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# ACT

The magazine for the crane, lifting and transport industry

A KHL Group Publication

[www.khl.com/act](http://www.khl.com/act)

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The 'wow' factor

## ACT TOWER CRANE50

North America's largest  
tower crane companies



Official  
domestic magazine  
of the SC&RA





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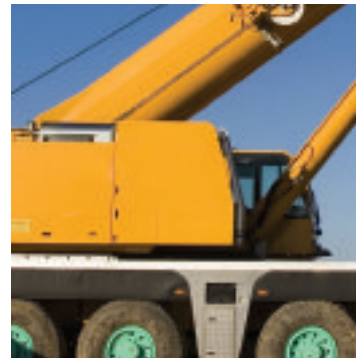


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# Just thinking

**T**NT Crane & Rigging continues its aggressive growth strategy with the acquisition of Turner Bros. Just thinking about it, this announcement is not surprising given the synergy the companies share, especially their work in the energy sector – oil, gas, petrochemical and wind – in Texas and the Gulf Coast region.

TNT, which for the past two years has been the fastest growing company in terms of fleet size on our ACT Index of total crane capacity, will take another leap on our list with this acquisition. Two months ago in our June issue, TNT ranked 16th on our **ACT100** while Turner Bros. ranked 19th. Adding Turner's cranes to TNT's fleet will greatly enhance the company's stature. Doing the math and adding their fleets together, TNT will now count roughly 227 mobile cranes and 22 crawler cranes in its fleet. Adding Turner's 1,330-ton capacity Liebherr 11200-9.1 to the fleet will enhance the company's abilities as well. While TNT could sell or purchase cranes before our 2013 **ACT100**, the merger of both firms gives the company an ACT Index of 40,072, which would have ranked TNT in the top 10 of our 2012 **ACT100**.

Each year in August we present a round-up of specialized lifting job stories. This year's smorgasbord of jobs will not disappoint. Starting on page 37, we chronicle the stories of several amazing jobs and the ingenuity used to perform them safely. One story details the use of an old gantry and a new gantry combined to install a large press at an automotive plant in Michigan. Ben Forster with Lift Systems told me about the project at the SC&RA Annual Meeting in Austin in April. I told him it sounded like the perfect job to feature in this issue, and it was.

"We have unlocked the Pandora's Box of our CARL technology," Forster says. "We can now easily synchronize up to 16 gantry legs with little effort and have the logic to expand to more than 32 legs if the application ever arises, yet maintain the modular flexibility to have them operate independently, too."

In the past few years, it's possible that more tower cranes have been on the ground than were in the air working. Slowly but surely the tower crane market is gaining steam, and the projects for tower cranes are diversifying. We present our **ACTTOWERCRANE50** list starting on page 33. To compliment the **ACTTOWERCRANE50**, we talked to one of the leading influences in the tower crane sector, Morrow Cranes' Peter Juhren. See the Interview on page 24.

Also in this issue we have three site reports and a great Rigging Review column outlining Mike Parnell's best rigging tips through the years. We also offer a preview of the September SC&RA Crane & Rigging Workshop. Next month we'll provide an overview of all the companies that will be exhibiting in the Exhibit Center.

As always, let us know what's going on with your company.

**D. ANN SLAYTON SHIFFLER**

**Editor**

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## Crane portfolio



**ACT100**

**ACTtransport50**

**IC50 TopLift**

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**Morrow Equipment's Tim Birrenbach** took this photo of a Liebherr 540 HC-L performing heavy lifting at a coal-fired power generation facility near Boston



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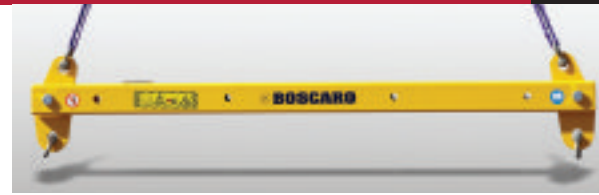
North America's top tower crane-owning companies

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■ WireCo WorldGroup Inc. (WireCo) has completed the acquisition of Koninklijke (Royal) Lankhorst Euronete Group B.V. Lankhorst is a manufacturer of synthetic ropes, industrial yarns and netting.

■ Road Machinery & Supplies Company of Savage, MN has been named a Sany America crane distributor. The agreement extends sales of Sany's global crawler and rough terrain cranes to the northern Midwest region. RMS plans to expand its crane business to the wind farms of North Dakota and Iowa.

■ ALL Crane Rental of Alabama was recently presented with the Alabama Workplace Safety Award of Superior Achievement from the State of Alabama, Department of Industrial Relations.

■ Bennett International Group has been awarded the 2012 Family Business of the Year in the large business category by Cox Family Business Enterprise. The award honors business success, positive family/business linkage, multi-generational family business involvement, contributions to industry and community, and innovative business practices and strategy.

■ The North American Crane Bureau is offering SC&RA member affiliates a \$100 discount to their upcoming Professional Development Conference. The PDC offers attendees more than 50 sessions, including workshops covering operator training/certification, technological advances, and safety standards development and implementation. Equipment covered includes cranes, access equipment and more. Visit [www.cranesafe.com/pdc.htm](http://www.cranesafe.com/pdc.htm) for more information.

## TNT acquires Turner

TNT Crane & Rigging, Inc. has purchased the crane operations of Turner Bros. LLC. TNT acquired the stock of all of Turner Bros., and the trucking and pipe



service businesses have been transferred to the former Turner owners via a spin-out. Turner Bros. owns 60 cranes and has branches in Houston, Longview, Beaumont, Abilene and Corpus Christi. The terms of the transaction were not disclosed.

"The acquisition of Turner shows our commitment to be a leader in the industry," said Michael Appling, Jr., president/CEO of TNT. "It places TNT in a stronger and more competitive position."

Appling said the acquisition gives TNT both industry and geographic diversity through the three branches in Beaumont, Longview and Abilene. Turner is a leader in the wind maintenance and services business, which bodes well for TNT.

"We welcome the Turner

employees to the TNT family and we look forward to working with them as we continue to grow our company," he said.

With the acquisition, TNT will have in excess of 230 cranes servicing the Gulf Coast region from 11 branches in Texas, Louisiana and Oklahoma.

David Cowley, who was executive vice president of Turner Bros., will become executive vice president of TNT and a member of the executive management team.

"All Turner employees are excited about this transaction," Cowley said. "This will expand the geographic footprint for TNT. With the combined equipment, we can service our vast range of customers over a broader area. This transaction is a benefit for all markets with the combination of knowledge from safety, to skilled workers, to management." ■

**TNT has acquired Turner Bros. and its Liebherr LTM 11200-9.1**

## Goldhofer launches Factor 5 girder bridge

Goldhofer officially launched its range-topping Factor 5 high girder bridge during a customer event in July at the Memmingen, Germany factory.

Factor 5 is named that because it can handle loads weighing five times its own deadweight of 100 tons, giving it a capacity of 500 tons, which can be raised to 650 tons.

Load lengths of 11 to 17 meters are made possible through the modular girder system, with axle configurations from 2 x 12 to 2 x 20. Easy mobilization and shipment in containers are other key features, the company said.

Handling and safe operation is based on Goldhofer's

tried and tested system. The suspension stroke in the load bearing area is about 1.80 meters. Load width is adjustable between 3 and 6.75 meters.

"The new high girder bridge really comes into its own wherever extremely heavy loads, transformers, generators, heavy industrial components and so on, need to be moved," said Stefan Fuchs, CEO at Goldhofer Aktiengesellschaft. "It is the ideal solution for transport operations in difficult situations, e.g. across bridges and other load-sensitive

structures and surfaces, without any danger for man, machine or the load."

