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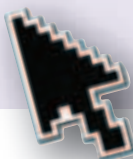
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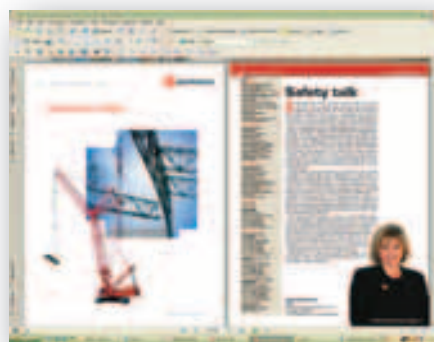
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# ACT

**The magazine for the crane, lifting and transport industry**

A KHL Group Publication

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**Strand jack system  
lifts bridge span in Louisiana**





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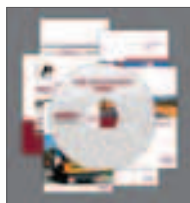




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# Questions, questions

While crane manufacturers are struggling with new crane sales, the used crane market appears to be robust. Just before press time, Ritchie Bros. Auctioneers announced that the company had set a company record by selling 918 cranes during the first six months of 2010. Averaged, that's 153 cranes a month. That's pretty amazing. But what does it say about the market?

According to Ritchie, the cranes were sold by buyers from 44 countries. Approximately 72 percent of the cranes were purchased at on-site auctions and 79 percent were purchased by out-of-region and out-of-country buyers.

The company revealed that it has sold several high-dollar-value cranes this year, including a 2006 Manitowoc 16000 440-ton self-erecting crawler crane with a \$2.5 million price tag to an entity in California. The crane was consigned by Energy Transportation Inc., a Wyoming-based heavy haul and crane and rigging company.

Other cranes Ritchie sold the first half of this year included more than 70 tower and all terrain cranes at the company's Ocana auction in Spain on June 3-4, 2010. The largest crane featured in that auction was a 2007 Liebherr LTM-1250 all terrain crane, which sold for \$1.2 million, (€1.0 million) to an online buyer from Chile.

This information from Ritchie prompts so many questions. Who is buying these cranes? Who is selling these cranes? How do prices compare with used crane prices last year and the year before?

We're going to work to provide answers to these questions in the coming months. If you have answers, let us know.

This issue is full of news, views and information about a range of topics ranging from duty cycle cranes to alternative lifting machines such as gantries, strand jacks and rigger trucks. Of note is our job story on the highly complex rigging techniques used to lift and place the first span of the Huey P. Long Bridge in Louisiana. Mammoet's USA team engineered the magnificent lift.

Back in May I traveled to North Carolina to see the new offices of the Buckner Companies. Doug Williams had told me about the new facility back in April at the SC&RA Annual Conference. Constructed of salvaged steel and old crane components, the building is a true work of art. I had the opportunity to interview Doug and his father Eddie Williams about their inspiration for the building and the design process. It's an intriguing story and an even more intriguing building. See our Interview column on page 19.

In our June 2010 issue featuring the ACT100, there was an error in one of our top 10 lists. All Erection was erroneously left off of the chart titled Top 10 Mobile Fleets in North America. With 2,232 mobile cranes in the company's fleet, All Erection is actually number one on the list, in front of Maxim Crane Rental with 1,820 mobile units and AmQuip Crane Corp with 574 mobile cranes.

And finally, remember to keep us updated on what's going on at your company – projects, people and perspectives. ■

### D. ANN SLAYTON SHIFFLER

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## Crane portfolio



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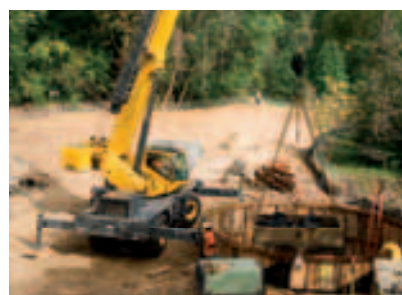
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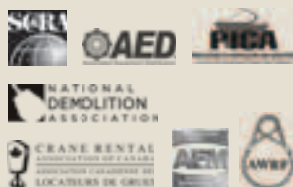
Grove cranes  
range in capacity  
**from 8.5 USt to 550 USt**







Four 900-ton capacity strand jacks were used to lift the first span of the Huey P. Long Bridge in Louisiana. See the job story on page 28



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Official domestic magazine of the SC&RA

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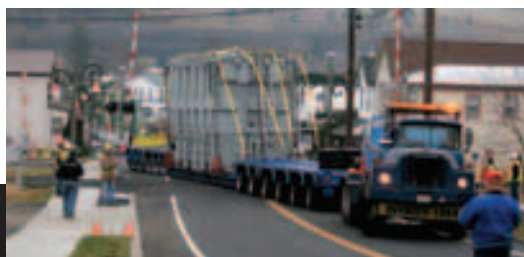


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Built of salvaged steel, crane components and construction artifacts, the new Buckner Companies headquarters is an impressive endeavor in recycling, repurposing and creative reuse. *D. Ann Shiffler* reports

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■ Ritchie Bros. Auctioneers announced that it has set a new company record by selling 918 cranes between January and June of 2010 – more than any other January to June period in the company's 50-plus year history. The cranes were purchased by buyers from 44 countries at various Ritchie Bros. unreserved auctions around the world. Approximately 72 percent of the cranes were purchased on-site and 28 percent were purchased online and 79 percent were purchased by out-of-region and out-of-country buyers, the company said.

■ King Crane Service is expanding, moving from its facility on Old Bayshore Road to a larger and more modern facility at 1045 Commercial Court, in San Jose. The new facility has a larger yard to accommodate King Crane's fleet of rough terrain cranes, boom trucks and crawler cranes, the company said.

■ Manitex International, which produces boom trucks, rough terrain cranes, rough terrain forklifts, specialized trailers and special mission-oriented vehicles, has announced that its new Italian subsidiary, CVS Ferrari, SRL, has entered into an agreement to operate, on an exclusive rental basis, the business of CVS Ferrari.

CVS Ferrari is near Milan, Italy and designs and manufactures reach stackers and associated lifting equipment for the global container handling market, sold through a broad dealer network. The rental agreement started July 1.

Manitex initially plans to rent the operations of CVS in Italy, and then acquire the business following approval by the CVS creditors' meeting under the "Concordato Preventivo" process in Italy.



Scheuerle/Kamag launched its new K25 heavy haul system to customers in the US

## K25 launched in US

Bernd Schwengsbier, president of TII Sales, termed the K25 as "a groundbreaking heavy haul option that emerged from the combined know-how of experts in the specialized transportation industry worldwide. TII Sales is the parent company of Scheuerle, Kamag and Nicolas, and the K25 is a joint project of Scheuerle and Kamag.

The K25 is a new concept in heavy haul from the two companies - it is an autonomous platform trailer that distinguishes itself from previous platform trailers, Schwengsbier said. The modular design of the K25 facilitates many combination possibilities, and it can be adjusted to the requirements of almost any transport task, he said. The K25 is legal on public roads and for in-plant tasks. The trailer has several special versions and accessories.

The K25 has the highest bending moment on the

market, a steering angle of plus or minus 60 degrees or plus or minus 140 degrees on the K25 SPE, the company claims. It features the largest oil volume in its class and also is designed with freely accessible steering rods, special lashing eyes for optimal load securement, wear-resistant design, sturdy vehicle construction with extreme maneuverability, and end to end and side by side coupling, according to the company.

By reinforcing the main beam, the permissible bending moment has been increased by 16 percent, giving the K25 a higher bending moment or high load reserves, the company said. Beam height has been maximized so that the distance to the ground with lowered platform and minimum tire size is 20 mm.

The steering rod location is designed for ease of access, removal and coupling,

without the need for time-consuming threading of the steering rods, the company said.

Accessories for the K25 include the Power Booster configuration, which has shiftable drive axles and can be towed at 50 mph or propelled by an equally shiftable power pack unit (PPU). The K25 PB can be operated as a self-propelled unit or coupled to other K25 platform trailers.

The K25 SP is the self-propelled version of the unit. The hydrostatic drive, the steering and the lift hydraulics in the pendulum axles are powered by a PPU. The K25 SPE is the self-propelled/electronically steered version of the unit. The tractor designed for the K25 is hydrostatically driven and is available for 4- and 6-axle units. The K25 is also available in the ES (extra strong) option which is made from S960 steel, and the K25 UL is the ultra light weight version of the system.

The K25 was introduced to North American customers on June 25 in Houston. ■

**Bernd Schwengsbier, president of TII Sales, and Don Anderson of Anderson Haulage, discuss the attributes of the new K25 trailer**





AmQuip Crane Rental is providing cranes to Enerfab for work at the NRG Indian River Power Plant. The cranes are being used in the assembly of components and the construction of a new SCR unit. In addition to two Liebherr LR1160s, a Manitowoc 2250 and a Manitowoc 18000, AmQuip has have several rough terrain and all terrain cranes on the project. See *ACT's* Regional Report: East on page 24 for more information.



## Bay Crane supplies cranes for Fab 8

Construction of one of the world's largest computer chip factories has reached a key stage with completion of steelwork and precast concrete erection by Bay Crane.

Global Foundries' new Fab 8 facility covers more than 220 acres of the Luther Forest Technology Campus in Saratoga County, New York. Module 1, now under construction, is the first of three planned semiconductor manufacturing plants proposed for the technology campus.

Module 1 consists of four major buildings totaling more than 1.45 million square feet, including a Class 100 clean room wafer fabrication building, a "spine" support building, an administrative office building and a central utility building (CUB), along with service yards and small support buildings.



The two-year construction phase began on site in June 2009, and microchip production is scheduled to begin in 2012. Total project value is \$4.2 billion.

For steel and concrete erection, Bay Crane used two Liebherr LR 1300s and one Liebherr LR 1100 on site for eight months.

Bay Crane, a leading mobile crane supplier in New York City, has recently expanded its operations across the Northeastern region of the US. The cranes on this project were dispatched from Bay Crane's new branch in North Haven, Connecticut, a six-acre facility that was opened last year.

Bay Crane provided the GlobalFoundries project with full lifting services, including lift planning, supervision and execution.

The LR 1300 and LR 1100 are both manufactured in Austria at the Liebherr Nenzing factory. They have a maximum rated capacity of 300 metric tons (330 tons) and 100 metric tons (110 tons) respectively. ■

## Palfinger adds nine new models

Palfinger North America has added nine models in its High Performance range to the North American market.



The new models in the compact telescopic series include the PC 1500, PC 2700 and PC 3800. This series has been completely redesigned, the company said, and the new models offer up to 15 percent increase in lifting moment and up to 25 percent decrease in dead weight. In addition, they have more reach and an improved slewing system, the company said.

Palfinger offers two new models in the small knuckle boom class, the PK 3400 and PK 4200. Representing a significant advance in small-crane design, the newly developed extension system allows up to 32 feet 2 inches of hydraulic reach, the company said.

