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ACT

The magazine for the crane, lifting and transport industry

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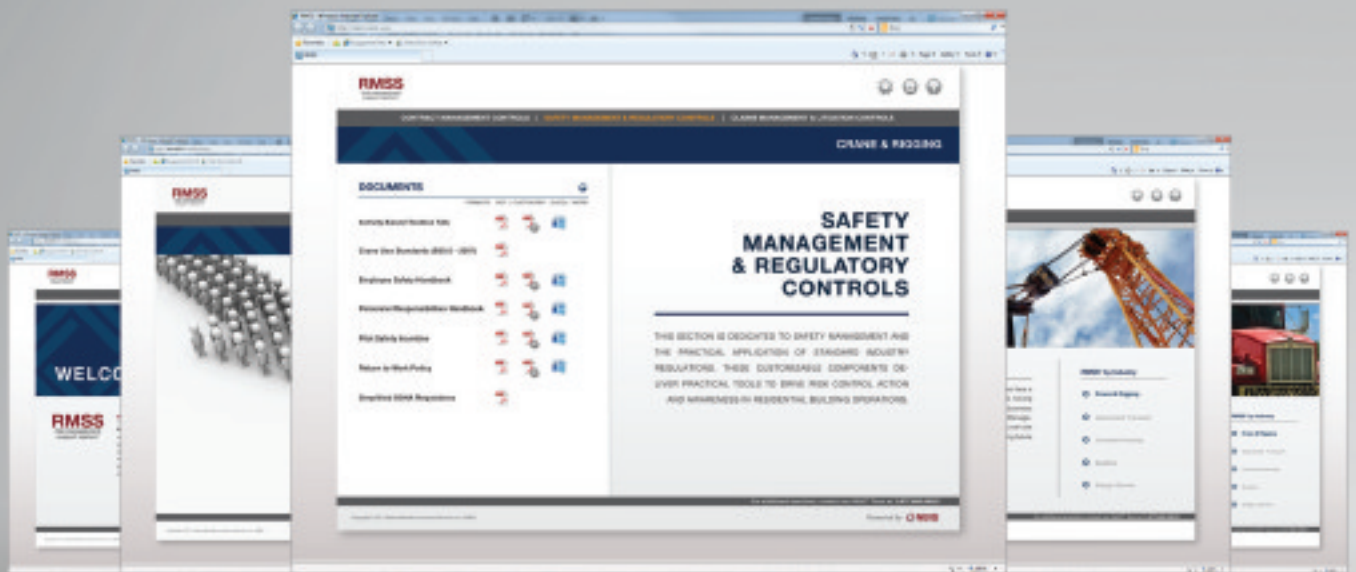
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Tower power!

New feats in
specialized lifting



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from 8t to 450t
(8.5 USt to 550 USt)

Who's who at KHL

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Milestones



As the August 2011 issue was going to press, the Space Shuttle Atlantis made a picture-perfect landing at Kennedy Space Center, bringing an end to the 30-year shuttle program. Seeing the landing, I remembered that we featured the Space Shuttle Discovery on our September 2005 cover. In that issue we were covering specialized lifting, and on the cover,

Discovery was suspended in a gantry system at Edwards Air Force Base in California. The gantry was developed to lift the spacecraft up high enough in order for it to be secured on top of a modified Boeing 747 jet for the piggy back trip back to Florida. Early in the program, the gantry was used on every mission. Later, a runway was developed so the shuttle could be launched and land in Florida. But it just so happened in late August 2005, a storm off the East Coast made it necessary to land the shuttle at Edwards. A NASA photographer worked with us to capture shots of Discovery in the gantry as it was secured to the jetliner. It was an extreme example of specialized lifting and transport.

Fast forward six years and we are seeing incredible innovation in the realm of specialized lifting and transport. In our Industry Focus: Specialized Lifting (page 28) we present an array of job stories using gantries, jack and slide systems, rigger trucks, strand jacks and other equipment.

In the realm of specialized transportation, we are used to reporting on the challenges of hauling incredibly large pieces of equipment and machines. This month we present a haul of a different nature – a 150-year-old oak tree. Yes, you read that right. Apparently the tree was in the way of a planned roadway in Louisiana. Citizens launched a petition drive to save the tree and their efforts worked. Using two Goldhofer SPMTs, Berard Transportation moved the tree and its 42-foot diameter root system a little over a mile down the road. See our Site Report: Transportation on page 38.

Also don't miss our Site Report: Lifting on page 40 that chronicles W.O. Grubb's crew lifting three NASCAR cars onto the deck of the *USS Wisconsin*.

And finally, now is the time to make plans to attend KHL's World Crane & Transport Summit in Amsterdam November 10-11. For more information about the event, see our preview on page 51. Before then, we'll be at the SC&RA Crane & Riggering Workshop in Philadelphia September 21-23.

See our preview on page 45. ■

D. ANN SLAYTON SHIFFLER

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Burkhalter uses its self-erecting tower system to install a reactor at a refinery in Oklahoma. See our Industry Focus: Specialized Lifting starting on page 28



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Official domestic magazine of the SC&RA

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■ Specialty U.S.-based lubricant company Lube-A-Boom has appointed Crane Services, Wingfield, South Australia as a dealer for its full range of lubrication products for the lifting industry in Australia.

■ Manitowoc has expanded its sales and distribution network to Sweden with its existing Denmark distributor UN Mobilkraner.

■ Heil Trailer International has announced that California-based Opperman & Son has joined the Heil distribution network as a dealer. Opperman & Son will provide sales, service and parts for the Heil Petroleum, Crude and Hot Products lines for a 10-county region covering Southern California. In conjunction with becoming a Heil dealer, Opperman & Son has added Jay Dombowski to its sales team as director of new tank sales. Dombowski brings over 35 years of experience in the truck and trailer industry. His career includes over 15 years in commercial trucking, six years in equipment sales with major Southern California dealerships and most recently as transportation services company owner.

■ Crane Inspection & Certification Bureau (CICB) has moved to a new location inside the Holt Crane & Equipment Link-Belt Complex at Loop 610 East and Homestead Road in Houston. The facility includes two modern classrooms that seat up to 40 participants. Cranes and rigging gear for hands-on training, practice sessions and written and practical examinations include small hydraulic fixed cab, large hydraulic swing cab, lattice boom and overhead cranes as well as a variety of rigging gear and loads to increase the learning experience.



New West Coast Trailer from XL

XL Specialized Trailers has introduced the 13-axle XL MG 170 West Coast trailer. The trailer boasts one of the lightest weight configurations – about 10,000 pounds – available in the industry, according to XL Energy Transportation Inc. out of Casper, Wyoming, purchased two of the new models for use in the mining, construction and wind transportation industries.

At 57,440 pounds, the new XL MG 170 West Coast trailer hauls loads up to 170,000 pounds distributed. The XL 170 MG can also be configured to weigh 55,000 pounds to accommodate weight-specific loads.

“We bought these trailers specifically to handle 170,000-pound loads,” said Jim Orr, Energy Transportation Inc.’s operations manager. “The lightweight trailers give us an edge over those using any other 13-axle. A 10,000-pound less weight in the trailer means we can haul 10,000 pounds more payload. The 10-foot wide axles make them especially stable. We have been impressed by the strength and stability of the trailers.”

As equipment continues to get bigger and heavier, transporting costs rise and logistics become more complex, according to Scott Wall, CEO at XL Specialized. “We work to provide solutions to haul the bigger and heavier equipment with as compact of a design as possible,” said Wall. “Our new trailer hauls loads which would require 19 axles on other trailers, on only 13 axles.”

Orr said that working with XL on the new trailer design created a strong partnership. “This trailer was a new product for XL as well as for us, and they were there when we test loaded it, when it took its first load and when we put the first nacelle on it,” said Orr. “We are very happy with the customer support, and XL’s continued investment in the product.”

Energy Transportation has used the new trailer for a variety of jobs, Orr said, including hauling 2.5 and 2.75 megawatt wind turbines, a P&H 4100 revolving frame, and a 854 CAT wheeled dozer, among other things.

The main trailer is engineered with a 118-inch

flip neck that extends a 14-foot 3-inch main deck. From the neck, the 30-foot main deck boasts a 15-foot t-deck design to accommodate wind turbine components. The t-deck can be switched out to other available deck configurations. The main deck has a 26-inch loaded deck height and a 6-inch ground clearance, allowing the trailer to traverse on low-maintenance surfaces to reach off-road destinations. The 21-foot rear deck has a 44-inch loaded deck height and disc brakes. A reinforced frame for a 3-axle booster, manual override height control, a raise and lower valve and shut offs on air bags are some of the options available for the main trailer.

The jeep is a skeleton frame with a hatbox used for weight savings. This addition has 2-speed Jost landing gear and a handle on road side, a 13-hp Honda unit mounted on the inside beams, the ability to raise the fifth wheel from 54 to 72 inches, a hydraulic hat box with 18 inches of travel, raise and lower valve, a two tail-light assembly and disc brakes.

Model 16000 working on Mexico wind farm

A Manitowoc 16000 fitted with the new wind attachment is erecting 204 turbine towers on a wind farm at La Ventosa, in the Juchitán District of Mexico's southern state of Oaxaca.

This is the first 16000 with a wind attachment in Mexico. A Manitowoc 18000, a Grove GMK5220 all-terrain crane and five Grove rough-terrain cranes are also on site. The cranes all belong to contractor Sectrol DHP, which is working for main contractor Acciona. Sectrol DHP is erecting 68 towers in three locations in La Ventosa.

The nacelles are the heaviest elements, which weigh 65 tons, and the towers are 262-foot high. When complete, the farm will generate around 306 MW of energy – enough to power 16,000 homes in the Oaxaca area.

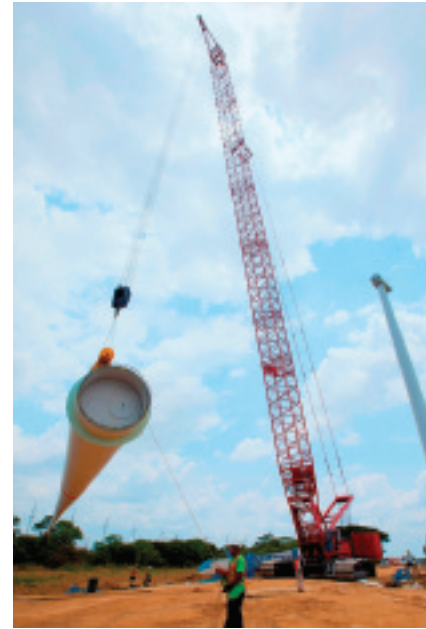
Jorge Fernandez, commercial manager for Sectrol DPH, which specializes in green energy, said that the wind attachment extends the capabilities of the 16000 in terms of capacity and reach.

"We do a considerable amount of work in wind energy, and we've seen size of wind turbines evolve," said

Fernandez. "The new wind attachment helps us offer our clients a greater scope of services – including the installation of larger turbines – with the same crane."

The Manitowoc 16000 has a maximum capacity of 400 tons, and a maximum reach of 314 feet. The wind attachment increases the reach and capacity of the Manitowoc 16000 at short radii – particularly useful in wind turbine applications. At a 59-foot radius, the wind attachment lends the crane a capacity advantage of 49 percent over a standard 16000. For this project, the 16000 was configured with the wind attachment and a 298 feet of boom.

Sectrol DHP, which completed all of the civil work on the project – building roads, foundations, etc. –



Mexico's first Manitowoc 16000 rigged with a wind attachment

began work on the tower erection phase in March. The project is expected to finish in August.

HIGHLIGHTS

■ Ritchie Bros. Auctioneers Inc. has launched a bundle of new services for its customers in the U.S., Canada and around the world. These new services include detailed equipment information, real-time auction results through www.rbauction.com, equipment financing, powertrain service warranties and property and cargo insurance. "At Ritchie Bros., it's all about our customers and we've run our business with that in mind for more than 50 years," said Peter Blake, chief executive officer. "Our company's mission is to provide compelling business solutions that enable the world's builders to easily and confidently exchange equipment. We believe with the launch of these new services we have taken another large step in that direction."



Southern Crane recently helped repair the broken flag pole at the South Carolina Capitol building. The pole's bearing had busted, tangling the state and national flags. The 186-foot pole was serviced using a Liebherr LTM 1160-5.1, which features 203 feet of main boom and a 141-foot jib that allowed

the crane to achieve the needed 190-foot radius to lift crews to the peak of the flagpole. While replacing the broken bearing, crews tied the flags to the crane lines to keep the colors flying at all times. "That way when the crane was in the air, the flag would be flying as much as possible," said Kenneth Mullens, Southern Crane's Columbia branch manager.

Palfinger buys INMAN in Russia

Austria-based Palfinger has acquired fellow loader crane manufacturer Ischimbajskie Neftianiye Manipulirovye, JSC (INMAN), based in Russia.

INMAN is headquartered in Ishimbay, the Republic of Bashkortostan, in the Volga region south of Russia. The company has two factories and has been a distributor of straight boom and articulated loader cranes since 1992. It has 415 employees and a \$28 million turnover.

The company also offers a range of services from certification for the Russian market to maintenance and spare parts. It primarily supplies companies in the oil and gas industry.

INMAN will exist as a separate brand within the Palfinger group. The acquisition is still subject to the approval of the supervisory boards of both parties and the Federal Antimonopoly Service of the Russian Federation (FAS). Palfinger now has 50 dealers on both sides of the Urals.



■ WireCo WorldGroup Inc. (WireCo), a producer and marketer of wire rope, electromechanical cable and a major producer of wire products, has completed the acquisition of Drumet Liny i Druty Sp.z o.o. (Drumet), based in Wloclawek, Poland. No terms were disclosed. The acquisition of Drumet, a manufacturer of wire rope, steel wire, and steel wire band in Eastern Europe, is part of WireCo's strategy to manufacture and distribute products to customers around the globe. The acquisition of Drumet will give WireCo access to new markets in Europe and provide increased wire capacity to support its manufacturing operations.

■ Rogers Brothers Corp. has received the U.S. Commercial Service's Export Achievement Award. The award recognizes companies that have made their first export sale or entered a new overseas market with the assistance of the U.S. Department of Commerce. Rogers developed relationships with the Peruvian market and sold a low-bed trailer to a large copper mining company. Future sales in the market are being negotiated.

Joyce Crane recently celebrated its 25-year anniversary. The Longview, Texas-based company began in 1985 in the steel erection and crane rental business and now has more than 100 employees. Joyce offers cranes with capacities between 40 and 800 tons.



