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AMERICAN Cranes & Transport

A KHL Group Publication
www.khl.com/act
August 2007
Volume 3 • Issue 8

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The place to buy & sell cranes, lifting and transportation equipment

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



The GMK4115-L: powerful and innovative

The new 115 USt all-terrain crane from Grove provides excellent lifting capacity with a seven-section 197 ft boom. The crane is capable of lifting 9.3 USt with the boom fully extended. The new operator's cab is designed for comfort, contributing to operator safety and job site productivity. A 33.56 ft hydraulic luffing swingaway and an optional 16 ft insert increases hook height to 272 ft. The MEGATRAK™ hydro-pneumatic suspension system provides superior on and off-road performance.

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Editorial

Editor: D. Ann Slayton Shiffler
E-mail: d.annshiffler@khl.com

International editor: Alex Dahm
E-mail: alex.dahm@khl.com

Assistant editor: John Wyatt
E-mail: john.wyatt@khl.com

Staff writers:

Lindsay Gale, Richard High, Patrick Hill, Murray Pollok, Chris Sleight, Euan Youdale, Becca Wilkins

SC&RA Correspondent

Terry White

Editorial director: Paul Marsden
E-mail: paul.marsden@khl.com

Production

Production director:

Saara Rootes
E-mail: saara.rootes@khl.com

Production manager:

Ross Dickson
E-mail: ross.dickson@khl.com

Display production assistant:

Philippa Douglas
E-mail: philippa.douglas@khl.com

Design manager:

Jeff Gilbert

Designer:

Gary Brinklow

Digital production assistant:

Jamie Melville

Circulation

Circulation manager:

Siobhan Hanley
E-mail: siobhan.hanley@khl.com

Circulation executive:

Hayley Gent
E-mail: hayley.gent@khl.com

Business development director:

Peter Watkinson
E-mail: peter.watkinson@khl.com

Office and bookshop manager:

Katy Storvik-Clay
E-mail: kathy.storvik@khl.com

Publisher

James King

Vice president

TREVOR PEASE

KHL Group USA LLC
27992 N 115th Place,
Scottsdale, AZ 85262.
Ph: 480-659-0578
Fax: 480-659-0678
E-mail: trevor.pease@khl.com

Sales

National sales manager

PAT SHARKEY

1902 15th Avenue North,
Fort Dodge, Iowa 50501.
Ph: 515-573-8684
Fax: 515-573-4991
Cell: 515-570-8763
E-mail: pat.sharkey@khl.com

National account executive

BEV O'DELL

105 L Street, Lake Lotawana,
MO 64086.
Ph: 816-578-5689
Fax: 816-578-5368
E-mail: bev.odell@khl.com

International sales executive

JOHN AUSTIN

KHL Group, Southfields,
Southview Road, Wadhurst,
East Sussex, TN5 6TP, UK.
Ph: +44-1892-784088
Fax: +44-1892-784086
E-mail: john.austin@khl.com

Big investments

Last month the big news was that two large-scale companies – Coast Crane and J.W. Burrell – had been acquired, and we asked the question: does two acquisitions among major crane companies suggest a trend? Now this month we learn that Bensalem, PA based AmQuip Corp. has been acquired by a private equity group. While the \$320 million investment by Bard Capital Group won't likely change the way AmQuip does business, the move does give the company the opportunity to expand into new markets and become a competitive force throughout the US.

"Bard Capital brings a dimension of financial expertise and operational guidance that will take AmQuip to the next level, allowing us to better serve our customers," said Frank Bardono, president of AmQuip.

To answer the question above, yes there appears to be a trend that private equity firms and other financial partners are taking a strong look at the business of cranes and assessing investment potential. As I mentioned in this space last month, we continue to field calls from financial firms, business brokers and analysts asking for information about the health of the market and data related to crane owning companies. I'm not sure what this means, but it will be interesting to see if next month we're again reporting about mergers and or acquisitions among crane companies.

This month we took our first look at the market for telescopic crawler cranes, a crane that has been considered a niche machine in the US market. But it's possible that this hybrid machine is on the cusp of busting out of this niche, with wide scale acceptance the goal. Scott Companies and Empire Cranes have found mainstream market acceptance for the Mantis brand of telescopic crawlers. Mantis Corp. has become an aggressive force in the market with 10 models in its range, introducing a new model this year and plans to produce a 100-tonner by year end. With Link-Belt offering up its first US telescopic crawler last fall, the question that needed to be asked is: are Terex or Manitowoc bringing a new telecrawler to the US market any time soon? Terex does produce a telescopic crawler for the European market at its Bendini plant in Italy. If demand continues Terex well could alter its Italian unit for use in North America quite easily. Favelle Favco, which hasn't produced a new telescopic crawler for several years, may get back in the business in the coming years, according to Michael Khoo. Favelle Favco still has a rental fleet of these machines and demand has been steady, Khoo told me. According to our story on page 21, the big business for these machines has been power line work, but they are also effective on a number of job sites that require a machine that is simple to operate and maneuver in tight spaces. We're looking forward to covering these machines more in-depth in the coming months.

Also this month, don't miss our site report in Hawaii where an innovative solution was applied to transporting a Demag AC 20 over a bridge and also our site report on lifting a Link-Belt HC278HII out of a hole.

In the October issue we'll be taking an in-depth look at the business of wind power and the business it is generating for cranes and transport companies. Let me know about your work in this sector. We're interested in all aspects of this business and are hoping to cover activity across North America.

D. ANN SLAYTON SHIFFLER

Editor

KHL Group USA LLC, 30325 Oak Tree Drive,
Georgetown TX 78268.

Ph: 512-869-8838, E-mail: d.annshiffler@khl.com



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New Market Solutions?.....Ask Manitex!





Scott Powerline has discovered a strong market for telescopic crawler cranes. For more information about the increasing popularity of these hybrid machines see our article on page 45

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American Cranes & Transport is published 12 times a year by KHL Group USA LLC, 27992 N 115th Place, Scottsdale, AZ 85262. SUBSCRIPTIONS: Annual subscription rate for non-qualified North American readers is \$75 and the rest of the world is \$180. Free subscriptions are given on a controlled circulation basis to readers who fully complete a Reader Subscription Form and qualify under our terms of control. The publisher reserves the right to refuse subscription to non-qualified readers.

Member of



Published by



www.khl.com ISSN 1555-1830



Circulation is audited by BPA Worldwide

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Produced in cooperation with the NCCCO (National Commission for the Certification of Crane Operators)



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

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Dobson International celebrates 60 years in business a year before the SC&RA celebrates its 60th anniversary.
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45 products, parts & accessories

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highlights

➔ The SCSRA's annual Crane & Rigging Workshop will be held September 20-22 in Kansas City, MO. This year, two manufacturers, Custom Mobile Equipment and Royal Tractor Co., are opening their doors for workshop attendees on September 19, prior to the start of the workshop. For more information visit www.scranet.org. For more details on the event, see page 45. ACT will have a comprehensive workshop preview in the September 2007 issue.

➔ The driver turnover rate for large truckload and less-than-truckload carriers increased during the first quarter of 2007, marking its highest turnover rates since the end of 2005, according to the American Trucking Associations (ATA). The association, which began collecting driver turnover statistics in 1995, reported that turnover for large truckload carriers was at a 127 percent annualized rate for the first three months of the year. This figure was 6 percentage points higher than during the last three months of 2006. The group ended the quarter with 1.8 percent fewer drivers than it had at the start.

➔ As part of its SmartWay Transport Partnership with the freight industry, the Environmental Protection Agency (EPA) offers a web page with a summary of currently available idle reduction technologies for heavy-duty diesel engines in trucks and locomotives. The term "idle reduction technology" refers to a technology that allows engine operators to refrain from long-duration idling of the main propulsion engine by using an alternative technology. The EPA estimates that idling trucks consume 960 gallons of diesel annually in the US. The alternatives listed generally save fuel and reduce emissions when compared to idling the main engine. For more information, visit www.epa.gov/otaq/smartway/idlingtechnologies.htm.

New owner for AmQuip

The assets and business of Bensalem, PA based AmQuip Corp. have been acquired by Bard Capital Group, LLC, a private equity investment firm. Valued at more than \$320 million, the transaction will provide AmQuip with the capital and resources to grow the company, according to



AmQuip's Frank Bardono says the acquisition will take the company "to the next level"

information released to the press.

"Bard Capital brings a dimension of financial expertise and operational guidance that will take AmQuip to the next level, allowing us to better serve our customers," said Frank Bardono, president of AmQuip.

Bard Capital and AmQuip first established a working relationship back in the spring when AmQuip acquired Shaughnessy Crane.

Richard Bard, chairman of Bard Capital, described the firm as "family-oriented,"

and one "that works well with entrepreneurs" he said. "Working together with our partners, we will provide AmQuip with the access to capital to support its continuing increase in market share, its developing nationwide tower crane business, and growth through selected acquisitions."

Other investors in the transaction include Lehman Brothers and Joseph L. Wesley Sr., AmQuip's founder and retiring CEO, according to a press release. AmQuip operates from 10 locations in eight states.

Oxford orders new Peiner towers

Canada-based Oxford Cranes recently placed a \$4.3 million order for five Terex Peiner tower cranes from Empire Crane based in Syracuse, NY. The order is for four SK575 tower cranes and one SK415 unit, according to Mike Demelo, vice president of equipment operations for Oxford. Delivery is set to begin in September.

With more than 20 cranes in its fleet, Oxford is a division of EllisDon construction, among the largest commercial construction companies in Canada.

Demelo says the tower cranes will be rented to a large-scale project that will start in mid-September 2007.



IMT launches certified used equipment initiative

To meet customer demand for high quality pre-owned equipment, Iowa Mold Tooling Co. (IMT) has established a certified used equipment initiative. IMT Certified Used Equipment is an extension of the IMT line of durable and reliable service vehicles that provides a premium level of certified used equipment not offered on the market today.

Each vehicle or piece of equipment that is determined to be IMT Certified Used Equipment will be reconditioned to a defined set of criteria, the company says. IMT will inspect every aspect of each vehicle, including overall appearance, cab interior, condition of under-hood and under-vehicle components, service body, crane, compressed air system and

optional components.

Customers who purchase IMT Certified Used Equipment and register their warranty online will receive a copy of the 90-point checklist, as well as a six-month limited warranty for the IMT equipment, and a one-month limited warranty on the chassis.

IMT Certified Used Equipment will be sold through the IMT distributor network, which consists of more than 80 distributors.

IMT, a subsidiary of Oshkosh Truck Corp., is a leading manufacturer and supplier of service vehicles, cranes, hydraulic loaders and air compressors for tire, mining, construction, material handling and utility markets around the world.

IMT is certifying its used equipment



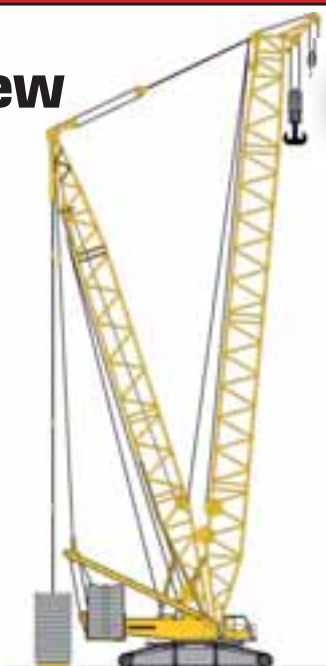
Liebherr introduces new 600-ton LR 1600/2

Liebherr plans to expand its product line of lattice boom cranes with the introduction of the LR 1600/2 crawler crane. The company says the LR 1600/2 will set new standards in the 600 ton capacity crawler crane class with its outstanding load capacities, variable boom and derrick systems, and components with weights and sizes that have been optimized for economical transportation.

The LR 1600/2 achieves its 600-ton maximum load capacity with a 48-meter main boom and derrick system at a 10 meter working radius. The maximum load moment is 8,085 tonne meters. The maximum 180-meter system length is reached with a 96-meter main boom and an 84-meter luffing jib, in operation with derrick system. This system length enables the crane to work over the top of tall buildings. With a derrick boom of up to 36 meters in length, the maximum 350 ton derrick ballast is adjusted from 10 to 18 meter radius as a suspended ballast

without a guide and under full load. The company says that this design principle has been tried and tested on other Liebherr crawler cranes with success. A ballast trailer, the radius of which can be adjusted from 13 to 18 meters using a hydraulic guide, is available as an option. It is also possible to use the ballast trailer from the LR 1750, making the machine more flexible and cost effective for users who own the 750 ton capacity machine.

The LR 1600/2 was also designed with the task of assembling wind turbines in mind. The SL main boom can be erected with a length of up to 102 meters without the derrick system. With load capacities of over 95 tons, this configuration is ideal for mounting wind turbines from the 3-MW class atop 100-meter towers. With the derrick system, the same turbines can be mounted on 120-meter towers. The SL system also offers operators the advantage of being able to insert the boom sections inside one another for transport.