Also new from Palfinger are its PK 13002 and PK 14002-EH High Performance Power Link cranes. Power Link Plus (where the knuckle boom is capable of tilting upwards to 15 degrees) is standard on these models.

The PK 40002-EH and PK 50002-EH are the latest models introduced in Palfinger's heavy-duty High Performance series. They have a dual drive endless slewing and maintenance-free boom. ■

■ Burns Harbor, IN-based Trans-United was named the Overall Grand Safety Winner by the Indiana Motor Truck Association at the organization's Spring Council Conference in late May. Trans-United won in the category of Over the Road, 0 to 1,000,000 miles and Local Division, 0 to 1,000,000 miles.

# Etnyre designs trailer for longer turbine blades

The Etnyre Trailer Co. has introduced a new trailer designed to haul longer and larger wind turbine blades. The Blackhawk trailer collapses when empty to 53 feet for no-permit transport and can be extended in 6 foot increments up to 162 feet, at which point a 15-foot pull out light panel with underride can be extended for a total length of 177 feet, allowing the trailer to move blades up to 207-feet-long.

The trailer comes equipped with two, 22,500-pound disc brake axles with Michelin 245/75R 17.5 inch tubeless radial tires on air ride suspension with a 10-foot, 1-inch axle spacing. Rear steering is done with the



The new trailer from Etnyre Trailer Co. can transport wind blades up to 207-feet-long

13hp Honda power pack and wireless remote control with tethered 50-foot long back-up remote. Extending or collapsing can be done with the patent-pending hydraulic support arm.

## Sany's 1,600 metric ton crawler crane

The first unit of Sany's new 1,763-ton (1,600 metric ton) capacity lattice boom crawler crane is due to start work in early 2011.

Maximum load moment rating of the SCC16000 is given as 27,557 tons-feet. Capacity of the luffing jib is shown as 694 tons and power is from a 746 kW engine.

It was 2008 when Sany Heavy Industry agreed

with Guangdong Power Engineering Corp. on the co-development project for this crane. Research and development started in October 2008 and orders were secured with customers in China at the end of that year.

The manufacturer said that the crane complies with the certification requirements of CE, North America, Australia, Russia, and Chinese Taiwan. The Cummins engine complies with EU Stage II and the U.S. Tier 3 off-highway emission standards, Sany said.

The crane is a modular design and customers can opt for a free-fall function on the hook of the main winch, Sany said. It has wet brakes on the winches that do not need adjustment. A remote monitoring system with GPS is another feature, allowing maintenance scheduling and fault-finding.



## Groves go to work lifting Endeavour yacht

Three Grove all-terrain cranes from Manitowoc lifted the luxury yacht Endeavour from the Auckland harbor waters in New Zealand. The cranes belong to NZ Crane Group, which planned the lift for Yachting Developments, the company responsible for refurbishing the yacht.

"We lifted a similar sized yacht named Bliss from Auckland's downtown viaduct in December 2009, so we have some experience," said Cameron McCahill, group general manager at NZ Crane Group. "But when there's a crowd of people watching and clearances are just two inches, you want to be sure everything goes to plan. Our plan worked as designed, and we were very pleased."

NZ Crane Group lifted Endeavour using a six-axle, 350-ton GMK6350 and two 250-ton GMK6250L. These are the largest cranes in the NZ Crane Group fleet, and all were sold to the company through Tidd Ross Todd, Manitowoc's dealer for mobile, crawler and tower cranes in New Zealand.

The yacht weighed 167 tons, but with 13 tons of lifting tackle and hooks, the total load came to 180 tons. To carry out the lift, the cranes were positioned so their outriggers rested above piles in the harbor floor. Where this wasn't possible, NZ Crane Group manufactured steel beams to provide the necessary support, and the company also arranged for additional support to the front outriggers.

NZ Crane Group has one of the largest crane fleets in New Zealand.





# Terex CC 2800-1 NT handed over in Brazil

The first Terex CC 2800-1 NT crawler crane to be delivered to Brazil was recently handed over to José Eduardo Teixeira de Carvalho Filho, director of operations for IMPSA Wind.

IMPSA Wind is dedicated to providing comprehensive, wind-power solutions from the design and manufacture of 1.5 and 2.1 MW wind turbines to their installation and maintenance worldwide.

The crane has an 2,725-foot main boom, light fixed jib (LF 2) and S7 kit to provide the huge lifting capacity required for the erection of wind turbines. The S7 kit consists of up to four heavy 39-foot sections which can be mounted after the boom foot section when lighter 39-foot sections below the tip are removed.

A superlift kit is also on order to further increase the crane's lift potential on wind turbine construction sites throughout the country.

Terex Cranes developed the CC 2800-1 NT (narrow track) from the standard CC 2800-1 version, to suit specific wind farm construction requirements. Equipped with



**New Terex CC 2800-1 NT for IMPSA Wind**

its narrow track chassis, the Terex CC 2800-1 NT can be driven from one construction site to the next, even when access is tight (minimum 16 feet) while fully rigged with counterweights, 334-foot main boom and LF 2 fixed jib, the company said.

The CC 2800-1 NT version is based on a conventional CC 2800-1, where the standard chassis (27-foot track width) is replaced with the narrow

track kit which includes a chassis track with 17-foot outer track width and front and rear outriggers, two outrigger pads for both front and rear outriggers, two side outriggers with outrigger pads, counterweight suspension frame to lower the center gravity and control system with remote-control unit and full-color graphic display monitor at the rear of the crane chassis, the company said. ■



## KHL's crane event clarification

It has come to the attention of KHL Group that another organization has claimed that it is planning a crane event to be called "World Crane Summit."

KHL Group, the publisher of *International Cranes and Specialized Transport* magazine, is the organizer of the World Crane and Transport Summit and the well-received China International Crane Summit.

James King, KHL Group managing director, issued a statement to make clear to sponsors, delegates, friends and business associates that the new event is not connected to KHL's official World Crane and Transport Summit, the KHL China International Crane Summit or any of KHL's other international market-leading conferences and dinners.

KHL's China International Crane Summit will be held on November 22, 2010 at the Sofitel Hotel in Pudong, Shanghai, China. For full details see [www.khl.com/events/cics](http://www.khl.com/events/cics).

## ALE building second 4,739-tonner

A second 4,739-ton capacity AL.SK190 super heavy lift crane will be part of international heavy transport and lifting company ALE's latest fleet expansion.

As the world's largest land-based crane, the AL.SK190 has a load moment of 209,439 ton-feet and 462-foot main boom. In April it won the ESTA Innovation and Development Award for End Users. The new AL.SK190 will be completed in the second

half of 2011, ALE said.

"The introduction of the AL.SK190 has given the industry lifting capacities far in excess of anything thought possible," said Michael Birch, ALE projects executive director. "Even now, two years after it was first launched, no other machine out there has even come close; we out-lift the nearest competitors' crane, which is still yet to be built, by 160 percent," Birch continued. ■



■ The Illinois DOT has made changes to its Special Vehicle Movement Permit provisions (Form 993). IDOT has written to permit customers, encouraging them to print out a copy for all of their staffs (including drivers/dispatchers) to read carefully. IDOT also requires that a copy of the form must be kept in all trucks that haul permit loads, available for inspection by law enforcement. Necessary forms are available from IDOT's website.

■ Virginia has issued a proclamation that expedites the safety inspection process for commercial motor vehicles traveling the state's highways by eliminating the duplicative layers of federal and state mandates. The intent is to make Virginia more attractive to trucking companies for purposes of titling and registering their vehicles.

## Imperial recruited for Congress Parkway Bridge rehabilitation

Imperial Crane is currently working on the first stage of the \$33 million rehabilitation project of the historical Congress Parkway Bridge in Chicago. Constructed in the 1950s, the bridge spans 220 feet and is located over the south branch of the Chicago River.

Demolition is the task of Imperial, which was contracted by Omega Demolition and Walsh Construction to begin removal of the current open grid deck of the bridge. The open grid deck will be replaced with a closed deck system. Two 115-ton Liebherr all terrain cranes are being used to complete the dismantle work.

With such a high profile job it is important to work

with the right crew. Omega Demolition's Dan DeLarosa said Imperial Crane was chosen for the job because of the quality of their operators. "I have always had safe experiences with Imperial's

employees," he said. "An appropriate and qualified operator is matched to each job. It is important for me to feel confident that a professional expert is in the seat."

**Imperial Crane used two 115-ton Liebherr all terrain cranes on either side of the bridge to remove the open grid deck of the bridge**



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Market confidence sagged in mid-summer as fears about the strength of the economic recovery came to the fore. **Chris Sleight** reports.

**ACT's Heavy Equipment Index (HEI) tracks the performance of 10 of America's most significant, publicly-traded construction equipment manufacturers – Astec Industries, Bucyrus, Caterpillar, CNH, Deere & Company, Joy Global, Manitowoc and Terex**

# Shares slide

Share prices started to head downwards as the mid-year point approached, with fears about the strength of the economic recovery coming to the fore. A run of negative indicators covering GDP growth, house sales and construction output to name but three were enough to deflate investor confidence and send the Dow back below 10000 points in June for the first time this year.

It was not just US factors that depressed the markets. In Europe steps to rein in budget deficits with a combination of public sector spending cuts and tax rises also had an impact. The concern continues to be that these measures will stifle the fledgling recovery, leading to a prolonged period of low growth or even a second dip into recession.

The good news for business is that the apparent faltering of the recovery on both sides of the Atlantic means interest

rates will continue to stay low for the foreseeable future. But even this is a double-edged sword, because by saying rates will likely be held until 2011, the Fed has underlined the weak prognosis.

These issues caused stock market indicators around the world to fall back as the first half of the year drew to a close, although most were still in positive territory compared to a year ago.

Indeed, as this month's graph shows the three key American Indexes are up just shy of 15 percent for the 12 months to the end of June. At any other time, a 15 percent annual yield would be good news, but the problem at the moment is the direction the markets seem to be heading.