For more on this story, see [www.khl.com/act](http://www.khl.com/act). ■

**Goldhofer introduced its Factor 5 at a customer event in Germany in July**







# ALL Erection acquires 17 new cranes

ALL Erection & Crane Rental Corp. announced the acquisition of two Manitowoc/Grove packages, adding a total of 17 machines to its rental fleet. The first deal in May included nine units anchored by the Manitowoc 18000 crawler, and the second deal in July involved eight units, including one GMK 7550 AT and one Manitowoc 2250 crawler. The total purchase of 17 new units offers a range of capacities from 40 to 825 tons.

**ALL Erection & Crane Rental Corp. recently added 17 new cranes to its fleet, including a Manitowoc 18000 crawler**

This equipment acquisition will help meet the current high demand for more powerful equipment (over 90 tons), the company said. ■

## Liebherr Equipment sales jump

Liebherr reported a 13.5 percent year-on-year increase in revenues from its construction machinery and mining division to \$6.5 billion in 2011, boosted by earthmoving equipment sales and a recovery in U.S. demand.

Following an upturn in 2010, revenues in the mobile crane business fell 4 percent year-on-year to \$2.05 billion, the company said. Liebherr's 2011 turnover in the construction cranes and mixing technology sub-division was \$697 million, which represented an increase 11.1 percent year-on-year.

In North and South America, Liebherr said earthmoving sales revenues rose substantially in the U.S., Canada and Brazil. It said demand in the U.S. had been strong in all areas except for residential building. However, Liebherr said that, after a strong start in 2011, construction activity in China slackened off as a result of the government's more restrictive monetary and credit policy.

Liebherr also reported that demand for its earthmoving equipment had dampened slightly in the first few months of 2012, compared with last year.

# ALE heavy lifter boasts 5,000-ton capacity

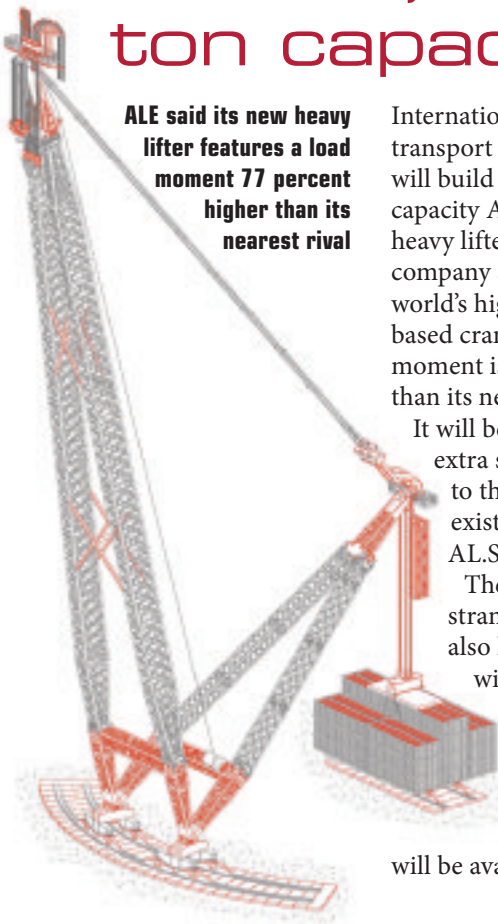
**ALE said its new heavy lifter features a load moment 77 percent higher than its nearest rival**

International heavy lift and transport company ALE will build the 5,000-ton capacity AL.SK350 super heavy lifter. The UK-based company said it will be the world's highest capacity land-based crane, claiming its load moment is 77 percent higher than its nearest rival.

It will be built by adding extra structural sections to the company's existing 4,300-ton AL.SK190.

The main hoist is by strand jacks and it will also have a 2,000-ton winch for lighter loads. Its main boom will be 141.2 meters and a fixed 120 meter jib

will be available. ■



HIGHLIGHT

■ Terry Pitsch, engineering manager for AeroGo, will examine how air caster systems can expedite the movement of oversize, awkward, uneven or heavy loads during an educational session at the 35th Anniversary Crane & Rigging Workshop September 19-21 in Louisville, KY. For a preview of the workshop see SC&RA News on page 54.





■ National Interstate Insurance Company is expanding its trucking insurance program by targeting heavy haul, crane and rigging operations. The program offers coverage for auto liability, physical damage, workers' compensation and general liability and is available in all states through a network of appointed agents.

■ Manitex International is set to post its ninth consecutive quarterly increase following the announcement of a consolidated order backlog of \$149.6 million, as of June 30. The company, which specializes in producing boom truck cranes, rough terrain forklifts, container handling equipment and special mission-oriented vehicles, has seen its backlog increase 78.7 percent since the start of the year, and grew 195 percent year on year.



**Sterett Crane and Rigging provided heavy lifting using its Terex CC2800-1 lattice boom crawler**

## Sterett and Terex work to repair damaged bridge

Extreme circumstances demanded quick and decisive action recently. In January, a cargo ship struck a section of the Eggnor's Ferry Bridge that crosses the Tennessee River near Aurora, KY, destroying a 322-foot span of

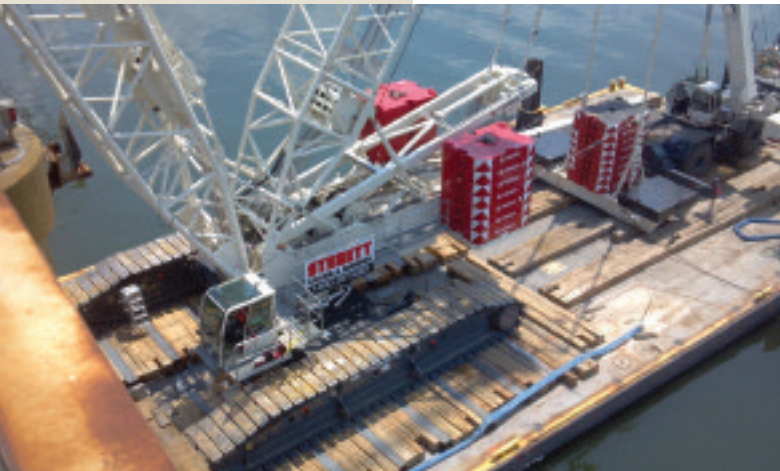
the 3,495-foot-long bridge. Within hours, a team from District 1 of the Kentucky Transportation Cabinet went into action to inspect the bridge piers and start the process of distributing a bid request to a list of approved contractors, so the span could quickly be replaced.

Bridge contractor Hall Contracting of Louisville, KY

**Sterett Crane & Rigging's Terex CC2800-1 performs heavy lifting repair work on the Eggnor's Ferry Bridge in Kentucky. The bridge was damaged when it was struck by a cargo ship**

answered the call with Terex rough terrain cranes and Terex Bid-Well paving equipment to construct and pave the new span. Owensboro, KY-based, Sterett Crane and Rigging was called on to provide the heavy lifting with specialized equipment, including the Terex CC2800-1 lattice boom crawler crane.

Working in tandem with another crawler crane, The Terex CC2800-1 lifted the 640,000-pound span onto a barge and then onto the bridge piers, helping the project be completed in less than four months.



## Two new knuckle booms from Palfinger

Palfinger has launched two knuckle boom loader cranes, the PK 10002 SH and the PK 12502 SH. Both have Palfinger's Power Link Plus boom system. With five hydraulic extensions hydraulic outreach is 46 feet. The PK 10002 SH is rated at 10.3 tons and the PK 12502 SH lifts 12.5 tons.

Both are outfitted with Palfinger's Soft Stop function, an electronic limit position damper, which helps operators avoid jerky movements and collisions from swinging loads. Palfinger also offers a maintenance-free extension system, which uses sliding elements made from synthetic materials.



## Liebherr secures order for Megamax cranes

Liebherr Container Cranes recently secured an order for a pair of Megamax cranes. The cranes have been ordered by Maher Terminals LLC for the Port of New York/New Jersey container terminal.