Rendering of new Liebherr 600-tonner

The dimensions and weights of the individual components are such that the new LR 1600/2 can be moved economically, the company claims. The 74-ton basic machine, comprising crawler center section, slewing platform and A frame, is just 3.2 meters tall and can be carried on a 1-meter semi low-loader. The weight of the basic machine can be reduced by 57 tons if the A frame is removed.

The new LR 1600/2 is powered by a 6-cylinder Liebherr diesel engine, and six winches are available for use in operations. The new crane is also fitted with a new crane cab that offers a second seat and three LICCON monitors. The first machines are to be delivered during the first half of 2008.

Wells Fargo acquires CIT Construction

Wells Fargo & Co. has completed the acquisition of CIT Construction, the US construction lending business unit of CIT Group Inc. Terms of the agreement were not disclosed. CIT Construction's name will change to Wells Fargo Construction. The division will become part of Wells Fargo Equipment Finance, with main offices remaining in Tempe, AZ. Ron Riecks, the former president of CIT Construction, will head Wells Fargo Construction.



highlights

➔ Last month, SC&RA Vice President Doug Ball presented industry concerns and observations at the American Association of State Highway and Transportation Officials (AASHTO) Highway Transport Subcommittee conference in New Orleans. SC&RA voiced concerns relating to the barrier states' restriction on tandem weight limits of 40,000 pounds. Several states expressed a willingness to review this rule to determine whether the restrictions are mandated by legislation or regulatory policy. Other issues addressed were the lack of uniformity in superload weight designations. SC&RA emphasized that 120,000 pounds is no longer a valid superload designation, with statistics also showing the increased number of loads with greater weight needs. The 2009 highway reauthorization process is focusing on increasing the regular weight limit to 96,000 pounds to address this increased demand for efficient and economical transport.

➔ Online auction participants bought and sold \$105.9 million of equipment through IronPlanet (www.ironplanet.com) in the first half of 2007, a growth of 37 percent over the same period last year. IronPlanet is an online auction company that facilitates the sale of a broad range of heavy equipment and trucks.

➔ The National Demolition Association has a new website feature that allows visitors to quickly locate products and services related to the demolition industry at the click of a mouse. The association's homepage includes a button called "Find a Product" which gives instant information on a wide range of equipment and part suppliers, services, and buyers of demolition debris, architectural ornamentation, and other materials generated during the demolition process. The links provide additional information on the provider's services and contact information. To see the new website, visit www.demolitionassociation.com.





highlights

➔ The National Commission for the Certification of Crane Operators (NCCCO) announces the election of two commissioners: Bo Collier, Crane Tech, Tampa, FL; and Mike Wood, Manitowoc Crane Group. Each will serve five-year terms on the commission. Collier and Wood also serve on NCCCO's Written Exam Management Committee. NCCCO has also announced the election of two Alternate Commissioners: Don Jordan, BP America; and Bill Smith, NationsBuilders Insurance Services (NBIS).

➔ The Association of Equipment Manufacturers (AEM) continues its support of bilateral trade agreements between the US and important economic partners, and it supports the recent signings of free trade agreements (FTAs) with Panama and with South Korea. The organization says these significant bilateral agreements will open markets for off-road machinery manufacturers by eliminating most industrial equipment tariffs immediately and phasing out the remaining tariffs over 10 years. High tariffs on industrial equipment have been a significant factor in keeping most smaller and medium sized enterprises out of these markets. Additionally, Panama and South Korea will allow the sale of remanufactured goods with the implementation of the agreements.

SC&R Foundation fund research on pilot car rules

The SC&R Foundation is funding a new project to provide research and comparative analysis of existing pilot car requirements and training guidelines within states served by the Southeastern Association of State Highway and Transportation Officials (SASHTO).

Specialized carriers moving equipment and freight requiring pilot car services in Alabama, Florida, Louisiana and Mississippi now encounter inconsistent requirements marked by lack of uniformity in training and certification. Moreover, the industry has been victimized by unpredictable operational quality and variable enforcement operations in these states.

The underlying goal of this research is to help the SC&RA maintain its established leadership role in state implementation of uniform pilot car training programs. SC&RA's program, prepared in cooperation with the Commercial Vehicle Safety Alliance under a grant from the Federal Highway Administration, already is being used in part or in its entirety for a number of programs being established or refined throughout the United States.

New uniformity study now available

A new study funded by the SC&R Foundation documents how the lack of uniformity in state, county and municipal permitting requirements serves as a roadblock to the safe and efficient movement of oversize/overweight loads. Evidence presented in "Nonuniformity in Oversize/Overweight Load Permitting Practices" demonstrates how

carriers are challenged on a day-to-day basis with navigating through a maze of differences in permit administration, requirements and enforcement. Merely identifying who is responsible for permit administration, particularly at the county and municipal levels, can be a daunting task.

The 39-page report incorporates interviews with state permit

officials, trucking industry representatives and permitting service agency representatives. It also examines state regulations, a sample of 11 state oversize/overweight vehicle permits and related county and municipal permits, and an additional 12 individual state and local permits involving specific processing issues. The study is available free of charge for SC&RA members and \$75 for nonmembers. To order, call 703-698-0291 or visit the "SCRA Store" online at www.scranet.org.

Mississippi contractors become "bond ready"



Mississippi contractors display their certificates after completing a program of the Model Contractor Development Program and the Surety & Fidelity Association of America

Sixteen Mississippi-based small and emerging contractors recently earned certificates for completing an educational program based on the Model Contractor Development Program (MCDP) of The Surety & Fidelity Association of America (SFAA).

The educational program was established to assist the state's minority and small businesses in increasing their bonding capacity. The Mississippi initiative is part of SFAA's national effort to assist contractors in becoming "bond-ready."

"Nowhere is the need for bonding support more apparent than in the Gulf Coast region," said Lynn M. Schubert, SFAA president. "Efforts to reconstruct the damaged infrastructure and rebuild the areas devastated by Hurricane Katrina have the potential to provide unique

opportunities for local emerging contractor participation."

Since its inception more than eight years ago, the MCDP has provided education about surety bonds; identified resources available for obtaining a first bond; provided assistance and referrals for obtaining appropriate accounting, project management and financing expertise; and directly assisted a number of small contractors in achieving bond readiness.

Mississippi is the first location in the country to complete this educational component of MCDP. Similar program are in progress in New Orleans and Chicago, and plans are in place to implement the MCDP in several more locations, including Boston, Philadelphia and Indianapolis, by the end of the year.



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New Wilbert tower cranes on Opernturm project

GERMANY: Contractor Züblin has begun construction on the Opernturm, a new high rise in Frankfurt/Main, Germany. Assisting in the building of the 557 foot structure are two new model Wilbert tower cranes. The new WT 300 e.tronic units will

grow taller with the building until its completion, which is scheduled for the fall of 2009.

The WT 300 e.tronic can be transported on three trailers, including the complete slewing section and the 70 meter jib. All safety relevant measuring systems have back-up systems, and a modem transmits the operating data collected directly to the technician. The machine can be configured with 18 jib lengths between 25 and 70 meters and can be assembled in 2.5 meter steps by the combination of eight jib sections.

On the Opernturm job site, the two WT 300s, which have a maximum load capacity of 16 tons and a top capacity of 4

tons at a 70 meter radius, will be assembled with 45 meter (8 tons) and 50 meters (7.1 tons) jib lengths. The first unit has a free-standing height under hook of 79 meters (259 feet). With its 50 meter jib, it will assemble the second unit, which was set to be erected in July.

By the time the building is topped out, hook heights of 200 meters (656 feet) and 186 meters (610 feet) will be reached. The WT 300 e.tronic needs only three building attachments at this height. When the building is about half of its height, standard 45 kilowatt hoist units will be exchanged for 110 kilowatt high-rise hoist units, which are part of the Wilbert building set.

A third Wilbert crane on the jobsite is a WT 205L e.tronic, the first type of Wilbert luffing jib crane. It has a 60 meter luffing jib and a 40.5 meter height under hook.

Two new Wilbert WT 300 e.tronic model tower cranes and one WT 205L e.tronic are working on the Opernturm building in downtown Frankfurt, Germany



On and by the water Eight harbor cranes ordered for Turkey ports

TURKEY: Four port terminals in Turkey have bought eight of Gottwald Port Technology's Generation 5 mobile harbor cranes. The orders include two of the G HMK 7408 Mobile Harbor Crane for longstanding customer Mardas Marmara Deniz Isletmeciligi and two to Yilport Container Terminal, a new customer. Both are in the Istanbul area.

One G HMK 7408 and two G HMK 6407s have been ordered by new customer Rodaort in Gemlik Bay on the southern Marmara Sea. Gempport already operates four Gottwald cranes. Antalya, which has previously been supplied with an HMK 300 E, has ordered one G HMK 6407.

Since the first Gottwald crane was delivered to the Port of Ambarli in 1997, a total of 35, including four used cranes, have been sold to Turkey. "Turkey has been the pivot point for trade in the Eastern Mediterranean since the early days," said Bülent Sandal, Gottwald representative in Istanbul.

The new Generation 5 series is available in lifting capacities up to 200 metric tons. The G HMK 7408 is designed to cope with containers stacked six-high on deck on vessels up to post-Panamax size. To do this



it has a higher tower, a raised boom pivot point (of 23.2 meters) and higher-mounted tower cab (26.5 meters viewing level), meaning the crane can come right up alongside the ship and increase the operator's visibility.

Operating radius is from 11 to 51 meters (36 and 167 feet, respectively) and maximum lifting capacity is 100 metric tons. Maximum lifting heights are 12 meters (39 feet) below quay level and 40 meters (131 feet) above. Maximum hoisting speed is 90 meters (295 feet) per minute and the cranes have a two-rope hoist. Power is from the onboard 895 kW diesel generator.

➤ Italian knuckle boom crane manufacturer Effer has shown strong growth in its first annual report since joining parent company CTE Group, Sol Ge, which took over the trademarks Effer, Effer Marine and Bizzocchi in 2005. Revenue for 2006 was \$60 million (Euro 44.7 million). This reflected a 55% increase on the first 10 months of 2005 under Effer Holding and the final two months of that year under Sol Ge. EBIT was 3.9%, while EBITDA was 5.7%, with pre-tax earnings of \$1.9 million (Euro 1.44 million). Lorenzo Cipriani, Sol Ge's president, said the encouraging results were down to the renewed confidence shown by the world dealer network and the end users in its products. Effer said two new models in the 110 to 130 tonne-meter capacity will be launched at October's SAIE 2007 exhibition in Bologna, North Italy.

➤ The Big5, a Middle East construction and contracting exhibition, will take on a new dimension this year. The annual expo in Dubai in November will offer a large-scale sister event called the Big5 PMV. The Big5 PMV will provide a platform for suppliers of heavy equipment and vehicles to meet buyers. Organizers forecast that demand for construction machinery in the Middle East will increase by up to 20% over the next five years, as an unprecedented level of development continues in the region. The Big5 will be held at the Dubai International Exhibition Center November 25-29 and the Big5 PMV will be at the Airport Expo Dubai at the same time. For more information, see www.big5pmv.com or www.thebig5exhibition.com

➤ The world's largest tower crane-owning company, Arcomet Group, reported record 2006 turnover of Euro 103 million. Consolidated turnover for 2007 is forecast in the range of Euro 115 to 120 million. Belgium-based Arcomet is "increasingly taking a prominent role in the consolidation of a buoyant but fragmented world tower crane rental and services market, with new branches or joint ventures with regional service companies scheduled to open in Western Europe and North America in the next 12 to 24 months," according to the company. Investment opportunities in emerging markets in the Middle East, Far East and Central Europe are under investigation.

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*.



A strong second quarter rally has seen heavy equipment manufacturers' shares rise to new highs. This surge has helped the sector outperform mainstream indicators, but is a downward correction due? **Chris Sleight** reports

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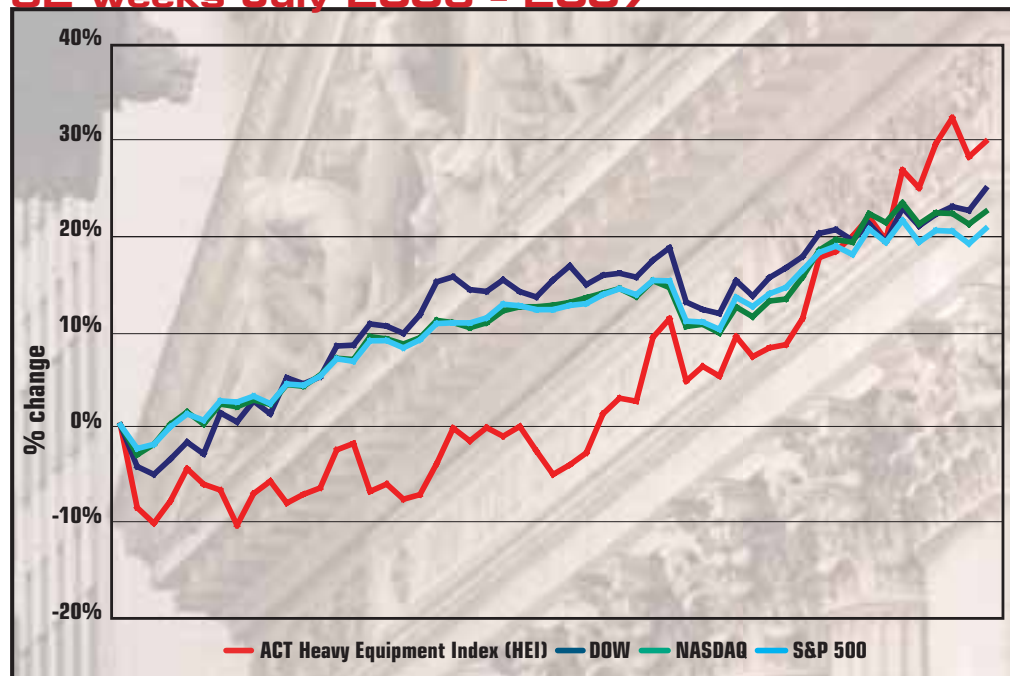
The stock markets seem to have more than got over the jitters that last summer's slump in residential construction provoked. Heavy equipment stocks have been back in favor, particularly in the second quarter of this year, and this has driven a surge in share prices.