## Equipment shares

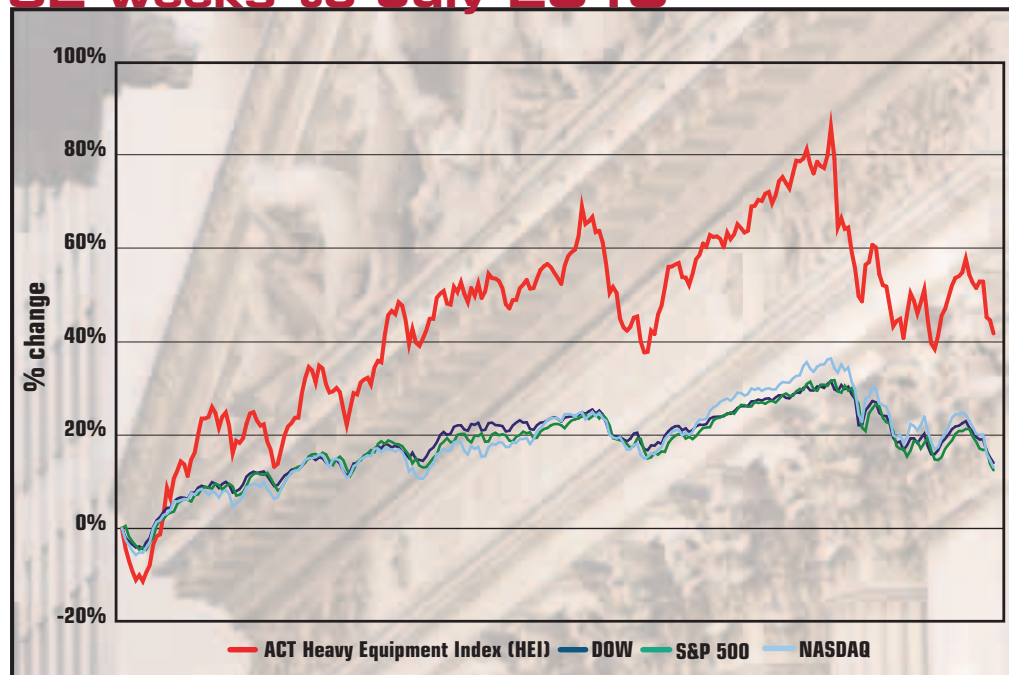
Similarly, ACT's Heavy Equipment Index remains more than 40 percent up on its position 12 months ago. However, as regular readers

will know, if you had bought shares at the bottom of the market in March 2009 and cashed in your chips 12 months later you would have more than doubled your money.

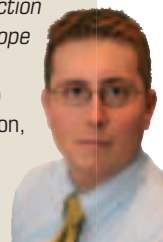
It remains to be seen whether the stock markets are heading for a prolonged decline, whether they will stabilize, or whether this just proves to be a brief interruption in what has been a long and sustained rally since the markets bottomed-out at the start of 2009.

Odd though it sounds, the stock markets are seasonal, and there is often a fall in prices around May and June. This tends to be followed by a fairly directionless summer, before prices rally again at the end of the year. What course shares take in 2010 will be dictated by economic growth indicators and government actions to balance the need for a recovery against the bill for the recession. ■

## 52 weeks to July 2010

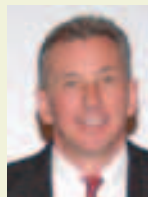


**CHRIS SLEIGHT** is one of the world's most internationally renowned construction business writers, with specialist expertise in financial markets and stock market analysis. He is editor of KHL's market-leading *International Construction* and *Construction Europe* magazines, and is a regular contributor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



New mandates  
in effect for  
hexavalent  
chromium  
exposure. **Terry  
Young** reports

### THE AUTHOR



#### TERRY YOUNG

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# CrVI clarified

**C**hromium hexavalent (CrVI) compounds, often called hexavalent chromium, exist in several forms. Industrial use of these compounds include chromate pigments in dyes, paints, inks, primers, plastics and other surface coatings. Hexavalent chromium can also be found when performing "hot work" such as welding on stainless steel. High temperatures involved in the process results in oxidation that converts to a hexavalent state.

In response to a court order, OSHA has amended its February 28, 2006, final rule on occupational exposure to hexavalent chromium by requiring that employers notify employees of the results to all testing related to CrVI

exposure determinations.

In 2004, the proposed standard reduced the action level of concentrations of airborne chromium to 2.5 micrograms per cubic meter of air as an 8-hour time weighted average. The permissible exposure limit was also reduced to 5 micrograms per cubic meter of air calculated as an 8-hour time weighted average. The 2004 proposed standard required notification to employees to all testing related to CrVI exposure determinations.

The final rule in 2006 required notification if the exposure limits were above the permissible limit of micrograms per cubic meter of air as an 8-hour time weighted average.

Several parties petitioned

for review of multiple aspects of the final standard. The petitioners argued that OSHA's decision to depart from the proposed rule and limit employee notification to exposures above the PEL were arbitrary and unexplained.

The Court of Appeals agreed with the petitioners. The finding is that OSHA failed to provide a reason for departing from the proposed standard and past practices.

The amended provision requires employers to notify affected employees of all exposures determinations above or below the PEL. Under the industry standard the employer has 15 workdays to provide the required notice. The construction standard requires notice within five work days.

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# Pennsylvania moves forward on crane operator licensing

**T**he State of Pennsylvania solicited public comments last month on the proposed regulation that will implement the Crane Operators Licensure Act later this year.

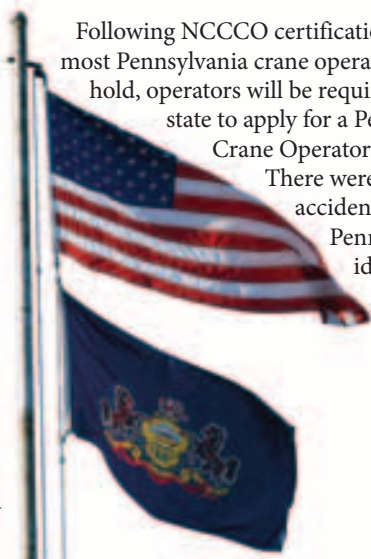
The new regulation will require all mobile and tower crane operators to hold crane operator certification through the National Commission for the Certification of Crane Operators (NCCCO) or an equivalent accredited certification body. Pennsylvania has recognized the need for both crane operators and the certification bodies that assess them to be held to strict requirements. The regulation is expected to go into effect by the end of the year.

Following NCCCO certification, which most Pennsylvania crane operators already hold, operators will be required by the state to apply for a Pennsylvania Crane Operator License.

There were 106 accidents in Pennsylvania identified by OSHA

between 1972 and 2004, an average of three per year. At least 63 of these resulted in a fatality.

Based on conservative estimates of the earnings of a crane operator, the replacement cost of a damaged crane, and lost time on the construction sites affected, the state calculated the total cost of these accidents to exceed \$200 million. The State Board of Crane Operators established by the Act concluded that the implementation of the Act by the regulations it developed "will produce substantial savings." ■



## The Crane School hosts combined NCCCO signalperson/rigger workshop

The National Commission for the Certification of Crane Operators (NCCCO) graduated several more practical examiners from its rigger and signalperson Practical Examiner Accreditation program at a combined workshop hosted recently by A. J. "Bud" Wilson of The Crane School in Orange City, FL.

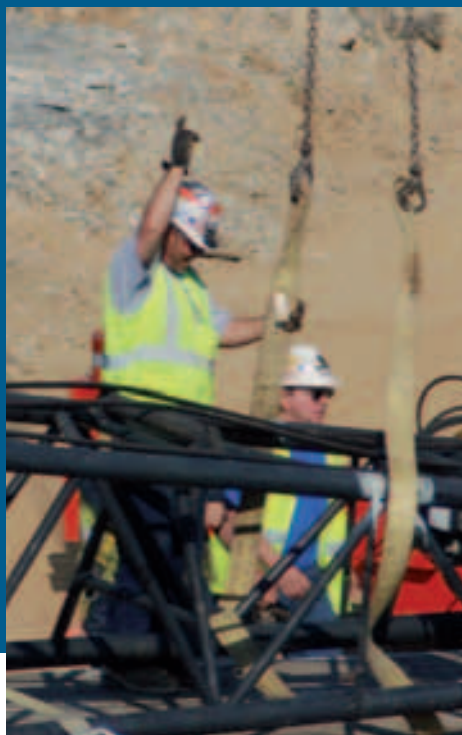
Seven Practical Examiners from five states earned accreditation at the event, authorizing them to administer the practical test portion of the CCO Signalperson certification exam. Four of them stayed on for two more days and also earned their accreditation as Rigger Level I Practical Examiners.

NCCCO's Manager of Program Development Phillip Kinser led the examiner training on the Rigger Level I program, including both classroom and hands-on learning. All prospective examiners were also required to have passed the applicable written and practical exams for the accreditations they were seeking.

As probationary examiners, they now must have an NCCCO representative present at the first test they administer to ensure that all proper procedures are followed and that all certification candidates have an equal, fair chance to pass the certification exams.

Since NCCCO's Signalperson certification was introduced in 2008, over 200 examiners have been accredited to administer the Signalperson Practical Exam. The Rigger certification program was introduced in April 2009, and more than 150 examiners have already been accredited.

NCCCO workshops train examiners to administer practical tests leading to certification for riggers and signalpersons, thereby improving overall job site safety.



## Commissioner Spotlight: Leonard Hull

**L**eonard Hull started as a crane and heavy equipment operator over 35 years ago, but he has spent the majority of his career directly involved with crane safety. He is currently Training Director with IUOE Local 825 in New Jersey and lower New York, so he brings both an operator and a crane safety perspective to the commission. In his work as an OSHA instructor and on numerous ASME, NCCCO, ASSE, and other industry committees and task forces over the years, he has, in his words, "helped bring technical safety standards into the real world." He is excited to serve as an NCCCO Commissioner.

"NCCCO has always been on the forefront of crane safety," says Hull, "and it is the only group to get all of the industry stakeholders together to concentrate on this critical issue." As a Training Director and an accredited NCCCO Practical Examiner, he continually teaches the lessons of crane safety and can see the benefits of NCCCO's certification programs on a daily basis. In his spare time, Len enjoys bicycling and participating in long-distance charity events. ■

Len Hull began a five-year term as a Commissioner on the NCCCO Commission in November 2009.



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Built of salvaged steel, crane components and construction artifacts, the new Buckner Companies headquarters is an impressive endeavor in recycling, repurposing and creative reuse.

**D. Ann Shiffler** reports

# A work of art



**A**n amalgamation of materials, machines and memories, the new Buckner Companies building in Graham, NC is a work of art. The facility is constructed of steel beams salvaged from jobsites, components from old model cranes and artifacts rescued from historic structures.

Eddie Williams and his son Doug Williams consider their shared inspiration for the building sitting at an extraordinary conference table. The base is fashioned from an 80-year-old riveted steel water tower and the table top inspired by the track pads of a Liebherr LR-1750.

For Doug, the building represents a tribute to the family's steel-erection

**Located on a beautifully wooded site on the outskirts of Graham, NC, the new building features exposed steel. Doug Williams says the concept was to replicate the image of a steel building being erected on a typical Buckner project**

business and its three-generation heritage. For Eddie, the building was a way to clear out the company's "bone yard." Both are genuinely pleased with the final result, aware that the building's eccentric decor and eclectic design make it all-the-more appealing.

Three years ago the company, located on a beautifully wooded site on the outskirts of town, was bursting at the seams. Estimators, project managers and other employees shared crowded, loud work spaces. Doug would sometimes go to a local coffee shop to work or he would sit in his car to talk on the phone.

"The real motivation was that we had hired a lot of new people," Doug says. "Some of them were younger and we wanted a place where everyone would feel good about where they came to work."

