced in Germany)

The major selling point of an articulated crane is roadability and payload storage – the ability to pick up the load, deliver the load to the job site, and place it with no need for extra equipment or additional vehicles. (Pictured right and below) Hiab recently added two new models to its XS product line, the XS 377 and the XS 111



Catching on

At long last the articulating crane is catching on in North America with a gamut of manufacturers competing for customers who are looking for flexible lift and haul solutions. **ACT** reports

Serving customers in the electric utilities, telecommunications, government agency, construction contractors and tree care sectors, Utility Truck Equipment of Circleville, OH sells and services the Manitowoc National brand articulating cranes



Articulating crane manufacturers are increasingly optimistic about the long-term prospects for their products in North America. After a decade of dedicated efforts to obtain just a sliver of the American lifting pie, makers of articulating cranes, also known as knuckle boom cranes, are tasting success as customers have begun to see the material handling attributes of these highly engineered, easy-to-operate truck-mounted cranes.

Iowa Mold Tool builds among the most recognizable brand of knuckle boom cranes, mainly because their product line is built in the US in Garner, IA. Jim Darr, product specialist for material-handling systems at IMT, says that the major markets for IMT articulating cranes include “everything from wallboard companies to brick and concrete block companies, including utility companies, railroad construction, mining companies,



equipment dealers, and anyone else who doesn't have large height requirements on the jobsite."

Darr says IMT is steadily developing customer loyalty and has strong brand identification. "Our product line is definitely increasing in the North American market, and we mostly attribute this to our constantly improving product line as well as a growing acceptance of knuckle boom cranes in North America," he says.

Darr says IMT offers excellent product availability, a plus due to growing backlogs for boom trucks and similar capacity telescopic cranes. IMT and its competitors are continuing to introduce articulating cranes with longer reaches and greater capacities than ever before.

Fischer Crane Company based in Bolingbrook, IL, is a major player in the distribution of articulated truck cranes in the US, selling the Amco Veba line of articulated cranes, which are manufactured in Italy. Michael Fischer, president, says that his major markets include wholesale roofing and plumbing supply, as well as concrete form handling and cemetery monument installers. Other industries that regularly purchase knuckle boom cranes include precast concrete manufacturers and stone fabricators, including building stone and counter top suppliers, he says.

Fischer thinks that his company's growth is due to better acceptance of knuckle booms and also from being able to



IMT has added two truck-mounted articulating cranes to its existing line, the 42/380 series and the 72/516 series, both with eight hydraulic extensions



The essential differences between a telescopic crane and an articulating crane is height capacity and payload transportation ability

offer a quality product with strong customer support. "We see ongoing acceptance of the knuckle boom as the solution to a wide variety of material handling problems," he says. "Years ago, many more prospects had to be educated as to the ability of knuckle booms to solve their material handling concerns. Most often now when a knuckle boom is offered, the client is familiar with the use of this equipment even if it is not their application."



Among the hottest markets for articulating cranes is homebuilding where the cranes are ideal for hauling, lifting and placing building materials at the job site. Fischer Crane Co. is a major player in the distribution of articulated truck cranes in the US, selling the Italy-made Amco Veba line

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Last spring Palfinger introduced its PK 25001 EL developed to meet the needs of roofing contractors. Combining long outreach with high working speed, it is also suited to foundation construction work and the erection of prefabricated houses

New designs and technologies have given articulating cranes an edge against competitors, as well, Fischer says. "The development of hexagonal boom technology allows a greater number of boom extensions to provide clients with longer and longer reaches," he explains. "This is the design element that all clients appreciate. With the additional extensions have come a variety of solutions to speed up the extension and retraction of the sections to improve work cycle times dramatically."

Knuckle boom cranes are designed to lift in horizontal plane, which distinguishes their capabilities from telescopic cranes, Fischer says. "If a telescoping crane needs to hit the same spot with a significant load capacity it must be operated at an increased boom angle, necessitating a longer heavier boom," he says.