In fact investors have been buying into the sector almost relentlessly over the three-month period, pushing *ACT's* Heavy Equipment Index (HEI) to a record high of 185.41 points in late June.

On a rolling 12 month basis, this helped the Index to a near 30% rise compared to mid-summer last year. On this timescale, it has once again overtaken the various mainstream stock market indicators, the best of which has been the Dow, with a rise of just under 25% over the same period.

The *ACT* HEI has been in this position before – in fact for most of its 2½ year history, during which time the heavy equipment sector has been on a remarkable roll. But a fact of life is that stock markets are volatile, cyclical stocks like heavy equipment especially so, and that sharp climbs inevitably lead to some sort of downward correction.

52 weeks July 2006 - 2007



There have been two of these for the mainstream markets over the last five quarters – one in May last year, and one this February. There have been more in the equipment sector because Caterpillar's quarterly results and updated profits forecast tend to move the whole sector. The company is after all the largest

construction equipment maker in the world, and is taken by investors as a Bellwether for the entire industry – even sectors like cranes, which clearly move on a different cycle to general construction machinery.

So, if there is going to be a downward correction for the *ACT* HEI, it will have come on July 20th, when Cat announces its second quarter results. The next red letter day will be October 19th and the company's Q3 numbers.

In my opinion, the *ACT* HEI will slump sharply on one of these two dates, probably the midsummer one. The Index has not rallied this sharply for this long before, and I find it

inconceivable that this pace can be maintained for another month – let alone another four until the Q3 results announcement.

Having said that, a correction is not the end of the world, and does not necessarily signal recession. These moves are about investors taking their profits out of the stock markets, and allowing stocks to return to more realistic valuations, based on profit forecasts. The *ACT* HEI has recovered from such setbacks in the past, and if the economy stays strong it should do it again. **act**

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

about the index

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



While workplace violence is not something you hear about often, it is a growing concern for employers and employees. **Terry Young** reports



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

Preventing workplace violence

There is not a specific OSHA standard for workplace violence, but the General Duty Clause requires employers to provide a safe and healthful workplace for all workers covered by the OSHA Act. Employers who do not take reasonable steps to prevent or abate a recognized hazard of violence in the workplace can be cited.

Workplace violence is a growing concern for employers and employees across the nation.

What is workplace violence? It is violence or the threat of violence against workers. Nearly two million workers each year are victims of workplace violence. It can happen at or outside the workplace ranging from verbal threats, physical assault or homicide. Workplace violence is now one of the leading causes of job-related deaths. All businesses are vulnerable, and it can strike anywhere and no employer or employee is immune. **act**



what can employers do to help protect their employees?

As an employer, you should establish a zero-tolerance policy toward workplace violence against or by your employees. Incorporate a workplace violence prevention program into your existing accident prevention program. Include it in your employee handbooks and standard operating procedure manuals. Be sure to train all your employees in your policy. They need to understand that all claims of workplace violence will be investigated and remedied promptly. Other considerations may include:

- Review workers' safety in isolated work areas, high crime districts, individual employees working alone, cash transactions, late night and early morning activities. Those workers are at increased risk.
- Consult with local police or security experts to secure your office, equipment and workplace.
- Keep your equipment properly maintained, and provide employees with cell phone or alarm sounding devices.
- Prepare daily work plans and keep informed of employees' whereabouts throughout the day or shift.
- Provide safety education for employees so they know what conduct is not acceptable.
- Train employees in what to do if they witness or are subjected to workplace violence and how to protect themselves.
- Instruct employees not to enter locations where they feel unsafe. Introduce a buddy system or provide police and additional security if required.



what employers should do in the event of a workplace violence incident?

- Provide medical evaluation and treatment.
- Immediately report violent incidents to local police.
- Encourage employees to report all incidents, and to maintain a log.
- Investigate and monitor all incidents and threats.
- Inform victims of their right to prosecute perpetrators.
- Review each incident with management and employees.
- Encourage employees to share information needed to avoid incidents.
- Provide counseling following a traumatic violent incident.
- Discuss with employees and make changes that may be needed in your company policy.



how can employees protect themselves?

There is no guarantee that an employee will not become a victim to workplace violence. To reduce the odds of this type of incident follow and train employees in these steps:

- Notify management or a supervisor of any concerns about safety, security, and report all incidents in writing immediately.
- Learn to recognize and avoid unsafe situations by attending training provided by your company.
- Avoid traveling alone into unfamiliar locations that may be dangerous.
- Carry minimal money and valuables, or provide proper security to prevent or minimize the risk of violence.
- Employers may also review the Workplace Violence Prevention Act at your current state or federal OSHA website.

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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	(250 tons)	223.1' Boom Length / 122' Jib Length
ATF360G-6	(400 tons)	196.9' Boom Length / 236.2' Jib Length

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GR-450XL-1	(45 tons)	108.3' Boom Length / 50' Jib Length
GR-500XL-1	(50 tons)	108.3' Boom Length / 50' Jib Length
GR-600XL-1	(60 tons)	137.8' Boom Length / 58.1' Jib Length
GR-800XL-1	(80 tons)	144.4' Boom Length / 58.1' Jib Length

GR-800XL-1



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Certification program modifications announced

The National Commission for the Certification of Crane Operators (NCCCO) has announced a series of modifications to the CCO crane operator certification program aimed at streamlining the application process and broadening the scope of the program.

NCCCO no longer requires the submission of the DOT-CDL or NCCCO physical exam forms as part of the candidate application. However, candidates must still comply with ASME B30 physical requirements in order to receive and maintain their CCO certification, and they must attest to compliance with these requirements when making their application.

These changes are reflected in the new revision of the CCO Candidate Handbooks and in the attestation statement on the new Candidate Application form which supersedes all previous versions.

The policy change is aimed at streamlining the CCO application process without diminishing program requirements.

"Clearly, it is vitally important that CCO-certified crane operators are physically and mentally able to operate cranes safely," said NCCCO Executive Director Graham Brent. "This change in NCCCO administrative procedures is geared simply to reducing the paperwork burden on candidates, one which we believe they, and

the industry, will welcome. In no way does this new procedure affect NCCCO's position on the need for operators to be physically qualified, in accordance with the provisions of the ASME B30 standard," he said.

The 20 pounds of barrel ballast (weight) that is used in Task 3: Ball in Barrels has been removed for the small and large telescopic crane practical exams. The lattice boom crane practical exams (crawler or truck) will continue to use the 20 pounds of ballast for each barrel. A revised Mobile Crane Site Report is available on the NCCCO website at www.nccco.org.

The decision to remove the ballast was made after a detailed analysis of test statistics over a

multi-year period as well as field reports from practical examiners. It was determined that, in some cases, instead of controlling the headache ball movement with appropriate control techniques (catching the load), candidates might use the weighted barrels inappropriately as a means to stop the headache ball from swinging.

NCCCO is now processing Practical Exam site requests for short boom configurations. Previously, all lattice boom cranes used for practical tests were required to have a boom of at least 120 feet plus or minus the shortest section (80 feet plus or minus the shortest section for cranes with capacities of 50 tons and below). **act**

Nevada School of Construction hosts CCO workshop

The largest CCO Practical Examiner Accreditation workshop ever held by the National Commission for the Certification of Crane Operators (NCCCO) was hosted May 22-24 by the Nevada School of Construction (NSOC) in Las Vegas, NV.

A total of 30 candidates from 17 states attended the mobile crane workshop, which included first time student examiners, as well as refresher and re-accrediting examiners.

As sponsor of this event, NSOC provided the location, cranes and meals for the 3-day workshop. "Crane operators are in high demand," said Debra Forbush, NSOC campus president. "One national company has hired about 15 of our graduates and one of the largest national mining companies is also a client."

NSOC, a member of the National Association of Heavy Equipment Training Schools (NAHETS), was established in 1959, and has been operating in Las Vegas for the past three years preparing students for jobs in heavy construction, including crane operation. The school boasts over 250 years of collective experience among the instructors, and claims a national reputation for graduating operators in the construction industry.

Forbush said the crane operator training program had been a positive addition for the school and its students. "We stress safety, safety, safety!" she says, and claims safety and attitude are the two contributors to success – a belief reflected in a sign on her office wall which states, "Attitude is everything; pick a good one!"

Since January this year, Nevada has required crane operators to be certified. CCO certification



Practical Examiner students receive instruction on CCO course layout requirements at a Workshop hosted by NSOC in Las Vegas in May. Students are instructed in measurement and layout of the test course according to a test layout plan.

is a part of the NSOC graduation requirements. Forbush noted that, with the new legislation in effect, emphasis on becoming certified had intensified. "Employers use our school as a resource to locate new talent, and our graduates use our school as a springboard to find employment nationwide," stated Forbush.

The NSOC facility comprises a training site as well as classroom space. For hands-on training, NSOC has a Link-Belt RTC-8030 mobile crane on site in addition to other heavy construction equipment. A small telescopic crane (boom truck) was rented for the workshop so the students would have an opportunity to meet the small telescopic hydraulic crane type requirement.

Feedback from the NCCCO Workshop had been very positive, Forbush said, and she noted that she has already had several inquiries from potential examiner candidates for a repeat event.

The expanding Las Vegas skyline is currently dotted with a veritable forest of booms and jibs representing multiple crane types, working on the latest construction projects.

Forbush said NSOC was a good choice for the workshop, since Las Vegas will clearly need more certified crane operators as growth continues and the demand for crane operators rises. "People stop on the freeway and take pictures of our city because of the unique construction scenes,"

"Dreamy" application for Shuttlelift

Shuttlelift has delivered a model ISL70 to Boeing Corp. in Everett, WA. The ISL70, which was custom engineered and manufactured for Boeing, is being used in the assembly of the Boeing 787 Dreamliner, its latest commercial jetliner.

The new ISL70 is being operated solely within the confines of the plant. For this reason, the first modification made to the machine was the conversion to propane of the General Motors

8.1 liter gas engine, to reduce harmful exhaust emissions in the enclosed environment.

In addition, the four hoist drums, mounted on the lower side beams, were modified. Each hoist can be moved independently, improving the positioning of the payload. This is of particular significance when handling irregular components, such as the wing sections, the company said.

There was no need for a cab because the machine is being operated by a radio remote control. Steering modes include 4-wheel drive/4-wheel steering. By selecting the crab steering function, the machine can be steered 90° without changing directional positioning. The final



A Shuttlelift ISL70 lifts and transports a wing section of the new Boeing's 787 commercial jetliner

modifications included painting the unit in Boeing's corporate colors.

At a height of 45 feet, the ISL70 is unusually dwarfed by its surroundings – the huge Boeing plant, which at 472 million cubic feet, is acknowledged by the *Guinness Book of World Records* as the largest building in the world by volume. The facility was needed to manufacture the jetliner, the first of which is scheduled to enter service in May 2008. Modules that make

up the Dreamliner are being manufactured in Japan, Italy and the United States before being flown to the plant in Everett for final assembly.

"We were delighted to be part of this truly global project," said Dan Reinholtz, Shuttlelift gantry manager. "We were able to accommodate all of Boeing's requirements and manufacture the ISL70 to exact specifications."

new line of battery chargers

Energic Plus has introduced a new line of battery chargers specifically designed for the North American market. With more than 270 chargers, Energic Plus offers a complete range of industrial battery chargers that provide reliability and performance with traction batteries of all types, according to the company. The batteries are used for a wide range of material handling equipment, including material handling machines, electric fork lift trucks, electric vehicles, tractors for indoor transportation, automatic conveyance systems, emergency plant vehicles and personnel carriers.

Energic Plus battery chargers feature a three-year warranty on all charger parts and a five-year warranty on the transformer. Battery chargers are fully automatic, as well as CSA and UL approved. The chargers are available from Systems Material Handling (SMH), based in Olathe, KS. For more information, visit www.smhco.com.



Tecsis introduces new welding test set

The new test set from Tecsis can be used to measure the electrode forces in spot-welding equipment. The new set is designed to be robust and consists of the force transducer and a display unit.

To check the forces acting between the electrodes, the force transducer is placed between the electrodes, where the concave force transfer surfaces center the force transducer. When the welding electrodes come together, the value of the applied force can be read off the display unit.