They needed additional space that would allow for future growth and offer staff amenities. "Being out in the country, we don't have restaurants or coffee shops or health clubs down the street," he says. "We wanted a space that offered a place for our employees to eat lunch, a training classroom and a gym."

But beyond creating an expansion

>20

**Doug Williams and his father Eddie Williams stand in the conference room of the new Buckner Companies headquarters in Graham, NC**





**Using materials salvaged from projects completed over the past 50 years, the building uses a range of materials and architectural elements**

that would be more conducive to doing business, increase productivity and offer staff creature comforts, Doug and his father envisioned something more. They aspired to build a facility that would serve as a tribute to the crane and steel erection industry and that would be reminder of the type of work the company has excelled at performing since the business was started by Doug's grandfather in 1947.

In the spring of 2007 they met with Weinstein Friedlein Architects. Project

**The spacious lobby features steel elements salvaged from previous Buckner jobs**



**Buckner's crews completed all the structural work and much of the steel fabrication on the building. A general contractor did the finish work**

Manager Joe Paradis and Design Architect Julie Cohoon, AIA, quickly grasped the project and began the process of designing a facility that would meet a range of needs. They set out on a mission to design a building that could serve as a showcase for the trade of steel erecting. They also aspired to create an example of sustainable building at its best.

Paradis says there were so many factors to sort through. Early on they decided to build a new building and link it to the existing facility, which would be renovated. "We worked through some options and then started digging deeper and learning more of what they wanted and what their goals were," Paradis says. "I think we ended it with what they always wanted."

Exploring Buckner's "bone yard" was an experience in itself, Cohoon says. The yard held neatly stacked crane booms, rigging gear and tons (literally) of salvaged steel beams. A photo inventory of the materials was created. The team began



**The lobby coffee table is actually the hoist block of a Kangaroo crane which was used to build the original World Trade Center in New York City**

assessing "this can be used for this and this will work for that." The intent was to use as much of the salvaged steel as possible to construct the building.

"Much of what was used in the building was used a different way than it was originally," says Paradis. Other materials used in the building evolved as the project progressed, including the wooden floors, which were originally bleachers at a high school stadium. And the big plus was the fabrication capabilities of the Buckner crews.

"The possibilities were almost endless with the steel because of their capabilities," says Paradis.

Finished in the fall of 2009, the new Buckner headquarters is a two-story, 15,000 square-foot building that incorporates reconditioned steel columns and girders in the exposed steel frame, reused corrugated metal decking to support the roof and floors, salvaged curved wood glulam beams overlapped to create a clerestory and an intact pedestrian bridge salvaged from the University of North Carolina campus (and which links the two buildings). The project used more than 83 tons of salvaged steel and also made use of 846 tons of scrap that was sent to the steel plant to fabricate new steel members for the frame of the building.

"In some ways, if you look at the building, you realize we got caught up in



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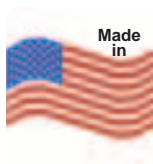


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Full Terex Cranes standard warranty terms and conditions apply. Two year factory warranty program may be changed or terminated at any time.

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**The “headache ball” was a component on a Kangaroo crane that built the original World Trade Center in New York City**

the challenge,” says Doug. “We wanted it to be interesting and serve as almost a museum of what we do, sort of a tribute.”

Cohoon says the most challenging aspect incorporating Doug’s and Eddie’s ideas and translating them into the architecture. She says Doug is very design oriented. He had a lot of ideas for taking something that is interesting to look at and converting it into something functional.

Doug’s desk was constructed from plate girders salvaged from the Littlejohn Arena in Clemson, SC and the tower attachment

**The renovation building features a gym, a training classroom and an employee lunch room**



**Doug Williams’ desk incorporates plate girders from Littlejohn Arena in Clemson, SC and the “ferris wheel” tower attachment from a 115-ton Lorain truck crane**

“ferris wheel” of a late 1960s model 115-ton Lorain truck crane. The desk weighs 1.5 tons.

Eddie Williams’ desk was constructed from flanges of Littlejohn Arena plate girders and a reclaimed precision instrument stone originally provided by the Rock of Ages Corp. in Barre, VT, which is near the first job on which he served as project manager. The desk weighs about 1,000 pounds.

Doug was intent on showcasing the “tools of the trade” in the building. The yellow X-bracing used to support the stairway in the main lobby are pendants from a Liebherr LR-1400 crawler crane. “The pendants were perfect, although they can hold up way more weight than they are supporting,” says Paradis.

The building is also a showcase of the colors and textures of the construction world, lots of bright reds, yellows, grays and naturally weathered steel.

Cohoon says that having the resources of a crane company, a steel erection company and its fabrication shop was critical to the success of the building. “They did a lot of that work themselves,” she says. “They have completely spoiled us because now, every job we go to, we know of things that can be done. With their talents and detail focus, we could go beyond what the average fabricator wants to do. We had an unlimited palette.”

The new facility is a very successful space on all kinds of levels. “And it’s not just that the components work,” says Cohoon. “You can walk through the building and understand how the concepts come through the building without having to point out the progression.”

Has Cohoon ever worked on a project like this? “Yes, in terms of scale and yes on the detail level,” she says. “But in terms

## Inspired design

**CONFERENCE ROOM TABLE:** The base was fabricated from a riveted steel three-legged water tower that was located at Imperial Tobacco in Durham, NC. The table top is an artist’s rendition based on the track pads of an 830-ton Liebherr LR-1750 crawler crane.

**CONFERENCE ROOM:** Constructed from plate girders that supported the roof of the Littlejohn Arena in Clemson, South Carolina. Buckner disassembled and removed the structure and re-erected and decked a new 300 by 300 foot truss structure in a 7.5 week time period in 2004. The project won Buckner the SC&RA Job of the Year award. (The conference room weights approximately 1,000 pounds.)

**BRIDGEWAY:** The bridge that links the new building with the remodeled original building was erected by Buckner on the University of North Carolina campus in the mid 1970s. Buckner removed the bridge from the campus in 2008.

**LOBBY YELLOW X-BRACES:** Pendants from a Liebherr LR-1400 crawler crane.

**STAIR HANGER:** The red spreader beam supporting the stairs are from a Manitowoc 4100, Buckner’s first Manitowoc crane, a 230-ton crawler.

of the collaborative nature and amount of creativity that came out of the client, definitely not.”

Eddie Williams walks through the new Buckner building and is reminded of his colorful career in an industry he loves. He points down at the beautifully landscape grounds below his office window. “One of our employees did the landscaping,” he says with pride. “And we’re going to be planting some tomato plants out there really soon so we can have fresh tomatoes for our staff.”

Doug Williams walks through the building and remembers every painstaking detail required to get it to this point. It was a true labor of love. While he is proud of the result, he says, modestly, that he has been a bit reluctant to talk about it or show it off. “With the economic downturn that has hurt the industry so much, I didn’t want to make a spectacle,” he says.

So when the economy starts growing and the crane and steel erection business picks up, Doug says they will host an Open House event and offer tours to clients and colleagues.



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

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Looking for business momentum, crane and transport companies in the eastern US are hoping for more work and job creation. **Hal Lundgren** reports

**AmQuip Crane Rental has supplied several cranes to Enerfab at the NRG Indian River Power Plant in Delaware. The crawlers, all terrains and rough terrain cranes are being used in the assembly of components and the construction of a new SCR unit**

# Where's the big Mo?

**J**ust where should all that unspent "stimulus" money go?

Ask AmQuip President Frank Bardonaro, and he will tell you: "We need that money in the economy to build roads, not paint stripes on them. We need that money to build bridges, not buy flower pots for parks."

Bardonaro is a crane industry executive. He believes sidelined stimulus dollars would spark activity throughout the crane business. But he believes everyone would benefit if, in his words, "Banks start

loaning more of that money, not sit on it because they'd rather have interest from it than lend it."

Philadelphia-area-based Bardonaro explains, "Our business is OK. We have loyal, long-term customers who keep us going. We're very fortunate."

Much of the crane industry in the East is facing a stagnant economy, higher 2011 taxes and startlingly high unemployment, Bardonaro says.

## Uptick delayed?

"We don't see much business momentum," he explains. "From New England down to the D.C. area, some of our customers will have a little light of hope. Then things dip again. Other than large projects with our long-time customers, I don't expect things to turn around this year. Maybe next year."

Bardonaro says he has talked with many intelligent people in the industry and many intelligent people in other businesses. "They just don't see signs of job creation," he says. "Hiring a large group of census workers and having them do lots of paper work isn't job creation. There's no prosperity development in that. There's very small impact when you compare that with real job growth. To claim the economy is improving isn't politics as usual. It's politics worse than usual."

Bardonaro expresses a strong sense of where current crane market softness fits historically. "Since I got out of college and entered this business in the late 1980s, these are the worst conditions I've seen," he declares. "People who have been in our business longer might point to other down periods. But this one is it for me."

Bardonaro adds that too much equipment for too few customers remains a significant problem.

"In other years, if crane demand was soft in Philadelphia and strong in Pittsburgh, we could move a crane to Pittsburgh," he says. "Not today. There's plenty of equipment everywhere. There are 27 large cranes in the Philadelphia area."

A smaller company, Central Jersey Trucking and Rigging, has escaped much of the economic slump with an almost



**RIGHT: Central Jersey Trucking and Rigging hauls a transformer for Marathon and below on a GE Mirant project**



**Dennis Sargenti, owner and president of Central Jersey Trucking and Rigging, says his company has successfully changed its customer base to keep the company afloat. This strategy paid off, with the company doing a lot of business in energy services and data centers sector**

complete customer turnover. Clients began to fail or vanish, so Central Jersey switched to different business segments.

The company had been big on serving New Jersey's many air-conditioning and toy companies. Steadily, the AC companies went under, left for lower-tax states or moved manufacturing operations offshore. Toy-manufacturing customers, too, were struggling.

According to Dennis Sargenti, owner and president, his company had to give up pursuing business in those two segments. "Business just wasn't there anymore," he says.

After a meeting at which Sargenti and his staff began planning transformation of their 31-year-old company, they

discovered promising opportunities in serving public utilities.

"We turned ourselves from a machinery-moving company into an energy-service company," Sargenti says enthusiastically. Instead of moving equipment for AC and toy clients, the Middlesex, New Jersey company now moves generators and transformers.

Sargenti says his company has also uncovered new business in helping get data centers up and running. Some are as large as 200,000 square feet.

border. He also laments that the high US dollar has slowed transactions with Canada.

"Canada's No. 1 trading partner is the US," Groller says.

Equipment Express operates throughout North America with 150 trailers, 60 tractors, 10 escort vehicles, a shop and more than 100 employees. For more than a year, the slump has slowed the 60-year-old company's business.

## Wait and see

"I'm uncertain about how fast conditions will get better, so I won't make prognostications," Groller says. "I'm supremely confident things will get better. I just couldn't tell you when that will happen. We'll just have to wait and see."