The cranes have a waterside outreach of 61 meters, a span of 30.48 meters and a landside back reach of 22.9 meters. The S.W.L. of the crane is 66 tons under twin lift spreader with a lift height of 42.67 meters under spreader.

The cranes include a straddle carrier positioning system, a laser scanning boom anti-collision system and a gantry



ultrasonic anti-collision system. The cranes are fitted with cameras covering the span and back reach area, cargo area and the boom operation. Feeds are displayed on monitors in the driver's cabin, the machinery house, the operator's cabin and the landside gantry station.



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**With the CTL 650 F45, Terex enters the extra large capacity class of luffing jib tower cranes**

## Luffer puts Terex in extra large class

The CTL 650 F45 is Terex Cranes' new generation entry into the extra-large capacity class of luffing jib tower cranes. It completes the company's portfolio of 14 CTL series luffing models.

Capacity is 45 tons, maximum jib length is 65 meters and it has the latest EVO 15 operator cab. Applications include urban construction, power plants and heavy lifting projects worldwide.

"Our new CTL 650 F45 addresses the demand for much larger, higher capacity

luffing jib tower cranes designed to match the increasing scale and complex designs of rapidly evolving trends in the construction sector worldwide," said Martina Moritsch, Terex Cranes global tower crane operations general manager.

Standard safety features include jib walkways and handrails. Hoisting and luffing winch drums are linked to their own separate emergency braking system, which stops operation rapidly but gradually enough to avoid blocking, Terex said. ■



## Jumbo moves giant gantry crane

Heavy lift and shipping specialist Jumbo has moved what is claimed as the world's largest Goliath type gantry crane.

On June 21, the gantry was loaded onto Jumbo's heavy lift ship *Fairpartner* for its journey from Mokpo, South Korea to Brazil.

As a cargo, the crane weighed 6,506 tons and had a volume of 58,745 cubic meters.

It was loaded in 15 single crane lifts for the main girder blocks (sections) while the four legs were tandem lifted. A challenge was the small clearances between each girder block. *Fairpartner* has a flush weather deck that allowed the cargo to protrude on both sides. As part of the same project, on June 14, 2012 Jumbo's *Stellaprima* loaded an upper and lower trolley for the same Goliath crane in Hanko, Finland.

## Omega Morgan acquires Action Machinery Moving

Omega Morgan has acquired Action Machinery Moving in Lynden, WA. It is the first acquisition since Omega Morgan announced in 2011 it

intended to grow via strategic acquisitions.

"Action Machinery Moving had just the right people and equipment we need to take

on more projects in northern Washington State and in British Columbia," said John McCalla, Omega Morgan's president/CEO.

McCalla noted that British Columbia is a growth area for the company. "We see tremendous opportunities in Canada where massive infrastructure is being built ahead of vast energy exploration and development," he explained.

Omega Morgan also opened a new office in Phoenix. The company expects to grow its process equipment moving business there. ■

## Crane companies flank IRN100 list

Eighteen crane rental companies are featured in the latest IRN100 survey of the largest equipment rental companies in the world, published by *International Rental News (IRN)* magazine.

European company Sarens is the largest crane renter in the list, with annual revenues of \$566 million last year and ranked at number 15. Next largest is Mediaco, placed at 30.

Other crane rental companies include Boom Logistics, Mammoet, Maxim, Tat Hong, Nordic Crane and All Erection & Crane Rental.

The IRN100 survey reveals the full extent of the rental recovery in 2011 with companies in all regions reporting significant growth, although European firms continue to lag behind the rest. For the full report, the full list, including a smaller 'top 50' for Europe, is published in the July-August issue of *IRN*, which can be downloaded in digital format from [www.khl.com](http://www.khl.com).

An expanded version of the magazine IRN100 is available to buy from KHL's information store, [www.khl.com/information-store](http://www.khl.com/information-store), either as a report on single years, or as a multi-annual study.

**The acquisition will allow Omega Morgan to expand into Washington and British Columbia**







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**Daredevil Nik Wallenda crossed Niagara Falls on June 15 with the assistance of cranes provided by Modern Crane of Ontario and Clark Rental and Rigging of New York**

## Link-Belt partners with BMC in Brazil

Link-Belt has established a partnership with distributor BMC to supply its cranes in Brazil. BMC already has a network of sub-distributors in the country providing a range of construction equipment. Chuck Martz, Link-Belt CEO and president, said, "We are very excited about the Brazilian market. It is a growing market with great opportunities."

Martz added that providing local customer support in Brazil was vital for development in the country. "BMC's coverage in Brazil is tremendous, it is known for its product support and service availability," he said. "Link-Belt was an infant in the Brazil market. Now we are



**Link-Belt has established a partnership with distributor BMC to supply its cranes in Brazil.**

toddler starting to walk slowly in Brazil. We will run as fast as BMC will run with us."

BMC was founded in 2007 and has developed a deep knowledge of the Brazilian construction market.

"The partnership with Link-Belt comes at a special time when many infrastructure

projects are being demanded in Brazil. BMC will focus its efforts on product support, relying on its network of distributors and dealers across the country. We are proud and excited to contribute to the long history of Link-Belt cranes," said Felipe Cavalieri, president/ CEO of BMC. ■

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Share prices continued to suffer over the mid-summer period as uncertainty swirled around the global economic outlook and investors awaited mid-year results.

**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**

# Results anticipation

**T**he second quarter of this year is one investors will be keen to forget, particularly those focussed on the heavy equipment sector. As our graph shows, the industry's stock market valuation is down almost 20 percent on its position a year ago.

Of course it has not been an easy 12 months for the global economy. The Euro Zone has lurched from crisis to crisis, several developing world markets have slowed – most significantly China – and the domestic recovery has been faltering at best.

But in the last month or so the situation has seemed to improve. The Euro Zone has not been on the brink of collapse for a good couple of weeks now, although there is no real plan to sort out the region's problem.

There have also been some improvements in the domestic

situation, with construction output for May showing some encouraging improvements. Set against though is a slowdown in retail sales and an unemployment figure that remains stubbornly above 8 percent.

Another negative for the heavy equipment sector is the Chinese construction market, which seems to be shrinking faster than previously thought.

## Highway bill

The big positive over the last few weeks has been the passage through Congress of a surface transportation bill, which allocates \$105 billion of roads bridges and other infrastructure for the next two years. It is certainly a step in the right direction after three years of temporary extensions, but at the same time, the new legislation merely maintains spending at current levels.

Various voices within

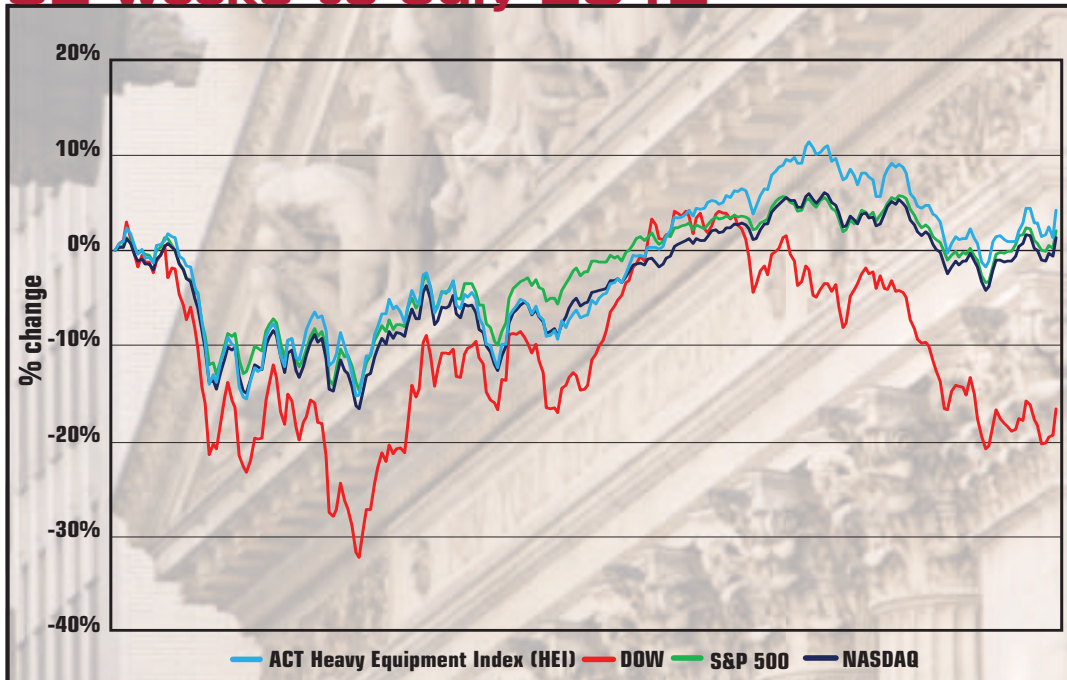
the construction industry have made the point that investment needs to be stepped-up to replace crumbling and worn-out assets. There is also the argument that America needs a long-term funding arrangement for infrastructure, rather than a series of short- to medium-term bills.