Liebherr posts sales increases

In 2010 the Liebherr Group saw a return to growth with a 9 percent increase in turnover.

The German company posted an \$897 million rise over the previous year to \$10.8 billion in its latest annual report published in July. The growth was attributed to increasing demand for machinery in the construction sector, where the increase was 16 percent to \$6.7 billion.

Worldwide sales revenues from wheeled mobile and crawler cranes increased by 2.7 percent to \$2.5 billion. The construction (tower) cranes and mixing technology division increased sales by 1.1 percent to \$745 million. Growth in the maritime cranes division was 9.2 percent, or \$88.3 million, to \$1.04 billion.

After the previous year's downturn, the proportion of total group turnover accounted for by the construction machinery divisions rose again from 58.6 percent to 62.5 percent.

By market area the group's 10 largest in 2010 were Germany, France, U.S., Russia, Australia,

Brazil, Great Britain, China, Saudi Arabia and The Netherlands.

The return to growth also saw 888 new jobs worldwide, increasing the total number of

Liebherr Group employees to 32,979.

For 2011, Liebherr forecasts further growth. Turnover was up 14 percent in the first six months of the year. ■



Liebherr's 202 EC-B 10 Litronic

Liebherr 202 EC-B flattop gets facelift

The 200 EC-B 10 Litronic flattop crane has been successful, according to Liebherr, but the company has now given it a facelift. Its successor, the 202 EC-B 10 Litronic, has been optimized in particular with regard to markedly reduced assembly weights while still retaining all the performance capabilities of the original crane.

Lifting capacity at a maximum radius of 305 feet is 4,850 pounds, with a maximum load capacity of 10 tons. The modular concept and the compatibility of the tower systems between one another allow for the upgraded flattop crane to develop the whole of its versatile performance. And the Liebherr 256 HC tower system allows for a free-standing hook height of 207 feet to be achieved.

One new feature of the 202 EC-B is, for example, the single-piece counter-jib, a whole 1.9 tons lighter, which can be pre-assembled on the ground in just a few operational steps. And for transport there is also the possibility of using the two-piece counter-jib assembled in the piggy-back system. Easier assembly is also provided by the guying systems being brought into the assembly position with pin-point precision, or the lifting eyes for hoisting with a mobile crane.

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The Grove GMK7550 has an overall lifting capacity of 550 tons and maximum tip height of 450 feet

New GMK7550 for Crane Service Inc.

Albuquerque, NM-based Crane Service, Inc. hosted an open house on June 24 to introduce its newest crane to its U.S. customers. The Grove GMK7550 will be put to work in the growing New Mexico industrial market. Crane Service said it was the largest crane in the state.

The Grove GMK7550 has an overall lifting capacity of 550

tons and maximum tip height of 450 feet.

Scott Wilson, president of Crane Service Inc., said the crane will provide help to various types of industries ranging from the Copper Mine in Silver City, NM, a wind farm near Hatch, NM and natural gas and coal power plants in the Farmington area, to Intel in Albuquerque. All

of these industries require maintenance and capital projects to stay operational, the company said.

"The ability to have access to such a large piece of equipment and deliver to our clients at such a quick pace will provide benefits not only to our company, but to those we are working with," Wilson said. ■

■ Rayco-Wylie Systems recently introduced a wireless load indicator (W3380) and a wind speed indicator (R180). The W3380 and R180 will assist in a safer work environment by providing essential information such as load on hook, boom angle, length and wind speed. The systems use Direct Sequence Spread Spectrum (DSSS) transmission technology, ensuring an enhanced range of operation and better RFI Immunity, said Frank Beardsley, technical director. Developed to reduce cost and installation time, the W3380 and R180 are pre-calibrated before shipment. Sensors can be replaced easily without a complete system calibration, the company said.

HIGHLIGHTS

Flat sales at Terex Cranes amid significant change

Proposed re-structuring plans, including headcount and facility changes, and the acquisition of Demag Cranes AG, are set to make a major impact in forthcoming months, according to Terex Cranes' second quarter results.

Net sales for the cranes

segment for the second quarter of 2011 increased \$15 million, or 3.3 percent, to \$464.1 million, compared to the same period in 2010. When adjusted for currency exchange rates, however, sales dropped 5 percent in the second quarter.

Rough terrain, truck cranes and mobile port equipment made the most significant contribution to sales, especially in North America, where rough terrain and truck cranes also showed strength, the manufacturer said.

"Tower cranes and some of the large crawler cranes have also experienced positive trends this quarter, and the segment is seeing some renewed interest in tower cranes from very low 2009 demand levels," said a company spokesman.

"All terrain cranes have rebounded a bit from soft

first quarter levels, although still significantly lower than a year ago. Shifting delivery dates for orders in backlog and order cancellations continue to disrupt current shipment expectations in the German cranes business," the spokesman added.

Cranes segment backlog increased about 33 percent but decreased about 9 percent compared to June 30, 2010 and March 31, 2011, respectively.

Loss from operations in the second quarter of 2011 was \$34 million, or 7.3 percent of net sales, as compared with income from operations of \$17.0 million, or 3.8 percent of net sales, during the second quarter of 2010.

"We anticipate that cranes restructuring actions will improve that segment's performance, particularly in 2012. In total, we expect

approximately \$70 million in annualized benefit from the actions that have and will be taken in that segment," said the spokesman.

The Demag Cranes AG purchase offer has progressed well. "At the end of the extended offer period, preliminary results indicate that approximately 82 percent of the outstanding shares were tendered for purchase or are already owned by Terex," said Ron DeFeo, Terex chairman and CEO. "Demag Cranes AG will add a new business segment to Terex with world class products in industrial cranes and hoists, port technology and service. Its business is highly complementary to the existing Terex business, and the combination has compelling industrial logic." ■



Ron DeFeo

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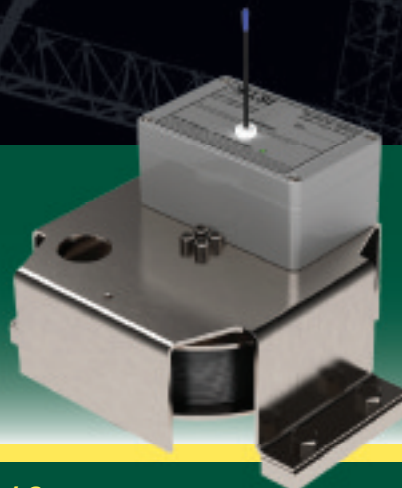
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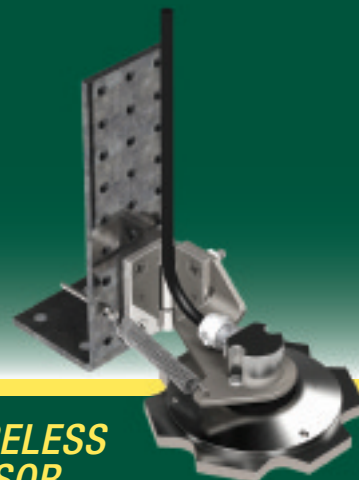
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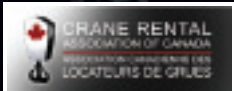


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Political wrangling over the debt ceiling and worries about European economies shook market confidence in the early summer. **Chris Sleight** reports

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

Markets wobble

This summer has not shown America's politicians in the best light. The looming deadline of August 2, by which time the U.S. needs to raise its debt ceiling (due as *ACT* went to press), has been an issue to bring out the worst sort of partisan pettiness in the political system. Using this event as a way of scoring political points may make sense on Capitol Hill, but it has not been good for confidence in the American economy, its stock markets or for its international standing.

Petty politics

What started out earlier this year as a relatively minor issue – clearly an agreement would be reached, as either a default or government shutdown must be avoided – has gained seriousness as the summer has worn on due to politicians

failure to reach an agreement. Now this political failing is destabilizing stock markets and threatening America's pristine credit rating.

A further frustration for the markets is that, in broad terms, it is obvious what needs to happen. Reducing the deficit will require both spending cuts and tax raises, and the debt ceiling will either have to be raised or abolished in the short term, while those measures take effect.

However, as the deadline approached, the continued inability for politicians to do the obvious built uncertainty in the markets, which is the one thing investors find it hard to cope with.

In addition to these problems at home, Europe has experienced another round of financial jitters of its own, as Greece lurched into another debt repayment crisis.

Although another bail-out was agreed to avert default, many view Greece as being insolvent – its debts are about 160 percent of GDP – and this latest rescue package is unlikely to be the final chapter in this modern economic tragedy.

More worryingly, Italy – the third largest economy in the Euro-zone – is now showing signs of strain due to its debt burden, joining Greece, Portugal and Ireland on the list of sickly European economies. The problem with Italy is that unlike these smaller economies, it is too big to bail-out, with outstanding government debt of €1.8 trillion (\$2.5 trillion), and also too big to be allowed to fail.

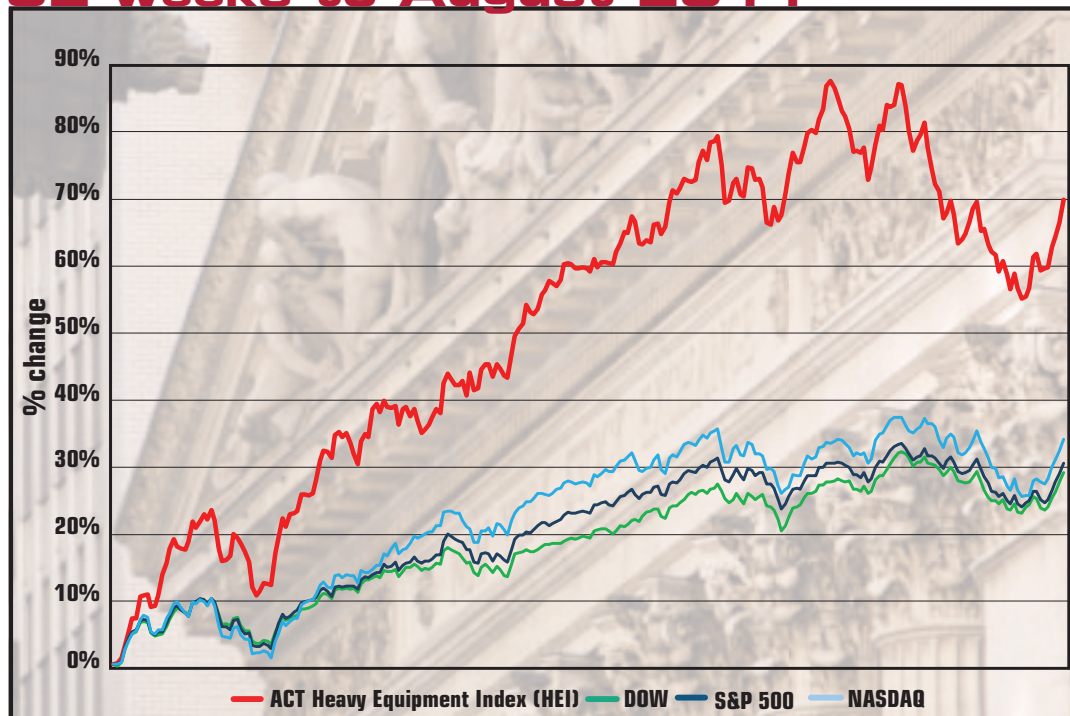
Market impact

All of this first sent the markets nose-diving, and then into a steep, but short-lived recovery, as the Greek debt crisis was temporarily solved in late June. However, the markets will remain volatile for some time as the other financial problems on both sides of the Atlantic are resolved.

Complicating the picture is the second quarter results season, which will get underway in earnest in late July. This could lift the markets, as the issues of U.S. debt and European solvency, remain relatively theoretical at the moment, and should not impact too heavily on company profitability.

This will all make for an unsettled summer, a time when markets usually lack direction. This year expect more wild swings in the face of (likely) good news from companies and political dithering.

52 weeks to August 2011





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Aerial lifts are used on many crane and rigging jobsites. Safe usage of this equipment is critical.

Terry Young reports

Offering mobility and flexibility, aerial work platforms are common on today's crane and rigging jobsites



Aerial lift safety

Aerial lifts have replaced ladders and scaffolding on many jobs due to their mobility and flexibility. They may be powered or manually operated and move in a vertical axis or rotate.

Aerial lifts are used to elevate personnel and products and include extendable boom platforms, aerial ladders, articulating boom platforms and vertical towers.

ONLY TRAINED AND AUTHORIZED PERSONS ARE ALLOWED TO OPERATE AN AERIAL LIFT. TRAINING SHOULD INCLUDE THE FOLLOWING:

- Explanations of electrical, fall and falling object hazards
- Procedures for working near or around identified hazards
- Recognizing and avoiding unsafe conditions in the work area
- Instructions for operating the lift, including maximum intended load and load capacity
- Demonstration of skills and knowledge needed to operate an aerial lift
- When and how to perform equipment inspections
- Fall protection requirements
- Operation, traveling and loading requirements
- All manufacturers' requirements of the lift

WORKERS SHOULD BE RETRAINED IF ANY OF THE FOLLOWING CONDITIONS OCCUR:

- An accident occurs during the use of the aerial lift
- Additional or new workplace hazards are identified
- A different aerial lift is placed into operation and used
- Observation of improper use of the aerial lift

Work zone inspections

Employers must assure that work zones are inspected for hazards and take corrective actions to eliminate such hazards before and during operations of the lift.

HAZARDS MAY INCLUDE:

- Unstable ground surface, holes or drop-offs
- Inadequate ceiling heights
- Slopes, trenches or bumps
- Floor obstruction and debris
- Overhead power lines or cables
- Severe weather
- Hazardous conditions or atmosphere
- Overhead obstructions
- Others working in close proximity

STABILITY IN THE WORK ZONE:

- Set outriggers on pads or on level, solid surfaces
- Set brakes when outriggers are used
- Use wheel chocks
- Set up work zone warnings including signs, barricades and cones

Electrical hazard warning

Most of the lifts used in construction are not insulated and do not provide electrical shock or electrocution isolating protection.

Insulated aerial lifts offer protection from electrical shock and electrocution by isolating you from electrical ground. However, an insulated aerial lift does not protect you if there is another path to the ground (for instance, if you touch another wire). Do not drill holes or alter the insulated bucket. Always follow the manufacturer's instructions.