Groller says Equipment Express, which also operates a yard in Laredo, Texas, has tried to stay strategically alert. "If customer needs trend toward different equipment," Groller says, "we change equipment to provide what our customers need. We don't settle for status quo."

He calls that approach a quest to maintain "decent margins."

**Ontario-based Equipment Express hauls a large component via barge**

## New business ventures

"Fifteen years ago, there were no data centers," he says. "Now they represent important new business for us."

The two new ventures, according to Sargenti, have resulted in a 20 percent sales increase over 2009.

"The go-go days (before the 2009 slump) are over," he says. "You weren't really selling your services before 2009. You were just answering phones and taking orders. We might never see those days again."

In Ayr, Ontario, Rich Groller is dealing with what he calls "the double whammy."

Groller, general manager of Equipment Express, says the recession has harmed business on both sides of the US/Canada

In other years, if crane demand was soft in Philadelphia and strong in Pittsburgh, we could move a crane to Pittsburgh. Not today. There's plenty of equipment everywhere.



There are 27 large cranes in the Philadelphia area.

**Frank Bardono, President, AmQuip**





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*Versa-Lifts we own are out making money for us almost every day"* - Gene Mason at Able Machinery Movers Dallas, Texas.

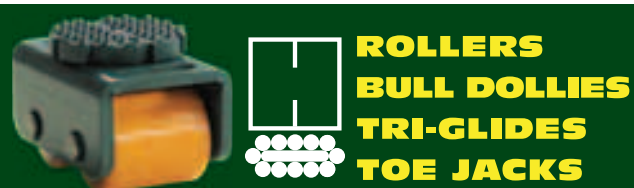
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The versatility of specialized lifting systems has opened up new markets. **ACT** reports

George Young crews lift a gas unit onto a trailer for transport. The singular beam gantry was used to lift the gas turbines. Once the gantry was assembled it never had to be changed for whatever load was needed



The market for specialized lifting has picked up for a number of reasons, the first being the proliferation of challenging projects that require lifting and moving huge components within complicated confines. As well, gantries, jacks and other specialized equipment are often less expensive and quicker alternatives than large-scale cranes.

Because the market for these types of services is good, George Young Company, based in Swedesboro, NJ, has set up a Heavy Rigging and Transport Division. Edward Bell, who has spent a career in the "high, wide and heavy" sector, was recruited to head the new division. He says he is working on letting the market know that George Young has the capabilities for this type of work.

"The company is doing a lot of heavy rigging that they hadn't necessarily done in the past," says Bell. "They also saw a need to open this division to keep track of

equipment, tooling and slings. We're just getting the division off the ground and we've had a good market so far."

Besides plant type rigging and machinery moving, Bell says the company's scope of work includes heavy lifts with gantries and using hydraulic platform trailers for the transport of equipment. The company's fleet includes a 500-ton Hydraslide system that has given George Young an edge in doing plant work.

The Hydraslide system allows crews to move an object from one location to another within a yard without having to bring in a big crane. "This system allows you to leave the component dressed," he says. "It's 90 degree directional. If for some reason the orientation of what is being moved is not proper to the site, we also have a heavy turntable we can land it on and spin it 180 degrees."

George Young Company's extensive gantry fleet allows the company to receive multiple loads at one time. "We can offload, reload and store components on site," he says. "If you use a heavy lift crane, you have to keep moving the component. The gantry sets up one time for a lot less money."

And in today's economic climate, Bell says it's all about economics.

Using gantries requires "three-dimensional thinking," says Bell. "Their use is not just four legs and a beam. We have from 10 ton gantry legs up to 125 ton legs. We go up to 125 tons a leg, which is a



500 ton system."

Bell says most of the company's smaller ton systems are Lift Systems brands while two of their larger set ups are manufactured by J&R Engineering.

"What is interesting about this business is the ability to take what you own and apply it to a certain situation," he says. "That's the fun of it."

### Opening new markets

In mid July, Shuttlelift introduced its SB series of rubber tired gantry cranes to its dealers and prospective customers. Shuttlelift engineers have been product testing the new system for several months, according to Kurt Minten, director of industrial sales for the Sturgeon Bay, WI-based company.

"With any product launch, you want to go through extensive testing," he says. "We are extremely happy with the results and looking forward to the response from it. The machine has exceeded our expectations."

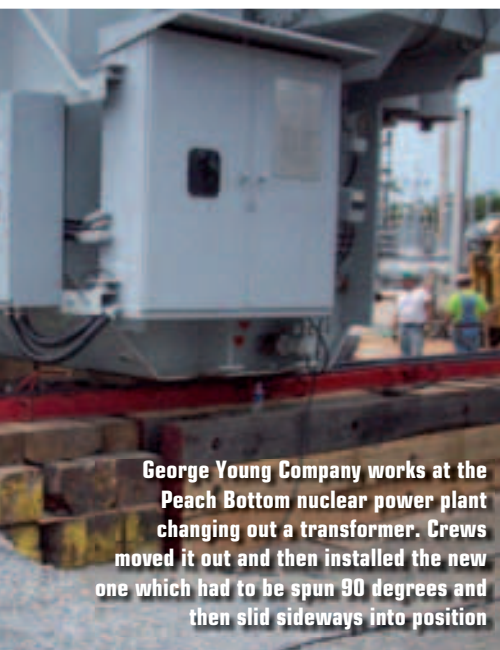
Like other companies in the specialized lifting realm, Shuttlelift's goal was to open up new markets. Minten explains that currently, a lot of companies are starting or relocating businesses into shell buildings. "They are moving their small



The 100/140 is a Versa-Lift on the job



# lifting



**George Young Company works at the Peach Bottom nuclear power plant changing out a transformer. Crews moved it out and then installed the new one which had to be spun 90 degrees and then slid sideways into position**

manufacturing sectors to where the work is," he says. "This product allows you to use it in a shell building as long as the door is sized appropriately. You can use it as you would use an overhead door indoors. But it also works outdoors as well. So you don't have to carry a part to the door and then need another means to load it on a vehicle."



**The new SB series from Shuttlelift will go head to head with the indoor overhead crane market**

The SB gantry can save money in that a company doesn't have to make the initial investment in the building as far as structure and foundation work, which is very expensive, Minten says. "Your building must be assessed at a higher value," he says. "Whereas if you use an SB, you just use the crane. If you put up more buildings, it can be used in those buildings as well. We think this is a whole new market in the rubber tired market. We'll be competing with overhead stationary cranes."

## Customized design

Each SB gantry crane is custom built, Minten says, making it specialized in terms of height and width to individual

customer needs. "When we have an interested customer, we see what they are trying to do, where they need to lift, what they need to lift. They show us the challenges and we propose a crane to help them with those challenges."

The SB series will also address another segment of the market, that of longer components. Minten says the unit will be ideal for lifting wind tower blades and bases as well as concrete bridge beams or pilings. "It doesn't make sense to lift these long things with conventional rubber tired units," he says. "With the SB series you can use two to lift in tandem, one at each end. It's a cost-effective way to carry these long items in tandem."

Minten says the SB gantry is ideal for single-point loads such as septic tanks or concrete vaults. Besides being cost-effective, he says that with these units, stability is never an issue "because you never have a cantilevered boom with a load hanging there. It's a safe way to do it because you don't have the opportunity of an operator misinterpreting the load chart."

The new Shuttlelift SB is sure to get the attention of new markets, Minten says. "It's created a new market for us."

Creating new markets is important for all aspects of specialized lifting, including rigger trucks. "It has not been a stellar year, however, there are customers out



**Bay Crane uses its J&R Engineering T1102-4-31 Lift-N-Lock boom gantry to set a generator. Bay Crane crews developed a lifting link that allows them to change its length while loaded**



HMS Lift's Brute Lift rigger truck

there that are buying and looking ahead to the future," says Janet McDowell with HMS Lift, Inc.

For most in the rigger truck business, the recession and downturn started in late 2008, but due to backlogs of orders, companies were carried through mid 2009.

Gary Dick, owner of Custom Mobile Equipment, Inc., the company that produces Versa-Lifts, says the market has slowed considerably this year.

"The end of 2009 was good enough to sell most of the machines we built

for stock in a large part due to the tax credit program," Dick says. And while 2010 started out with a flurry of quoting activity and interest, actual orders are coming in slowly.

McDowell admits that business has slowed significantly as well, but that "a slowdown gives you time to make improvements and to develop new products."

HMS Lift has recently come out with a quick disconnect carriage which gives operators the versatility of having side shift fork positioners and the ability to

The 5.5 million pound, 528-long first segment of the expanded Huey P. Long Bridge in Louisiana was lifted in place over the Mississippi River using a complex system of strand jacks on barges. **ACT** reports

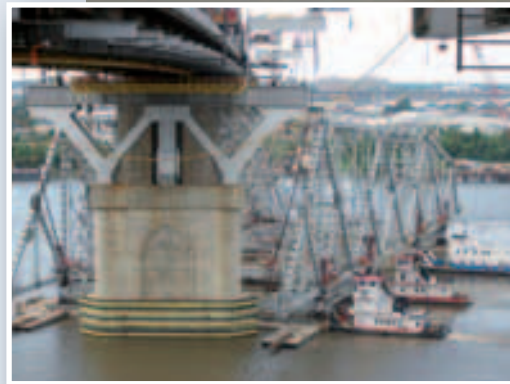
## A long lift

The "big lift" that started June 19 on the Huey P. Long Bridge was successfully completed in just over 48 hours. The massive bridge segment was the first of three to be lifted in place using barges and a complex system of strand jacks. The critical vertical lift of the massive steel structure larger than a football field lasted more than 12 hours.

The four-span bridge serves as one of the three major Mississippi River crossings in the New Orleans metro area.

"Saturday's Big Lift was special on many levels," said Sherri LeBas, P.E. with the Louisiana Department of Transportation and Development. "It is not everyday people witness something of this magnitude. As an engineer I can appreciate the incredible technical achievement, but what was so inspiring was to hear firsthand the enthusiasm from many of the bystanders and residents that came out to share this momentous occasion."

On Saturday morning, crews began the effort to lift the structure using four 900-ton strand jacks. The structure was the heaviest one of the three scheduled to be lifted, weighing 5.5 million pounds (including the stability frames) and measuring 528 feet long. By midnight, the structure was set on the bearings (support points) and was pinned three hours later. Shortly after 4 a.m., 14 secondary support beams and two permanent beams were installed to help secure the structure before roadway traffic was opened nine hours earlier than planned.



On Monday, the stability frames used to reinforce the structure during the lift were lowered to the barges using smaller strand jacks. When completed, the widened truss will give the narrow bridge three 11-foot lanes, along with new inside and outside shoulders in each direction.

"Teamwork was the key to executing this unique operation so successfully and safely," said Steve Underwood, project manager for MTI – a joint venture of Massman Construction Co., Traylor Brothers, Inc. and IHI, Inc. Mammoet's

■ A strand jack is a hollow hydraulic jack used to lift vertically or pull horizontally using high strength steel wires (strands). The strands are held by two sets or grips. The tail of the strands are routed away from the strand jack and allowed to hang freely via the strand guide or "umbrella."