Many of the newer models of knuckle boom cranes are "double jointed" and can bend a few degrees back on themselves, a nice option for placing loads through an opening, such as a window or doorway, where the second section of the boom can be raised 'backwards', by up to about 15 degrees, in relation to the first section.

Tim Arkilander, product manager for Finland-based Hiab Company, says the strongest markets for his company's product line include drywall, roofing, and concrete contractors. However, most Hiab cranes in North America are being used for the delivery and placement of materials used by home builders, he says.

Arkilander agrees that the market for knuckle boom cranes is increasing in the US, but not at huge rates relative to other indicators, (as they relate to building materials). "Over the last 10 years the market has ranged from 1,600 to 2,200 units if you include drywall cranes, but not including forestry," he says. "Hiab has grown, (doubled in four years) but that is [due to] a combination of capturing market growth and market share."

Arkilander contends that Hiab cranes have a technological edge in the market, but for the most part, "the edge for articulating cranes over other methods is not coming from technology," he says, "it is just concept selling – getting the word out."

Safety attributes

The main obstacle in selling American customers on articulated cranes is competition, and that doesn't necessarily mean from other articulating crane brands. There are many different material handling solutions in the US, many that have been around longer and have greater acceptance than articulating cranes. But that is changing as these manufacturers persevere in North America.

Essentially, the primary competition for sales of knuckle boom cranes are boom trucks and piggyback forklifts, neither of which are very popular in Europe. Europe embraced the knuckle boom crane long before the US. Even though articulating cranes first showed up in the US in 1960, they were slow to catch on. The good news for those marketing knuckle boom cranes in North America is that growth is expected to continue due to the health of the economy and the emergence of a variety of new markets, Darr says.



Manufactured in Italy, Effer Cranes are selling well in the US, with Scott Powerline recently signing on as a distributor

Changes in state and federal regulations related to operator certification are also helping stimulate sales of smaller articulating cranes. Stiffer laws are mandating operator training and/or certification for the operation of cranes with more than 25 feet of reach or more than 15,000 pounds of lift. Knuckle boom cranes are known to be operator friendly and safe, giving more customers reason to look again at their attributes.

Darr at IMT says: "Some of the attributes of IMT articulating cranes that have recently attracted customers include the safety overload systems such as the Rated Capacity Limitation (RCL) system, better and more dependable controls (i.e. fully proportional radio controls), better lift-to-weight ratios, and the fact that they have more reach, more capacity and the ability to haul more payload."

Safety, technology and productivity are driving sales of knuckle boom cranes, according to Charles Letford, Crane Product Manager for Palfinger North America. "We are finding customers are interested in radio remote control options [available on articulating cranes.] Customers are also wanting a greater strength to weight ratio, and they are demanding higher output and with manual labor this is not possible."

While articulating cranes most often do not have the reach capabilities that telescopic cranes have, they're typically used on job sites where vertical reach is not a major concern. However, new designs and technologies have significantly extended the capacities of articulating cranes. In the past, the rule of thumb was that if the reach requirement exceeded 25 feet, the task would be relegated to a telescopic crane. Not so today.

"People aren't aware that articulating cranes come with the reach they do today," Darr says. "They're used to the idea that if they want something with an 80-foot reach, they're going to have to use a telescopic crane, and they don't realize that articulating cranes have that kind of reach these days."

Suffice it to say that prospective customers of articulating cranes are hearing a lot about these machines, mainly due to the number of companies that are marketing them in North America. While there is room for growth in the market, the competition for the sale is intense, giving the buyer a great advantage – buying power.

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A salute to **Norman Y. Mineta**, who recently stepped down as
US Secretary of Transportation

Serving with distinction

For those who worry that the governance of America has become bogged down in bitter partisan politics, the example of Norman Y. Mineta offers considerable hope. When he stepped down as Secretary of Transportation on July 7, he had served longer than any of his 13 predecessors.