These caveats explain why the heavy equipment sector failed to enjoy much of a bounce on the announcement of the bill's passage.

More to the point, as ACT went to press, the second quarter results season was about to get underway. Investors will be waiting nervously for these to see what impact the problems in Europe and China have had on U.S. equipment manufacturers.

As ever, Caterpillar will be the bellwether. ■

## 52 weeks to July 2012



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







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In the event of a disaster,  
a strategic crisis  
management plan is  
important. **Terry Young**  
reports

# Managing a crisis

**E**very company should have a crisis management plan. Small and large companies need to consider the short- and long-term affects a disaster could have on their ability to maintain a competitive and profitable business.

A crisis that is not managed with a systematic approach will disrupt normal activities and create a negative image of your company. Your management, employees, insurance company, financial investors, competitors, customers and industry peers will be scrutinizing your ability to handle an emergency in a professional manner. Each company needs to have a team that is capable of implementing its company crisis management plan. Your supervisors and employees must be trained to call the

## SAMPLE EMERGENCY PLAN INFORMATION

- Stay calm
- Radio office or emergency number
- Check area for hazards
- Do not attempt to move an injured employee unless a life-threatening event exists.
- If qualified, provide First-Aid and CPR
- Secure the area
- Supervisor shall be designated to coordinate with customer
- Call the Team Leader or Secondary Team Leader
- Obtain medical history of injured employees from employee file
- Check names and phone numbers of injured employees

## EACH LOCATION OR PROJECT

- Coordinate with facility owner
- Conduct employee training
- Post emergency number, alarm codes
- Post emergency plan
- Post emergency evacuation routes
- Designate primary and secondary emergency routes and meeting points.
- Conduct a headcount using a current employee roster.
- If weather conditions dictate, establish the safest assembly location.

team leader for directions in the event of an emergency. The media should only receive approved information from the appointed spokesperson.

## The team

The team must be key employees and legal counsel that are trusted with confidential company information.

### THE SPOKESPERSON

The person selected should be comfortable speaking to the media and public. He or she should be able to take direction from the team leader, have good communication skills and be familiar with company policies, safety practices, safety awards, company history, accident history and project information. He or she should be prepared to learn the facts and details of the crisis, maintain a positive image of the company, stay confident and keep control of media during questioning and press conferences.

### TEAM LEADER/SECONDARY TEAM LEADER

The team leader is a management person designated to coordinate investigation and information provided to the spokesperson. Also, the team leader will notify the legal department, safety specialist, human resource manager, insurance company, CEO/president of the company and other management of the situation and provide guidelines of notification to the families affected. The team leader assigns a person to coordinate phone calls. He or she contacts the customers/owners and notifies all required agencies.

### PRESIDENT/CEO

The president or CEO should have all available information to provide additional leadership to the team leader. The president or upper management should contact the spouse or families in the event of an injury or fatality.

### SAFETY PROFESSIONAL

The designated safety professional provides knowledge and skills of securing the area, maintaining safe conditions and expertise in the accident investigation process.

### LEGAL REPRESENTATIVE

A legal representative experienced in crisis management will advise the company spokesperson and team leader before releasing information to the media.

### HUMAN RESOURCE MANAGER

Has knowledge in hiring process, benefits and company procedures.

## Notifying the family

If a company employee is killed or severely injured, the president or a member of upper management should contact the spouse/family members. If a fatality occurs that is related to your project, report this to your team leader, who will call counsel for legal advice.

Make arrangements to provide transportation for the spouse to the hospital. Have a supervisor or manager pick up the spouse. Child care or other provisions may be necessary. Airline travel, hotel and shuttle service may be necessary.

It is best to have a co-worker or the employee's supervisor present with the president when giving notification of a fatality. Be sure you can communicate with the family. You may need an interpreter. A minister and or physician may explain a critical or serious injury.

There is no easy way to tell a person a loved one has died. Decide on a short, brief, direct statement: John fell from the third floor, the medical staff did all they could, he died at 3 p.m.

A member of management should stay in contact with the family. This may be several days or many weeks. Providing financial assistance to cover travel, food and incidental expenses is a form of goodwill your company should consider.

The Human Resource Director should provide assistance with insurance benefits and supporting the family with making calls/arrangements. ■

**EDITOR'S NOTE:** This article is the first in a two-part series on developing and implementing a crisis management plan.



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## Commissioner Spotlight: Jorge Vial

**N**CCCO Commissioner Jorge Vial has

been involved in the crane industry in various roles since the late 1970s, including trainer, equipment manager, crane safety consultant and crane inspector. Reflecting his long-standing commitment to crane and lifting safety, he has been a Commissioner since 1998.

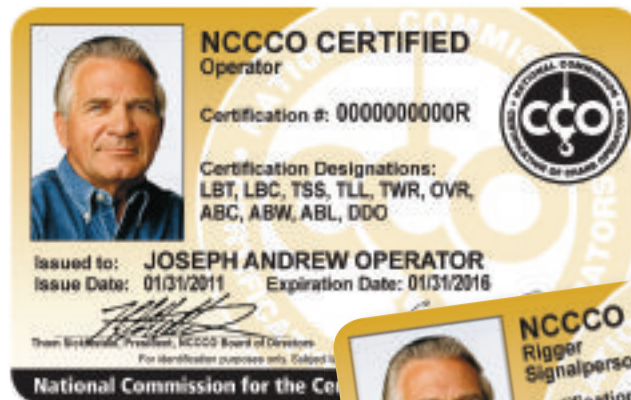
Jorge runs several businesses based out of Chile, so he brings a strong international perspective to the Commission. Jorge's long career has also included international assignments with Bechtel Equipment Services, Link-Belt Construction Equipment, and Fluor Daniel, among others. Reflecting this experience, Jorge is a strong advocate of NCCCO's developing exams in languages other than English to reflect the increasingly diverse workforce in the U.S. and the emerging need for certification programs for lifting personnel in other countries.

A central theme across Jorge's career has been a focus on crane safety, so his involvement with NCCCO has been consistent with his goals as well as those of clients and employers. "I aim to provide the same benefits to my clients as NCCCO brings to its stakeholders, namely a safer work environment for cranes, operators, and others involved with lifting activities."