The force transducer has a shear force design and is insensitive to transverse forces and torques, according to the company. The output signal is connected to the handheld display unit via a cable, and this display unit carries the voltage supply for the transducer. Alternatively, the supply can be taken from a PLC.

The test set has a measuring range of 0 to 10 kN, and it uses the Tecsis thin-film sensor implanted in the force transducer. The 7 mm sensor, which has a temperature compensated Wheatstone bridge, is laser welded. The direct connection between steel and strain gauge the force transducer, has an excellent long term stability, and shows no creeping, the company claims.



New inserts from Jergens

Jergens Inc. has expanded its thread repair insert line with several models meeting US military and aerospace standards, and quality requirements, including MS51830, MS51831, MS51832, NAS1394, and NAS1395 military and aerospace specifications. All Jergens keylocking inserts can be installed with standard drills and taps, with no special tools required. "Keys" mechanically lock the insert into the base material.



Jergens expands line of thread repair inserts

Jergens keylocking inserts are rated among the highest in pullout strength of any thread

repair device on the market, according to the company, which offers a range of styles, including thin wall, heavy duty, extra heavy duty, and solid inserts in both stainless steel and carbon steel materials.

Founded in 1942, Jergens has grown into four separate operating divisions providing engineered solutions and products. An ISO 9001:2000 company, Jergens is based in Cleveland, OH. For more information, visit www.jergensinc.com.

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Roaring anniversary

When Dobson Industrial, Bay City, MI, celebrated its 60th anniversary in June, the entire community joined in the celebration. By a happy coincidence, the Bay City River Roar was commemorating its 20th year, and Dobson signed on as the title sponsor for the event.

In addition to providing exciting entertainment for mid-Michigan residents, the Dobson Industrial Bay City River Roar attracted world-class powerboat racers and enthusiasts from around the nation. The boats traveled in excess of 130 miles an hour on a 1.25 mile circuit as spectators watch from the banks of the Saginaw River in the heart of the city.

Bay City also roared with rock concerts by Ted Nugent and Poison, carnival rides and more. As part of the festivities, Dobson gained further favorable exposure by being a sponsor of the Golf Outing.

The River Roar sponsorship was by no means Dobson's introduction to good corporate citizenship. "This was our fourth year of being the title sponsor," says Christopher Vlk, Dobson's vice president of operations. "The River Roar is our way of promoting the local community. What makes it even better is that most of the proceeds go to the Boys & Girls Clubs of Bay County and other local charities."

Dobson marked its own anniversary on Saturday, June 23 with a five-hour open house for vendors and customers, complete with refreshments, door prizes, facility tours and equipment viewing. More than 400 people attended the event.

Long-time SC&RA charter member, Dobson Industrial, celebrates 60 years in business a year before the SC&RA celebrates the 60th anniversary of its establishment. **Terry White** reports

Many of them availed themselves of trolley tours from the company to the Dobson Antique Toy and Firehouse Museum (founded by Jim Dobson, son of one of Dobson Industrial's co-founders) and to River Roar locations.

Dobson will continue to command considerable attention through 2008 as an integral part of SC&RA's 60th Anniversary commemoration. Less than a year after its formation, Dobson signed on as a charter member of the organization that ultimately became SC&RA. Dobson also is historically noteworthy because it was among the first trucking companies in the Midwest to use two-way radios.

The company was founded in 1947 by J. Gilbert Dobson, George Baker and Kenneth Goddard. Goddard and Baker previously had worked for Van Haaren Moving and Storage, a large trucking company in Bay City.

They left Van Haaren to team up with Dobson, who had the trucking authority to haul interstate. Twenty-two years later, Dobson Heavy Haul had become successful enough to buy Van Haaren as that company commemorated its own 100th anniversary. With the purchase of Van Haaren, one of the nation's oldest registered trucking





Original from late 1800s – oldest regulated carrier in Michigan

firms, Dobson expanded its heavy trucking capabilities to encompass the entire United States in 1969.

Renamed Dobson Industrial in 2003, the company continues to obtain the bulk of its workload from some of the region's most respected companies such as Delphi, Dow Corning, General Motors, Johnson Controls and Lear Automotive. Providing continuity as the organization's third generation of family ownership is Chris Vlk, grandson of founding partner Kenneth Goddard and son of Norman Vlk. When his father died two years ago, Chris purchased his stock.

Another co-owner, Dale Bash, serves as Dobson's CEO and chairman. Jim Dobson retains the remaining stock in the company but does not take an active role in its day-to-

“We're not too big to do the small jobs that take one or two people, but we can man up and get 40 or 50 men on the job. Some of our competitors in Michigan won't touch a job under \$1 million, but we like the small ones.”

Christopher Vlk, Dobson's vice president of operations

day management.

Throughout its existence, the ownership at Dobson has made a conscious decision to remain a small- to medium-sized company. Dobson employs, on average, 75 people and normally has annual sales in the \$12 to \$14 million range.

The company today has five areas of specialization including rigging; storage; fabrication; steel erection, industrial maintenance and millwright services; and architectural doors, frames and hardware.

“We like the size of our company,” says Vlk. “We're not too big to do the small jobs that take one or two people, but we can man up and get 40 or 50 men on the job. Some of our competitors in Michigan won't touch a job under \$1 million, but we like the small ones.”

Vlk notes that the company's decision to move into structural steel fabrication in the early 1960s has helped keep the company stable. “It works out pretty well because when the trucking industry slows down, it never seems to fail that we have something to move from our fabrication shop,” he says. “If we build it, we haul it.”

Conversely, slow times in the fabrication plant often coincide with a flurry of commercial construction activity. A particularly active customer for Dobson is Dow Corning. The company is the majority owner of Hemlock Semiconductor Corp., leading provider of polycrystalline silicon and other silicon-based products used in the manufacturing of semiconductor devices and passive solar cells and modules. In May, Hemlock Semiconductor announced it would invest up to \$1 billion in

LEFT TO RIGHT: Dale Bash is the current CEO of Dobson Industrial, Betty Vlk is the daughter of founder Kenneth Goddard, and Jimmy Dobson is the son of Founder Gilbert Dobson.



ABOVE: 1963 move to new and current facility

BELOW: Current home of Dobson Industrial



the next four years to expand its Hemlock, MI facility.

This is the second major investment the company has announced in the past 18 months. In November 2005, Hemlock Semiconductor announced a nearly \$500 million expansion that is under construction. It is on schedule for start-up and is expected to come on line in early 2008.

Vlk also notes the company has been active in hauling transformers and other equipment for upgrades at existing substation and power stations in the area. Discussions of new environmentally aware, coal-burning plants and another ethanol plant in the area also seem promising to Vlk.

Offsetting such growth areas is the downsizing of the traditional manufacturing base, particularly automotive manufacturing.

"Unfortunately, we're also hauling a lot of machinery out of the area," he says. "Some are moving out of the area, sometimes to plants in other countries. And some of the companies are just going out of business. Michigan has lost over 200,000 manufacturing jobs."

He is hopeful that the state of Michigan can make changes to help bring some of these jobs back. "Michigan has had this single-business tax that has been horribly detrimental because of its impact on new businesses coming into the state," he says. "They're working in our legislature to change that."



Dobson moved into structural steel fabrication in the 1960s to diversify the company. They haul the steel and erect it as well

Despite the area's rising unemployment rate, Dobson Industrial remains concerned about the availability of experienced machinery movers, both drivers and riggers. Although Vlk anticipates losing a number of valued employees to retirement, he says he is optimistic that some of them may be replaced by equipment operators who have fulfilled their military obligations.

Dobson minimizes staff turnover by offering a competitive salary, an attractive benefits package, including a 401k retirement plan, and year-end bonuses tied into financial

results. Dobson also is a union employer for ironworkers, riggers and teamsters.

In addition, the company extends its capabilities by forming alliances with other SC&RA members. "It's great to know that if we get a request to pick up machines in Texas or New Jersey, we can contact a trusted SC&RA member in those areas instead of sending our own crew," says Vlk. "We make a point of mentioning in our marketing material that we belong to the association. People like to hear that. They don't want to have to go looking for a rigger in another part of the country." **act**

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Contractors are showing renewed interest in the hybrid telescopic crawler crane that until recently has been a niche market machine in North America. **ACT** reports

Rough and tough



Sold by Scott Companies to Creative Concepts for a drilling operation, a Mantis 30 ton capacity 6010 is customized for the customer

Telescopic crawler cranes are tough cranes that can pick and carry their entire lifting chart in narrow areas, says Jeff Johnson of Scott Companies. "These cranes have low headroom capability and are well suited for multiple job applications and conditions," he says.

Scott Companies has experienced strong success with the Mantis brand of telescopic crawlers, and today owns the largest fleet of new and late model Mantis cranes in the world, Johnson says. "Our current fleet comprises over 24 machines of varying size and capacity," he explains. "We have sold many to our traditional customers in the power line construction field. We have also sold several cranes, here in the US and abroad, to the petrochemical industry."

Scott Companies recently extended its reach to Europe, selling a Mantis 6010 model to a British construction company that is now working at the North Pole.

The reason Johnson is so positive about the machine is because "you name it, this crane can typically do it."

Mantis, based in Franklin, TN, which, through the original company SpanDeck, introduced its first hydraulic telescopic boom crawler crane in 1979, has established itself as a leading manufacturer of this typically niche market machine. The company's earliest models, the 10 ton capacity 2010 and 13 ton capacity 2610, were originally designed for use in the tank-building industry. The cranes, with their compact design, soon became popular in the power transmission line erection industry.

Larger capacities

In time, Mantis would develop higher capacity models including the 3612, an 18 ton capacity model in 1981 and the 25 ton capacity 5012 in 1983.

Today, the Mantis line consists of 10 models ranging from 18 to 100 tons capacity. In January, the company introduced its new 45 ton capacity 9010 and all models with new operator cab and 3B6 computer system.

The growth of the Mantis telescopic boom crane concept into a true product line has



Empire Crane has rented its 14010 Mantis telescopic crawler to the foundation contractor building the new New York Yankee stadium

been a steady process, with most of the models developed with the input and specifications of contractors who use the machines, according to a company spokesman. Today the Mantis line finds applications with general construction companies, foundation contractors, tunneling and highway constructors, crane rental companies, railroads, as well pipeline and power line contractors. Next in development for the company is a 100 ton capacity crane, which is in production and is slated for a year-end release.

Link-Belt Construction Equipment, based in Lexington, KY, launched its first entry into the telescopic crawler market in 2006 with its TCC-450 last fall. Pat Collins says the company decided to foray into the market for a number of reasons. "First of all, we believe the timing is right for expansion of the use of telescopic crawlers in North America," he says. "Up to this point, it has had a somewhat limited demand, but that is changing."

The TCC-450 was a natural for Link-Belt, Collins says. "It fits well in our business structure," he explains. "Our long-established dealer network is 100% capable of supporting this product right out of the chute from a parts and service standpoint."

Watching the market

Since the release of the machine Collins says Link-Belt has trained its sales staff on the special aspects of selling tele crawlers. "We know crawlers, we know telescopic booms, and we know most of the customer base already," he says.

Collins says Link-Belt has been watching the market for telescopic crawlers emerge, and was able to observe acceptance of the TCC-450 in Europe over the last two years with its introduction there by HCME, Link-Belt's sister company. "Their customers were very pleased with the machine," he says. "We tested the unit thoroughly here in Lexington, adapted it to our build standards, and made modifications for North American operator preferences, and we were ready to launch."

Thus far, Collins says the main selling feature of the TCC-450 is its "bulletproof reliability" and high build quality standard. The control system on the machine has also been a selling point for customers.

But it is the hybrid nature of the telescopic crawler that continues to garner new found attention, according to both Collins of Link-Belt and Johnson of Scott Companies. The concept of a telescopic boom mounted on a crawler base is a selling feature in itself.

"There are no outriggers to set so it is simple to operate and has a simple load chart," says Collins. "This also makes pick and carry operations easy because the TCC is always



Scott Powerline took receipt of the first Mantis Models 10010MX and 14010 with the new operator cab

mobile. An RT for example, is on outriggers 80% of the time. So it has to transition to rubber and go from over the front to over the side. With the TCC-450 and no outriggers, you just pick and go."

The smaller footprint of the telescopic crawler also makes the machine a natural for some industries, especially the power line industry. "The 450 has a smaller footprint than some competing models and is able to maneuver in tighter places," explains Collins. He says most units of the TCC-450 have been placed with contractors or are working in dealer rental fleets or on long-term leases. Typical applications include steel storage tank installation, bridge work, power line construction and maintenance, retaining wall work, or general contracting, he says.

Link-Belt does plan future models in the telescopic crawler configuration, most likely a larger model than the 45 ton capacity TCC-450.

Empire Crane based in Syracuse, NY is a Mantis Crane dealer that has sold 10 tele crawlers last year and has already sold 10 in 2007. The machines they have sold are being used for bridge construction, foundation work, pick and carry work, driving piles, power lines and in rough terrain applications, according to the company.