■ Four 900-ton strand jacks composed of 54 steel wires were used for the vertical lift of the bridge segment and the stability frames. On the bottom chord were six 310-ton and two 280-ton strand jacks that lowered the stability frames to the barges.



remove the carriage and connect a boom in a matter of minutes, McDowell says.

Versa-Lift is also using the slower times to develop new battery-powered models of their units. "We have designed and built the 25/35E and the 40/60E, which I think are the future of machinery moving," Dick says. "The electric forklift is typically not utilized in rigging applications because the electric drives are not smooth and control is everything in this business. We designed these electrics with a two-speed hydrostatic drive just like our LP engine Versa-Lifts."

Dick says smaller units are generally utilized more by customers because they pay for themselves quicker than bigger models. "We do seem to be building a larger percentage of large capacity Versa-Lifts in the last few years," he says. "[Back in 2003] we designed the 100/140 Versa-Lift, which has a capacity of 140,000 pounds at a 24-inch load center and only built three until mid 2008 and then since then have built nine units." ■

**An 800-ton Lift Systems 48A owned by Baumann lifts a transformer in Germany**



**Pre-assembly of Span 3 took place on four barges connected by three sectional barges. Before pre-assembly began, two stability frames were built to stabilize the bridge segment during the lift. The frames are equipped with a slider assembly allowing the bridge segment to be skidded into final position**

US division based in Houston handled the lift itself.

HNTB, a consulting engineering firm from Missouri, oversaw the lifting method to save time and lessen the impact on road, rail and river traffic. The innovative lifting method eliminated the use of falsework (a support structure) in the Mississippi River, which could run the risk of ship impact.

Due to the size and weight of the span segments, these lifts are very rare, especially in bridge work, according to DOTD. The second span lift is scheduled to occur later this year after hurricane season ends. By the end of the project, an

estimated 17,500 tons of structural steel and 750,000 new bolts will be used during the truss phase of the project.

"From a technical achievement perspective, this segment lift is a rare, exciting milestone for the bridge project," said LeBas. "A project such as this does not get done without partnerships, collaboration and plenty of hard work and dedication."

Monitored computers kept the lifting process steady, level and secure. Once the segment was the correct height, the jacks moved it in towards the main bridge structure.

The entire Huey P. Long Bridge Widening project has a price tag of about \$1.2 billion. Construction on the original 75-year old structure began in 1932 and was completed in December 1935 at a cost of \$13 million. Today, it is one of the longest railroad bridges in the US.

To carry out this first lift, MTI created an exacting and methodical plan. First, a four-barge assembly connected by three sectional barges was prepared. On the completed barges, two large stability frames were assembled to help support the bridge span section during the lift. At the same time, lifting towers that hold the strand jacks were installed on each side of Pier II and Pier III.

Prior to the lift, the barges were moved under the bridge following a well choreographed sequence. After the barges were positioned at their intended location, the span section along with the stability frames were lifted about 135 feet using

the four 900-ton strand jacks. Once the span section was secured, the stability frames were lowered to the barges and the span section was slid in 13 feet to its final position.

Steve Underwood, project manager with MTI, says, "It has taken a lot of coordination between the Coast Guard, New Orleans Public Belt Railroad and DOTD to make this lift happen." According to Underwood, there were two factors which could have postponed the lift – high winds and a high river level. Neither was an issue. During the event, the contractor requested a stoppage of river, road and railroad traffic during critical parts of the lift.

The Huey P. Long Bridge Widening Project is a Transportation Infrastructure Model for Economic Development project. The \$5.2 billion program includes widening 536 miles of highways, improvements to three major bridge projects and the improvements to both the Port of New Orleans and the Louis Armstrong International Airport. ■

**The 900-ton strand jacks lifted bridge segment and stability frames approximately 135 feet. Once lifted, the bridge segment along with the stability frames were skidded 13 feet toward the existing truss using four 200-ton hydraulic jacks and placed in its final position – the centerline of the bearings**



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Insurance premiums and safety are often the first to get slashed when it comes to cutting cost corners. **Lindsey Anderson** talks to industry experts on why it's important to keep top-notch service and sometimes pay the extra dollar

When it comes to effective claim management, it generally happens in two different stages: pre-loss and post-loss

# Insuring your assets

**R**isk management and insurance are vital elements to the crane and transportation industry, and during economic downturns they play an even larger and more crucial role.

While the economic downturn has not decreased crane values to any great degree, says Kevin McCarthy, an underwriter from insurance and asset management company Allianz, it's important for companies to remember

that maintenance and service hours play a huge factor in a crane's value.

Establishing insurable values on a specialized piece of equipment like a crane is always a complex task and is usually more difficult than doing the same for a car or a house, McCarthy says. "It's important for companies to choose both insurance carriers and brokers that specialize in crane operations to establish values," he says.

Insurance carriers generally rely on several sources for value information – from manufacturers' information and websites, equipment resale sites, blue book recommendations, claims adjuster reports and personal experience.

"However, this information serves as a guide only, as the value of any given crane can vary a great deal based on hours of service and maintenance and history," he says. "That's why the more experienced insurers will also rely on input from the crane owners themselves – no one knows their specific equipment better."

Even if companies are aware of how much their assets are worth, during trying times, companies will often slash programs and look for cost-effective solutions to business management. Oftentimes, insurance premiums are the first to be looked at – and cut.

Perhaps now more than ever, though, financial responsibility with a crane company is paramount. "Most crane companies look to save money organically – cutting spending, discontinuing safety programs and laying off operators – but what they may not realize is that not taking the appropriate steps when handling claims can be far more detrimental to the bottom line," says Terry Phillips, senior vice president of

>34

**Establishing insurable values on a specialized piece of equipment like a crane is always a complex task and is usually more difficult than doing the same for a car or a house**



**With construction contracts becoming more complex, it's important for companies to make sure their insurance providers understand contract language, liability transfers and insurance requirements**

National Interstate Insurance Company.

Brent Moody, an underwriter for NationsBuilders Insurance Services, Inc. (NBIS), agrees that this type of thinking and doing can be the tip of a slippery slope.

"A degree of caution should be used before pulling the trigger on something that seems like a 'good deal' at the time based on price alone," Moody says.

## Tips

Beyond the sticker price, a few questions and angles should be considered before settling on a company, Moody says. Make sure the insurance company is knowledgeable about the industry. "Do they truly understand what type of work is being done," he says.

Also, companies should be mindful of claims. "Maybe they have a policy of writing checks first then possibly asking a few questions later," Moody notes. "Do their adjusters have industry experience? Are they familiar with OSHA regulation?"

With construction contracts becoming more and more complex, it's also important for companies to make sure the providers understand contract language, liability transfers and insurance



requirements.

After discussing these starter points and moving beyond the front-end costs, Moody says it becomes "pretty apparent" that there's more to consider than just the bottom dollar. "Think about it – we're looking at a downed economy paired with a justice system that doesn't tend to side with the deep-pocketed defendant. That translates to lower revenues and the possibility for a potentially catastrophic loss should the unthinkable happen."

It's therefore imperative for crane and specialized transportation companies to safeguard their organizations both inside and out by making sure that not only internal equipment, personnel and

practices are sound, but that essential external partners are equally as prepared and up to the challenge.

## During the downturn

With the past two years indenting consumer pocket books and thus drastically changing consumer spending and behavior, the shift in spending habits by consumers from top to bottom, Moody says, will likely remain in the forefront for years to come.

"There's a demand for quality, for longevity. A desire for knowledgeable vendors and experienced professionals," he says. "Not necessarily for the least expensive item or the lowest quote, but to products and services that provide value. The old adage, 'You get what you pay for' seems to take on new meanings these days."

However, how do we apply this revamped thinking to the crane and transportation industry? When doing so, insurance becomes more than just 'the big check' written once a year and there are coverage issues to consider, Moody says.

"The numerous claim scenarios that exist require insurance policies tailored exclusive to the industry," he says.

Owners should ask themselves and their agents what they are getting for the money they are paying. "After all, at the end of the day, the only tangible item received is essentially a piece of paper, and there's plenty of folks out there selling what seems to be the same piece of paper," Moody says.

Company owners are also asking for more face-to-face time, or at least some sort of human interaction, as well, "not

## Allied introduces new crane program

Allied Insurance Brokers recently introduced two new nationwide insurance programs exclusive to crane operators.

The first program, a combined policy, provides general liability and auto coverage with an AM Best A (excellent) rated insurance company with deduction options and a competitive premium, Allied says. Other highlights include:

- Online access to certificates of insurance and auto ID cards
- Automobile minimal financial responsibility limits as required by law
- Broad riggers' liability
- Mobile equipment pollution coverage included with limits higher than industry standard

The second program is a workers compensation policy that is available in all states and was specifically created for the crane industry. Coverage is offered through an insurer with an AM Best A (excellent) rating that specializes in workers compensation. The program's highlights include:

- Safety and drug-free workplace credits
- Ability to issue certificates of insurance online
- Loss control services
- Superior claims handling service

"With over 15 years of experience insuring the crane industry, Allied knows the specialized needs of crane owners and operators," says Marty O'Brien, president. "These new programs are comprehensive and innovative and we're pleased to offer them."





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“

Risk management is becoming something more than just casual recommendations or a few safety guidelines.”

**Brent Moody, NBIS underwriter**

with no face,” Moody says. “Risk management is becoming something more than just casual recommendations or a few safety guidelines.”

Instead, industry members want to partner with organizations that bring expertise along with their paper, Moody notes, and “in the long run, this new approach to risk management and insurance will make the industry stronger, more secure and better equipped to handle the challenges that lie ahead.”

When it comes to effective claim management, Phillips says it happens in two different stages: pre-loss and post loss.

Phillips says things like operator testing and certification, rigging inspection programs, safety incentive programs, personal protective equipment distribution, contract management – “what we refer to as pre-loss claims management” – might seem like financial investments at first, but following a claim becomes the tools a company relies on to show it acted proactively and responsibly, he says.

Also, post-loss mitigation can be shown in a number of various ways and can keep run-of-the-mill claims from spiraling out of control. Phillips says in circumstances as such, proactive measures are key.

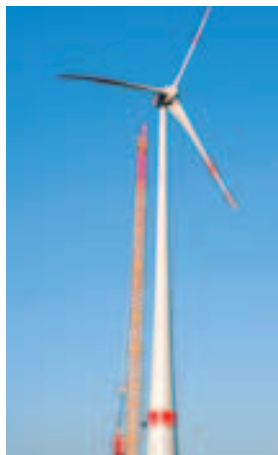
“Spending money up front on reliable industry experts and hiring local counsel in the appropriate areas to protect the investigation are two examples of steps a company can take protect itself from plaintiff attorneys,” he says. “Immediate

**Insurance carriers generally rely on several sources for value information – from manufacturers’ information and websites, equipment resale sites, blue book recommendations, claims adjuster reports and personal experience**

on-site investigations, proper scene documentation, identification of witnesses, carefully taken statements – at the attorney’s direction – will all help to ensure that the crane company has a solid, dependable investigation to rely on when it reaches the courthouse.”