Mineta was one of last three original Bush cabinet members. He also served as Secretary of Commerce during the Clinton administration, becoming the first person to switch directly from a Democratic to a Republican cabinet.

"Since our first conversation in Austin on January 2, 2001, up until and including this very day, you have treated me – a Democrat – with great respect and courtesy," wrote Mineta in his letter of resignation. "Over the past five and half years, I would like to think that you and I have demonstrated, even in a small way, that different political affiliations do not have to translate into opposing views on the value of public policy issues or the nobility of public service."

In accepting the resignation, President Bush noted that Mineta had served America with integrity, dedication and distinction. "Norm is an inspiration to all of us and has earned the admiration of a grateful nation," said the President.

My admiration runs particularly deep. While employed by the American Trucking Associations, I met Mineta several years ago and worked directly with him on a few occasions. He spoke for me at a transportation coalition meeting and demonstrated nothing less than total commitment and sound judgment.

My experience with him was by no means unique. He has always been 100 percent committed to advancing the United States agenda, whether the issues involved transportation or other important matters.

His remarkable career as a public servant dates back almost 40 years, when he served as a member of the City Council in San Jose California for four years before moving up to become the first Asian Pacific American mayor of a major US city. As mayor, he favored greater control of transportation decisions by local government.

From 1975 to 1995, he was a member of US House of Representatives, representing the

heart of California's Silicon Valley. He quickly gained a reputation for consensus building among his colleagues and for forging public-private partnerships.

Nobody was better equipped to champion the Civil Liberties Act of 1988, which officially apologized for and redressed the injustices endured by Japanese Americans during World War II. He and his family were among the 120,000 Americans of Japanese ancestry forced from their homes and into internment camps during the war.

Mineta was also chairman of the House Public Works and Transportation Committee between 1992 and 1994. During his career in Congress, he often called for increases in investment for transportation infrastructure.

As Secretary of Transportation, he oversaw an agency with almost 60,000 employees and a \$61.6 billion budget. Too often in major government organizations, top officials sit back and let bureaucracy get in the way of progress. Mineta never let that happen.

He played a major role in all three of the surface transportation authorization acts (ISTEA, TEA-21, and SAFETEA-LU). During his watch, America achieved the lowest vehicle fatality rate, the highest safety belt usage rate, and the lowest rail fatality level. His recently announced plan to seriously reduce congestion nationally stands to "improve the quality of life for all Americans while keeping our economy strong."

Several of his proudest moments came after some of our nation's most horrible days. After the terrorist attacks of September 11, 2001 and Hurricane Katrina last year, he worked to keep our nation moving.

With such an admirable record, most 74-year-old men would be content to retire. However, Mineta has signed on as vice chairman of public relations giant Hill and Knowlton. We at SC&RA wish him the best in his future endeavors.

Joel Dandrea, executive vice president

The United States' 46,876-mile system of interstate highways celebrates its 50th birthday this year.

Terry White reports

Golden days

The Interstate Highway System, sometimes called the greatest public works project in history, turned 50 on June 29. Without a formal ceremony, official statement or celebratory photo, President Dwight D. Eisenhower approved the Federal-Aid Highway Act in 1956, providing the impetus for establishment of the Interstate Highway System.

The bill was among a stack he signed his last day at Walter Reed Army Medical Center after surgery on June 7. Despite the lack of fanfare, Eisenhower probably put as much of himself into that bill as any he ever signed, and he considered it one of his most significant achievements as President.

He first truly understood the country's need for better roads as a young Lieutenant Colonel in 1919, when he participated in the U.S. Army's first transcontinental convoy. That two-month journey from Washington, D.C. to San Francisco, CA included military personnel, road advocates and members of the press.

His travels on Germany's Reichsautobahnen network of rural superhighways during and after World War II left a lasting impression. "The old convoy had started me thinking about good, two-lane highways, but Germany had made me see the wisdom of broader ribbons across the land," he said.