Most recently, Empire has supplied a Mantis unit to a foundation contractor in the Bronx in New York. The machine is working on the foundation of the new New York Yankee stadium. According to the company, the machine "rounded the bases and took a trip through the outfield to drive piles, pick and



Scott Powerline took receipt of the first Mantis 9010, the recently released 45 ton rated crane. The crane is on rent by RW Delaney Construction out of Natchez, MS working on an oil rig near Brookhaven, MS

carry heavy steel beams, unload steel and rebar, among other tasks."

"The arrival of the 14010 Mantis Crane to the location of the future Yankee stadium has opened the eyes of foundation contractors and crane companies in the NYC area," says Katie Pharoah of Empire Crane. "Inquiries regarding the crane have been numerous and constant since then."

Terex has not entered the US market with a tele crawler although its Terex Bendini plant in Italy does offer one model. A source with the company says the Bendini telescopic crawler crane is a strong machine that could be adapted to the US market if the demand is determined to be strong enough to do so. **act**

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Money talks

Half way through 2007, it appears the market for cranes and transport equipment is still strong and that capital for construction equipment and transport vehicles is readily available. While this is good news for the industry, purchasing new equipment should be approached with knowledge and expert advice. A strong financial team can be a critical resource in deciding what equipment to purchase and how it should be financed.

Commercial construction activity remains strong throughout the US, which bodes well for the construction equipment industry, specifically cranes. In such a positive marketplace, there still are issues to deal with in terms of securing financing.

Jay Buechler, customer finance manager for Manitowoc CraneCredit, says the primary issues are a company's cash flow and their backlog of work. "If a company can show that they have secured work to keep a machine that is being financed profitably busy, it goes a long way toward giving a financing source some comfort," he explains. "While secondary market values are continuing to trend upward due to a scarcity of equipment, a financing source really never wants to rely on resale value of the equipment as their primary source of repayment for the financing."

Credit quality still remains a major issue, according to Harry Fry, of Harry Fry & Associates. "If the company has a strong credit history, financing is not an issue for them," he says. "Cranes remain quality collateral for lenders. In our experience, we need to have relationships with many lenders in order to meet the financing challenges of all types of credits, not just those companies with 'A' credit standards. Because of our association with a variety of lender types, we have been able to finance small companies, large companies, companies that might have had some credit issues in the past, but who still need to purchase equipment to serve their customers."

Manufacturer backlogs continue to hold up delivery of new cranes, stimulating the market for used cranes, and hence increasing the values of older equipment. There are several important issues to consider from both the purchaser and the finance company perspective in terms of used equipment.

"While manufacturers are doing all they can to increase production levels, machines are

Two leading finance executives discuss the trends and issues of crane and transport financing. **ACT** reports



still scarce, and values have risen dramatically in the open market as a result," says Buechler. "Lenders do need to take extra caution in this market on used equipment deals to ensure that the structure of a used equipment deal matches the cash flow capabilities of the company to service the debt. The key beyond that is remembering that a five year financing on a five-year-old piece of equipment results in a ten-year-old piece of equipment at the end of the financing, irrespective of what value is associated with that piece of equipment in today's market. Lenders can only make educated guesses as to what the market will be like during and at the end of the term of that financing. Again, the collateral/residual value of the machine should not be considered the primary source of a lender getting repaid."

Fry says that the market for used equipment is active, even though availability for new equipment has improved, especially in the rough-terrain crane and truck crane markets. "The market for used ATs and crawlers remains active," he says. "Financing for used cranes is available. The issue with used cranes, especially in an end-user to end-user sale, is confirming that the equipment is free and clear of any liens."

The other issue is determining value. Fry explains: "In this heavy demand market, pricing on the used equipment may be higher than the lender is willing to advance. In many cases, a down payment is being required to keep the loan to value in line."

Quality buyers

First and foremost, finance companies must assure the companies they are doing business with are strong and solvent. The concerns for a finance company are varied. "For me, the major concerns are still making sure that the company is a solid provider of construction services and that it has a good history of successfully completing work profitably," says

Buechler. "What tends to happen towards the latter parts of a cycle is that there are new entrants to the industry that feel they have the experience to make the same kinds of profits that the established players have during the early and

Harry Fry, of Harry Fry & Associates



Jay Buechler, customer finance manager for Manitowoc CraneCredit

middle parts of the cycle. They want to get in to the business, but invariably they are getting in at the wrong time. These types of situations require a financing company to really underwrite the deal more strictly, placing a careful eye on work that the borrower has, and getting bigger down payments and shorter amortizations when possible."

Interest rates have been creeping up over the past year. What does this mean for the market for construction equipment?

The rising rate environment by itself has not seemingly been a factor for us, as the price tag for cranes still requires people to get financing for the machine, irrespective of where rate levels are at," says Buechler. "While crane activity is still very strong, it seems that other types of construction equipment are slowing somewhat. The combination of that along with rising rates seems to have led to the commercial banks getting a little more choosy in their underwriting. While the commercial banks can still be very aggressive on a deal that they really want, we are running into the commercial finance companies in more situations now than at this time last year."

Fry says that while the finance market has remained fairly constant over the last 12 months, interest rates have been rising and yet borrowers have been slow to realize this. "The rise in rates has not seemed to impact the purchasing as the jobs are continuing and the equipment is needed," he explains.

The upcycle for cranes and other construction equipment has been steady for more than a year. How does a finance company gauge when the next down cycle might be on the horizon?

"That is the \$64,000 question," says Buechler. "If we knew that, all our jobs would be easy. As I mentioned, one thing you tend to see is more new entrants to the industry after the peak of the cycle, so when you start seeing more entrants, it can provide a clue. One interesting thing about this cycle for us is that this time around, we have a much more

global footprint. Given the rapidly expanding markets elsewhere in the world, we're hoping that this global diversification will help mute the impact of any down cycle here in the North American market."

Global market

Fry says many lenders have experience in this industry and can look back to history and gauge the cycles. "The difference may be that today's crane market is much more global than ever before and that historical data is not available," Fry says. "However, because of the global marketplace for cranes, there are many more avenues to liquidate assets if needed, without losses."

While the finance company must look at all the attributes of the company purchasing equipment, the company purchasing the equipment should also be strategic in choosing a finance partner. Companies should look for a financing source that understands the construction business, understands the cycles that the industry typically goes through, understands the equipment well, and focuses on customer service.

"Funding sources that can perform well on those parameters are funding sources that are going to be there and have funds available in both good times and bad times, rather than heading for the hills during tough markets," says Buechler.

Fry maintains that companies today should look at many options and look at the whole picture. "The local banker is no longer the only avenue for borrowing," he says. "When assessing what's best for their purchase, the company should look at structure of the financing – do they need a loan or a lease for this purchase? Will they need to address any tax issues? How long do they feel the crane will remain in their fleet? What are the costs of financing – rate should not be the only factor reviewed – documentation fees, lien search fees, security deposits, down payments, etc, should all be factored in when assessing a structure."

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Solving the bridge weight problem was a race against time. The solution was attaching additional sets of wheels to the outriggers



A weight-restricted bridge became an obstacle for a Hawaiian crane company that was forced to come up with a quick solution to reduce the axle loadings on its Demag AC 120. **ACT** reports

A fast track job, Hawaiian Crane & Rigging (HCR) was commissioned to complete the assembly of a missile tracking radar at the Pacific Missile range in Kokee on the island of Kauai, along with the help of military contractor Oceantronics Inc.

Due to heightened military sensitivity in the Pacific theatre of operations the radome had to be up and tracking by the customer's deadline.

HCR had to transport its Demag AC 120 all terrain hydraulic telescopic wheeled mobile crane from Honolulu to Kauai, traveling an unfamiliar route from the Kauai Harbor to the top of the Kokee mountain range and finally erect the dish and radome.

A last minute obstacle emerged, however, when HCR's permit to cross the Hanapepe Bridge over the Kauai Harbor was rescinded following a sudden decision to reduce the maximum load allowed to cross the bridge.

Kerwin Chong, HCR vice president, explains, "This de-rate was the state and

Innovative axle

county's reaction to a dam failure that occurred earlier in the year, which cut off a portion of the island as the breach washed away the only road connecting the two halves of the island – and they didn't want this to happen again in the event we damaged the bridge."

HCR had just three days to cross the bridge and load the equipment on to the inter-island barge before it departed. The quick response engineering department was called in to solve the problem.

The Demag AC 120 has five axles, each with a loading of 26,000 pounds (12 metric tons) in traveling configuration. The Hanapepe Bridge had been de-rated from 28,000 pounds (12.7 metric tons) maximum axle load to 21,000 pounds (9.5 metric tons) per axle.

According to Chong the only "conventional" options were to lighten the crane or procure a boom dolly.

"Nothing could be done to lighten the crane, short of removing the boom," says Chong. "There was no support equipment on Kauai capable of removing our boom and shipping

an additional crane for this would have severe impacts on the budget."

Procuring a boom dolly was also out of the question as there were no boom dollies in the state, because up until then, such a machine had never been needed, Chong says.

"Bringing one in from the mainland was time and cost prohibitive – we did not have the luxury of time," Chong explains.

The only solution was to somehow add an additional axle to the crane, distributing the load and reducing it to 18,000 pounds per axle – 3,000 pounds less than the bridge's maximum weight allowance.

"But how could one economically graft an additional axle onto a crane?" Chong asks. Answer: "By using the outriggers as the wheel platform."

An under-the-bridge survey was carried out to locate the bridge girder and the spacing was found to fit perfectly to the crane's short outrigger configuration width.

HCR already had walking outriggers for its Manitowoc 3900T truck cranes, so its "Skunk Works" department spent a day modifying a pair and test loading them.

"Fortuitously, the Demag AC 120 has pressure sensors on the suspension, so converting the pressures to forces was a simple calculation – and our preliminary calculations could be verified," Chong says. "We re-submitted our travel plan back to Kauai County and the state traffic and bridge design department along with our calculations and field data for back-up. The traffic engineers scrutinized the analysis, and the permit was approved."

The crane made the barge as scheduled and the job was completed on time and on-budget. **act**



Traffic backs up as the Demag AC 120 cautiously makes its way over the Hanapepe Bridge

At its final destination the Demag all terrain crane carries out its mission



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Lifting a 420,000 pound crane out of a tight hole in Spokane, WA required specialized equipment and precise rigging. **ACT** reports

In a hole

Last year, Portland, OR-based Campbell Crane provided a Link-Belt HC 278HII to build a parking garage in Spokane, WA. In a tight space between the buildings, the parking garage was purposely built up and around the crane. When the job was done, the crawler crane was sitting in a pit about 15 feet deep.

Campbell Crane called on Morgan Machinery Moving of North Plains, OR to lift the crane out of the pit. Using its gantry system, Morgan workers tediously lifted the crane to ground level and then built a platform so the crane could be driven out under its own power.

The obstacles in lifting the crane out of the hole were huge. First of all, the crane would need to be moved with its 160 foot boom attached, as well as its counterweight still affixed. The combined weight of the crane was 420,000 pounds.

On the first day of the operation, workers from Morgan Machinery moved its 440 ton capacity Lift and Lock gantry system, cribbing and platform materials into the pit. Crews spent a

day setting up the equipment for the lift the next day.

A one-inch steel plate was placed under each of the gantry legs to assure their stability. Four individual gantry legs were used, each rated at a capacity of 220,000 pounds. Olympic polyester slings rated at 200,000 pounds in a basket were attached to the outriggers of the crane.

On the day of the move, the gantries lifted the machine 10 inches. At that point, crib piles were placed under each outrigger. The crane was lifted 10 inches at a time, with the crib piles built up after each lift. "We built a crib pile under each outrigger and followed the crane up," says Steve Spurlock, Morgan's corporate safety manager. "After each lift, we extended the crib pile up to the base of the outrigger."

After getting the crane just above the height of the wall, the plan was to drive the crane away from the garage. Crews began building



BELOW: The ground level platform was built with four large wooden crane mats that were 4 feet wide by 20 feet long by 12 inches thick and comprised of thick hardwood



Olympic polyester slings rated at 200,000 pounds in a basket were attached to the outriggers of the crane and used to lift the machine 10 inches at a time

The combined weight of the crane with the boom was 420,000 pounds





LEFT: Morgan used its 440 ton capacity Lift and Lock gantry system for the project. Four individual gantry legs were used, each rated at a capacity of 220,000 pounds. A one-inch steel plate was placed under each of the gantry legs in order to assure their stability



The crane was lifted 10 inches at a time, with the crib piles built up after each lift.

the platform system when the crane was at the height of the wall. The platform was built with four large wooden crane mats that were 4 feet wide by 20 feet long by 12 inches thick and comprised of thick hardwood. The mats were placed next to the concrete retaining wall, which was at the front of the crane.

The base of the platform was laser leveled to ensure its stability. For the sake of safety, Spurlock says they built an additional stabilizer system using cribbing material on each side of the platform toward the back of the platform away from the retaining wall. This was interlocked away from the platform about



Crews spent a day setting up the equipment for the lift the next day

eight feet, getting wider at the base.

As the platform was being built, the crane slightly rested on the outrigger crib piles with the majority of its weight supported by the gantry system.