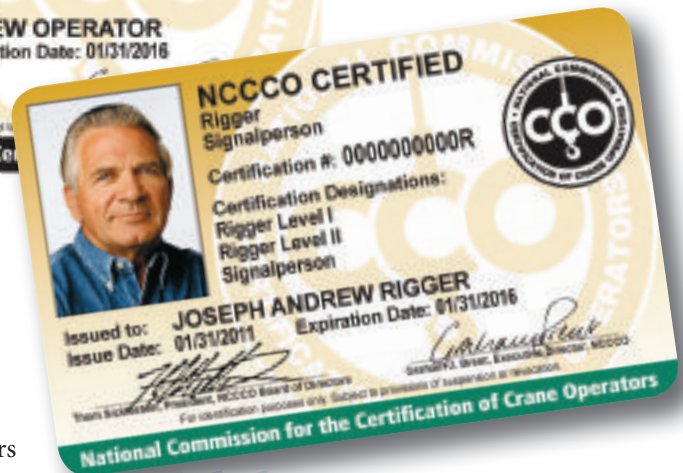
These days he focuses mostly on crane inspections with his company Vial Equipment Sales & Service. Jorge also currently serves as a training advisor for CEOP Ltd., a Chile-based company whose name translates to "Center for the Training of Professional Operators." CEOP enables clients to achieve production and safety goals by teaching operators and riggers to work efficiently and safely.

Jorge has other diversified businesses that keep him very busy, including a wine importing company in the U.S. that provides quality wines from Chile under the award-winning Viña La Torina label. He is also developing a small airline business, AEROVIAL, to provide services in Chile for his company and clients. For example, Jorge and AEROVIAL participated in flying emergency aid after last year's devastating earthquake. In addition, he is active as an officer in the Chilean Navy Reserve.

# NCCCO to issue separate certification cards



Mobile crane operators will receive a separate card if they are also certified as a rigger or signalperson.



**T**he National Commission for the Certification

of Crane Operators (NCCCO) has announced that it will issue separate CCO certification cards to CCO-certified crane operators who have also been certified in the CCO Rigger and/or Signalperson categories. Previously, all certifications were listed on one card.

The new cards will also reflect the full five-year certification period for each category. Previously, all certifications had a common expiration date, regardless of when the candidates passed the test(s).

Riggers and signalpersons who are not certified in crane operation have always been issued their own separate cards, and this policy is unchanged.

The new policy became effective July 2. However, previously CCO-certified crane operators who hold rigger or signalperson certifications will also be issued new Rigger and Signalperson certification cards at no charge. Mailing of the new cards to existing certificants will be completed by late summer.

"This major policy change will make it much easier for employers as well as state and federal authorities such as OSHA to determine the qualifications of those working onsite," said NCCCO Commission Chairman Kerry Hulse. "And it will ensure that certificants receive a full five-year certification period for each of the certification categories that they have earned."

**“** This major policy change will make it much easier for employers as well as state and federal authorities such as OSHA to determine the qualifications of those working onsite. **”**

**NCCCO Commission  
Chairman Kerry Hulse**

CCO certification cards are nationally accepted as official proof of certification, and the new cards have been designed to meet all federal OSHA and state requirements, including the need to have details about the certifications (such as the types of signals in which a signalperson is certified) readily available on the job site.

The launch of the separate cards ties in with a broader initiative for a new color scheme for all NCCCO-issued cards. While CCO Operator certification cards



continue to have a black band across the bottom, and Signalperson and Rigger cards have a green band, and Crane Inspector cards have a blue band. A brown band has been selected for Practical Examiner cards, while Auditors will be issued with a card that has a red band. The information on the back of the cards has also been tailored to reflect each program's particular requirements (more information on this change can be found at <http://www.nccco.org/news/Color-CodedCCOcards0712.html>).

The new policy of separate expiration dates does not affect the crane operator certification program, however. "All crane operator certifications will continue to have the same expiration date regardless of when new crane operator designations are added," said Joel Oliva, NCCCO program manager, Test Development.

NCCCO currently has nine crane operator designations, three crane inspector designations, two rigger designations, and a signalperson designation. New certifications for digger derrick operators and lift directors are currently in development for launch before the end of 2012.

## OSHA Crane Rule under the spotlight at Crane Conference

Crane operator certification requirements will come under the spotlight at the Specialized Carriers & Rigging Association (SC&RA) Crane & Rigging Workshop, to be held September 19-21, at the Marriott Louisville (KY) Downtown.

In a presentation titled "Are You Ready for 11/10/14? What Simply Reading OSHA's

Personnel Qualification Requirements May NOT Tell You," Graham Brent, executive director, National Commission for the Certification of Crane Operators (NCCCO), will address federal requirements for the qualification of crane operators, signalpersons, and riggers in light of interpretations recently published by the Occupational Safety and Health Administration (OSHA). He will also review options for the qualification of other personnel such as inspectors and lift directors.

"November 10, 2014 is 'D-Day' for compliance with the personnel qualification requirements of the new OSHA rule," said Brent. "And employers need to have laid plans for compliance well ahead of that deadline. We hope to bring some clarity to the process".

“ November 10, 2014 is 'D-Day' for compliance with the personnel qualification requirements of the new OSHA rule.”

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# A towering

When it comes to leadership in the realm of tower cranes, Peter Juhren's name is always mentioned. **D. Ann Shiffler** reports

**Morrow Equipment Company is the largest tower crane rental company in North America with a fleet of 550 tower cranes. Pictured are four Morrow tower cranes working at the California State Berkeley campus**

**A**s corporate service manager for Morrow Equipment Company, Peter Juhren travels near and far, overseeing the company's global service operations. Besides managing Morrow's service department operations and personnel around the world, he also directs the spare parts department, an extensive operation that warehouses and ships parts for every piece of equipment Morrow owns. He also oversees the company's purchasing department for inventory, supplies and support equipment.

And if that weren't enough, one of Juhren's most important and engaging jobs is handling the operation of Morrow's state-of-the-art training center, a 10,000-square-foot facility located at the company's headquarters in Salem, OR. He assists Morrow's corporate safety director in developing and implementing policies to ensure a safer work environment and code compliance, and liaisons with governmental regulatory bodies.

Juhren has been in the tower crane business since he was 22, when after graduation he began trying to decide what to do as a career. "I took a temporary job cleaning up the shop with American Pecco in Millwood, NY in October of 1980," he says. "I soon became fascinated with the tower cranes, and

with the help of a great mentor, Gerhard Langer, I moved to a field service technician position in January 1981."

He went on to manage the service operations of several district offices around the country for American Pecco, starting in San Francisco in 1981, New York from 1984 to 1990, and then Atlanta from 1990 to 1994. In November 1993, Morrow Crane and American Pecco merged, and he has been corporate service manager for Morrow since then.

Juhren has immersed himself in the business of tower cranes, working closely with tower crane manufacturers regarding product improvements, quality and new product development. Due to his longevity in the industry and knowledge of the tower crane product, he has been a dutiful volunteer in organizations such as the SC&RA, NCCCO and OSHA to establish tower crane operator certification and enhance tower crane safety. We caught up with Juhren in July to talk about what is going on in the tower crane industry.







# career

## WHAT IS THE MOST CHALLENGING PART OF YOUR JOB?

In my position I face many challenges daily. In recent years, the changes regarding regulations have had a major impact on everyone in the industry. Keeping up with these changes presents challenges regularly as states continue to implement their own programs, and everyone is adapting to the new OSHA regulations that became effective November 2010.

Morrow developed a comprehensive QA/QC program three years ago in order to improve the quality of the machines we provide to our customers and to ensure we are in compliance with these new regulations. Ensuring that we have a trained and qualified support staff for our customers is an on-going challenge as the demands of the industry change accordingly.

We have a continuous training program for all of our staff to ensure they are up to the newest challenges both with the equipment and regulation compliance.

## TOWER CRANE SAFETY SOMETIMES APPEARS TO BE A BIGGER ISSUE THAN CRAWLER OR MOBILE CRANE SAFETY. WHY DO YOU THINK THIS IS THE CASE?