Although President Eisenhower's strong support led to the enactment of legislation that made the interstate system a reality, the concept dated back to studies in the late 1930s and early 1940s. Indeed, the Federal-Aid Highway Act of 1944 authorized a 40,000-mile "National System of Interstate Highways." Routes were designated in 1947 and 1955, but the absence of a federal financial commitment stymied progress.

Highway Trust Fund

The dilemma of paying for this extensive system was resolved with the decision to use the Social Security Trust Fund as a model for the Highway Trust Fund. Revenue from taxes on highway user products would be credited to the highway fund for use exclusively on the interstate system and other Federal-aid highway and bridge projects.

Eisenhower also recognized early on that, to be successful, the interstate system would require each level of government – federal, state, county, and municipal – to contribute to upgrading the nation's entire road network over 10 years.

The goal was "a properly

TERRY WHITE is president of T&S White Company, a writing, editing and graphic design firm in Burke, Virginia. He has written for organizations that include: Brick Institute of America; Finishing Contractors Association; Ironworker-Management Progressive Action Cooperative Trust; National Erectors Association; and US Chamber of Commerce. His relationship with SC&RA dates back to 1991.



articulated system that solves the problems of speed, safe, transcontinental travel." The benefits would be improved safety, reduced traffic jams, less traffic-related litigation, increased economic efficiency, and elimination of "the appalling inadequacies to meet the demands of catastrophe or defense should an atomic war come."

Today, the system, officially named in 1990 the Dwight D. Eisenhower National System of Interstate and Defense Highways, has become part of the American way of life. Although the 46,876-mile system represents only about 3% of the nation's total road mileage, it carries more than 24% of the nation's roadway traffic. It includes about 15,000 interchanges, more than 55,500 bridges and 82 tunnels.

"While SC&RA is pleased to participate in the celebration of our Interstate Highway System's 50th anniversary, we also welcome the opportunity to re-examine whether it continues to yield its intended benefits – and whether these benefits are likely to erode in the future without significant improvements," said SC&RA executive vice president Joel Dandrea. "Evidence clearly indicates that our nation has outgrown the system as envisioned by President Eisenhower."

According to TRIP, a national nonprofit transportation research group:

- Travel on the nation's interstate highways is increasing at a rate eight times faster than additional miles are being added.
- Over 40% of the urban interstates and 10% of the rural interstates are considered congested.
- About 17% of interstate pavements are in poor or mediocre condition.
- The estimated spending on interstate repairs and improvements in 2006 is 82% of the level needed to maintain current physical conditions on highways and bridges and maintain traffic congestion at its current level.
- The estimated spending on interstate repairs and improvements in 2006 is about



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- The interstate system carries 40.3% of single and combination-unit truck travel on all public roads in the United States.
- The interstate system carries about 721,381,000,000 vehicle miles traveled (VMT) a year. About 91,296,000,000 VMT are by heavy single-unit and combination trucks.
- Out of nearly four million miles of public roads in the United States, a total of about 96,712 miles is eligible for Federal-aid highway funds. The interstate system totals 4.8% of mileage eligible for federal aid.
- Only two interstates end at international borders at both termini (Canada and Mexico): I-5 and I-35.
- Texas has more interstate miles than any state – 3,233 miles.
- The average daily traffic on all interstate bridges is 1.9 billion vehicles a day. This total includes 244.8 million trucks.
- The biggest interstate year was 1967, when the states opened 3,354.20 miles. Counting turnpikes (2,303.30 miles) incorporated into the interstate system, a total of 25,641.90 miles had been opened by the end of the year.
- How you refer to interstates says something about you. If you refer to an interstate as, for example, “the 5” or “the 10,” you are from, or lived many years, in the west. If you refer to I-95 or “95,” you probably have spent some time in the east.
- The average age of all interstate bridges is 36 years.
- From 1957 through 2004, vehicles on the interstate system traveled 15.8 trillion miles.
- It is not true that one-in-five miles of the interstate system must be straight so airplanes can land. This widespread myth has no basis in law, regulation, design manual, or fact. Airplanes occasionally land on interstates, not because the interstates are designed for that purpose, but because no alternative is available in an emergency.
- The longest interstate highway is I-90, stretching 3,085 miles from Boston, Massachusetts, to Seattle, Washington.
- If an interstate highway has a one- or two-digit even number, such as I-40, a motorist can tell it is predominantly an east-west highway. One- and two-digit odd numbers, such as I-15, are reserved for north-south routes. Parts of long-distance multi-State roads may have a different cardinal orientation, but the number is based on the termini (i.e., end points). For example, I-94 between Chicago and Milwaukee, is a north-south route, but this segment is part of an east-west route between Port Huron, Michigan, and Billings, Montana. As a result, the route carries an even number.