Phillips says crane claims can escalate quickly when the plaintiff attorney “holds all the cards,” but by using smarts and digging deeper than surface levels, “crane companies can at least be dealt a fair hand.”

**ACT**



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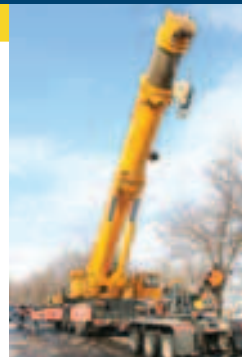
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Duty cycle cranes offer a heavy duty approach to jobs that require extra muscle. **ACT** reports

The crane dumps mud and other materials from the shaft

**D**uty cycle cranes are purpose-built cranes for extra heavy duty work. Most cranes in the duty cycle realm are fortified with stronger steel and components are designed to withstand weighty, repetitive work.

Steven Whisenhunt, division manager of California-based Coastline Equipment, has sold several Liebherr duty cycle cranes for a variety of applications throughout the western US. He says while the market for these types of cranes may be considered niche, there is still a demand for these types of cranes among crane rental entities and contractors.

Duty cycle cranes meet specialized needs in the construction market. While these cranes can handle the general assignments of a lift crane, they also are workhorses



on such jobsites as slurry wall work, dredging, dynamic compaction, clamshell and demolition applications.

## Specialized work

Among the duty cycle cranes in the field sold by Coastline is a HS 885 recently was dispatched to Las Vegas to handle shaft service work. Whisenhunt explained that the job involved digging a fresh water intake at Lake Mead to supply water to the city of Las Vegas.

"Shaft service is basically pulling out all of the dirt that is being excavated in a shaft or tunnel," he says. "The crane also raises and lowers the work platforms, train cars, locomotives and anything else that is needed in large shafts or tunnels."

Dynamic compaction requires a duty cycle crane. This process, which reclaims land to make it suitable for building, involves the repetitive dropping a heavy ball or concrete block onto the ground at certain intervals and at specified spaces apart. Often performed on sites where demolition has occurred, the dynamic compaction method compacts the soil to

a certain density.

Whisenhunt says he has sold both HS 885 and HS 895 HD units to perform dynamic compaction. Such work is hard on a conventional crane, but a duty cycle unit is designed for this type of repetitive, harsh work.

Duty cycle cranes are also well suited for slurry wall work. Slurry wall construction is often a good solution in foundation areas where soft ground or a shallow water table may interfere

>40

## A Liebherr HS 895 performing drag line work



**In early July, a Liebherr HS 895 HD and HS 885 HD are being set up for work that will involve setting steel panels and cutting slurry walls**



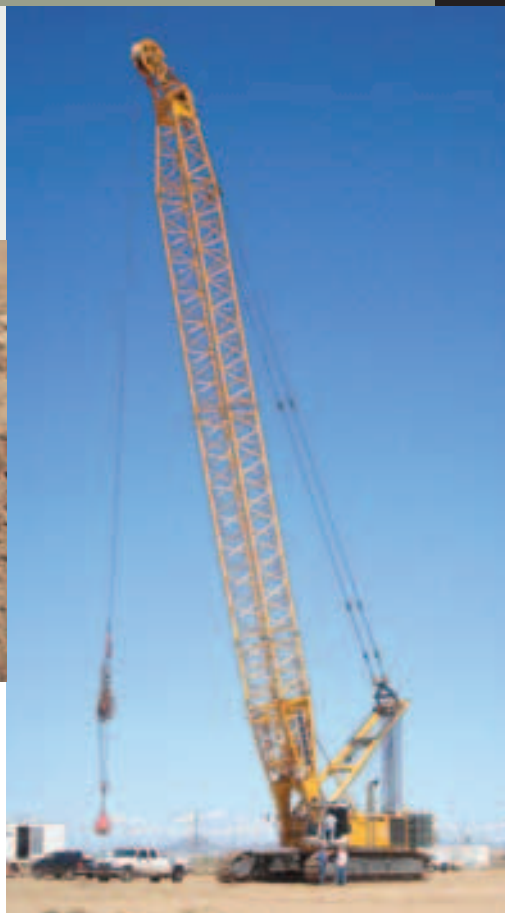




**RIGHT:** Dynamic compaction requires dropping a heavy weight to compact soil to a certain density. **BELOW:** An example of dynamic compaction after the ball is dropped to the ground



**LEFT:** Performing shaft services, the crane lifts dirt being excavated in a shaft or tunnel. The crane also raises and lowers the work platforms, train cars, locomotives and anything else that is needed in large shafts or tunnels



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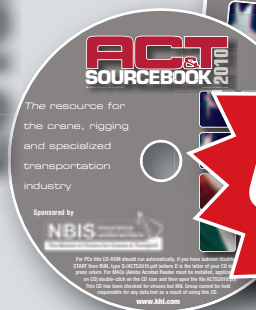
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with construction. The crane helps build reinforced concrete walls to strengthen the foundation or basement area of a building, for instance.

Liebherr's Scott Moreland says his company has sold cranes for slurry wall work throughout the US, including New York City, where slurry wall construction is common.

Last year SAT Industrie-Abbruch, a demolition company located in Speyer, Germany, was contracted to demolish the former Budenheim glass factory. SAT chose a Liebherr HS 895 HD for the demolition of the glass factory's chimney and the batch tower.

Because the jobsite was situated near a main supply depot of a chemical company, the demolition had to be carried out in a way that would assure no vibration and very low levels of dust. For the demolition, the HS 895 HD was rigged with 288-feet of main boom and a cylindrical drop weight of 3.96 tons. Dust emissions were minimized through

vertical water curtains. The batch tower was demolished in only one month of pure demolition time.

For the demolition of the 262-feet tall chimney with a diameter of 6 meters, the main winch of the HS 895 HD was applied first. A man basket was lowered inside the chimney. From the basket the inner lining of the chimney and the existing rock wool insulation were dismantled. Subsequently, the cleaned chimney was demolished within one day.

The Liebherr HS 895 HD of the 220 ton class is equipped with a 670 kW diesel engine and features an operating weight of little more than 271 tons when fitted with demolition equipment and additional counterweight. High engine power equipment such as hydraulic concrete cutters can be driven by the on-board hydraulics. The large dimensions of the tubular booms enable lateral striking with the demolition ball even at great heights. For demolition work Liebherr offers an equipment package including armored glass for the operator's cab, a hoist rope guide, mid-point suspension and free swing.

**A Liebherr HS 895 HD in demolition application near Budenheim, Germany**

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— Terry Young, President  
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"The listing in the SC&RA Membership Directory alone is worth more than what we pay in dues. Members in other parts of the country with contracts to relocated companies here find our name in the directory and call on us for help on this end with crane and rigging assistance. We've had some great long-term relationships that started that way."

— Dave Demag, President  
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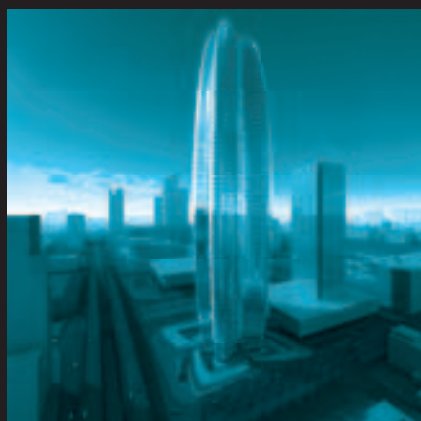
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# Think quick!

When a crisis occurs in any company, across any industry, there are in reality two separate crises, according to Jeff Lanza, an expert on crisis management and retired FBI agent. The first is the immediate problem that caused the crisis in the first place. The second crisis can far outlive the first and potentially destroy a company. The second crisis involves perceptions of what happened, how it happened and what was done to fix it and ensure safety and well-being.

Unlike many crisis management experts, Lanza's top priority is not necessarily media communications.

"Your workforce should be at the top of the list for receiving information in a crisis," he says. "Regardless of the nature of the event, this group is likely to be affected. They are wondering about their job security, if they are safe, and when things will get back to normal."

Accordingly, employees should not be forced to obtain information like everyone else. If your employees learn about a crisis from the media before they hear it from you, they will resent being treated as if they don't matter.

Remember, they are an important stakeholder in your communications.

In a crisis situation, listen to your employees' specific concerns. Act swiftly to give attention to those affected within your company. Share challenges, priorities and your vision for the future. Boost morale by reminding employees of the positive things your organization has accomplished.

Before the unthinkable happens, enlist your employees to brainstorm 10 scenarios that might imperil your company and think about ways you might respond in each of those situations to protect their interests, as well as those of customers and stakeholders. This exercise "will help you prepare for the crisis, but also it may expose those vulnerabilities that you have in your organization, and you may be able to fix those vulnerabilities before the crisis even occurs," says Lanza.

Although your employees should help formulate strategies, be careful about turning them loose to answer media questions.

Bad news should come from top

management or those with expertise about what to say and not to say. One of the worst things that could happen is giving a disgruntled employee an opportunity to spout off to the media. Even well-meaning employees may blunder by being tricked into filling dead air.

Be prepared to tell your side of the story – fast before it spins out of control. Always try to be truthful. Discovered deceptions only exacerbate a crisis. Refuse to respond with: "No comment." If you can't discuss an issue, explain the reason. If you don't have enough information to answer a question, it is okay to say that you are still in the information gathering stage.

Whether you are talking to your employees, the media or others, be empathetic to the predicament your company has created.

Talk from the heart because people generally remember how you made them feel, not what you said.

Monitor what is being reported, and be prepared to set the record straight when you become aware of exaggerations and embellishments.

Be ready and able to unleash the power of instant communication by delivering your message through your website and social media. If your organization is a large one, you should use online tools and social media to connect to employees first.

Your main goal should be to restore valued relationships. Although it may take time to rebuild your company's reputation, that task will be easier if you start from a firm foundation.

Our mission at SC&RA is to help ensure that foundation for members by "providing the unique information and any other lawful activities members need to safely, legally, and profitably transport, lift, and erect oversize and overweight items."

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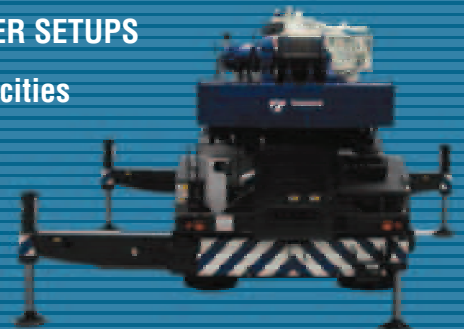
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SC&RA's Crane & Rigging Workshop in September promises to be an excellent industry event. **Terry White** reports on what to expect



# See you in San Diego

**H**undreds of attendees from around the world are expected at the SC&RA Crane & Rigging Workshop, Sept. 22-24, at the Hilton San Diego Bayfront in San Diego, CA. Workshop sessions will feature some of the industry's top professionals, including, in order of appearance:

## **Empowering Your Employees to Think and Act Like Owners**

**Bruce S. Wilkinson**, CSP, will demonstrate effective strategies to develop and implement "first line" leadership and an employee accountability climate of trust, respect, integrity, teamwork, communication, inclusiveness, and customer service, to empower employees to champion change.