Once the platform was to the height of the retaining wall, crews tested it by gently resting the crane on the platform while still using the gantry system for safety. Assured that the platform was adequate, the crane was gently released from the gantry system. The crane's outriggers were then retracted, the crane started and the operator slowly moved it forward.

"There wasn't even a wiggle in the platform system," says Spurlock.

The entire effort spanned 15 hours, starting at 6 a.m. with the crane out of the pit by 9 p.m., Spurlock said.

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New generation of attachment swivels

Tulsa, OK-based Tulsa Chain Inc. has introduced what it terms a new generation of attachment swivels with the Theipa Point. The swivel is manufactured from the patented grade 100 Enorm material, allowing users to increase the working load limit by at least 25% without increasing the swivel size. Easier assembly and dismantling is accomplished due to the forged hexagon on the body of the swivel. The crimped feature prevents the link from kinking. Corrosion protection is achieved through tough powder coat and



electro galvanizing, which is also carried through to the internal areas.

Theipa Point has a new double rail ball bearing system that allows for easy swiveling under load. With indication of ball bearing wear, wear ring can be recognized even without measuring instruments. All commercially available thread versions are available, from UNC to metric. Thread style and bolt lengths can be customized to meet user requirements. Female thread options are also available. Tulsa Chain is the sole North American supplier for JDT, (Germany). Visit www.tulsachain.com.

Lifting tilt walls



Clayco Corp. is building the world headquarters for Chevron Corp. in Covington, LA. The project will encompass three buildings utilizing tilt-wall construction. The tallest wall to be erected is 68 feet in height. The heaviest wall to be erected is 242,000 pounds. A 300-ton Link-Belt 348 crawler and a 30-ton Link-Belt RTC 8030 are

erecting the wall panels. Both cranes are rigged with the L1, 125-ton capacity, 24-foot Super-Bar spreader bars to lift and place the wall panels. Braces are added to the outside walls in order to sustain hurricane strength winds that often hit that region. For information about the Super-Bar system, visit www.super-bar.com.

Coilhandler slings and corner protectors

Cargo damage and long discharge times often limit productivity with different types of heavy slings. Lift-It offers Twin-Path Extra Slings (K-Spec HP Fiber and Covermax Tube) and Dyneema Heavy Duty Sleeves that are lightweight and flexible, weighing only 21 pounds, according to the company. The slings are 10 times lighter than comparable "heavy" metal slings, and there is no need to fish hook to pull the sling through the coil. Lift-It Coilhandler slings make inspection simple due to the patented Twin-Path Sling Inspection Systems: Tattle Tails, Fiber Optics or Check Fast. If red yarns in the heavy duty sleeve are visible, that means the sling should not be used.

Additionally, the company says Coilhandlers are repairable for a fraction of the original cost. If the Dyneema sleeve is damaged, it can be returned for evaluation and repair. An additional safety feature, the Coilhandler must be returned for factory inspection after 500 uses.



Curved and slotted protectors are also now available from Lift-It. The diameter for the curved model and/or flange dimensions for the slotted model must be specified. Magnetic corner protectors are "protection rated" at 12,500 PSI and can be used at temperatures from -20 degrees F (-29 degrees C) to 220 degrees F (104 degrees C). The magnets are designed to keep the protector from falling from metallic loads and are not intended to prevent the protector or sling from sliding. Visit www.lift-it.com for more information.



➤ InfoChip Systems Inc. and the Crosby Group Inc. recently announced a marketing partnership that will supply Crosby authorized dealers the Crosby QC PRO powered by the InfoChip "web enabled" system. These solutions enable Crosby authorized dealers with multiple locations to share information with an unlimited number of customer sites. Security is managed with Secure Sockets Layer (SSL) technology, ensuring privacy and security, the company says. View a web demo at www.infochip.com.

➤ DSM Dyneema announced that Machinefabriek Amersfoort, a worldwide specialist in machining, heavy milling and turning of large metal parts, has begun using lifting slings made with ultra strong Dyneema High Performance PolyEthylene (HPPE) fiber. The strength-to-weight ratio of Dyneema HPPE has enabled the company to replace multiple polyester slings with fewer, lighter weight slings from sling maker Technotex (member of the Unitex Group), simplifying part handling and reducing storage, according to company literature. Also, as compared to polyester, the new slings with Dyneema provide reduced stretch that enables crane operators to precisely position very large and heavy parts on a machine tool.

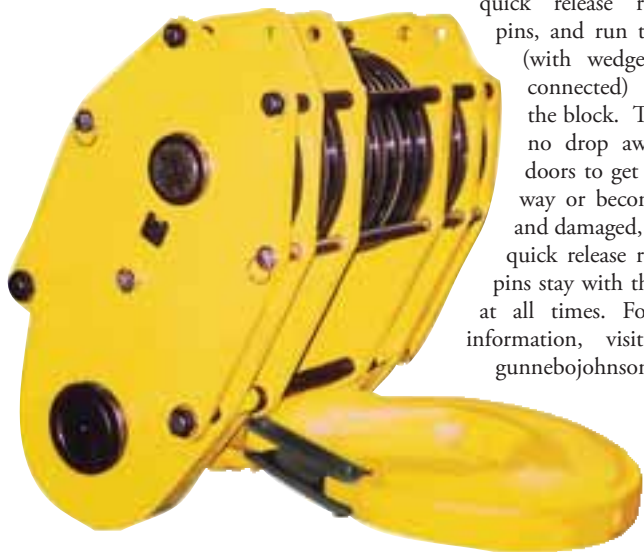
➤ Commercial Group Lifting Products (CGLP) has selected N4 Systems' flagship RFID based inspection system, Field ID, to manage its inspections. CGLP chose the Field ID technology because of its ease of use, end user support and its integration abilities, the company says. The company will deploy Field ID in all of its locations and will be fully integrated with its current ERP system.

Quick Reeve Crane Block

The Johnson Quick Reeve Crane Block was designed to save time and money. The combination of the Johnson Quick Reeve Crane Block and a crane's quick reeve boom tip combine for a reeving

system that increases productivity, safety and speed, the company claims.

To operate, stand the block up and tilt it over on its positive support hook base, pull the quick release retaining pins, and run the rope (with wedge socket connected) through the block. There are no drop away trap doors to get in one's way or become bent and damaged, and the quick release retaining pins stay with the block at all times. For more information, visit www.gunnebojohnson.com.



New re-reeving unit

Oklahoma City, OK-based Reel-O-Matic has designed a line of re-reeving machinery to make the job of removing and installing crane rigging safer and easier. The machinery also allows for faster, simpler and more cost effective rigging inspections, the company says.

The Reel-O-Matic Re-Reeving units come in standard capacities of 5,000 and 10,000 pounds. The units feature self-contained hydraulic systems that are either gasoline or diesel-driven, with either recoil or electric start systems. The units are designed for outdoor environments with a rain shield to protect the drive system components.

The drive system provides tension-controlled pay-out and take-up, and are offered with an optional slide coupling drive shaft disconnect that allows for free-wheeling capability. The Re-Reeving units come standard with a forklift base for mobility, and are also provided with lift lugs for loading and unloading of reels. They are also designed to be trailer-mounted. Reel-O-Matic builds custom-made units up to 80,000 pound capacity and for hazardous location operation.



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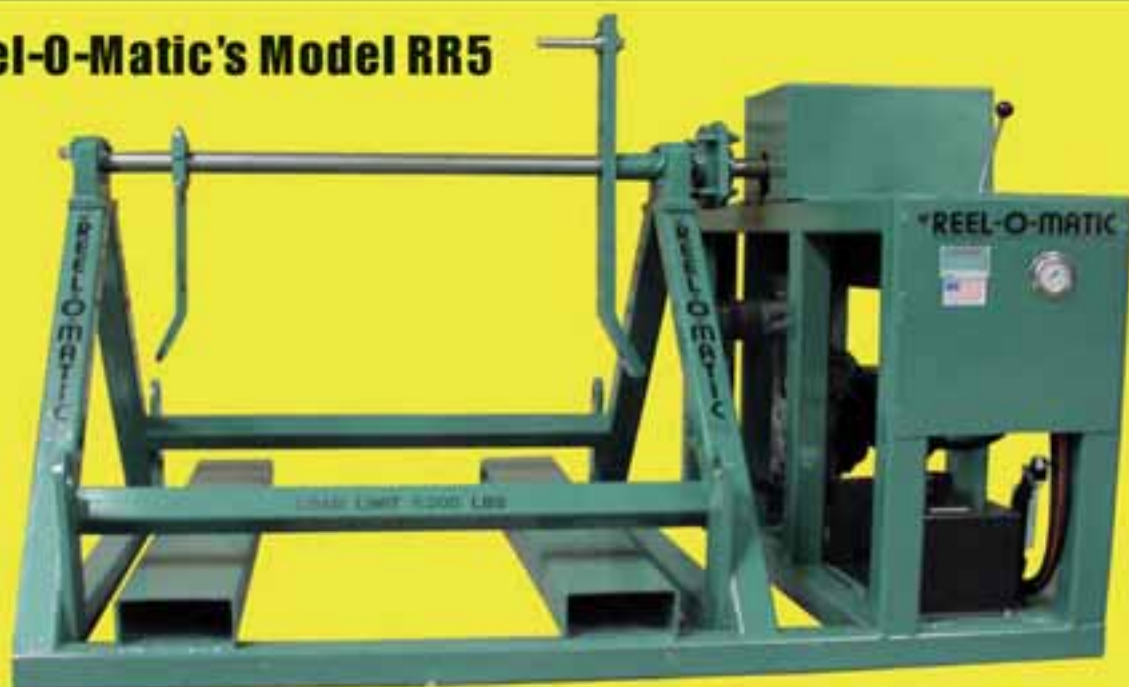


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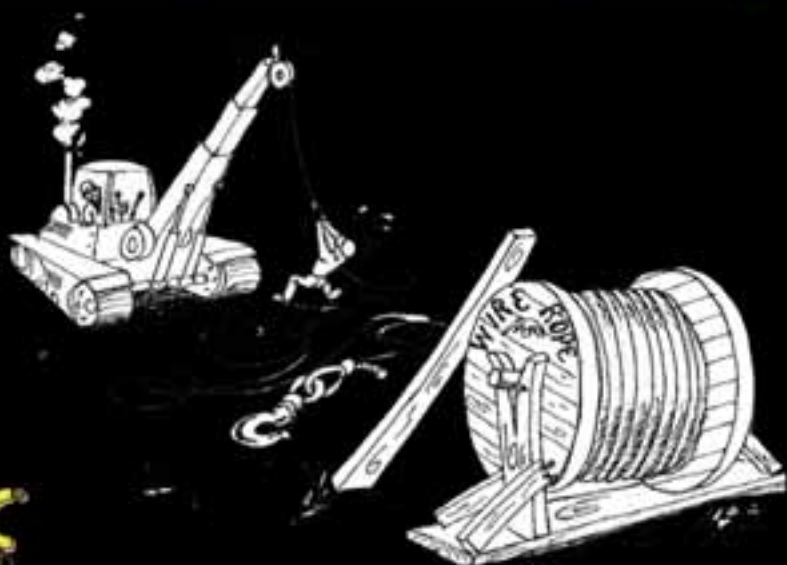
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CHARLES GILLESPIE is sales and marketing director at Certex UK and has more than 20 years' experience of working in the wire rope and lifting industry.

Choosing the right wire rope for your crane is not just about comparing prices. Cheaper versions may prove false economy in the long run, but then not always. **Charles Gillespie** looks at the economics of rope buying and offers tips on how best to invest your money

Wire rope round up

Choosing the correct wire rope is not just about the specification in the crane manual and price. The would-be purchaser is typically faced with a bewildering range of products from various manufacturers around the world, all with their own naming conventions and brands.

There are simple non-negotiables to ensure a correct and safe selection of a wire rope for your crane. These include factors such as breaking load, diameter, length and turn characteristics. The discerning buyer should also consider the commercial issues.

Assuming you have identified the minimum specification of wire rope that will work safely on your crane – what other factors should be considered before ordering?

Rope lives

The old cliché, “If you can’t measure it, you can’t manage it,” is very apt here. Often an operator will view performance in terms of time lapsed and complain that a particular rope has not lasted as long as previous ropes. It is common to hear something like, “My last set lasted two years but these have only lasted 18 months.” However, after careful questioning, it is revealed that the crane is doing a lot more work.

It is, therefore, important to record rope performance and measure it in a meaningful way. If coal is moved by the ton then measure the rope in thousands of tons. If you have ship to shore cranes and lift containers then measure in TEUs (20-foot equivalent units).

Choosing quality rope from a reputable wire rope manufacturer will ensure that you get maximum rope life and a consistent rope performance



Photo courtesy of Wire Rope Corp. of America

One of the factors that will help you make this calculation is to look at the cost of installation, which varies enormously depending on your crane

Only very rarely will an elapsed time be a reliable indicator, which is when the crane is lifting the same load on a repetitive cycle so that the rope is doing the same job every lift.

When you are sure of your current rope performance then you can look at rope types that will extend this performance. These include compacted ropes, which have a significantly longer life than conventional ropes where fatigue and wear are the prime factors.