half the level needed to make significant improvements in the physical condition of interstate bridges and highways and to reduce current interstate traffic congestion levels.

To help promote infrastructure improvements, SC&RA participates in ongoing programs with organizations such as the American Trucking Associations, Americans for Transportation Mobility, the U.S. Chambers of Commerce, the Commercial Vehicle Safety Alliance, and the American Association of State Highway and Transportation Officials. SC&RA also conducts the Annual Specialized Transportation Symposium, which gives members an outstanding opportunity to exchange information with state, regional and federal transportation officials concerning ways to make cost-effective improvements to the nation's most critical transportation link.

“A healthy interstate highway system is vital to all of our members,” said Dandrea. “It has provided tremendous safety, time and economic benefits for our Transportation Group members. Beyond that, the Crane & Rigging Group, the Allied Industries Group and the Transportation Group have all played a major role in the building and maintenance of the interstates. We will never stop advocating continued infrastructure enhancements.”

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Welding fume litigation appears

to be the next trend in mass tort litigation.

Timothy Hillegonds

reports

All across America one can see the products yielded from welding – from the jaw-dropping skyscrapers of the country's cities, to the dairy farms of the rural Midwest, to the ports that service all our exports and imports.

The welding industry, with its gross worldwide sales of US manufactured welding rods estimated to be \$5 billion, is the very definition of "big business." Since the dawn of modern welding in the mid-1800s, it has been the essential vocation for many hard working, blue collar families. Over the last century, welding has played an integral part in the construction of such architectural and cultural wonders as San Francisco's Golden Gate Bridge, Chicago's "Cloud Gate" (better known as the "The Chicago Bean") and Sears Tower, and even the once revered World Trade Center in New York City. Yet on a more day to day level, welding plays a key role in the mining, oil and gas extraction, primary metals, and electrical and electronic equipment industries. It is estimated that welding is the primary occupation of some 700,000 to 800,000 men and women.

Welding and health

As far back as 1837, medical studies suspected that manganese, a metal in welding rods, is a contributory culprit of symptoms of Parkinsonism. Parkinsonism,



Sparks flying

a medical umbrella term that encompasses such progressively worsening and irreversible neurodegenerative diseases as Parkinson's disease, Idiopathic (meaning the cause has not yet been established) and Manganism, a variation of Parkinson's, all of which are believed by physicians to be unique to welders. This and allegations that welders have been kept in the dark about the medical correlation between the inhalation of manganese particles in welding rod fumes and Parkinsonism, has prompted the plaintiff's bar into seeing welding fume litigation as the next trend in mass tort litigation.

Lincoln Electric Company, the leading US manufacturer of welding rods, accompanied by Fortune 500 industrial titans General Electric, Westinghouse, Union Carbide, among many others, appears to be in the crosshairs of an overtly aggressive plaintiff's bar. With immeasurably deep pockets, as well as the plaintiff's belief

that manufacturers did little or nothing to inform welders of the potential dangers in using their products, has prompted a barrage of lawsuits reminiscent of asbestos lawsuits.