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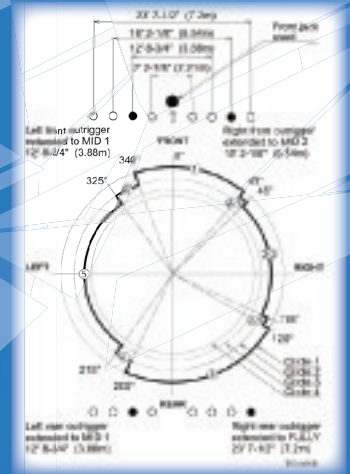
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A white Tadano truck-mounted crane is shown from a front-three-quarter view. The crane has a long, white lattice boom with "TADANO" printed on it. It is mounted on a white truck chassis with a black grille and bumper. The background is a solid blue color with a faint, white geometric pattern of overlapping triangles.



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Digger derrick initiative supported by industry



The NCCCO Digger Derrick Task Force gathers at the end of their inaugural three-day meeting held June 27-29 in San Antonio. Pictured are task force co-chairs Josh Chard (second row, center) and Jim Olson (back row, third from left)

“Regardless of any regulatory requirement, we see the same safety benefits accruing for our digger derrick operators as CCO certification has provided our crane operators.”

Wilson Yancey, QUANTA Services

NCCCO Commission Chairman Kerry Hulse, confirmed that the task force will develop comprehensive written and practical tests that will provide the core elements of a fair, valid and legally defensible certification program for digger derrick operators.

“The Digger Derrick Task Force will pursue an aggressive development schedule, with plans to meet every six to eight weeks to meet the program’s targeted launch in early 2012,” he noted. ■

The National Commission for the Certification of Crane Operators (NCCCO) has begun development of a new certification program for operators of digger derricks. Terex Utilities hosted the inaugural meeting of the Digger Derrick Task Force on June 27-29 in San Antonio, Texas. The diverse group of approximately 20 participants at the meeting represented the various sectors involved with digger derrick operators, including utilities, manufacturers, operators, and end users.

The task force is led by co-chairs Dr. Josh Chard of Altec Corporation and Jim Olson of Terex Utilities.

“NCCCO is delighted to be working with task force leaders whose companies are the major manufacturers of digger derricks,” said NCCCO Program Manager Joel Oliva. “These two industry leaders have identified the need for a certification program based on the unique characteristics of this equipment and the proven safety benefits of CCO certification over the past decade-and-a-half.”

“Quanta is proud to be taking a leadership role in the development of this new certification program,” said Quanta Services’ Vice President of Safety Wilson Yancey. “Regardless of any regulatory requirement, we see the same safety benefits accruing for our digger derrick operators as CCO certification has

provided for our crane operators over the years.”

Unlike typical construction cranes, digger derricks are multi-purpose machines primarily designed to dig holes, set poles, and position materials and apparatus in associated industries. They are also commonly configured for aerial device operations with fiberglass booms, platforms, and operator controls, and typically use synthetic rope instead of the wire rope used on cranes. “Due to their configuration and versatility, digger derricks are unique pieces of material handling equipment that demand their own operator testing protocols,” said Altec’s Director of Product and Corporate Safety Dr. Joshua Chard.

NCCCO elects directors, officers for 2011/2012

The Board of Directors of the National Commission for the Certification of Crane Operators (NCCCO) has announced the industry leaders who will serve the NCCCO board during 2011-2012.

Elected to the office of President for a one-year term is **J. Chris Ryan**, Boh Bros. Construction, New Orleans, LA. Ryan, who has been a member of the Board since 2003, has previously served as Vice President and as Secretary/Treasurer.

Elected to a one-year term as Vice President is **Joe Collins**, Becht Engineering, Baytown, TX. Collins has been a member of the Board since 2010.

Elected to a further one-year term as Secretary/Treasurer is **Thom Sickelsteel**, Sickelsteel Cranes, Mount Vernon, WA. Sickelsteel has been a member of the Board since 2009.

Tradelossa is amongst Mexico's foremost companies offering specialized transportation and rigging services.

ACT reports

Tradelossa was founded 60 years ago in Durango, Mexico by a truck driver who dedicated himself to the fundamental concept of the company: hard work.

Through the years, the company grew from a single truck owner into a leading provider of specialized transportation and rigging.

In 1973, the company evolved to the second generation of family leadership. This generation directed the company toward oversized transport. Since then, Tradelossa has invested in high-capacity hydraulic equipment, including modular and self-propelled trailers and transport systems.

Investing in equipment has given the company the ability to promote itself as a project cargo company. Tradelossa now occupies an important position in the heavy haul and rigging industry in Mexico and Central America. The company has completed projects in Costa Rica, Guatemala and Honduras, among



other countries. Due to relationships with commercial partners in other regions, Tradelossa can also deliver cargo throughout the United States and Canada.

The principal services that Tradelossa offers are for heavy haul and over-dimensioned transportation and rigging.

"We also have complementary services such as regular transport, storage, escorts and logistic services that seek

to supplement inland transportation," a spokesperson says. "At Tradelossa, we have the equipment necessary to perform movements throughout the country, regardless of the volume and weight. We are always updating, primarily with the acquisition of equipment with new technologies that allow increasingly precise and safe operations."

Recently, the company made a significant purchase in the area of self-propelled transport systems, ideal for very heavy equipment and vessels in areas that are restricted in terms of space and access, Tradelossa's spokesperson says.

"Today we are the only Mexican company that has this equipment," the spokesperson says.

Fleet upgrades

Since last year the company has acquired equipment to haul wind components. This equipment has automatic steering and allows for the transport of wind tower blades, as well as upper and middle towers.

Tradelossa's fleet includes self-propelled

Recently, Tradelossa made a significant purchase in the area of self-propelled and modular transport systems. The company claims they are the only firm in Mexico with this type of sophisticated equipment





experts

Goldhofer systems, a 400-ton capacity Goldhofer girder bridge, a 500-ton capacity Lift-N-Lock gantry system and 47-meter extendable flat bed trailers.

The company operates five branches throughout Mexico and they all serve heavy haul and rigging customers. Branches are located in Mexico City, D.F.; Monterrey, N.L.; Durango, DGO; Nvo. Laredo, TAMP; and Manzanillo, COL.

The branch in Nuevo Laredo was opened for trans-frontier transport with the United States. This trans-frontier transport branch is certified by authorities in the United States under the CTPAT program.

Tradelossa has undertaken increasingly difficult and sophisticated jobs in the past few years. The company was recognized with the SC&RA's Job of the Year Award

Tradelossa's fleet includes self-propelled Goldhofer systems, a 400-ton capacity Goldhofer girder bridge, a 500-ton capacity Lift-N-Lock gantry system and 47-meter extendable flat bed trailers

in 2011. The job involved relocating three mills from a mine in Zacatecas, Mexico, through the Sierra Madre mountains to two different mines in the state of Chihuahua.

"It's hard to mention one particular job, knowing that the industry we are in, they are all specialized, heavy and different," says the spokesperson. "If we have to select one in the last few years it would be the heavy haul and rigging of several turbines, generators, transformers and boilers modules to a thermo-electrical plant in Manzanillo. This project was particularly challenging because of the routes, the amount of pieces to transport in a specific time and the use of other transport means such as railroad."

Distinguished player

Tradelossa aims to guide its operation throughout the country, and Mexico City in particular, toward a national infrastructure plan, the spokesperson says. "When the government took over, many of the infrastructure projects that are currently in progress were bid on. These projects, done in partnership with construction companies, include road construction, power plants, and work on a second level road in Mexico City."

Tradelossa has distinguished itself in the Mexico market through its expertise

>22

Earlier in 2011, Tradelossa was recognized with a SC&RA Job of the Year award for a project that involved relocating three mills from a mine in Zacatecas, Mexico, through the Sierra Madre Mountains to two different mines in the state of Chihuahua



and experience. "Without a doubt, our employees are one of our greatest strengths," says the spokesperson. "The most specialized employees have been a fundamental part of operations at Tradelossa for more than 15 years. We have a very stringent selection processes for the industry, and on top of that, there are people who have prepared and trained with the support of the company."

Like all companies in the heavy haul sector, the recent economic downturn has been a challenge. Among the biggest challenges for a company like Tradelossa is the infrastructure, regulation and the culture of every country the company works within.

"Apart from the environment we are living in today in Mexico and Latin America, the big challenges are underdeveloped countries with roads and highways that are not 100 percent adapted or constructed," says the spokesperson. "The regulations in countries like Mexico changes often. The good side is that [these regulations are] the same in all of Mexico, contrary to the United States, where you have a different regulation in almost every state. Also as Latin countries, we have



Tradelossa's corporate philosophy is centered on hard work and personal commitment. The company identifies itself as trustworthy, flexible and client centered

a very specific way to do business, and bureaucracy is part of our daily life."

Strong commitment

Tradelossa's management team genuinely enjoys the challenges of the rigging and heavy haul business.

"None of the projects are the same, that's why it is always challenging," the spokesperson says. "Each one has its own particularity, from their dimensions, weight and route to even weather and the country changing regulations that stops us from using always the same routes or equipment. The fact that it is always different makes us be more creative and

specialized with engineering solutions that would translate into the best solution for our clients."

Tradelossa has a long history, and plans to be in business in Mexico for many years to come.

"As part of the company's philosophy, any project large or small is a personal commitment," says the spokesperson. "From the transport of the largest piece to the most standard-sized, they all have the same value. Therefore, it is vital to manage each equally, with the same care and attention. Tradelossa is a company that identifies itself as trustworthy, flexible, and client centered."

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Crane and transport companies in the eastern U.S. are preparing for better economic times.

Hal Lundgren reports

After Charles Young founded his company in 1869, his luck changed. His luck with cards, that is.

When the card game ended, the company had a new owner, his brother George. And that's how the company that today offers transport, rigging, millrighting and other services acquired its name, the George Young Company.

Today, George's great great grandson, another George Young, leads the company. He anticipates strong 2012 growth, primarily in power generation, heavy transport and baggage handling. Though the company has moved its headquarters across the Delaware River from Philadelphia to Swedesboro, New Jersey, the City of Brotherly Love remains a business hub.



A bigger, better



The two-year, baggage-handling upgrade project at Philadelphia's airport is a prime example.

So is the project to help Lincoln Financial Field "go green." The NFL Philadelphia Eagles' stadium will have as many as 80 small wind turbines installed on its roof this fall and winter. George Young will handle the project. With solar panels on its walls and a cogeneration plant built on-site, the 68,000-seat stadium will become energy self-sufficient. The next step will probably be to take the facility off the region's power grid.

Only one of Young's "targeted markets," shipbuilding, appears headed for a soft 2012.

Preparing for a much bigger year, Young predicts, "We have about 80 employees.

George Young Companies coordinates the rigging and movement of an 8-piece, 109,000-pound monument, in one piece

year

We expect to be up to 100 by year end. We have to be ready for the rebound. Our business should be incredibly better.” Since that long-ago card game, it’s accurate for him to say, “We’ve passed the test of time.”

Creativity counters fuel cost

Four years ago, Trans American Transport was forking over \$2.28 per gallon of diesel fuel. In recent months, the tab leaped to \$3.98.

“When you’re running big trucks with heavy loads, that kind of increase is a problem,” says Joe Bartlinski, Trans American’s safety director. “A problem for us. A problem for everybody else in our business.”

Trans American is headquartered in South Plainfield, New Jersey where 22 company-owned and 18 owner-operator cabs are based. The company bases four cabs at its Baltimore location. Though no equipment is there, Trans American

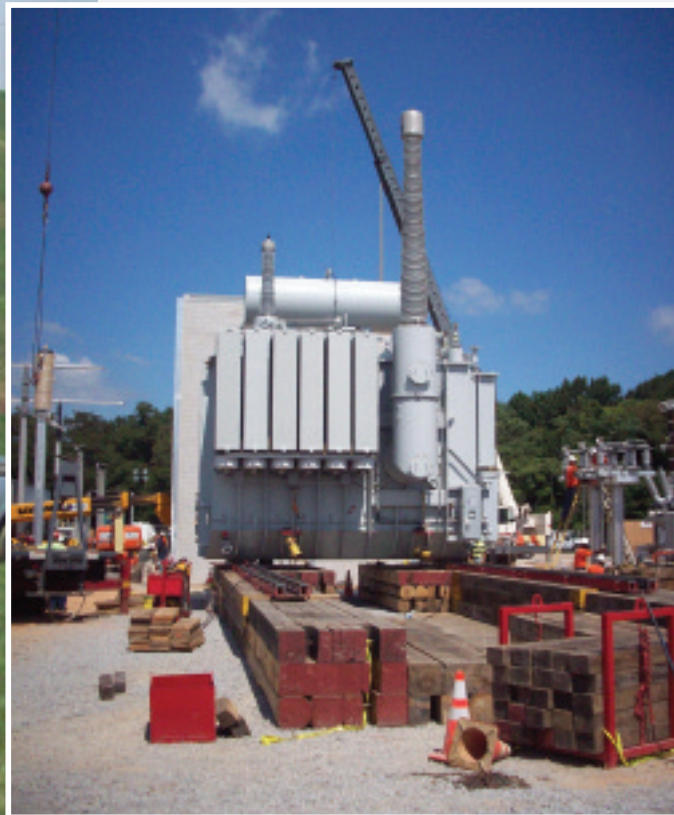
maintains a sales office in suburban Buffalo. The company also offers export packing, warehousing and import logistics.

Most customers are east of the Mississippi. The typical run is along the Eastern Seaboard. Most hauls move generators and other equipment for fossil fuel and hydroelectric power customers.

“Our equipment has large engines,” Bartlinski says. “With truck, trailer and a load, combined weight might be 450,000 or 500,000 pounds. You can’t even get 6 mpg with that much weight. The cost of everything keeps going up. Insurance. Equipment. But the big cost increase has been in fuel.”

Trans American responded to through-the-roof diesel bills with thrift measures. The company negotiated a 5 percent fuel rebate, thanks to an exclusive purchase agreement with one provider.

“We’re also putting up our drivers over night in nice hotels and motels,” says



George Young Companies installs a nuclear generating station transformer

Bartlinski. “They have a nice place to stay” on long trips.

A lodging place saves fuel cost, given that drivers need not sleep in their cabs, running the engine all night to ensure a comfortable temperature. Trans American counts that policy among its creative solutions.