Making an economic decision on whether to buy a high performance rope is the same thought process and math as buying a premium car tire versus a budget one. If you buy cheap, then generally you will need to replace your tires earlier than if you had chosen a more expensive one. Quite simply it is about value for money over the life time of the wire rope not the initial purchase cost.

The calculation you then need to make is "does the extra life that I get outweigh the additional cost I need to pay for a higher performance product?"

Installation costs

One of the factors that will help you make this calculation is to look at the cost of installation, which varies enormously depending on your crane. If you have a small overhead crane or a truck mounted mobile crane with one rope then this is very different from the cost of changing a set of ropes for a ship to shore container crane or for a steelworks crane.

Generally, a mobile crane rental company will have sufficient labor to make changing a rope a quick and easy job. Changing a set of ropes on a 200 ton capacity crawler crane, however, could require a team of up to 12 people and take many hours. To ensure safe access, the crane will also require scaffolding before the job even begins. In cases like this, the cost of

a set of ropes is insignificant compared to the cost of the installation. Thus if you purchase a solution that reduces the number times you have to do this job then you can save significantly more on installation costs than the cost of additional ropes.

Why replace?

It is also important to establish whether your ropes are reaching the end of their natural life and wearing out or if they are being replaced due to fatigue or damage. A good wire rope supplier will offer a service to help you determine why the rope has reached the end of its life. Many publications discuss how to make this determination and wire rope examiner courses are available, which can help determine what has happened.

If a rope is being damaged then, in the majority of cases, it is time to look at operating procedures and driver training. A rope will last much longer with a good operator than with a reckless one. You may be able to fix the cause of the damage but, if not, the choice is simple. Fit a rope that meets the minimum criteria but is the cheapest one you can find. There is no point in fitting an expensive one as it too will get damaged – so it is a waste of money.

Consequences of downtime

Choosing quality rope from a reputable wire rope manufacturer will ensure that you get maximum rope life and a consistent rope

performance. The better standard of ropes will perform consistently so that you can safely use a planned maintenance program and change the ropes when you want to rather than when you have to, which is usually when there is a container vessel waiting to be unloaded or when your boss is demanding maximum output from your production crane.

The consequences of having a vital crane out of action on an unplanned basis can be astronomical in terms of lost production or, in the case of port operators, demurrage costs.

If ropes are changed less often, will this necessarily lead to increased production? To answer this, we can look at a real life example of an unloader crane used to unload ore and coal for a leading steel plant. First, the installation costs – labor and scaffolding – were \$60,000. The cost of the original ropes was \$20,000. The original rope life was seven months, making the annualized cost at more than \$136,000. The new high performance ropes cost \$32,000 but gave a life of 19 months, so the annualized cost was reduced to \$58,000 – almost a 60% reduction in costs associated with the wire rope and installation.

The big benefit, though, was increased availability of the asset, which enabled at least one additional vessel to be unloaded – the real value of this was \$1 million.

When faced with sums like these, the additional cost of using high performance ropes becomes insignificant.

Photo courtesy of Wire Rope Corp. of America



Photo courtesy of Wire Rope Corp. of America



The better standard of ropes will perform consistently so that you can safely use a planned maintenance program and change the ropes when you want to rather than when you have to



Photo courtesy of Bridon American corp.



photo courtesy of Bridon American corp.

Summary

If your ropes are wearing out or being replaced due to fatigue then it may be more suitable to choose a wire rope that has an enhanced life. If your ropes are being replaced due to damage, and you cannot effectively stop this happening, then your best option is to fit the cheapest rope that is fit for the purpose.

As we have seen, selecting a high performance wire rope in the right circumstances will reduce your overall wire rope costs and, on critical applications, installation savings may outweigh the costs saved on wire rope. If you can increase the availability of your crane to produce more product or to do extra work, then choosing a high performance crane rope might have been one of smartest decisions you took to increase your profitability. **act**



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EXECUTIVE VICE PRESIDENT

Joel Dandrea
2750 Prosperity Avenue, Suite 620,
Fairfax, VA, 22031-4312, USA
Ph: 703-698-0291
Fax: 703-698-0297
www.scranet.org



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Fall brings a wealth of learning opportunities

Learning from peers

For students throughout America, the start of a new school year is just around the corner. Many educators today have come to appreciate lesson plans in which students gain from knowledge imparted by other students who have developed a special expertise.

Similarly, autumn offers exciting learning opportunities for SC&RA members. And many of the best teachers are fellow members.

First up is the SC&RA Crane & Rigging Workshop, September 20-22, at The Westin Crown Center in Kansas City, MO. Attendees will be educated by members who are also some of the industry's best and brightest experts.

Phil Hooper, Southern Industrial Constructors, Inc., and Terry Young, Construction Safety Experts, will discuss lessons learned from near misses.

NBIS Construction and Transport Underwriters, Inc., the exclusive administrator of SC&RA's insurance program, will be well represented. Bill Smith will explain how to develop a rigging planning checklist. Kevin Cunningham will moderate a panel on navigating crane rental agreements, which will include Smith and a third NBIS representative, Robert Moore.

That panel will also include SC&RA members Harry Baker, Southwest Industrial Rigging; Delynn Burkhalter, Burkhalter Rigging, Inc.; and Robert Hileman, United Crane & Rigging Company.

Hileman will be joined later in the Workshop by Earl Johnson III, Southern Crane, for a session on proper crane setup.

SC&RA Vice President Randall Goddard, Atlas Industrial Contractors, Ltd., will moderate a panel of fellow members who will discuss new developments in the gantry industry. Panelists will be Ben Forster, Riggers Manufacturing Company; Kevin Johnston, J&R Engineering Co., Inc.; Brian Wagner, Lift Systems, Inc.; and Craig Welch, Bigge Crane & Rigging.

In yet another session, Jim Yates, Barnhart, will examine proper methods and operations of platform trailers in the rigging industry.

Members will also learn from other members at the Exhibit Center, where 42 companies will explain their products and services, and at a presentation of the 2007 Rigging Jobs of the Year. Additionally, the Crane & Rigging Workshop will include two plant tours: Custom Mobile Equipment (manufacturer of the Versa-Lift line

of fork lift) and Royal Tractor Company Inc. Following on the heels of the Workshop is the Financial & Risk Management Forum, October 11-12, at The Westin Indianapolis. This seminar will draw heavily on responses from dozens of member companies that participated in the 2007 SC&RA Financial Benchmarking Study. Participating members will learn by seeing how they compare financially to other members.

As with the Workshop, the Forum will benefit from presentations by SC&RA members, a number of whom will speak at both meetings.

For example, Terry Young will be back with an interactive session on ways to protect personnel and profits through a proactive risk-control program.

Kevin Cunningham will be joined by Mike Leamanczyk, a colleague at NBIS, to explain how companies can use insurance renewal specification techniques to control their bottom line.

SC&RA's General Counsel, Jason Branciforte, Littler Mendelson PC, will discuss ways employers can avoid employment mistakes that can result in lawsuits.

Harry Fry, Harry Fry & Associates, will explain how companies can make their financial package attractive to lenders. He will share the podium with Kevin Libert, Key Equipment Finance.

Like a number of speakers at the meetings, Libert offers a unique, nonmember perspective. Other nonmember speakers at the Forum are Robert Terpening, Executive Vice President, the Indianapolis Colts; Robert Reilley, Director of Global Security, Eli Lilly Corp.; and Mike Whitlock, President, Tannian Consulting. Nonmember speakers at the Crane & Rigging Workshop include Bo Brasher, Results in Learning; Andy Patron, FMI Corporation; John Davis, Crane Certification Association of America; and Jeffrey B. Rosen, Poisinelli Shalton Flanigan Suelthaus PC.

Look for further details of these meetings in the mail, this magazine and *The SC&RA Newsletter*.

Joel Dandrea, executive vice president

Top notch

It's scholarship time and this year's winners are the cream of the crop

The SC&R Foundation has awarded \$21,000 in scholarships for 2007-2008 to seven students preparing for careers related to transportation or construction management. Additionally, the Foundation for the first time awarded \$3,000 in grants of \$1,000 each to three employees of SC&RA company members for the pursuit of technical degrees or certificates.

The SC&R Foundation is a 501(c)(3) corporation with the mission to advance research and education while furthering other charitable, educational and scientific purposes for the industries served by SC&RA. Since 1986, the SC&R Foundation has awarded over \$170,000 in scholarships.

✓ \$1,000 grant recipients

In alphabetical order, the \$1,000 GRANT RECIPIENTS are Dustin Davie; John Fowler, Jr.; and Arthur Roberts III.

DUSTIN DAVIE has been a full-time summer employee and part-time school-year employee at Flatbed Express, Inc., Bellevue, Neb. for the past four years. He plans to use his grant to help with expenses as he works toward an associate's degree in Diesel Mechanics from Metropolitan Community College, Omaha, Neb.

"Dustin has grown up in the business and is years ahead of the other students in our program," said Luke Klingbeil, Head Diesel Technology Instructor. "In Dustin's first year of Diesel Technology training here at Metro Community College, he has established himself as a leader. I can call on him regularly to correctly answer questions related to the diesel truck and engine classes he takes with me."

JOHN FOWLER, JR., a welder at the Crosby Group, Inc., Tulsa, Okla., plans to work toward an associate's degree of Occupational Studies in Welding Technology at Tulsa Welding School. He also operates a robot welder that manufactures sheaves at McKissick Products in Tulsa.

"John is a good worker with a passion to further his skill and education in the welding field," said Stephen Vernon, Manager of Poll Forged Sheave Production at McKissick Products. "He is a can-do kind of man that puts great effort into whatever he does. Any grant given to this man would be well used."

ARTHUR J. ROBERTS III, a project assistant at Blane-Chase Industrial Construction & Maintenance, LLC, plans to use his grant for "courses that will impact my career by giving me a better understanding of programs/software and that will help me with communication as well as computer skills." He is pursuing his associate's degree from Hagerstown Community College, Hagerstown, Md.

"Since A.J.'s employment with our company, I have found him to always work to his fullest potential, often going beyond that of his expected duties without complaint," said Blane-Chase President Charles M. Price, Jr. "He views the trying challenges of our ever-changing industry as an opportunity for growth and is always eager to expand his knowledge."

✓ \$3,000 scholarship recipients

In alphabetical order, this year's \$3,000 SCHOLARSHIP RECIPIENTS are William Besser; Jerel Fields, II; Jesse Howard; Jason McDonald; David Oswalt, Jr.; Amanda Ruksznis; and Michael Walsh.



WILLIAM BESSER is preparing for his sophomore year, double majoring in Mechanical Engineering and Business Administration at the University of St. Thomas, St. Paul, Minn. His mother, Mary R. Besser, is the Administration Manager at Anderson Trucking Service Inc., St. Cloud, Minn.



JEREL (J. DAVID) FIELDS, II will begin his senior year as a Civil Engineering major at Rose-Hulman Institute of Technology, Terre Haute, Ind. The four-time SC&R Foundation Scholarship recipient has been designated as the winner of the Charles W. & Esthermae H. Young Scholarship. His father, J. David Fields, is President of Western Crane Service, Inc., Bowling Green, Ky.



JESSE HOWARD will be a senior, majoring in Building Construction Management at Purdue University, West Lafayette, Ind. He has been selected as the recipient of the Don Nolan, Jr. Scholarship. His father, Michael A. Howard, is an estimator at Don R. Fruchey, Inc., Fort Wayne, Ind.



Winner of five SC&R Foundation scholarships, **JASON McDONALD** plans to earn a degree in Mechanical Engineering Technology from Purdue University, West Lafayette, Ind., in December 2007. His father, Timothy McDonald, is a crane operator for Sterett Crane & Rigging Co., Owensboro, Ky. Jason has worked for Sterett part time in the summer and during winter breaks.



DAVID OSWALT, JR., will be a senior majoring in Civil Engineering at Clemson University, Clemson, S.C. He has been selected as recipient of the Mary Williams Scholarship. His father, David Oswalt, is President of J.E. Oswalt & Sons Heavy Hauling and Rigging, Batesburg, S.C.



AMANDA RUKSZNIS will be a senior majoring in Civil Engineering at Worcester Polytechnic Institute, Worcester, Mass. Her father, Thomas Ruksznis, is Equipment Superintendent at Cianbro Corporation, Pittsfield, Maine, where she works during the summer as an electrician's helper. She is the two-time recipient of the Christopher A. Lorenz Memorial Scholarship.



MICHAEL WALSH will be a junior majoring in Civil Engineering at Southern Illinois University, Carbondale, Ill. His father, Kevin F. Walsh, Jr., is Vice President of Sankyu USA, Inc.

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POWER PLAYER

// In my crane rental business things are changing at a breakneck pace. As a five time attendee of CONEXPO-CON/AGG I have met many contacts and have purchased four cranes as a direct result. For a small company that only has five machines currently, this demonstrates the importance of a show like CONEXPO-CON/AGG.

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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.