The crux of the plaintiff's case against welding rod manufacturers stems from readily available medical evidence in the form of scientific studies documenting that:

- 1 manganese is toxic to the central nervous system in levels that exceed the trace amounts normally found in the human body
- 2 toxicity of manganese can cause progressive, disabling neurological damage known as Parkinsonism
- 3 welders are susceptible to Parkinsonism because of their inhalation of welding rod fumes which contain manganese particles.

Plaintiff's bar alleges that despite this knowledge, the aforementioned manufacturers and/or employers, failed to do the

one or all of the following:

- provide adequate and timely warnings in the form of precautionary labels that warned users that the products emitted potentially harmful fumes when ignited,
- provide adequate and timely instruction to users about ventilation, safety equipment, or other precautionary measures,
- properly test or investigate the health hazards associated with the use of the product,
- redesign the welding rod product to protect the user from exposure to the harmful fumes.

With the number of cases steadily rising as this new theory of toxic tort liability gains momentum, an obvious question to be raised is this: Why did manufacturers allow manganese to continue to be used in the mass production of welding rods?

The answer is simple: manganese is essential to the welding of metals and alloys. Despite years of trying, scientists and research analysts have failed to find a substitute for manganese. The gray-white metal, which resembles iron, is extremely hard and brittle and, in addition to making the weld fast, it prevents it from cracking. In layman terms, there just is not another substance that can do what manganese can do.

ff Although thus far the target defendants in welding fume litigation have been the behemoth companies manufacturing welding rods, it is inevitable that in the future contractors who have employed welders will be susceptible to the same types of claims against them **”**



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

As a general rule of toxic tort law, whenever the manufacturer of a potentially dangerous product places that product in the stream of commerce, even though it is properly made, it is incumbent upon the manufacturer to warn potential users of the product of any dangers and hazards implicit in the use of that product. If the manufacturers of welding rods either knew of, or should have had knowledge of, any potentially perilous effects from the use of their products, they were bound by law to make this known by precautionary warning labels or accompanying literature.

According to recent empirical data, welding has been commonly regarded as the most hazardous occupation in the US. On a daily basis, welders are susceptible to such hazards as noxious gases, metal particulates, manganese particulates, sparks, fire, molten metals, extreme heat, electrical energy, ultraviolet rays, infrared rays, noise and vibration. Partly because of this and partly because

of the deep pockets of the product manufacturers, it seems that plaintiff's bar is loath to give up its fight to cash in at the expense of the welding industry.

Litigation begins

By May 2003, plaintiff counsel had been hired across the country, and several hundred welding fume cases were pending in US District Courts. Issues regarding judicial economy and efficiency were raised, and plaintiff's counsel in these pending federal cases filed a motion before the Judicial Panel for Multi-district Litigation (MDL). The purpose, although perceptibly following a "strength in numbers" mentality, was "to

permit the centralization in one district of all pretrial proceedings in civil actions involving one or more common questions of fact pending in different districts," and "to eliminate potential conflicting ruling by coordinate district and appellate judges."

On June 23, 2003 the MDL panel in Washington, D.C. ordered all welding fume cases pending in the US District Courts transferred and consolidated for pretrial and trial resolution in the United States District Court for the Northern District of Ohio (Cleveland) before the Honorable Kathleen McDonald O'Malley under the demarcation MDL-1535 Welding Rod litigation. On October 29, 2003 in Madison County, IL, in the landmark case of *Elam versus A.O. Smith Co, et al.*, a jury delivered a riveting verdict of \$1 million in favor of a career welder who claimed and later proved at trial that he suffered Parkinsonism symptoms because he breathed in manganese particulates from defendants' welding rods. The case verdict caused an immediate increase

in welding fume lawsuits being filed throughout district courts in the US. Virtually all of these cases were consolidated in the MDL-1535 class action, and now there are more than 3,600 actions pending before Judge O'Malley.