“Our company has been in business for 35 years,” Bartlinski says. “We’ve tried to be creative in serving our customers safely and on time. Now it’s up to us to be smarter and more creative all the time. The days of long-range planning are over. Our fuel costs are a good example why. How could we have planned long-term for them? How can we know right now what fuel cost will be in 2013?”

Following the wind

How do JPW Riggers’ leaders conjure up a 2013 business plan?

The 2012 plan’s a snap. Just place the Syracuse, New York company with the wind at its back. JPW does more than 90 percent of its work in wind energy. With its 35 cranes dispatched to 22 states, JPW prospers.

At least for 16 or 17 more months. Says Dave Schwalm, JPW’s executive vice president, “During those months, the estimate for wind work revenue is estimated at about \$2.3 billion.”

In 2013, the company might be bucking a headwind.

"Tax incentives for wind energy expire at the end of 2012," Schwalm says. "Our company entered the wind business when it was a boutique industry. That was 15 years ago. We don't know what will happen in 2013."

"As 2011 arrived, we started cooking again. We're still cooking. But my crystal ball does not read beyond 2012."

Dave Schwalm, JPW Riggers

Dips, even dives, in wind work, have been a part of the 58-year-old company's history in crane, rigging and erection projects. JPW has just left one of those slides behind.

"From 2008 through most of 2010, nobody was financing," Schwalm explains. "We got into 2008 with

everything going great for us. Then it all fell apart."

The company went from big wind work with its Manitowoc and Terex fleet to smaller tasks.

"We did a lot of repairing gear boxes and replacing damaged blades," says Schwalm.

But as 2011 arrived, Schwalm says, "We started cooking again. We're still cooking. But my crystal ball does not read beyond 2012."

In the groove

The long-ago days of vinyl recordings left behind an expression that still thrives: "In the groove."

People of all generations know that if Keeley Crane is in the groove, the Portland, Maine company has positioned itself well.

By successfully downsizing and adjusting to market conditions, Keeley found its groove by anticipating modest demand over the next year or two.

"Our fleet had 15 (25- to 275-ton) boom trucks," reports Ben Keeley, operations director. "When the market was better for used cranes, we sold off five. Now we're down to ten."

However, Keeley says he can't complain. "Our barn is empty every day," he says. "We're running a fairly new fleet. We're not buying equipment. We're not selling anything, either."

The company has committed to infrastructure work, cell-tower erection and modular commercial construction.

"Almost no new construction," he says. "It probably accounts for five percent of our work. There used to be state or federal construction projects. That work has gone away."

Competition is also a factor, Keeley says. "For the work we're doing, competition is very aggressive," he says. "More companies are fighting over fewer jobs. We have another facility in New Hampshire. Conditions are the same there."

But Keeley says the company is prepared. "We're bunkered down," he says. "We don't expect lots of change in the next two years. As long as our barn is empty, I'd say we're doing pretty well." ■

JPW Riggers has followed the wind industry, although the company is weary of when the tax credits for wind farm development expire. Pictured is JPW Riggers' Manitowoc 16000 erecting a wind tower





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Tower power

Burkhalter's self erecting tower system handles the erection of a hydrocracker reactor with ease. **D. Ann Shiffler** reports

The reactor measured 130 feet long and almost 14 feet in diameter. The total lift weight was 1,051,000 pounds



In early 2009 Burkhalter introduced a lifting innovation to its clients in North America. Known as the Burkhalter Self Erecting Tower, (BSET), the system is a self-erecting, hybrid tower gantry system that has the capacity to lift up to 2,240 tons (2,000 metric tons). The modular and portable system uses hydraulic strand jacks mounted atop a set of girders spanning two pairs of hydraulically self-erecting lattice towers.

The BSET is a single source, rapid deploy and highly configurable lifting solution, says Delynn Burkhalter, president of the Columbus, Mississippi-based company. "It offers computer synchronized lifting and precise all-axis movements in confined spaces," says Burkhalter. "It also erects or jacks up from the bottom up so you don't have to have a big crane to set the girders and practically all work is completed at a low elevation."

The BSET has given Burkhalter a new dimension in its lifting services. The company successfully used the BSET for the installation of a hydrocracker reactor at an operating refinery near Tulsa, Oklahoma. The job presented a variety of challenges, the most difficult aspect being the extremely tight and crowded conditions.

"The erection site was located at the back of the refinery between two operating units," says Burkhalter. "There were myriad obstacles including fire hydrants, electrical transformers, heat exchangers and active railroad tracks.

'They want what where?'

The reactor measured 130 feet long and almost 14 feet in diameter. The total lift weight was 1,051,000 pounds. Prior to receiving the package for the erection of the reactor vessel, Burkhalter had secured the work for the complete transportation of the reactor from Moji, Japan to the refinery in Tulsa, OK. Once it arrived at the Port of Houston, Burkhalter arranged for a direct discharge to previously prepared rail cars.

Once the reactor arrived at the rail yard in Tulsa, Burkhalter off-loaded it using one of its gantry systems, and then transported it underneath a multi-lane



freeway, over railroad tracks and on city streets to the refinery where it was unloaded using the same gantry in the lay-down area so it could be insulated and dressed out. At that point Burkhalter started the bid process for the erection of the reactor.

Burkhalter says when they took the bid to Senior Rigging Engineer Jay Solomon, his first words were: "They want what where?"

The obstacles and obstructions within the refinery were like a maze. There was a lot of underground piping and existing operating facilities.

"Essentially, we were to install the reactor in the middle of an active



The tailing crane was a Liebherr LR1400/2. The crane started out at just under 90 percent of its load chart and then diminished to 69 percent at the last critical point while booming down over the corner of the track

more than the weight of the reactor in Tulsa, our first lifts with the BSET were much more straight forward, with a narrower gage lift girder arrangement and not inside an operating unit.”

Besides the incredibly tight working conditions, another complication for Burkhalter’s engineering crews was that the customer kept changing its location for the reactor foundations – three times, in fact.

Change-ups

“We’d get just about arranged for a particular location and then there would be a change,” he says. “Even if they moved it two or three feet it would impact our set up. But we were able to accommodate them.”

The Burkhalter team held several Q&A meetings with the client, and many times these sessions would last several hours. In one of the meetings, the client asked about the feasibility of a test lift in the area prior to moving the reactor into position.

“Once we pointed out that we would have to make 120 roundtrip truckloads of counterweights and 240 some odd lifts all in the active unit they nixed the idea before we even priced it,” says Burkhalter. “During these discussions I had mentioned we could do the test lifting at our location in Mississippi.”

One of the primary concerns for the lift was the potential for high wind conditions. Burkhalter’s engineering team worked with Hydrospeex to develop ways to increase the allowable wind speeds for the un-guyed BSET. The BSET was actually the most vulnerable to wind when erected but with no load on the hook, Burkhalter explains. “Our engineers came up with the concept of using two HSL 2000 strand jacks pulling straight down between the towers,” he says.

Rigging innovation

By adding the compression to the towers, they were able to increase the allowable sustained wind speed by greater than 50 percent. The allowable wind speed was increased from roughly 48 mph to almost 75 mph – all without increasing the footprint or impacting the refinery

- BSET – Burkhalter Self Erecting Tower System
- HSL 6000 Strand Jack System (used as a part of the BSET system)
- HSL 2000 Strand Jack System (used as a wind guy)
- Liebherr R 1400/2 (used as the tailing crane)
- 20-line, 4-file Goldhofer SPMT trailers
- 80-ton Tadano hydraulic crane

operations. Back-up plans were in place to lower the towers in the event of severe weather. Once the BSET was erected, the overall height at the top of the strand jack palm tree was 193 feet. As an added layer of oversight and safety, Burkhalter had a third party PE stamp the drawings and procedures.

The BSET was rigged to safely lift roughly 1,609,000 pounds (65 percent of capacity for the number of strands) using 68 strands of 15.7 mm wires in the 600

>30



operating refinery,” says Burkhalter.

Several companies bid on the project and some probably did so using a crane. “I’m sure there’s a crane that could have done the work,” says Burkhalter. “There was not a lot of room for that type of crane and we did not have such crane available to us here at Burkhalter.”

In June 2010, after several Q&A sessions, Burkhalter was issued a contract for the erection of the reactor using its BSET system.

“Up until that time, the only project that we had used our BSET on was to erect two 1,000 metric ton hydrocracker reactors at a refinery in Alabama,” says Burkhalter. “While weighing two times

metric ton strand jacks (34 per strand jack). The tailing crane was Burkhalter's Liebherr LR1400/2. The crane started out at just under 90 percent of its load chart and then diminished to 69 percent at the last critical point while booming down over the corner of the track. The BSET and tail crane had to maintain less than 2,000 PSF. The BSET saw 1,977 PSF on the side closest to the vessel and 1,320 PSF on the opposite.

Slow and steady

Doug Miller and Brooke Burkhalter developed an innovative plan to move the BSET lift girders preassembled into the operating unit at the refinery. They did this by removing the decks and goosenecks from a 19-axle Trail King trailer and fitting the girders with a transition to the hat boxes on the 19-axle. The girders weighed nearly 200,000 pounds, and this idea enhanced safety by avoiding work in the operating unit of the refinery and improved the assembly and disassembly schedule, saving time and money.

The morning of the lift, Burkhalter's supervision staff and crew assembled to go over every detail of the plan which included plant safety, refinery operations, and fire brigade. Then the reactor was moved into the refinery on a Goldhofer SPMT, carefully skirting around operating vessels and other obstructions.

In the BSET Control Conex, operator David James monitored the strokes on the strand jacks and controlled all operations. He was in radio contact with Lift Director John White, who was outside supervising the lift and communicating with two transit technicians monitoring the plumb of the towers. James could view 16 different camera locations, monitor actual wind speed and weather radar, and also monitor strand jack stroke and load data.

The LR1400 was maneuvered to accommodate the PSF loadings. At one point a client representative expressed concern about head room. He said, "There's no way we are going to make it without two-blocking," Burkhalter says, "I told him I was prepared to make a large wager. They had no idea how many times we had analyzed this lift."

As planned there was ample head room,

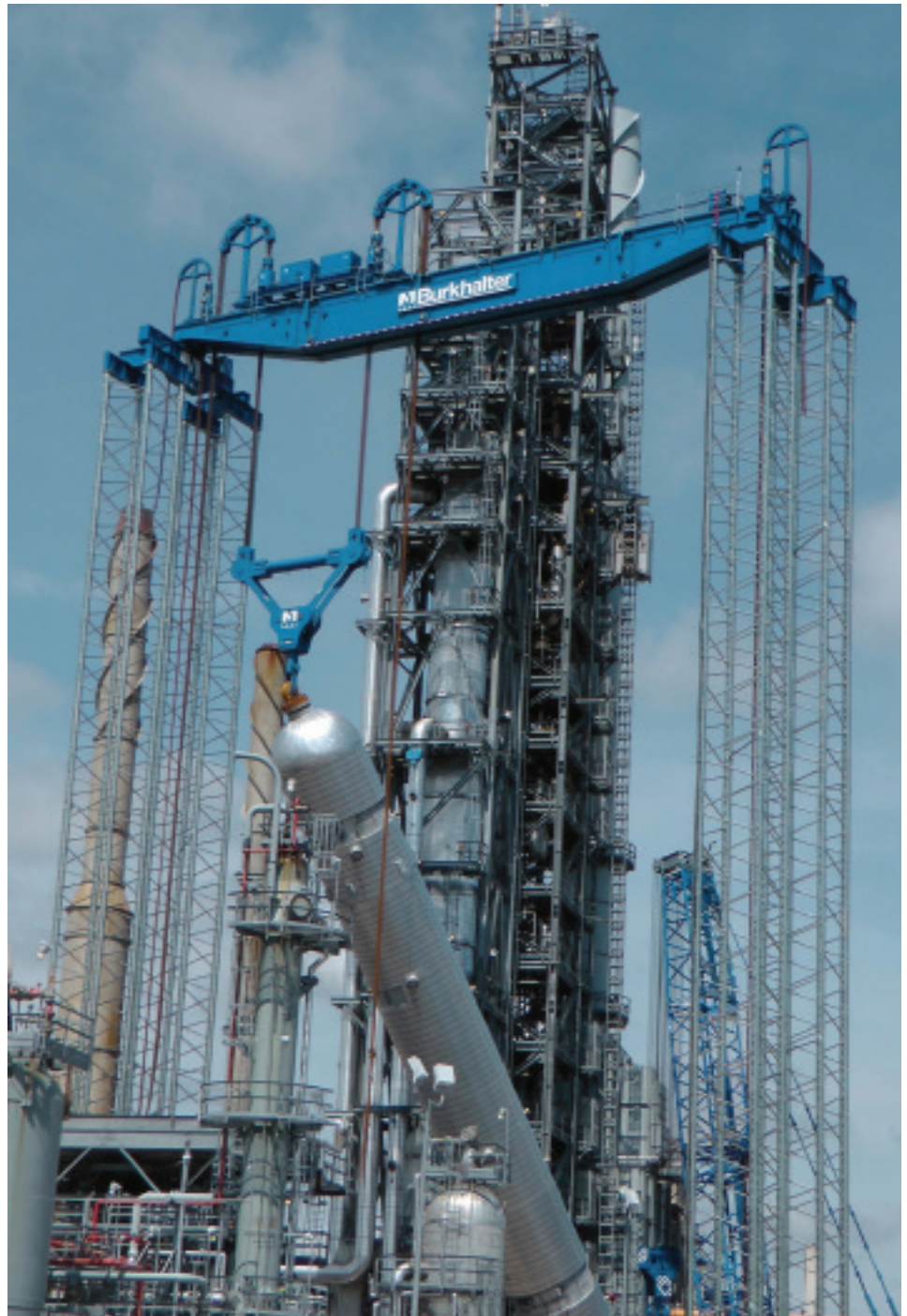
in fact, they could have actually gone up another 12 feet. "We slid the complete system a short distance north and side shifted west before rotating the vessel to achieve alignment over the anchor bolts," says Burkhalter.

The pre-lift safety meeting was completed at 8:12 a.m. and the lift was started right after that. "We were sitting on the shims at 2:27 p.m., just a little over 6 hours," he says.

Safety was the number one priority. "One thing the refinery safety managers did there more often than any place I've seen before was the random inspection of employees on the jobsite, asking to see their documentation and certifications," he says. For the project Burkhalter developed a site-specific safety program

and presented a site-specific safety orientation of all jobsite personnel. A 110 percent load test was performed, and all operators were certified. Burkhalter performed 6,723 man-hours on the job with no incidents, accidents or property damage.