I don't believe the issue regarding safety with tower cranes is a bigger one than encountered by other types of cranes. The environment in which tower cranes operate, such as densely populated urban cities, coupled with the extreme heights they achieve, magnifies the impact and damage when a catastrophic failure occurs.

Historically, a tower crane collapse results in multiple deaths and severe property damage. Categorically, mobile cranes have a much higher incident rate but do not usually result in the same magnitude of destruction.

After a string of high-profile accidents involving tower cranes in 2007 and 2008, the industry has gone through a major change in both regulations imposed on the industry and conscientious companies looking to eliminate risks within their organizations and improve

Peter Juhren is the corporate service manager for Morrow Equipment Company. Juhren became involved with NCCCO in 2004 when, as a member of the Tower Crane Task Force, he helped develop the Tower Crane Operator certification program. He currently serves on the NCCCO's Tower Crane Management Committee and the Ethics and Discipline Committee, which oversees certificant conduct and adherence to the Code of Ethics

overall safety. The most important factor here is to ensure you have a trained and qualified workforce and that every operation and procedure is carried out correctly without cutting corners in the interest of time.

## YOU WERE A PART OF THE TEAM THAT DEVELOPED NCCCO'S TOWER CRANE OPERATOR CERTIFICATION PROGRAM. HAS THE PROGRAM MET ITS GOALS? ARE RECERTIFICATION RATES AS HIGH AS WAS EXPECTED?

The Tower Crane program has surpassed the goals originally envisioned. When you consider the population of working tower cranes in the U.S., there are approximately 3,000 CCO-certified tower crane operators registered.

Currently the recertification rate is about 70 percent, which is above industry standards and continues to remain positive. In 2008, New York City required CCO-certification for operator's Class "C" license, and recently has added the program as the basis for its Class "A" and "B," which tower crane operators fall under.

The upcoming November 2014 mandatory requirement by OSHA that all crane operators be certified will have an impact as well, and the anticipated last minute rush for operators to meet this deadline will see a marked increase similar to that seen in California in 2004-2005 when certification became mandatory.

## THE TOWER CRANE MARKET WAS HIT HARD BY THE ECONOMIC DOWNTURN. HOW DO YOU CHARACTERIZE THE MARKET AT THIS TIME? HAS THE MARKET FULLY RECOVERED?

This was the most dramatic downturn ever seen in this industry, which resulted in the failures of several major companies in the tower crane industry in the United States.

Companies saw their fleet utilization go from nearly 100 percent in 2007 to under 30 percent in 2009.

In addition to the reduction of



## Morrow's Liebherr 540 HC-L performs the heavy lifting at a coal-fired power generation facility near Boston, MA

PHOTO: Tim Birrenbach, Morrow Equipment Company

utilization, rental rates dropped substantially as companies competed for the little work there was.

Currently the market has seen a slow return, and utilization has improved steadily over the past 12 months, but is still not near healthy levels.

Rental rates have stayed depressed and have not risen proportionately to the increase of utilization, and sales of new cranes are, for the most part, nonexistent with the glut of used cranes still on the market.

The West Coast of the United States is seeing a marked return as well as the Southeast, particularly Texas, which remained relatively active throughout the downturn. The Midwest and Northeast regions are still soft.

We believe that the market should continue an upward trend in 2013 as long as the economy continues to improve and does not fall back into a recession.

### YOU ARE VERY ACTIVE IN NCCCO AND WITH ASME B30 COMMITTEES. WHAT DO YOU DO FOR THESE GROUPS AND WHY ARE YOU INVOLVED IN THEM?

As a company, Morrow is committed to a safe industry and using the expertise we have to improve safety nationwide by participating with organizations and governmental agencies dedicated to making the industry safer. Morrow has been a financial supporter of the program from the beginning, and we continue to support this organization.

In 2003, I joined the NCCCO Tower Crane Task Force to develop the program, and currently I am a member of the Tower Crane Management Committee, which manages and continually updates the program. I am a past commissioner and currently sit on

the board of directors for NCCCO.

I joined the ASME B30.3 Subcommittee for Tower Cranes in January 2000, and was appointed the chair of the committee in 2003. I was elected to the ASME main committee in 2005.

Both of these organizations are dedicated to creating a safer work environment, and I believe the ongoing commitment of experts and professionals in the industry dedicating their time voluntarily with the financial support of companies such as Morrow to enhance safety and increase awareness will leave the industry better than when we first walked into it.

### WHAT IS IT ABOUT THE TOWER CRANE AS A LIFTING MACHINE THAT IS INTERESTING TO YOU/INTRIGUES YOU?

I find tower cranes just as fascinating today as I did when I started in this industry 32 years ago. The concept of

the entire working parts of the crane at the top and the balancing act required to maintain stability intrigues me.

The ability to take a crane, erect it on a small footprint, and be able to climb by itself without another assist crane as high as the structure it is building, then climb itself back down is ingenious.

The changes in technology are also fascinating. Today the control systems are PLC controlled with variable frequency drives, and sensors instead of limit switches. I've been fortunate to see this technological progression over the years, and I'm sure more is in store in the future.

### WHAT DO YOU LIKE TO DO WHEN YOU ARE NOT WORKING OR VOLUNTEERING YOUR TIME TO TOWER CRANE SAFETY?

I'm not sure anyone in the crane business is ever not working, but I do enjoy playing golf to relax. I also enjoy restoring old cars like the 1969 Ford Mustang I did with my two sons a few years back.

I recently took up cycling which is also a great stress reliever, and I am in the process of crossing off one of my bucket list items and taking flying lessons for my private pilot's license. I have wanted to fly planes since I was in my early teens and life just seemed to speed by.

“

I find tower cranes just as fascinating today as I did when I started in this industry 32 years ago. The concept of the entire working parts of the crane at the top and the balancing act required to maintain stability intrigues me.

”







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**Mike Parnell** discusses his best rigging tips through the years

# Tips for

Every day there are thousands of rigging jobs that are successfully performed and go unnoticed due to their uneventful nature. Certainly there are rigging tasks that don't end well and they result in property damage, injury or death.

Rather than bombard our folks in the field with the negative war stories, the message can be easily relayed by using homespun humor in order to plant the seeds of "right and wrong." Let's see how many "tips" you have received over the years out of the following collection.

## *Have you met Tinker's 3-finger Uncle Stumpy?*

**TIP:** When tightening slings around a load while lifting with a crane, keep your hands and fingers from between the sling and load. All portions of the human body shall be kept from between the sling and the load, and from between the sling and the crane hook or hoist hook.

*Stinker likes to twist chain sling legs to help level a load. He brags about training his slings, because some of the chain links are so permanently twisted the sling rotates when hung from the hook. Stinker's reputation as a "sling trainer" is known far and wide.*



**ABOVE:** Rigging over the center of gravity will help keep the load level

**RIGHT:** Sling protection and smooth hooks should be used with synthetic rigging

## THE CHARACTERS

Two characters that you might have met in some of Mike Parnell's previous articles are **Stinker** and **Tinker**, along with their extended crane and rigging family. Parnell invites readers to "enjoy these tips and share them as you wish."



## THE AUTHOR

**Mike Parnell** is president of ITI – Field Services, a leading provider of crane and rigging, training and consulting. He can be reached at [mike@iti.com](mailto:mike@iti.com).



**ABOVE:** Straightening chain legs helps avoid link damage from twisting



# the trade



The upper rigging shackle helps gather all of the slings

**TIP:** Twisting chain sling legs to help shorten them can damage the links, cause a significant loss of strength or failure at low tensions. It may produce torsion to the crane hook or load connection point. Slings shall not be shortened or lengthened by knotting or twisting.

**TIP:** Heating and bending a come-a-long or sling hook back into its original shape will cause loss of strength in the hook and can result in failure under load. Damaged components shall be replaced and not repaired.