The Elam case confirmed what many industry experts speculated for years: the welding industry is the target, and manganese-related lawsuits are the weapons of mass destruction. A relentless plaintiff's bar has realized that the pool of asbestos plaintiffs is running dry and sees the welding industry as the vehicle to a monumental payday. Although the target defendants in this litigation have been the behemoth companies manufacturing welding rods, it is inevitable that contractors who have employed welders will be susceptible to the same types of claims against them.

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EDITOR'S NOTE: See the September issue of ACT for the second part of this column on protection and mitigation of welding fume litigation.



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Thomas joins MCG, Lanning promoted

Theodore (Ted) Thomas has joined Manitowoc Crane Care as director of customer service for Manitowoc cranes for the Americas region. As part of the



Ted Thomas

customer service management team, Thomas is responsible for directing all customer support activities for the lattice-boom product line. He is based at the Crane Care call center in Manitowoc, WI.

Thomas has a background in aftermarket operations and product management. Prior to MCG he held senior positions at Metso Minerals, including vice president of aftermarket operations across North and Central America. Thomas has a BS degree in mining engineering from Michigan Technological University and is a registered professional engineer.



John Lanning

John Lanning has been appointed MCG director of advanced engineering and products. He is now responsible for advanced engineering for the Americas. With more than 20 years at Manitowoc, Lanning is a seasoned engineer and executive, having held positions that include project engineer, chief engineer, and director of engineering. He became senior vice president of applications engineering in October 2000, before becoming director of customer support for Manitowoc Crane Care in January 2005.

Lanning earned his BS degree in Agricultural Engineering from Iowa State University in Ames, IA.

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NACB offers fall safety classes

The North American Crane Bureau announces the following schedule for training classes this fall.

Overhead Crane Train The Trainer classes will be held September 25-26 in Long Beach, CA and October 16-20 in Orlando, FL. Overhead Crane Inspector Training classes will be held September 19-22 in Long Beach and October 3-6 in Baltimore, MD and October 10-13 in Orlando.

Mobile Crane Operator classes will be held October 9-13 in Long Beach and November 7-10 in Las Vegas. Mobile Crane Inspector Training classes will be held October 2-6 in Orlando, October 16-20 in Long Beach and November 28-December 1 in Chicago, IL.

For more information please contact Jason at NACB on 1-800-654-5640, or e-mail jrcrispell@cranesafe.com

SC&RA announces workshop line-up

Atlanta, GA is the place and the Sheraton Atlanta is the venue for the SC&RA 2006 Crane & Rigging Workshop September 21-23. There will be presentations and seminars by leading industry professionals.

Presentation topics include: Elevating Safety: Joining

Forces to Create a Drug-Free Construction Industry, by Elena Carr, drug policy coordinator, US Department of Labor; Safety First – First in Safety, by James Stanley, president, FDRSafety; Project Management for the Foreman/Supervisor, by Frank Migliaccio, director of safety and health, International Association of Bridge, Structural, Ornamental and Reinforcing Ironworkers; Measuring Safety Performance, by Terry Young, president, Construction Safety Experts; Strand Jacks: History, Operation and Uses, by Martin Haynes, sales and marketing

director, Fagioli PSC; Limited Responsibilities of the Project Manager, by Peter Fitton, PE, executive vice president, Process Group, Inc; and Workers' Compensation: Maximize Your Renewal Negotiating Position, by Kevin Cunningham, president, NBIS Construction & Transport Underwriters, Inc., and Bill Smith, vice president safety-risk mitigation, NBIS Construction & Transport Underwriters, Inc.