What was the hardest part of the job? "The hardest part was the site being so cramped and working in hot units," says Burkhalter. "The crane didn't have much room to spare, sometimes inches. We had just inches to spare in several directions with the BSET and the reactor itself. It really went seamless. The client was thorough and asked more questions than any client we've worked with. In the end they were very happy with our performance."



The BSET was rigged to lift roughly 1,051,000 pounds using 68 strands of 15.7 mm wires in the 600 metric ton strand jacks (34 per strand jack)

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Extra-specialized

Innovation abounds from manufacturers of specialized lifting machines. **Lindsey Anderson** reports on these technologies and applications

No job is too heavy, awkward or extreme for those who offer specialized lifting services. Whether enormous heaters need to be replaced, heavy stamping presses installed, trees transplanted or components moved in and out of industrial facilities, manufacturers in the specialized lifting realm have developed solutions and custom designs to make the job at hand easier and safer.

Recently, new equipment from Lift Systems, Holland Moving & Rigging Supplies, Shuttlelift, MiJack and others, has been unveiled, and in the wake of these mega-movers, new jobsite applications have popped up.

Huge heaters

As a heat wave choked most of the Midwest and eastern United States in late July, it was hard to imagine a project back in February where temperatures were -22 degrees Fahrenheit with a wind chill that came in at -44 degrees. But for Barnhart

Crane & Rigging, no matter if the weather is sweat-inducing or bone-chilling, the job still has to get done.

A customer contacted Barnhart to remove and replace three nuclear feedwater heaters in February 2011, with one heater weighing 67,000 pounds. What normally could have been a fairly routine haul for Barnhart soon became a test.

Due to the critically cold temperatures, crews added insulation to the conex to protect the pumps from the fierce weather and then employed heat tracing on the hydraulic lines, which is a method using electric heating elements that run along the lines to raise or maintain fluid temperature.

"Although this method is not standard, it raised the temperature of the hydraulic fluid in order to keep the gantry cranes functioning properly," the company says.

Barnhart used a Lift Systems 48A gantry, slide track and a 50-ton Grove RT 760 rough terrain crane to complete the project.

Stamping press installation

Since 1973, Indiana-based Egenolf Industrial Group has provided industrial rigging services, including stamping press installations and machinery moving, throughout the U.S. Earlier this year Egenolf crews tackled a huge project involving the transport and installation of three presses at heating and air-conditioning manufacturer Carrier Corp. From the start, the project was a challenge due to a tight window of time for transportation and installation.

"We were the general contractor for the



entire endeavor," explains Ken Sitzman, chief executive officer of Egenolf. "There were many scopes of work beyond the rigging, including: heavy-haul logistics, electrical distribution, controls installation and steel fabrication. We had to work around the clock to meet the deadlines."

The job involved installation of two 600-ton and one 1,200-ton Minster stamping presses. The 1,200-ton press had a 20-foot bed, which is a large frame press with a crown weight of 250,000 pounds," Sitzman says.

"It's a completely automated line with feed line, transfers, conveyers, stackers and washer," he says.

The 1,200-ton press measured approximately 35 feet tall, 30 feet wide and 12 feet deep. The total weight was about 700,000 pounds. The other two presses measured 30 feet tall, 15 wide and 10 feet deep. They weighed 250,000 pounds apiece.

Sitzman says crews unloaded the



Egenolf used its Lift Systems Power Tower to install three stamping presses

lifting



In order to move these 400-ton wheels, Berard Transportation would need to modify their 300-ton skid system. With the help of Hydra-Slide Ltd., Berard's 300-ton system was turned into a 600-ton system. All they had to do? "We added additional skid shoes and push cylinders," Don Mahnke of Hydra-Slide says

presses in an driveway outside of the manufacturing facility. Egenolf crews set up its 500-ton Lift Systems Power Tower 34PT5400WS gantry system on tracks in order to lift it off the transporter and onto a custom-designed Egenolf Die-cart.

"The Die-cart was designed and built by Tim Egenolf," says Sitzman. "It will carry upwards of 400,000 pounds without damaging concrete. It is hydraulically, crab steerable and powered by our large, extendable-chassis fork trucks."

Using the Die-cart, the presses were moved through the plant and set directly in front of the press foundation. At that point, the overhead lifting beams and Power Tower units were brought into the building and set up. The gantries lifted the press components off the Die-cart and into position for stacking each press and

completing the installation.

"We have enough of the Lift Systems track that we could set up outside and inside, allowing us to execute the job efficiently," Sitzman says.

Because of the magnitude and profile of the project, Egenolf hired Chris Zachidny of Tangent Media Network to produce a high-definition, time-lapsed video of the installation. To see the video, visit www.egenolf-rigging.com.

Skid system ingenuity

Hydra-Slide Ltd. is a supplier of high capacity skidding systems specially designed for the rigging industry to move transformers, generators and pressure vessels.

Don Mahnke, president of Hydra-Slide, says that in the past, rigging companies fabricated their own skidding systems using an amalgamation of equipment within their own shops.

In 1983, Mahnke invented a system that that has been used throughout North America by companies such as Lackie Bros., ETARCO Ltd. and Mammoet Canada Ltd., he says.

"In 2006, I started to make the equipment available to the general industry and sold many of these systems through my company Westport Canada Ltd.," he says. "The business continued to grow with a very strong demand throughout North America and internationally and this summer we incorporated as Hydra-Slide Ltd. to better market and sell the equipment."

Customers of the Hydra-Slide skidding system include HWP Rigging, TNT Crane & Rigging, Berard Transportation, Singer Specialized, Duncan Machinery Movers and Atlas Industrial Contractors, to name a few.

When it was time for a New Orleans refinery to maintain their 240,000-pound heat exchanger, Berard Transportation was called in to remove the exchanger from its crowded operating location to a cleaning area.

Berard utilized a unified jacking system and Hydra-Slide skidding equipment to lift and move the exchanger from its original supports. The 300-ton Hydra-Slide system was positioned beneath the saddles and the jacks were removed. Berard crews then extended the slide track into the neighboring alleyway.

Two six axle Goldhofer PST-SLE units were situated so that the slide track would move the exchanger directly atop the transporters. In a matter of hours, the

POWER RIGGERS

Rigger trucks are among the most useful machines in the realm of heavy lifting. Custom Mobile Equipment's Nathan Dick says one of the company's 25/35 E-Series Versa-Lifts was picked to do a job at Ground Zero in New York City.

Versa-Lifts are essentially fortified forklifts in which the frame extends in order to achieve greater capacities and is equipped with a removable hydraulic boom.

"The Versa-Lift was designed specifically for moving heavy machinery smoothly and safely on solid surfaces for riggers," Dick says.

The 25/35 E-Series feature hydrostatic drives, an on-board charger, 80-volt AC motor and comes with options such as remote controls.

Another busy rigger truck is working in Stockton, CA where Sheedy Crane and Rigging has been using a Brute Lift that they purchased from Precision Crane Service, Inc. in Santa Rosa, CA. The 80,000-pound Brute Lift, manufactured by HMS Lift, Inc., has been disassembling and loading onto and into shipping containers.

"The versatility, maneuverability plus the heavy lifting ability made this job much easier for the crew doing the job," says Deryl Damboise of Sheedy Crane and Rigging.

Brutes can be manufactured with small dimensions yet with lifting capacities that range from 40,000 to 140,000 pounds. The units can be engineered with different style cabs, various fork and tire sizes and a range of lifting capacities and lifting heights. Units can be fitted with optional equipment such as booms, coil prongs, quick disconnect carriage, side shift, fork positioners and choice of Tier III certified LPG or diesel engine.



A Brute Lift with an optional disconnect

exchanger was slid from its operating location onto the transporters, and transported out of the operating unit for maintenance.

Tree mover

A new Straddle Mover from Holland Moving & Rigging Supplies was originally designed as a custom piece of equipment to transport trees that weigh up to 10 tons. For the customer, it was important that the specialized lifting machine be able to carry trees in the center of all the axles, be capable of traversing sideways and able to negotiate openings on the surface. The high-profile move involved transporting Swamp White Oak trees on the elevated 9/11 Memorial Plaza in New York City.

The Straddle Mover's knuckle suspension allows for up to 135 degrees of steering, and is able to lift and lower the frame and load 20 inches. There is a gate located on one side to allow the trunk of the tree to pass through. The load is then carried via a block and cable mechanism with a hook that raises and lowers as hydraulic cylinders are extended or retracted. The block and cable system is capable of lowering the load below ground level, if needed, and the hydraulic cylinders supporting the frame are connected to form a three-point system that provides stability and suspension as it travels over uneven surfaces. A single operator and a remote control operate the Straddle Mover.

Although the Straddle Mover was originally designed for moving trees, Holland Moving & Rigging says it can be used for bridge deck replacement. Upgrading bridges has been high priority

Mi-Jack's MJ70 Travelift features a lifting capacity of 140,000 pounds

in the past couple years, and contractors have asked for an easier method of upgrading bridge decking to reduce the downtime for bridge repair, Holland says.

Lean machines

The sky is the limit for rubber-tired gantry application. These machines, which now come with all sorts of options and bells and whistles, make moving heavy components from place to place almost effortless. Plains Fabrication & Supply, a steel fabrication company based in Alberta, Canada, looked to increase productivity and workflow as a part of its lean manufacturing program. In order to do so, the producer of heaters, separators, pressure vessels, skid packages and other custom fabrication items, invested in a Shuttlelift SL 75II.

"Once we had the facts, it was time to find the product that would help us achieve our goals and the Shuttlelift SL 75II fit the bill," says Paul Pagenkopf, operations manager.

Pagenkopf says that on a WAC vessel, material handling time required about 10 hours of labor. It required two pieces of equipment and three workers to move the product from assembly to the paint process.

But the mobile gantry crane reduced the workflow by more than half. "Now, it takes approximately four hours of labor using one machine and two workers to complete the process," Pagenkopf says.

Besides the increase in production, Pagenkopf has been pleased to work with



Shuttlelift. "This was our first unit and it was remarkably easy for the operators to become confident using the unit," he says.

For the most part, the Shuttlelift SL 75II moves product from bay to bay and raw product from outside to the fabrication area. It moves fabricated products to the blast bay and into the paint bay. It also moves completed products to storage or it can load products directly onto trucks for shipment to customers.

The Shuttlelift mobile gantry crane was chosen to avoid installing outdoor stationary cranes on either sides of the building due to the cost associated with the cranes as well as the limited specialized lifting capabilities for each application.

"The stationary characteristics limit your work area," says Pagenkopf. "Whereas the Shuttlelift allows you to move anywhere in the yard or building and allows us to easily adjust the crane for each application. It is invaluable."

The Shuttlelift SL 75II was custom designed for Plains Fabrication & Supply. The machine includes a hydraulic block adjust that maximizes the versatility and lifting potential, enabling the operator to change the spacing between the slings at the touch of a button.

"This feature gives the ability to maintain a straight wire rope to the products attach points and allow adjustments to suit the variety of lifting lug center distances," says Pagenkopf.

The mobile gantry crane also included a wireless remote control that allows the operator to be on the ground anywhere around the crane.

"It is a very tight fit at our facility between the door frame and the crane, so the remote makes the operator's job much easier. The operator almost always uses the remote control," Pagenkopf says.

Another key feature that has provided flexibility is the all-wheel electronic steering that enables each wheel on the



Barnhart Crane & Rigging used a Lift Systems gantry, slide track and 50-ton rough terrain crane to remove and replace three nuclear feedwater heaters



This Shuttlelift SL 75II was custom designed for Plains Fabrication & Supply. The machine includes a hydraulic block adjust that maximizes the versatility and lifting potential, enabling the operator to change the spacing between the slings at the touch of a button



gantry crane to steer independently. Plains Fabrication & Supply specifically purchased the optional carousel steer because it allows all wheels to turn around an axis point at the machine's center.

Custom fits

Mi-Jack's new MJ Travelift series of rubber-tired gantries (RTGs) fit the bill for handling heavy, awkward loads. Mi-Jack, which can build the RTGs to customers' requirements, has manufactured various-sized units, including the Mi-Jack MJ 70 Travelift, a 25-foot-high, 140,000-pound capacity

RTG. The unit was made to move loads through overhead doorways, says Mike Lanigan, Jr., sales manager for Mi-Jack's Travelift division.

"The crane's configuration allows our customer to fabricate their products inside, where they use the RTG like an overhead crane, then pick up the finished assembly and carry it safely outdoors to be stored until it is shipped to its final destination," says Lanigan.

RTGs are versatile and excel at handling odd-sized loads. "Although not heavy by relative standards, one customer's lifting requirements offered a unique set of problems to conventional material handling equipment," Lanigan says. "With its offset 'L' configuration, our customer's pipe assembly could not be picked with either a conventional crane or forklift."

Mi-Jack built the 50-ton MJ 50 Travelift,

which is equipped with an auxiliary hoist.

"The hoist was able to keep the pipe assembly level while securely moving it to the next stage of installation and offers the ability to rotate the load for further fabrication," Lanigan says.

The biggest of Mi-Jack Travelifts is the 200,000-pound-capacity MJ 100 Travelift.

"This works well in confined areas [because it doesn't require] any space for the boom swing of a conventional crane," Lanigan says. "RTGs also allow for denser stacking for better utilization of storage space and provide for better selectivity when retrieving materials."



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On a tight schedule and with planes landing and taking off, Able Rigging crews demolished two hangars at John F. Kennedy Airport in New York. **ACT** reports



The slabs were 145-foot long, 25-foot wide and weighed 370,000 pounds. There were 56 panels to prepare and lower to the ground. The roof slabs were secured and supported through a load utilization system employing lifting frames, equalizing beams and rolling blocks. Once braced, rigging crews prepared the concrete slabs for sawing and made the final cuts in the rebar that connected the slabs to the core

Hangars

Demolition requires more than just ripping up and tearing down. It often involves significant deconstruction - a process that entails expert planning and execution.

Last spring, the Port Authorities of New York and New Jersey released its plans to modernize John F. Kennedy Airport in New York. The plans called for razing two obsolete structures including the JFK TWA Hangar 12 and the JFK East Hangar Extension.

Able Rigging Contractors, Inc. worked with its contracting partners to safely deconstruct the two facilities within a 100-day time period from mid-April to the end of July, while the busy airport functioned normally.