## **European Standard EN13000: It's Impact on the Crane Industry Worldwide**

**Ron Schad**, Essex Crane Rental Corp., and **Robert Weiss**, Cranes, Inc., will explain why and how SC&RA has sought modifications to EN 13000, the new European safety standard for mobile cranes, since learning about the planned update in January 2008.

## **Quality Control for Rigging Gear** (breakout session)

**Mike Riggs**, Slingmax, Inc., will address the various methods used by rigging manufacturers to verify rigging slings are free from manufacturing defects and tagging mistakes, and to ensure traceable supporting documentation is available in the unlikely event of an accident.

## **Funding Challenges in Multi-Employer Defined Benefit Pension Plans: How Did We Get Here?**

(breakout session)

**Michael Vlaming**, Vlaming & Associates, will provide a comprehensive overview of the plans, deficiencies and actions needed, a summary of factors causing the current funding deficiencies, actions

being taken to improve the financial condition of underfunded plans, and an update of legislative changes affecting such plans.

## **The Future of Cranes**

An international panel of representatives from Kobelco Cranes, Liebherr Ehingen, Manitowoc and Terex Demag will discuss the latest innovative crane features and answer questions concerning developments under consideration by crane manufacturers, including the use of new advanced materials.

## **Sling Inspection Simplified**

**Mike Gelskey**, Lift-It Manufacturing Co., Inc., will cover how initial, frequent and periodic systems inspections must be used to determine objectively and uncompromisingly whether slings are acceptable or should be removed from service.

## **CSA 2010: What Does It Mean to the Crane and Rigging Industry?**

**Daniel Erwin**, Southern Industrial Constructors, Inc./Southern Crane, will examine how mobile crane owners will be affected by the Comprehensive Safety Analysis 2010, the Federal Motor Carriers Safety Administration's new safety initiative to reduce vehicle crashes and fatalities relating to commercial motor vehicles.

## **Making a Personal Commitment to Safety**

**Don Jordan**, BP America, will provide techniques and suggestions to help

crane & rigging companies embrace safe practices and appreciate how taking personal responsibility for their own safety on the jobsite will dramatically improve overall jobsite safety.

## **Life after a Recordable**

**Terry Young**, Construction Safety Experts, Inc., will discuss the direct consequences of a recordable to current and future work opportunities; the contingency plans, policies and procedures that should be implemented; and reasons why sharing this information with employees is integral to preventing accidents.

## **2010 Rigging Jobs of the Year**

This year's winners include replacement of a nuclear reactor head at a California nuclear power plant; installation of a 150-foot long conveyor section weighing 240,000 pounds across a 240-foot wide intake canal at a coal-fired power plant in Florida; and replacement of a damaged bridge girder in Louisiana.

Additionally, workshop registration will include meetings of the SC&RA Crane & Rigging Group's Safety Education & Training Committee, Labor Committee, and Governing Committee; an Exhibit Center that features products and services from 66 companies, a complimentary hot buffet lunch, and a Grand Prize Drawing; and receptions, continental breakfasts, and refreshment breaks. ■

Visit [www.scranet.org/events](http://www.scranet.org/events) and click on the "Crane & Rigging Workshop" link to review the program, learn more about the hotel, print out a room reservation form, and register as an attendee or exhibitor. Or call SC&RA at (703) 698-0291 for additional information.



# Financial & Risk Management Forum

**S**C&RA will host its 2010 Financial & Risk Management Forum, October 27-28, at The Westin Park Central, Dallas, TX. The forum will include seven sessions on topics of interest to key industry executives, including, in order of appearance:

## **Managing Health Care & Benefits Programs: Key Strategies that Impact Your Bottom Line**

Randall Johnson, Association Benefit Resources (ABR), will provide detailed and practical insights of the employers' mandates and compliance requirements for healthcare reform. The session by SC&RA's endorsed partner for health care insurance and ancillary benefits will also provide five key strategies to assist employers in managing programs and controlling benefit costs.

## **Capital Market: Still Locked Down or Loosening**

Harry Fry, Harry Fry & Associates, Inc., will explain what owners can expect as the credit application and approval process finally begins to loosen after two years of tightening. The session will provide a brief snapshot of today's capital market and how that picture could change when industry finally makes a hard turn back to growth and profitability.

## **Transport & Crane Loss Trends and Effective Countermeasures**

A panel from NBIS that includes Bill Tepe (moderator), Ron Kip, Clifton

Shepherd, and Bill Smith will identify the three most common types of losses in heavy transport and crane operations and provide practical and proven loss prevention guidance. This session by SC&RA's exclusively endorsed property and casualty insurance partner will also highlight the most costly industry losses and the business revenue needed to offset these claim costs.

## **Shockproof!: How to Hardwire Your Business for Profits and Lasting Success**

Juan Pablo González, Axiom Consulting Partners, will discuss what senior executives can do to improve their company's ability to resist the inevitable shocks they will experience. The presentation will examine an approach of aligning business strategy, organization and talent to overcome challenges and capitalize on opportunities. He will introduce key Shockproofing principles, and bring the topic to life through real world examples.

## **Return to Work Strategies: How Physical Medicine Management Can Improve Outcomes**

Ruth Estrich, MedRisk, Inc., will examine how injured workers who are unable to perform their job impact their employers in many ways, including higher insurance costs and loss of productivity. Although half of these employees receive physical therapy, it can be hard to know if it is

working. Learn the key myths about physical therapy, and how physical medicine management can be one of your most efficient and cost effective strategies to restore your employees' functionality and productivity.

## **Mitigating Criminal Liability Exposure in the World of Heavy Cranes & Transport**

Frank Bardonaro, AmQuip Crane Rental, LLC; Steve Knight, Intermountain Rigging & Heavy Haul; and Ryan Warren, Hensley, Kim & Holzer, LLC, will explain why proper insurance and risk management programs can reduce the liability exposure for both family owned and commercially held enterprises but cannot always protect against serious financial and legal challenges ranging from fines to criminal charges following accidents, injuries and fatalities. This interactive session will require participants to review practical scenarios and attempt to identify and remedy management deficiencies that could lead to devastating company results.

## **The Golden Rule: Techniques in Aggressive and Early Claim Resolution**

John T. Pion, Pion & Johnston, will review multiple real-life scenarios involving both at-fault and no-liability circumstances, where an empathic approach expedited claim resolution. The session will also include advice on contact with represented and unrepresented parties, financial advances of special damages, informal discovery, voluntary mediations, and the creation of special needs/medical trusts.

Visit [www.scranet.org/events](http://www.scranet.org/events) now and click on the "Financial & Risk Management Forum" link to review the program, learn more about the hotel, and register. Information is also available by calling SC&RA at (703) 698-0291



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### ■ Global Crane Sales,

based in Houston, announces its management team. Brian Black, a former vice president for Terex with 35 years in the heavy equipment business, is managing director. Uri Toudjarov, who previously worked for Terex, is vice president. Ed Gibson, who brings more than 25 years experience, is North American sales manager. Mike Liu, with more than 30 years experience, is corporate service manager. Global Crane Sales is the worldwide distributor for Zoomlion rough terrain cranes.

### ■ Palfinger North America

has appointed Greg Sneek as its new crane product manager. Sneek has more than nine years of technical experience with hydraulics, having last held positions with Hydac Corp. Canada. Sneek will be based in Niagara Falls.

## ALL new changes

Rick Mikut has been named manager of the crawler crane division of ALL Erection & Crane Rental Corp. in Independence, OH, and Clay Thoreson has been appointed general manager of ALL Tower Crane in Richfield, OH.

Mikut has been with All Erection & Crane Rental for 34 years, serving 27 years in the field and for the last seven years as manager of the ALL Tower Crane division. He was an NCCCO certified crane operator and instructor.



**Rick Mikut**



**Clay Thoreson**

Thoreson, with 37 years of experience in the tower crane industry, will fill the position vacated by Rick Mikut at ALL Tower. Thoreson most recently served as vice president of sales and marketing for tower cranes North America for Manitowoc Cranes. Clay serves on ASME subcommittees for Tower Cranes (B30.3) and Self Erecting Cranes (B30.29); the NCCCO Tower Crane Management Committee and on the SC&RA's Tower Crane Committee.

## 2010

### SC&RA Crane & Rigging Workshop

September 22-24  
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[www.scranet.org](http://www.scranet.org)

### AWRF General Meeting

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### Web Sling & Tie Down Association Fall Meeting

October 19-21  
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[www.wstda.com](http://www.wstda.com)

### China International Crane Summit 2010

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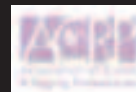
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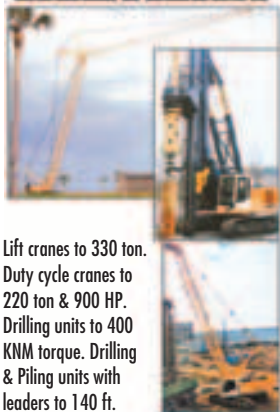
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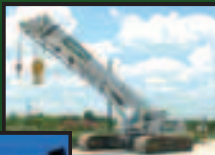


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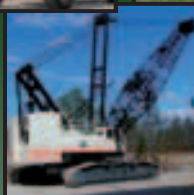
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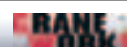
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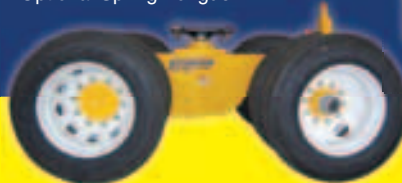
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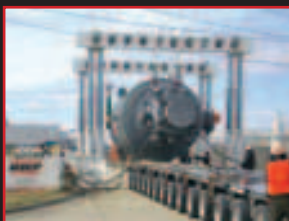


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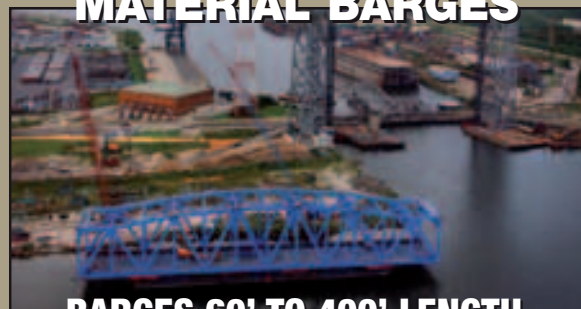
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