*If you ever get a hankering to fix something, leave hooks off the list. Take up car body work, welding ornamental bird cages or fixin' old dirt shovels, but don't get the torch out for a hook, ya' hear?*

**TIP:** When turning a load, sling damage can occur quickly and with deadly results. Make sure the slings aren't cut, friction damaged or ripped against the load's edge or corner during the turn.



It's important to determine the right rigging for each job

**TIP:** Use a spreader bar if possible to keep the slings from contacting the load.

**TIP:** Rig slings with their rating tags up towards the hook, and not on the load where they can get damaged or ripped off.

*It's amazing how slow a load can go up and how fast it can come down after the slings get cut. Stinker's dad used to say, "Remember, you signed up for a rigging job, not a drop test."*

**TIP:** When necessary, cut-proof (high p.s.i.) sling protectors or corner-rounds between the sling and a load contact point, to avoid damage to the sling. Edges in contact with the sling should be padded with material of sufficient strength to protect the sling.

**TIP:** When using a winch line and rigging blocks, remind everyone to stay out of the bight. (The bight is the interior angle formed by the line as it is routed through a block system.) If a sling, shackle or rigging block fail, the whole shooting match may scream forward and take out members of the crew.

*You may have to get Jethro to do some ciphering, but it will be worth it to not have the slings get overloaded and possibly fail 'cause we didn't do our "gazentas." You know, 2 gazenta 8, 4 times.*

**TIP:** When rigging with slings of different length due to an offset center of gravity, always take the time to have a qualified person calculate the net load at each pick point, and the resulting sling tension based on angle.



Braided wire rope slings and large shackles are used for a large lift



Using a chain hoist can help level the load

>31



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**Chain slings are more robust for load corners**

**TIP:** A web sling with permanently attached rigging hardware can require some extra attention. The bearing area between the hardware and the "hidden" sling webbing can get chaffed and cut. Inspect all sling types at their hardware connection points.

*Tinker never minded the smell of burnt webbing until one day while lifting a freshly welded pipe; it planted itself right next to him and trapped his boot lace in the ground.*

**TIP:** Avoid contacting synthetic web slings and roundslings with hot loads. These types of slings should not be used with loads in excess of 180°F.

*Stinker calls his web sling set the "Florida Collection," because they get more than 300 days of sun each year.*

**TIP:** When web slings are affected by ultraviolet rays, their strength can be reduced by 50 percent or more.

*Tinker has his own sling removal program. He decided that since the crane is stronger than he is, he lets it pull the rigging out from under the load.*

**TIP:** Do not pull slings out from under a load with a crane. The load can flip over, the slings can get damaged and the slings can smack the living snot out of the rigger.

**TIP:** The bow of a shackle is where two or more slings should ride. The shackle pin is fine for the crane hook or a single sling.

*"What goes zing, thud?" The shackle flying off the sling after the body rolls the pin out, and the load hitting the ground.*

**TIP:** Put the shackle pin to the sling eye, not on the body, when creating a choker hitch.

*Hey Stinker, did you miss the day in pre-school where they taught you about Lincoln logs?*

**TIP:** Use hardwood blocking to build a solid and level foundation for the load to rest on. Don't stack cribbing more than twice as high as the cribbing base is wide.

*"Hey Tinker, I got this load ready! You didn't think I was smart enough to shrink this sling." (He tied four overhand knots in it.)*

**TIP:** Knots in slings can reduce their tensile strength by 50 percent. All sling types can be affected by knots; alloy chain, wire rope, metal mesh, synthetic rope, synthetic webbing and roundslings, and fall arrest lanyards aren't any different. Knots in rigging gear can be deadly.

**TIP:** Attaching the lower hook of a single leg chain sling into the upper master link doesn't produce a basket hitch capacity. Its rating is still only that of a single leg.

**TIP:** The sling hook needs to by-pass the master link and get connected to the crane hook to achieve a basket hitch rating.

*Cousin Walter carries the nickname "Dumper." About once a month he tries to reach for too much real estate with his slings and ends up with a dumped load.*

**TIP:** When a bundle of pipe is rigged with two choker or basket hitches, their angle should be at or above 60 degree from horizontal. If the slings slide toward the center during the lift, they likely will not

**A dynamometer helps confirm load distribution for spreader bar lifts**



travel at the same rate or distance, causing the load to tilt and slide out through the slings.

**TIP:** The rigger should use a tagline whenever possible. It puts distance between him and the load and the tagline can help start or stop load rotation as needed.

Little tips in life help all of us. Use a little humor to spread the word about good rigging practices. Laughing to avoid an accident is better than what happens after one. ■



**The use of a master link and sublinks help equalize sling leg loading**



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The market for tower cranes is slowly improving from its trough in 2009.

**D. Ann Shiffler** reports

# Birdseye view

BY THE NUMBERS

## TOWER CRANES

1,325

## TOTAL CAPACITY

383,746  
tonne-meters

## BRANCHES

189

## EMPLOYEES

12,177

**D**efining tower crane penetration in North America is a challenging process, especially during a down market. The good news in 2012 is that demand for tower cranes is slowly increasing, according to rental companies. And additional good news is that tower cranes are being used on more projects than just tall buildings.

Through the downturn, contractors found tower cranes to be efficient and cost-effective machines doing refinery work, on highway and bridge jobs and mass transit construction. In our Site Report on page 48, Turner Construction is using a Kroll 1800 to build transit stations in Seattle, WA. The small

footprint of the crane and its ability to do heavy lifting and general hook work convinced the contractor to use the crane for longer than was initially anticipated.

In this year's **ACTTOWERCRANE50**, *American Cranes & Transport* surveyed more than 100 crane rental companies about their tower crane fleets. This year, 23 firms make our list, up three from 2011, our first year to publish a tower crane list and index. Like our other popular top lists, such as the **ACT100**, **ACTTRANSPORT50** and **SPECIALIZEDLIFTING50**, we rank the companies by their tower crane index,



PHOTOS COURTESY OF ALL ERECTION & CRANE RENTAL

## Top 10 largest tower cranes

RANK	COMPANY NAME	LARGEST TOWER CRANE	CAPACITY
1	JF Lomma Inc.	Favco 1280	100
2	Eagle West Cranes	San Marco SMT 551	90
3	Linden Comansa America	Linden Comansa 30LC 1450	64
4	Morrow Equipment	Liebherr 1800 C	60
5	JayDeeContractors	Kroll K1800	60
6	Maxim CraneWorks	Terex Comedil CTL 630-32	35
7	Oxford Builders	Terex Comedil CTL 630	32
8	Bigge Crane and Rigging	Terex Comedil CTL 630	32
9	Allegiance Crane	Terex Comedil CTL 630	32
10	AmQuip	Potain MR 615	32

which is calculated by adding together the maximum load moment rating, in tonne-meters, of all the tower cranes in a company's fleet.

We are going out on a limb calling our list the **ACTTOWERCRANE50**, but we are convinced that there are 50 tower crane companies operating in the United States, Canada and Mexico. The challenge is finding these firms and getting them to fill out and submit our surveys. But we are up to the challenge.