"Able was responsible for bringing down the structures in a controlled manner and according to a tight schedule," says Steven Laganas, managing director for Able Rigging Contractors, Inc. and Able Equipment Rental, Inc. "Some of the challenges facing Able included first securing, then supporting, the enormous structures as they were not capable of standing on their own during the dismantling process. This was due to their initial design and construction."

In preparation for deconstructing the East Hangar Extension, which was essentially a massive steel frame, Able Rigging installed a temporary guy-wire system on trusses A and B for control. A Manitowoc 16000 rigged with 137 feet of boom was used to conduct a core crane

pick in conjunction with a Manitowoc 2250 rigged with 140 feet of boom and two Link Belt 348 High Lab 5s, each rigged with 140 feet of boom. After the 837,000 pound trusses had been cut from the frames, the cranes lowered them to the ground. The end frames and columns were supported during truss removal by two Liebherr LTM 1250 cranes. The four columns, weighing approximately 200,000 pounds each, were also dismantled.

Concrete core

JFK TWA Hangar 12 was one of the few remaining pre-1960 structures at JFK (built in 1955). The building measured 700-foot long, 340-foot wide and 65-foot high. It was constructed of a massive concrete core building with poured-in-place post-tension concrete slabs as roofing.

"The entire structure was made sturdy by the use of anchored cabling to secure the slab roofing to the core building - a now obsolete design," says Able Rigging's Master Rigger Bobby LaChapelle.

Able Rigging's crews engineered a process to contemporaneously de-tension the twin concrete slab roofing and its anchored cabling that extended from both sides of the core building. This was accomplished with the simultaneous use of four cranes - a Manitowoc 16000, a Manitowoc 2250 and two Liebherr TLM 1250s. Each side of the building had a two-crane pair.

The roof slabs were secured and



on



supported through a load utilization system employing lifting frames, equalizing beams and rolling blocks. Once braced, rigging crews prepared the

Equipment required

The job required six cranes: a Manitowoc 16000, a Manitowoc 2250, two Link Belt 348 High Lab 5s, and two Liebherr TLM 1250s, which were provided by New York Cranes & Equipment, Inc. Able Rigging Contractors, Inc., supplied its own boom trucks and rigging gear trucks. Other equipment on the job included three JLG 135-foot boom lifts, two Genie 60-foot boom lifts, two 2 JLG MRT 26-foot scissor Lifts, two Lull 10,000 pound telehandlers, two 2KW generators, a 4KW generator, an 80,000-pound capacity forklift, 10 Allmand light towers, one service and repair truck, plus an assortment of heavy-duty spreader beams, shackles, blocks, slings and many tractor and specialty trailer combos provided by Able Equipment Rental, Inc.

concrete slabs for sawing and made the final cuts in the rebar that connected the slabs to the core. The slabs were each 145-feet long, 25-feet wide and weighed 370,000 pounds.

LaChapelle made the final split between each segment while giving instructions to the crane operators below to lift with the appropriate force to separate a panel from the structure in a safe and controlled manner. After partly lowering, each two-crane pair then tandem-crawled 200 feet away from the building before resting the panels in a staging area for downsizing.

The hangar core building will be completely demolished by September. ■



The cover and roofing of the JFK East Hanger Extension had already been removed. The frame consisted of two steel frame walls connected by two steel trusses

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How do you move a 150-year-old, 448-ton oak tree? Very carefully.

ACT reports

Numerous onlookers followed the relocation of a 448-ton, 65-foot tall oak tree known as Big Al. Berard Transportation hauled the tree using two Goldhofer transporters



Onlookers gathered at the edge of the street, “oohing” and “ahhing” at what they were seeing. Television reporters broadcast live. At times, they all held their breath. Everyone’s collective gaze was on a massive 150-year-old oak tree moving down the road on two Goldhofer transport systems owned by Berard Transportation.

The gorgeous old heritage tree, which weighed about 448 tons and measured about 65 feet tall, was transported a distance of a mile and a half on two self-

propelled, parallel coupled, PST/SL-E 12 heavy-duty Goldhofer transporters.

These sophisticated transporters are normally used to transport ships or oil platforms. But on this day they transported precious cargo to a location near the city of New Iberia, Louisiana (population 33,000).

Moving the tree only took about an hour and a half. The roadway was closed to through traffic during the haul. But the real effort involved digging the tree up and positioning it on the Goldhofer module to an accuracy of millimeters. Once on

the Goldhofers, the tree had to be lashed down without harming its precious roots. Once at its new location, the tree had to be gently placed in the hole dug for it.

“This was a spectacular undertaking, where the combination of man and state-of-the-art technology again worked together perfectly,” said Johnny Berard, head of Berard Transportation. “All those involved put in an awesome performance.”

A big dig

The first task was to dig out a large circle around the tree, which had a root system with a diameter of almost 42 feet. Some of the roots were cut, and the remainder were tied together with cables and protected with packing materials.

Then the massive tree, known as “Big Al” by locals, was placed on cross-beams and lifted using a special lifting device. Only then could the heavy duty module move under “Big Al,” receive the tree using the hydraulic axle suspension and transport it to its new location.

The project used two parallel-coupled Goldhofer PST/SL-E 12s. The PSTs are equipped with electronic multi-way steering and have an axle load of 118 tons per axle line. The vehicle has a total of 192 wheels. PST-E self-propelled heavy duty transporters can be used both individually as well as in longitudinal and lateral combinations of any size needed. Alongside a selection of standard

Two PST/SL-E 12 self-propelled, parallel-coupled heavy-duty transporters moved the massive tree over a distance of 1.5 miles



statement

steering programs, such as normal drive, 90-degree transverse drive, diagonal drive and carousel drive, other special steering programs are available, which can be selected by pressing a button on the remote control. In this case, the steering angle of the modular transporter was synchronized with the conventional THP unit steering system by means of sensors and steering electronics.

"We are always impressed to learn of the purposes that people are finding for our state-of-the-art technology," says Stefan Fuchs, CEO of Goldhofer Aktiengesellschaft. "We were especially pleased to again have the opportunity to tackle a U.S.-based project like this with Berard Transportation."

Old "Big Al" was moved because the tree was preventing construction and roadway extension work near a highway service road. In previous efforts to save the mighty oak, drivers had to detour more



The tree was in the way of a planned roadway expansion. A local petition drive saved the tree, which was estimated to be about 150 years old

than a mile around the tree to get to the main roadway.

Natural beauty

In Louisiana, the work to relocate the beautiful tree was seen as a symbol for

environmental protection. A petition by local residents ensured that the tree would live to see another day, or century for that matter.

Plus, the Herculean job was one that Goldhofer and Berard will never forget. ■

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What do race cars and a battleship have in common? It has to do with a NASCAR television commercial and a lot of rigging.

D. Ann Shiffler reports

A great

W.O. Grubb has become a go-to crane and transport company when it comes to show business. The company's cranes were featured in the movie "Evan Almighty," and their crews erected an elaborate stage for a U2 concert in Virginia. Recently W.O. Grubb Crane Rental played a huge role in rigging and lifting race cars for a television commercial.

The job involved rigging and lifting three very famous NASCAR cars – those driven by Dale Earnhardt, Jr., Jimmy Johnson and Jeff Gordon – onto the deck of the *USS Wisconsin* battleship, which is harbored at the Nauticus National Maritime Center in Norfolk, VA.

"They were shooting a commercial called 'Summer Salute' sponsored by Pepsi and Lowes," says Larry Becker, branch manager of W.O. Grubb in Portsmouth, Virginia. "Their challenge is to raise \$1 million for the USO."

To say the least, the race cars had to be

Each car was rigged to make sure it could be lifted level and secure



The Grove TMS 760E 60-ton hydraulic truck crane was rigged with 100 feet of boom at a radius of 45 feet

handled with "kid gloves."

Grubb used its Grove TMS 760E 60-ton hydraulic truck crane. The crane, which was stationed on the

dock adjacent to the ship deck, was rigged with 100 feet of boom and its full counterweights. The lifts were made at a 45-foot radius. The cars weighed approximately 4,000 pounds each, Becker says.

The cars were lifted carefully and slowly, one at a time, using a spreader bar and straps attached to the bottom of a trailer that had been cut to the size of the wheel base of the cars. The trailer base had ramps attached so the cars could be rolled on and off.

"Our welders welded additional supports and loops for connecting the



finish

The race cars were placed on the deck of the USS Wisconsin for a commercial to raise money for the USO



On the dock, the cars were rigged onto a trailer that was the size of the wheel base of the cars. W.O. Grubb crews modified the trailer so that additional support and securement could be achieved. A spreader bar system with slings was used to lift the cars up to the ship deck

straps," Becker says. "We added some extra safety precautions to the unit and made sure it met our and NASCAR's high safety standards."

Before the day of the lifts, Grubb's crews performed a test lift at their yard, Becker says. "Our test lift was the approximate weight of the cars," he says. "We added additional weight to account for any wind and movement of the cars."



On the day of the job, each car was lifted onto the deck and then positioned for the shooting of the commercial. The job was performed quickly and efficiently with no issues, other than cloudy skies.

The famous cars were quite revered by the W.O. Grubb crew, many who are racing fans. The crew posed for photos in front of one of the cars after the tedious work was completed.

Once the commercial was filmed, Grubb crews returned and lifted the cars down in the same manner they were lifted up, slowly and carefully to as to assure not even a fingerprint smudged the famous automobiles.



W.O. Grubb's lifting and rigging crew poses in front of one of the famous racecars

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to help recruit
nonmanagerial
employees to the crane,
rigging and specialized
transportation industry

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Attracting talent

Well over half of business leaders say their companies face a very or fairly major challenge in recruiting nonmanagerial employees with the skills, training and education their companies need, despite the current unemployment rate of more than 9 percent, according to the U.S. Chamber Institute for a Competitive Workforce. Those in smaller companies, who were responsible for over 50 percent of new jobs created in 2007, feel this most accurately, with 67 percent saying it is difficult and only 33 percent finding it easy. It's worth noting that the majority of SC&RA members are small companies.

More than three in four business leaders surveyed believe that increasing post-secondary education completion will have an extremely or very positive impact on the U.S. economy and workforce productivity. However, the study found that the focus on "college" too often excludes the demand for those with two-year associate's degrees and trade-specific credentials. However, by the end of this decade about an equal percent of jobs will require a bachelor's degree or better (33 percent) as some college or a two-year associate's degree (30 percent).

In recent years, we have extended our outreach to those seeking associate degrees or enrolled in certificate courses relating to the specialized carriers and rigging industry. Earlier this year, the SC&R Foundation awarded four \$1,500 grants to such students. The foundation also continued its long tradition of assisting students at four-year universities, presenting six \$3,000 scholarships to students in a field related to our industry.

But we need to do more to attract talented people to our industry. An article in the July issue of the U.S. Chamber Magazine suggests turning to three largely untapped talent pools – military veterans, people with disabilities and baby boomers.

Military Veterans. As they transition into the private sector, veterans often offer rigorous training and certifications and such desirable traits as a strong work ethic, leadership skills, discipline, commitment and loyalty. That training may involve driving trucks, operating heavy equipment and other jobs related to work performed by SC&RA member companies. Moreover, many veterans already have security clearances that may come in handy for SC&RA members working on government projects.

They tend to be young and healthy, with more than a quarter of unemployed veterans between the ages of 18 and 24. The 11.5 percent unemployment rate for post 9/11 veterans last year was well above the national average.

Americans with Disabilities. Since the beginning of the recession, adults with disabilities have left the labor force at greater than 10 times the rate of adults without disabilities. The U.S. Chamber, along with the U.S. Business Leadership Network, urges the business community to increase the number of Americans with disabilities in the workforce from 4.9 million today to 6 million in 2015.

"Employees with disabilities are generally dependable, dedicated, hardworking and productive," says U.S. Chamber President and CEO Tom Donohue. "Unfortunately, too many employers are not aware of the pool of qualified workers with disabilities, do not know how to reach them, and are concerned about the perceived costs and challenges of providing accommodations."

Baby Boomers. Baby boomers represent about a quarter of the U.S. population and account for 40 percent of those with a college degree. They now make up 31 percent of the workplace, up from 20 percent in 1995. While the recent economic downturn has forced many of them to stay in the workforce longer than they had originally planned, many of them also wish to continue to take on workplace challenges as part of a fulfilling life. They bring to the job a lifetime of experience and they generally are eager to pass along their expertise to the next generation of workers.

Regardless of your employment needs and the degree to which you look to these three classes of potential employees, we encourage you to post job listings on the SC&RA Career Center at <http://careers.scranet.org>. While the career center is a fairly new resource for the Association, it provides a valuable means of posting listings and reaching a captive industry audience.

EXECUTIVE VICE PRESIDENT



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The SC&RA Crane & Rigging Workshop has become the most important crane and rigging event of the year.

Terry White previews the 2011 workshop

The SC&RA Crane & Rigging Workshop will be held in Philadelphia in September. Pictured is an art museum view of the Center City in Philadelphia



See you in Philly

More than 375 attendees from around the world are expected at SC&RA's Crane & Rigging Workshop September 21-23 at the Sheraton Philadelphia City Center in Philadelphia. Started in 1977, the workshops have become SC&RA's most important crane and rigging event of the year.

Last year's Workshop in San Diego attracted 370 industry experts, including equipment designers, safety directors, crane operators, operations managers, sales representatives and top management. Participants came from 11 nations: the United States, Australia, Canada, Denmark, Germany, Guatemala, Italy, Luxembourg, Puerto Rico, the United Arab Emirates, and the United Kingdom.

Keynote speaker John O'Leary, Rising Above, will use humorous anecdotes to guide attendees in identifying personal and professional goals in his presentation, *Ignite Your Life! Discovering Five Keys to Unlock Passion, Potential and Impact*. His life is proof of the power of the human spirit. As a nine-year-old, he was burned on 100 percent of his body and given less than a 1 percent chance of survival. After enduring months in the hospital, years of therapy, and dozens of surgical

procedures (including amputation of all of his fingers), he has transformed his personal tragedy into a life of successful service to others.

As always, workshop sessions also will feature some of the industry's top professionals.

PREPARING FOR OSHA'S RECENT CLIMATE CHANGE

– John Artz and Tressi Cordaro, both of Ogletree, Deakins, Nash, Smoak & Stewart, P.C., will cover developments at the Occupational Safety and Health Administration (OSHA): the people leading this Executive branch agency; OSHA's enforcement crackdown, including new policies and penalty increases; and regulatory developments, including recordkeeping and recording of musculoskeletal disorders; and OSHA's proposed rule on injury and illness prevention.