There will also be an exhibit center with products, services and information about 59 companies. For more information visit www.scranet.org

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www.scranet.org

Associated Wire Rope Fabricators

October 22 – 25, 2006
Westin Riverwalk
San Antonio, TX
www.awrf.org

Web Sling & Tie Down Association

November 12 – 14, 2006
Indianapolis, IN

2007

Associated Equipment Distributors

January 16 – 18, 2007
Las Vegas, NV
www.aed.net

World of Concrete

January 23 – 26, 2007
Las Vegas, NV
www.worldofconcrete.com



SC&RA Transportation Symposium

March 8 – 10, 2007
Orlando, FL
www.scranet.org

National Plant & Eng Maintenance (NP&E)

March 13 – 15, 2007
Chicago, IL
www.manufacturingweek.com

Associated General Contractors

March 21 – 23, 2007
San Antonio, TX
www.agc.org

AEM host open house at new HQ

The Association of Equipment Manufacturers (AEM) hosted an open house in late June to showcase its new headquarters office and to educate attendees about AEM and the industry segments it serves. AEM provides business development programs worldwide for the off-road equipment manufacturing industry – construction, agriculture, forestry, mining and utility. Core services include global public policy, market information, trade

shows and technical and safety services, as well as international market support, education and workforce development initiatives.

The new AEM office is in the former Allis-Chalmers tractor manufacturing plant in the Milwaukee, WI suburb of West Allis. The industrial renovation of the plant site has won awards for blending modern design with the character of the past.



International diary

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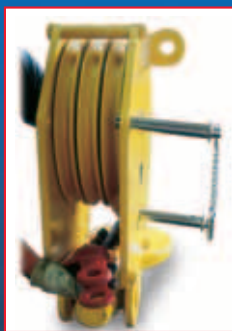
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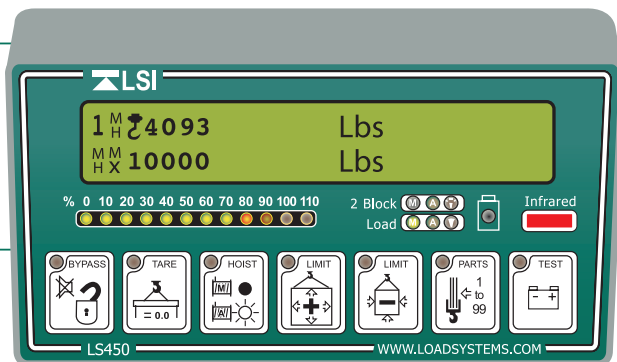
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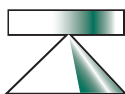
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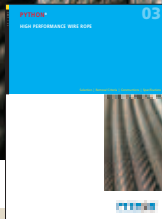
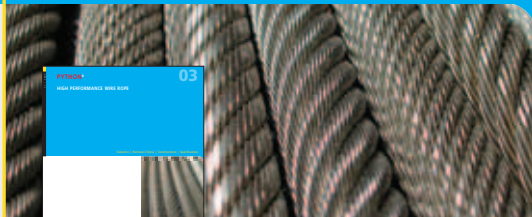
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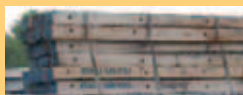


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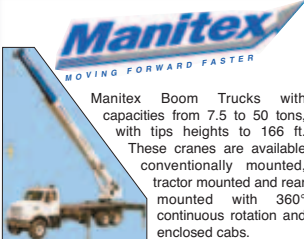
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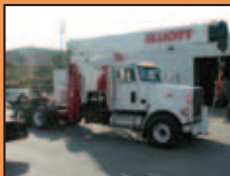
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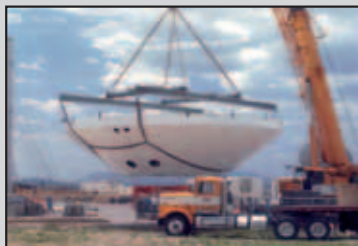


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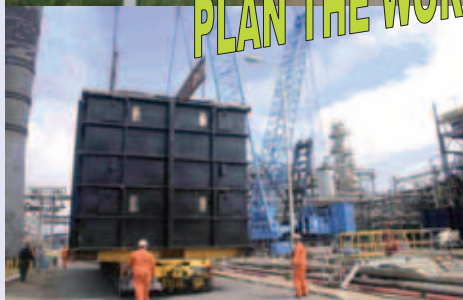


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