Additional insured issues

The insurance industry, not unlike the rest of the world, is constantly evolving. It changes with the times to meet the needs of an ever changing business culture. New types of insurance are introduced to meet consumer needs and lawmakers and legal professionals continue to craft and re-craft insurance policies and their corresponding endorsements. To a business owner, the task of understanding the anatomy of an insurance policy can be a Herculean undertaking. The punctuation of choice seems to be the ever popular comma splice while run on sentences do exactly what they claim—they run on. And on. And on.

So rather than trying to digest the policy and its endorsements in its entirety, we will chew on bits and pieces of it, making the consumption of the topic this month and next, additional insured issues, seem less like a forced feeding.

Risk transfer in the field of crane and rigging is paramount when it comes to survival. Industry professionals have long been educated that indemnity agreements, contracts and work tickets are effective means by which to transfer risk from one party to another. But the real big gun, the WMD of risk transfer so to speak, is the infamous additional insured endorsement.

Additional insured (AI) coverage has been a topic of discussion around insurance company water coolers for years. Crane and rigging companies have had to pay huge losses on their insurance policies by unwillingly (and sadly, sometimes willingly) giving broad AI coverage to contractors for whom they were working. Sometimes it's been unavoidable, like when getting the job contract required it, and sometimes it's been out of ignorance.



Crane and rigging companies have had to pay huge losses on their insurance policies by unwillingly (and sadly, sometimes willingly) giving broad AI coverage to contractors for whom they were working.



To a business owner, the task of understanding the anatomy of an insurance policy can

be a Herculean undertaking. **Tim Hillegonds** reports

Nevertheless, naming the contractor for whom you are working as an AI forces your policy coverage into responding to incidents that were absolutely not your fault, but because the loss "arose out of" your work on the jobsite.

Conversely, many crane companies have seen the benefits of having the coveted additional insured status, especially when it comes to bare rented equipment. Damage that occurs while the equipment is rented to another party under the terms of a bare rental is picked up by the lessee. Furthermore, if an on-the-job injury sparks a lawsuit in which the lessor is named, the insurance coverage provided by the lessee is triggered to provide a defense.

Role reversal

But these two examples barely breach the surface when it comes to understanding the complicated issues surrounding the additional insured status. Prior to 1985, it was common for owners, general contractors, and subcontractors to split the risks associated with jobsite work through indemnity language. Typically, this indemnity language required a subcontractor to indemnify the general contractor for its own negligence and possibly the passive negligence of the general if it arose out of the subcontractors work. The focus of litigation would then become the issue of whether or not the general contractor who was seeking the indemnification had engaged in active negligence or was deemed to be solely negligent. But this all changed with the introduction of the notorious CG 2010 11 85 additional insured endorsement.

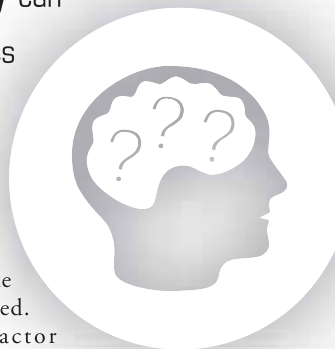
It was in 1985 when ISO first introduced this endorsement and big dog construction companies all over the country began using it almost immediately. It gave these companies a veil of protection they hadn't seen before, in the form of additional insured status, essentially making them untouchable in terms of liability. The language of the endorsement stated, "who is an insured is amended to include as an insured the person or organization shown in the Schedule, but only with respect to liability arising out of your work for that insured by and for you." The phrase "arising out of your work" was ambiguous and subject to

interpretation and consequentially, the courts interpreted this phrase to provide broad protection for the additional insured.

The subcontractor providing this endorsement to its general was, in actuality, providing him with insurance coverage for any loss, even if the subcontractor had absolutely no involvement in the incident. The courts later found that the subcontractor's mere presence was sufficient to have the liability arise out of the subcontractors work.

Not surprisingly, the smaller companies that were being required to provide this type of coverage were none too happy. As a matter of fact, a large portion of the insurance companies insuring these subcontractors are now refusing to give 11 85 coverage because the liabilities are far too broad. And thankfully, evolving limitations on additional insured coverages have been making it increasingly more difficult for general contractors to saddle all of their burdens onto their subs. Today, endorsements such as the CG 20 10 01 01 and the CG 20 10 07 04 are used much more often and offer exclusions for completed operations and attempt to limit coverage for the additional insured's sole negligence.

So where does this leave us? Well, while progress has been made in the last 20 years and bidding a job no longer means giving away the farm, the fact still remains that subs are required to provide insurance to the bigger, more powerful generals. They realize that being named an additional insured provides them with direct access to a subcontractors insurance policy, can help thwart subrogation efforts, and allows for risk transfer separate from an indemnity agreement. **act**



NOTE: This is the first in a two-part series regarding issues of additional insured.



McGovern new Maxim Crane Works chairman

Jack McGovern replaces Bill Redmond as the new chairman of the board of Maxim Crane Works. Redmond was chairman from February 2005 and resigned from the board due to other business commitments, according to the company. McGovern became a director of Maxim Crane Works in January 2005 and has been chairman of the audit committee.

McGovern is also on the boards of GenTek Inc, Neenah Paper Inc and Payless Shoes Source Inc. He has been a partner of

Aurora Capital LLC since 1999 and from 1981 to 1999 he held positions at Georgia-Pacific Corp., most recently executive vice president, finance and chief financial officer.

McGovern will continue as a member of the Maxim Crane Works' audit committee, while colleague Todd Robinson has assumed the role of chairman.

"We greatly appreciate Bill Redmond's leadership and service as chairman of Maxim Crane Works during a period of steady growth and improvement in operating results. I look forward to working with management and the board on the next phase of Maxim Crane's strategic development," commented McGovern.

White Brothers names new president

Don Renner, a long-time employee of White Brothers Trucking, has been promoted to president effective July 1, 2007. Jim White, owner of the company and the previous president, will take on the role of chairman of White Brothers.

Renner started with White Brothers Trucking in the dispatch office in 1993. He later was promoted to sales manager and has long been a dedicated leader in the growth and success of the company. He attended Elgin Community College, Waubesa Community College and the University of Maryland.

Lifting Gear Hire names new safety, training director

Lifting Gear Hire Corp. has named Izzy De Jesus to the new position of national director of safety and training. De Jesus previously served as the company's inside project coordinator for power plant work. In this new role, he will handle health and safety issues, and his responsibilities include continually modifying the safety programs to include the most urgent safety trends. Other job functions include internal safety training, customer safety and rigging training, and safety coordination on the road as related to the company's fleet of trucks.

"Lifting Gear Hire Corporation prides itself on putting safety first and what better way to 'walk the walk' than to create a new department focused solely on the safety training of our staff and our customers," said Dan Barton, sales and marketing coordinator.

Lifting Gear Hire Corporation has nine locations in the United States and sales support representatives in more than 22 states.

Kleiner appointed to lead sales effort for Liebherr-Werk Ehingen GmbH

Christoph Kleiner has been appointed an additional member to the executive board of Liebherr-Werk Ehingen GmbH in Germany. Effective November 1, 2007, Kleiner will assume responsibility for worldwide sales.

Since 2004, Kleiner has been managing the Liebherr sales and service subsidiary in Saudi Arabia. Previously he worked for many years as export manager at Liebherr-Mischtechnik GmbH in Bad Schussenried, Germany, focusing on the international sale of concrete batching plants and truck mixers.



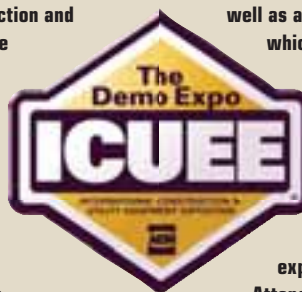
Christoph Kleiner

ICUEE 2007 sets record

The 2007 ICUEE International Construction and Utility Equipment Exposition will be the largest in the show's history. It will offer almost 25 acres of the latest equipment, technologies and products for the utility and construction industry.

ICUEE will run October 16-18, 2007 at the Kentucky Exposition Center in Louisville, KY. The biennial show features exhibits and equipment demonstrations plus education for industry professionals with electricity, sewer/water, phone/cable, gas, general construction, government and landscaping jobs.

ICUEE 2007 will include a new Technology Pavilion as



well as a New Products and Innovations program which spotlights new-to-market products since the last ICUEE, held in 2005.

ICUEE 2007 has expanded its hands-on working equipment demonstrations with a new "ride and drive" program for on-road commercial vehicles.

Attendees can operate the equipment themselves in job-like conditions to experience and compare product features.

Attendees can save time and money by registering in advance, with full details available online at www.icuee.com. Advance registration for ICUEE 2007 is \$10 per person and closes September 21, 2007. After that date, attendees must register on site, and the on site registration fee is \$20.

2007

SC&RA Crane & Rigging Workshop

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ICUEE (International Construction Utility Equipment Expo)

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SC&RA 2007 Crane & Rigging Workshop finalized

SC&RA has finalized the program for the 2007 Crane & Rigging Workshop, September 20-22, in Kansas City, MO. Topics at the September meeting include: Safety 24/7; Near misses - lessons learned; Navigating crane rental agreements; Leveraging your success through marketing; Developments in the gantry industry; Proper crane set up; and Proper methods and operations of platform trailers in the rigging industry, to name a few.

In addition to these sessions, two manufacturers, Custom Mobile Equipment and Royal Tractor Co., are opening their doors for workshop attendees. The Open Houses will be Wednesday, September 19, prior to the start of the workshop. For more information, visit www.scranet.org



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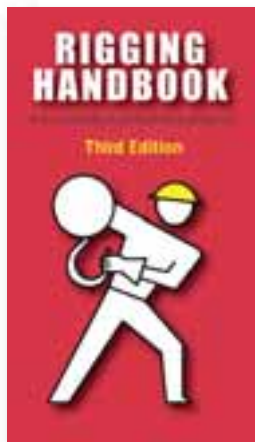
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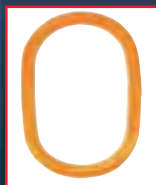
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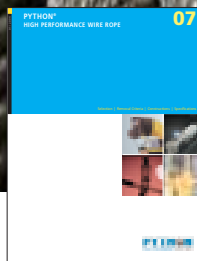
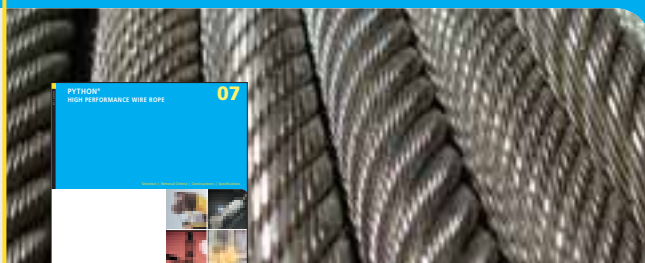


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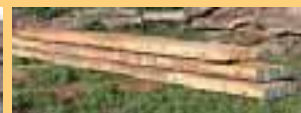
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● ANCHORAGE, AK, USA	907.745.9900	AUG 1, 2007
● COLUMBUS, OH, USA	937.568.9500	AUG 21, 2007
● HOUSTON, TX, USA	713.455.5200	AUG 23 & 24, 2007
● LOS ANGELES, CA, USA	951.940.9442	AUG 28 & 29, 2007
● LAS VEGAS, NV, USA	702.644.2468	AUG 31, 2007
● SINGAPORE	+65.6477.9222	SEPT 3, 2007
● DUBAI, UAE	+971.4.8838398	SEPT 3 & 4, 2007
● EDMONTON, AB, CAN	780.955.2486	SEPT 5 & 6, 2007
● SACRAMENTO, CA, USA	530.724.3900	SEPT 6 & 7, 2007
● TOLUCA, MEX	+52.722.211.2922	SEPT 7, 2007
● TILLSONBURG, ON, CAN	905.857.2422	SEPT 10, 2007
● CAMBRIDGE, OH, USA	937.568.9500	SEPT 11, 2007
● OLYMPIA, WA, USA	360.956.1500	SEPT 11 & 12, 2007
● KANSAS CITY, MO, USA	816.318.9159	SEPT 12, 2007
● PHOENIX, AZ, USA	602.269.5631	SEPT 13 & 14, 2007
● BRISBANE, QLD, AUS	+61.7.3382.4444	SEPT 18, 2007
● ATLANTA, GA, USA	770.334.3355	SEPT 18 & 19, 2007
● TORONTO, ON, CAN	905.857.2422	SEPT 18 & 19, 2007
● CHICAGO, IL, USA	815.941.6400	SEPT 19 & 20, 2007
● MELBOURNE, VIC, AUS	+61.3.9369.7344	SEPT 20, 2007
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● MINNEAPOLIS, MN, USA	952.469.1700	SEPT 21, 2007
● DENVER, CO, USA	970.535.6700	SEPT 25 & 26, 2007
● FORT WORTH, TX, USA	817.237.6544	SEPT 26 - 28, 2007
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● NORTHEAST, MD, USA	410.287.4330	OCT 3 & 4, 2007
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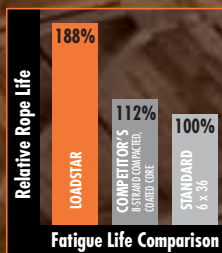
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