ENGINE EMISSIONS AND CRANES

(breakout session) – Allen Schaefer, Diesel Technology Forum, will highlight what to expect from the new generation of Tier 4 clean diesel technologies and what the opportunities and pressures are for improving existing engines and equipment. Additionally, he will cover

WHAT:

SC&RA Crane & Rigging Workshop

WHEN:

September 21-23, 2011

WHERE:

Sheraton Philadelphia City Center, Philadelphia, PA

REGISTRATION INFORMATION:

www.scranet.org

diesel retrofit grants and new legislative proposals for Clean Construction.

HOIST APPLICATION AND SAFETY (breakout session) – Peter Cooke, Columbus McKinnon, will focus on lever hoist and chainfall applications, hoist identification, recognizing which regulations apply to hoisting equipment, OSHA and American Society of Mechanical Engineers (ASME) inspection and testing requirements, and specific hoist safety tips every employee needs to know. He also will present several case studies.

DEVELOPING LIFT PLANS THAT WORK – David Duerr, P.E., 2DM Associates, Inc., will lay out what is needed to create a good lift plan and how the rigging contractor can work with the owner/general contractors to be sure that their lift plan requirements can be met in a timely manner. In addition to improving job safety and efficiency, such plans are increasingly required by general contractors and owners.

THE FUTURE OF WIND ENERGY (breakout session) – Jerry Grundtner, Mortenson Construction, who has been involved in the wind industry since the mid 1990s, will address the past and present state of the wind industry as well as current and future wind technology, government involvement and how the future of wind energy will evolve. He will also discuss what companies such as Mortensen look for in their crane suppliers beyond price and how safety plays a key role in every project they undertake.

CRANE VISIBILITY - SIGHT MATTERS (breakout session) – Twan Pelders, Orlaco Products, B.V., will explore the new tools available to crane operators that allow visibility of a load at all times. He will demonstrate how a vision system can increase safety, reduce damage and increase efficiency on projects.

MAKING SENSE OF IT ALL: RATING CHARTS, OVERLOADING, SIDELOADING AND LOAD TESTING – Ron Kohner, P.E., Landmark Engineering Srv. Ltd., will explore how to make optimal use of the wealth of detailed data on electronic capacity displays that newest mobile cranes provide. He will explain what a rating chart does (and does not) tell a knowledgeable user.

PROPER WIRE ROPE INSTALLATION – Justin Brown, Python Wire Rope, and



The Avenue of the Arts is Philadelphia's premier cultural destination and home to world-class cultural institutions such as the Philadelphia Orchestra. Philadelphia City Hall is topped by a 33 foot, 27-ton bronze statue of city founder William Penn

Tony Fastuca, ASC Industries, Inc., will cover several issues concerning cutting wire rope on the jobsite, unreeling wire rope from the spool, and measuring of rope diameter. They will review the most common methods to install ropes using cable grips, as well as wedge socket installation and block rotation.

BRINGING YOUR SAFETY PROGRAM INTO THE 21ST CENTURY – Robert Moore, NBIS, will moderate a panel that includes Alan Barnhart, Barnhart Crane & Rigging; Jeff Hammons, AmQuip Crane Rental LLC; Ted Lekawa, George Young Company; and Bill Smith, NBIS. In addition to essential elements of a safety program, this session will highlight CSA crane load securement program; assembly and disassembly of cranes; OSHA standards and inspections; an update on B30 standards; and, real checklists and examples you can use in building your own company safety program.

2011 RIGGING JOBS OF THE YEAR – Alan Barnhart, Barnhart Crane & Rigging, and Eduardo Ascione, Fagioli USA,

Inc., will present details of this year's winners, which include the removal and replacement of 720,000-pound stators in a nuclear plant in Veracruz, Mexico, the erection of 11 prefabricated coffer dam sections for the San Diego Water Authority, and the removal and replacement of two vessels from an existing structure at a refinery in Southern California.

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 more than 60 companies, a complimentary hot buffet lunch, and a grand prize drawing; and receptions, continental breakfasts, and refreshment breaks.

■ Visit 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.

SC&RA's Online Education Series

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The Specialized Carriers & Rigging Association has been providing quality education and meetings for the companies in the crane, rigging and specialized transportation industry for more than 50 years. This new monthly webinar series brings you and your employees presentations on timely issues and topics in a format that is accessible and affordable.

Register Online at www.scranet.org/webinars

August 17 12 pm EST	Bills of Lading – Key Considerations & Common Errors A standard bill of lading is a contract between a carrier and shipper for the transportation of goods. Although straight forward, there are variations to bills of lading and key considerations that must be taken into account to ensure accuracy , avoid cargo claim exposure and protect the parties from lengthy and costly disputes. This webinar will provide valuable insight into these key considerations and also shed light on some of the common errors and strategies to avoid claims exposure, fines, longer transit times and other costly mistakes.	Presenter: Craig J. Helmreich, Scopelitis, Garvin, Light, Hanson & Feary	Cost \$29 Members/ \$49 Non Members
September 14 12 pm EST	Cargo Securement – Leading Violations & Alternative Applications In today's regulatory climate, companies and drivers may find themselves re-evaluating priorities and expenditures for chains, straps and other safety equipment. The implementation of CSA has proven to make the evaluations easier. Not only is it dangerous to use defective equipment, it is irresponsible. Under the CSA scheme, the A stand for accountability – an obligation motor carriers must accept. This webinar will cover key information on violations resulting from damaged tie-downs and simple strategies to prevent damaged securement devices, ensure safety, protect the loads and avoid costly penalties. Additionally, the webinar will address other leading load securement violations such as "unsecured vehicle equipment." Due to the nature of our industry, the odd sizes and heavy loads demand trucks be equipped with large dunnage/ blocking, bracing, and shoring equipment. Failure to properly secure the safety equipment can be equally dangerous and costly. Join us on September 14 th and learn about these and other load securement violations trends and strategies that can foster safety and save your company time and money.	Presenter: Ed Luna, Field Safety Manager, Greatwide Truckload Management	Cost \$29 Members/ \$49 Non Members

Additional 2011 dates and speakers to be announced.

To view all upcoming webinars and SC&RA meetings visit www.scranet.org

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Is your cargo insurance policy still in the '90s?

Kate Lasky and **Robert Moore** report on how to protect your company from changing regulations

EDITOR'S NOTE: This is the first in a two-part series on analyzing motor truck cargo insurance policies.

THE AUTHORS



Kate Lasky is an associate corporate attorney in the legal department of NBIS. Her primary function is contract management in conjunction with the Risk Management Support System (RMSS).

She is also responsible for handling communications with the department of insurance, coverage opinions, performing legal research and analysis and providing general legal support to the company.



Robert Moore is chief legal officer for NBIS and its subsidiaries. His primary function is the oversight and coordination of all legal activities for SC&RA's endorsed insurance provider.

He has over 35 years of trial experience and is a frequent author and speaker on risk management and insurance issues.

Are you

Motor truck cargo legal liability coverage is, from the insured's perspective, supposed to provide coverage for loss to property while in the insured's care, custody, and control. Motor carriers are heavily regulated by federal law. Specifically, the Carmack Amendment apportions liability amongst carriers, limits when actions for losses can be brought, and provides for rights and remedies of persons injured by carriers.

Federal law provides that motor carriers are to have certain insurance coverages in place before providing transportation of goods in interstate commerce. Based on the limited knowledge of many brokers selling insurance to this very specialized industry, we recommend you read the language of your insurance policy to ensure that what you believe is being covered is indeed covered. This is an ever changing body of law, and as such, not all insurance markets have caught up to speed on the changes.

Many of the insurance policies in the market contain terms that are no longer relevant to describe the relationships between carriers, shippers, and brokers. This can become particularly important when you are hauling the heavy equipment of another. If you don't understand whether jobs you are performing are insured under your policy, ask your broker. If your broker doesn't know or understand, we recommend that you search out SC&RA member insurance brokers that specialize in this line of business.

We have been asked by several motor carriers and insurance brokers in the past to analyze their insurance policies, and to provide advice on whether direct physical damage to the load is covered under the policy.

To help further illustrate the importance of knowing your policy language and being certain that your policy provides coverage for the types of jobs you perform, let's use the following example:

Suppose Carrier A contracts with Energy Manufacturer to haul the Energy Manufacturer's turbine generator from one state to an adjoining state. The contract between Carrier A and Energy Manufacturer contains indemnification



provisions and insurance requirements, amongst other terms. Carrier A never takes actual possession of the turbine generator, but instead turns around and brokers the load, with Energy Manufacturer's approval, to another carrier, Carrier B, to actually haul the turbine generator.

As is standard in the industry, Carrier A and Carrier B have as their agreement a one page "purchase order" indentifying the size and weight of the turbine generator to be hauled, when the transportation is to take place, the pickup and drop off site, and the amount due for the job. A simple agreement that is used often times. No other terms or conditions are included. Carrier B takes possession of the turbine generator and begins the hauling job. Sometime during the trip, Carrier B's trailer experiences an unforeseen malfunction, due to no fault of Carrier B. As a result the turbine generator sustains internal damage. The Energy Manufacturer, upon discovering the loss, notifies Carrier A that they will hold them fully liable for the loss and expect them to handle the claim. Carrier A, in turn, notifies Carrier B that they are not liable as they never had care, custody, or control of the turbine generator, their role was only as a broker, and Carrier B had the primary transportation responsibility. You, as Carrier B, want to know what your exposure is, and more importantly whether your insurance is going to cover this loss, as you anticipate it will.

The legal perspective

The Carmack Amendment was passed by Congress to establish a uniform system of liability for carriers of goods

covered?



in interstate commerce. The Carmack Amendment provides that “a carrier providing transportation...shall issue a receipt or bill of lading for property it receives for transportation under this part. That carrier and any other carrier that delivers the property and is providing transportation or service...are liable to the person entitled to recover under the receipt or bill of lading. The liability imposed under this paragraph is for the actual loss or injury to the property caused by (A) the receiving carrier, (B) the delivering carrier, or (C) another carrier over whose line or route the property is transported in the United States or from a place in the United States to a place in an adjacent foreign country when transported under a through bill of lading and, except in the case of a freight forwarder, applies to property reconsigned or diverted under a tariff.” 49 U.S.C.A. 14706.

This code section goes on to state that “failure to issue a receipt or bill of lading does not affect the liability of a carrier.” Subsection (b) of this code sections states that “the carrier issuing the receipt or bill of lading under subsection (a) of this section or delivering the property for which the receipt or bill of lading was issued is entitled to recover from the carrier over whose line or route the loss or injury occurred the amount required to be paid to the owners of the property, as evidenced by a receipt, judgment, or transcript, and the amount of its expenses reasonably incurred in defending a civil action brought by that person.” 49 U.S.C.A. 14706 (b).

Under the Carmack Amendment, Carrier A would only be liable “for the actual loss or injury to the property...”

Federal law provides that motor carriers are to have certain insurance coverages in place before providing transportation of goods in interstate commerce

while in that carrier’s possession. Because the injury to the turbine generator did not occur while it was in Carrier A’s possession, and in fact Carrier A never had care, custody, or control of the turbine generator it is more than likely that Carrier A would not be liable for this loss. A through bill of lading could further exculpate Carrier A from any liability. “If goods covered by a through bill of lading or other document of title embodying an undertaking to be performed in part by a person other than the issuer are received by that person, the person is subject, with respect to its own performance while the goods are in its possession, to the obligations of the issuer. *The person’s obligation is discharged by delivery of the goods to another person pursuant to the bill or other document and does not include liability for breach by any other person or by the issuer.*”

If a through bill of lading was issued by the Energy Manufacturer at the outset, then under the statute Carrier A’s obligations were discharged by delivery of the goods to Carrier B. Although Carrier A never actually took possession of the turbine generator, these obligations were discharged via the Purchase Order from Carrier A to Carrier B, and certainly when Carrier B actually took possession of the turbine generator in preparation of hauling it. At that point, under the statute, Carrier A’s obligations were discharged. This statute was intended to deal with connecting carriers being liable for loss or damage to the goods *only if it occurred while the goods were in their custody*. Their obligations cease when they have delivered the goods to whomever they were bound to deliver. Again, because the damage did not occur to the turbine generator while it was in the custody of Carrier A, it is likely that Carrier A would not be held liable for the loss.

The contract between Energy Manufacturer and Carrier A also contained an indemnification and insurance provision. The indemnification provision states in relevant part that

“Seller (Carrier A) shall at all times indemnify and defend Purchaser and its customers...harmless from and against any and all costs, liabilities, losses, and expenses resulting from and against all claims for...property damage...including reasonable attorney’s fees rising out of, or resulting from, performance of the Work or any services on behalf of the Purchaser.” The indemnification is limited to “performance of the Work”. The “Work” here is identified on the first page of the Purchase Order under “Scope of Work to be performed”, and includes hauling the turbine generator to the consignee. However, Carrier A’s “work” ended when the load was picked up by Carrier B, and therefore, Carrier A only has to indemnify the Energy Manufacturer for the loss that happened while the turbine generator was in its possession. As no loss occurred while the turbine generator was in Carrier A’s possession, it is unlikely Carrier A would have any liability exposure here. Also included in the contract between Energy Manufacturer and Carrier A, was a requirement that Carrier A obtain CGL, Automobile and/or Trucker’s Liability, and Worker’s Comp insurance. There is no mention of a requirement to obtain cargo legal liability coverage. As such, Carrier A was not obligated to maintain inland marine insurance to cover the load and therefore, it is unlikely coverage would attach to this policy. The work order/contract between Carrier A and Carrier B also did not have a requirement for any type of insurance.

From a legal standpoint, under the scenario above, Carrier A, while perhaps a connecting carrier under the Carmack Amendment, avoids liability by way of the purchase order signed between it and Carrier B. Once the turbine generator was picked up by Carrier B, Carrier A’s obligations were discharged. Although an Inland Marine policy might provide coverage for this loss, as Carrier A was a connecting carrier under the federal law, it is unlikely a policy will be reached, as it was not required under the contract between Manufacturer and Carrier A, and more importantly, from the facts Carrier A was in no way negligent or contributed to the loss. ■

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Fontaine appoints Randy McGuire

Fontaine Trailer Co., a Marmon Highway Technologies company (MHT), has named Randy McGuire president of the



Randy McGuire

Fontaine Heavy-Haul business unit based in Springville, AL.

McGuire began his career with MHT at Fontaine Trailer in 1987 as a draftsman and CNC programmer.

He completed his mechanical engineering degree at the University of Alabama in Huntsville while working full time at Fontaine, being promoted to engineering manager and starting a family with his wife, Michelle.

He was promoted to VP of engineering at Fontaine and in 2005 took on the role of general manager of the Fontaine fabrication shop.

In 2007, McGuire was promoted to president of

Webb Wheel Products - Transit Business Unit. He successfully led Webb Transit to grow to a dominant position in the transit and coach brake drum market.

This growth path for Webb Transit continued upward with new niche focused marketing efforts that eventually lead to changing the business unit name from Webb Transit to Webb Severe Duty.

In his new role at Fontaine Trailer, McGuire will be responsible for growing the heavy-haul business using 80/20 principles to understand which products and customers are best suited to serve this market. ■

■ WHECO Corp., has hired **Jacob Voncannon**



as associate of business development for its Georgetown, TX sales office. Voncannon will oversee digital strategy, new marketing efforts and support the sales team at all of WHECO's divisions to better serve customers with cost-effective repair and restoration solutions. A Texas native, Voncannon graduated from Baylor University in Waco, TX with a Bachelor's of business administration in marketing. Throughout college, Voncannon started multiple businesses including a commercial pressure washing company and a full-service music company called Uproar Records.

Eugene R. "Pop" DuBay: 1928-2011

The industry lost one of its pioneers recently when Eugene R. "Pop" DuBay died on June 24 at his home after battling a long illness. By the time he retired from the International Union of Operating Engineers in 1990 after 32 years of service, he had helped erect many bridges, powerhouses, buildings and industrial sites throughout the Northeast.

"He worked in an era when, if no one manufactured cranes, derricks or trucks to fit the needs of the job, these pioneers would build what they needed themselves," said L. Gene DuBay, his son and president of M&R Constructors, Richmond, VA.

But his career was far from over after his initial retirement. For the next 20 years, he supervised numerous heavy rigging projects throughout the South and Southwest. He retired from M&R Constructors in 2010. He also was a World War II veteran with service in the U.S. Army Air Force.

In addition to his wife of 65 years, Paula, he is survived



Eugene R. "Pop" DuBay

by two sons and their wives, a daughter, a brother and his wife and nine grandchildren, four great grandchildren and one great, great grandchild.

He will be remembered fondly by the many people, both inside and outside the family, who owe their careers to valuable lessons they learned from him about commitment, ingenuity and humility – as well as the fine points of the industry, the family said. To honor his legacy, an annual grant is being established in his name that encourages students seeking associated degrees or enrolled in certificate courses at community/vocational/technical schools relating to

■ **Jerry Nagel** has been appointed chairman of the board of Rickmers-Linie (America), Inc. Nagel has been with Rickmers since 2004. He previously served as president and chief executive officer of the company before the position was assumed by **Sean Carney** in June.

the crane and rigging industry.

This named grant will be supported by M&R Constructors, Inc. and Kitchen's Crane & Equipment. Please contact Jackie Roskos at (703) 698-0291 if you are interested in providing additional funding for the Eugene R. DuBay Memorial Grant. ■

Terex funds SC&RA scholarships

Terex Cranes has committed \$21,000 to the Specialized Carriers & Rigging Association's Foundation (SC&R Foundation) for a new corporate-named scholarship program. The donation serves as a multi-year commitment for Terex to help advance the education of SC&RA member company employees and their family members.

"Terex is proud to help the SC&R Foundation create a program that allows for corporate sponsorships, which will add funding stability to its continuing education scholarships program," says Frank Bardonaro, vice president and managing director for Terex Cranes North America and 2010-2011 chair for SC&RA's Crane & Rigging Group. "The Foundation is instrumental in assuring ongoing success in the education and safety training for the industry."

2011

Cranes and Transport Middle East

Sept. 13-14
Abu Dhabi, United Arab Emirates
www.khl.com/events/catme2011

SC&RA Crane & Rigging Workshop

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

ICUEE

October 4-6
Kentucky Exposition Center
Louisville, KY
www.icuee.com

World Crane and Transport Summit 2011

November 10-11
Amsterdam, The Netherlands
<http://www.khl.com/events/wcts2011>

'Top level' crane conference



The World Crane and Transport Summit 2011 (WCTS) will be held November 10-11 in Amsterdam, The Netherlands.

This top-level, two day conference, meeting and formal business dinner will bring together the leaders of the world crane and specialized transport industries, their suppliers and manufacturers from around the globe.

WCTS is supported by the world's leading crane and transport associations,

equipment manufacturers and rental companies and is organized by sister publication *International Cranes and Specialized Transport* magazine and its publisher KHL Group.

More than 300 senior executives are expected to attend and conference topics are likely to include: world trade and world economy; crane operator training

Date:

November 10-11

What:

Two-day conference and networking dinner

Venue:

NH Grand Hotel Krasnapolsky, Dam, 9. 1012 JS Amsterdam, The Netherlands



and certification; safety; harmonizing equipment regulations; design codes and standards. Presentations will be made by leading experts in the industry.

There will also be manufacturers' panels in which representatives of the leading transport equipment and crane firms answer questions from users and buyers.

Countdown to ICUEE in Kentucky



The International Construction and Utility Equipment Exposition (ICUEE) and Demo Expo, Oct. 4-6 in Louisville, KY will feature two new exhibit pavilions amongst its some 950 exhibitors and 20,000 estimated attendees.

Held at the Kentucky Exposition Center in Louisville, KY, ICUEE 2011 will feel slightly different – and larger – this year due to its new sustainable energy and fleet management exhibit pavilions from its partnership with the Association of Equipment Management Professionals (AEMP). The show will also bring back the well-received safety zone pavilion, which debuted at the last ICUEE in 2009.

ICUEE will also have expanded education sessions due to the partnership between ICUEE and AEMP. AEMP is putting together a fleet management educational track for fleet

management professionals. The organization represents heavy equipment management executives who work in areas including construction, government, utilities, energy and mining.

"Fleet managers are an important customer segment for ICUEE exhibiting companies; with AEMP's support we can more efficiently connect buyers and sellers and enhance the educational value for attendees," said Melissa Magestro, ICUEE show director.

The new exhibit pavilion will focus on the latest fleet

Date:

October 4-6

What:

ICUEE (International Construction and Utility Equipment Exposition)

Hours:

Tuesday, Oct. 4, 8:30 a.m. – 5 p.m.
Wednesday, Oct. 5, 8:30 a.m. – 5 p.m.
Thursday, Oct. 6, 8:30 a.m. – 2 p.m.

Where:

Kentucky Exposition Center, Louisville, KY

Exhibitors:

More than 950 expected

Attendees:

More than 20,000 expected

Website:

www.icuee.com

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management software, products and services and new education sessions will touch on fleet management as well.

■ Ferruccio Moritsch,

pioneer and innovator of the tower crane industry, passed away at the age of 76 on July 9 in Italy. After founding Comedil in 1962 and Recom in 2004, Moritsch consistently pioneered the tower crane industry with the development of tower crane products including the first hammerhead tower crane, the first telescopic self-erecting tower crane and the first luffing boom tower crane.



■ ALL Erection & Crane Rental Family of Companies named **Craig Hunt** as its new general manager of ALL Carolina Crane & Equipment, LLC in Raleigh, N.C. He previously served as general manager of the branch until 2009, when he left to assist a family business.

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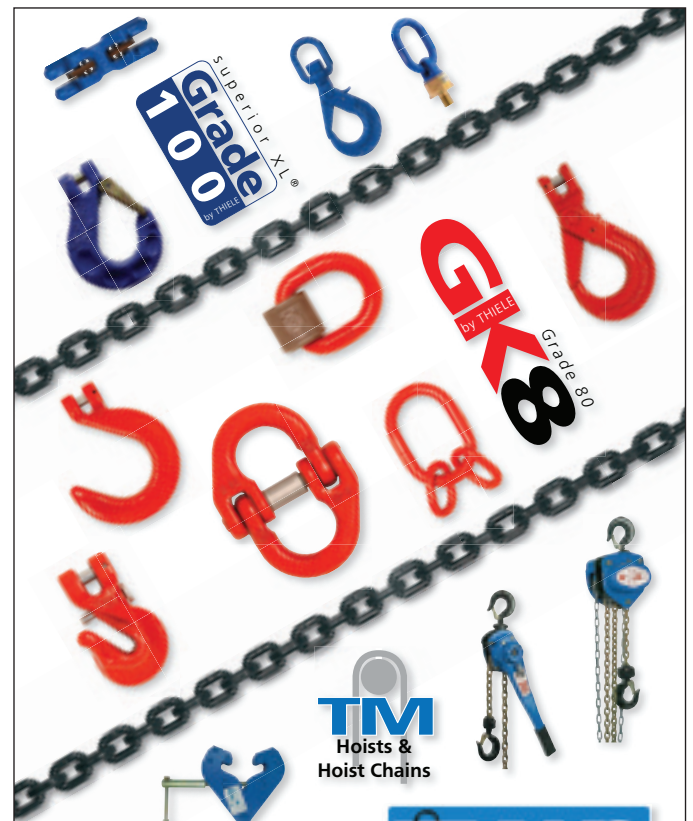
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Marketplace

PRODUCTS, PARTS & ACCESSORIES 56

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EQUIPMENT FOR SALE OR RENT 65

Top sales and rental suppliers for the North American crane and specialized transport markets advertise their equipment here.

CRANE & LIFTING SERVICES

Certification, financing, insurance, rigging jobs, training, and recruitment.

TRANSPORT & HEAVY HAULING 73

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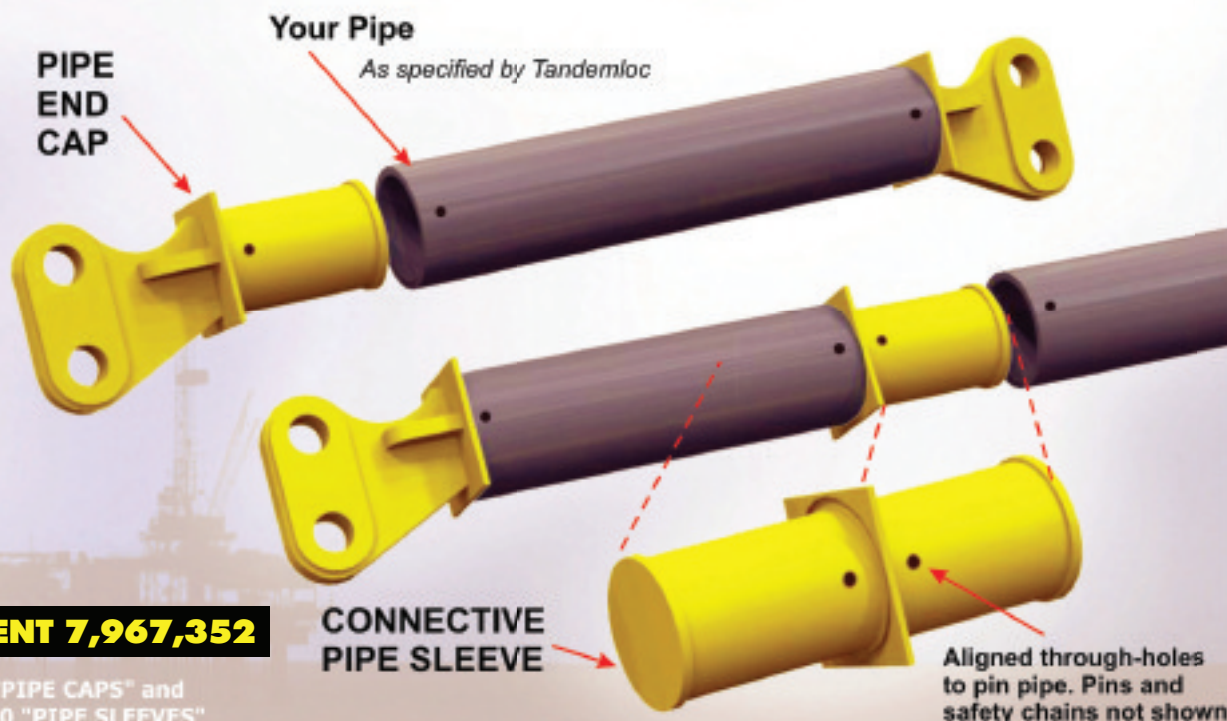
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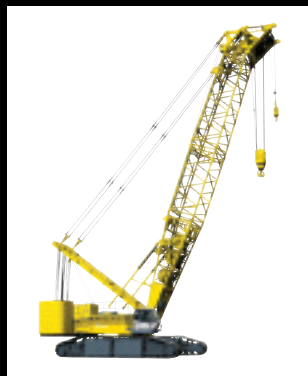
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200 Ton Liebherr LTM 1160/2



210 Ton Grove GMK 5210

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Size	Year	Make	Model	Boom	Jib
15 TON	1994	DRESSER CRANE	150FA	60'	20'
17 TON	2003	TEREX/FORD	BT3470	72'	25'/41'
28 TON	1997	GROVE	RT528	70'	23' A FRAME
30 TON	2000	DEMAG	AC 25	82'	42'
35 TON	1997	CRANE	RT635C	105'	29'/51'
40 TON	1999	TEREX	T340	94'	32'/49'
85 TON	1996	GROVE	GMK 4070	125'	33'/52'
90 TON	1996	LIEBHERR	LTM 1080/1	157'	34'/62'
100 TON	1998	GROVE	GMK4080	141'	43'/62'
110 TON	2007	LINK-BELT	218 HSL	200'	60'
175 TON	1996	KRUPP	GMK 5160	161'	33'/125'
200 TON	1998	LIEBHERR	LTM 1160/2	197'	40'/118'
200 TON	1999	LINK-BELT	HC248H	210'	70'
210 TON	2000	GROVE	GMK 5210	197'	125'
300 Ton	1999	Grove	GMK6300B	197'	200' luff 167' fixed

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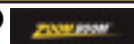


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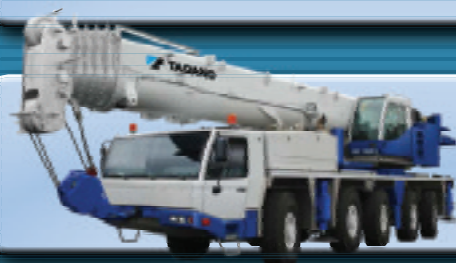


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