At the top of our 2012 list is Morrow Equipment, a 24-location, worldwide tower crane rental company. The company's tower index comes in at 182,600, which is considerably high compared to our second-place company,

>34

RANK 2012	RANK 2011	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
1	1	Morrow Equipment	USA	24	243	Worldwide	Christian Chalupny, president
2	2	AmQuip Crane Rental	USA	12	580	National	Dennis Bates, vice president, tower division
3	3	All Erection and Crane Rental	USA	29	1,500	Worldwide	Michael Liptak, president
4	9	Oxford Builders Supplies	Canada	2	20	Worldwide	Mike Demelo, vice president
5	4	Maxim Crane Works*	USA	32	1,800	Worldwide	Art Innamorato, CEO
6	5	Coast Crane/Essex Crane Rental	USA	20	265	National	Ron Schad, president
7	7	JF Lomma*	USA	6	175	National	James Lomma, president
8	8	Allegiance Crane & Equipment	USA	4	128	Worldwide	Jim Robertson, president
9	6	Linden Comansa America	USA	11		Worldwide	Edward Sidenstricker, NA sales director
10	NEW	RMS Cranes*	USA	2	65	Regional	Cody Gilliland
11	10	Skycrane Limited	Canada	2	10	Worldwide	Jim Howard, president
12	11	United Crane & Rigging*	USA	2	35	Regional	Robert Hileman, president
13	12	Dielco Crane Service*	USA	1	95	Regional	Richard Dieleman, president
14	13	Crane Rental Corporation	USA	3	99	National	Alan Ashlock, president
15	14	Eagle West Cranes & Equipment	Canada	4	21	National	Gerry Wiebe, vice president
16	NEW	JayDee Contractors	USA	3	250	National	Michael DiPonio, owner/project manager
17	NEW	Compass Equipment	USA	2	12	National	Kelly Hadland, CEO
18	15	Bigge Crane and Rigging	USA	10	350	National	Joe Nelms, vice president
19	16	Guay*	Canada	18	450	National	Jean-Marc Baronet, president
20	17	Jcrane Inc.*	USA	2	13	National	Jack Stull, president
21	18	Auriga*	Mexico	2	100	Worldwide	Jose Perez, president
22	19	The Walsh Group*	USA	1	6,000	Worldwide	Matthew Walsh, president
23	20	Connelly Crane Rental Corp.*	USA	3	70	Regional	Michael Connelly, president

\*ACT estimates

AmQuip, with an index of 44,239 and third place All Erection, with an index of 36,705. However, it is only fair to note that AmQuip and All Erection both own huge fleets of mobile cranes, crawler cranes and other cranes, while Morrow primarily is a tower crane company that also rents hoists, port/harbor cranes and

concrete equipment.

In terms of number of units, Morrow again is the number one company with 550 units in its fleet. Coast Crane/Essex Crane Rental, All Erection and AmQuip rank second, third and fourth in terms of fleet size with 110, 93 and 86 tower cranes respectively.

## Top 10 largest number in fleet

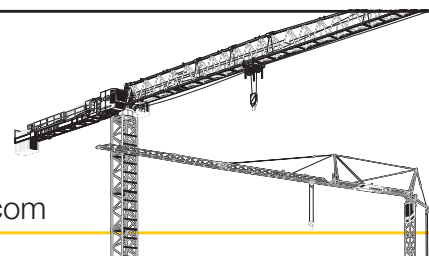
RANK	COMPANY NAME	LARGEST TOWER CRANE	TOTAL IN FLEET
1	Morrow Equipment	Liebherr 1800 C	550
2	Coast Crane/Essex Crane Rental	Potain MD 560A	110
3	All Erection and Crane Rental	Potain MR 605 B	93
4	AmQuip Crane Rental	Potain MD 615	86
5	Maxim Crane Works*	Terex Comedil CTL 630-32	81
6	JF Lomma*	Favco 1280	60
7	Eagle West Tower Cranes	San Marco SMT 551	50
8	Dielco Crane Service*	Potain MD 560-M40	40
9	Oxford Builders Supplies	Terex Comedil CTL630	35
10	Bigge Crane and Rigging	Terex Comedil CTL630	35



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WEBSITE	LARGEST TOWER CRANE IN FLEET	LARGEST TOWER CRANE APPROX. CAPACITY (T/M)	NUMBER OF TOWERS IN FLEET	ACT TOWER CRANE INDEX
morrow.com	Liebherr 1800 C	60	550	182,600
amquip.com	Potain MR 615	32	86	44,239
allcrane.com	Potain MR 605 B	32	93	36,705
oxfordbuilders.ca	Terex Comedil CTL630	32	35	19,509
maximcrane.com	Terex Comedil CTL 630-32	35	81	17,830
coastcrane.com	Potain MD 560A	25	110	17,289
jflommainc.com	Favco 1280	100	60	10,850
allegiancecrane.com	Terex Comedil CTL630	32	24	10,090
LCAcranes.com	Linden Comansa 30 LC 1450	64	26	7,200
rmscranes.com	Potain MD 485 B	25	17	5,600
towercranes.net	Terex Peiner SK 415	20	25	5,541
unitedcraneandrigging.com	Linden Comansa 21LC 550	20	15	5,508
dielcocrane.com	Potain MD 560-M40	25	40	4,785
cranerental.com	Terex Peiner SK 415	20	9	3,886
eaglewestcranes.com	San Marco SMT 551	90	50	3,437
jaydecontr.com	Kroll K1800	60	1	1,800
compassequipment.com	Potain MDT178	8	17	1,105
bigge.com	Terex Comedil CTL630	32	35	878
gruesguay.com	Terex Peiner SK 315	20	28	403
jcrane.net	San Marco SMT 552	23	7	320
auriga.com.mx	Potain MC I 85A	5	2	200
walshgroup.com	Potain MR 415	24	9	163
connellycrane.com	Terex Peiner SK 415	20	6	75



**Tower cranes are being used on different types of jobs, including refineries, highway and bridge projects and transit station construction**

Cities across the country often shared their skylines with tower cranes, but over the course of the last few years, tower cranes at work have dwindled in numbers, though they are starting to make a comeback.

Morrow Equipment Company's Corporate Service Director Peter Juhren

says the tower crane market is recovering from "the most dramatic downturn ever seen in this industry." In our Interview on page 24, Juhren offers interesting insight into the tower crane market. He says that while rental rates are still weak, utilization is improving, especially in the Southeast and on the West Coast.

### Disclaimer

As with all our lists, we work to ensure the accuracy of the information published. *ACT* and its editors are not responsible for inaccuracies or errors provided by the companies in this list.

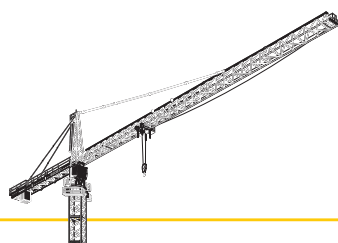
In some cases, the information on the **ACTTOWERCRANE50** was estimated due to incomplete or inconsistent data submitted. The *ACT* Tower Crane Index is the sum of the actual maximum lifting capacities (load moment rating in tonne-meters) of all tower cranes in a fleet. *ACT* editors rely on the integrity of the companies that submit this data for accurate information.

In the case of largest cranes in a fleet, for consistency, some capacities were adjusted to load moment rating in tonne-meters.

*ACT* editors are planning to grow the **ACTTOWERCRANE50** exponentially in 2013.

Whether your company has one or dozens of tower cranes, you should be on this list.

To receive a 2013 survey, email D. Ann Shiffler at [d.annshiffler@khl.com](mailto:d.annshiffler@khl.com) or call (512) 863-9215.



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**ACT** presents a hodge-podge of lifting projects that required specialized engineering, equipment and expertise. **D. Ann Shiffler** reports

# 'Wow' factor

## The Flying Gantry

Schuler is a global leader in the metal forming industry, producing machining presses for plants around the world. In 2004, the company had a project in Puebla City, Mexico to install the largest and most advanced press at that time.

"We looked at the Mexican market and we could not find a rigger with trustable and certified equipment, therefore we contracted with a German rigging company to move all the rigging equipment from Germany to Mexico," says Stefan Antel, CEO. "In 2005, Schuler – Muller Weingarten decided to open a service station in Mexico. Every job that we quoted with rigging was lost, not only because of the cost, but also because there was no certified equipment available.

In 2007, the company decided to get into the rigging market, purchasing a 400-ton gantry. Today Schuler Mexico is a leading rigging company for press installation.

Much of Schuler Mexico's lifting equipment was designed by engineer Dieter Abele especially for press installation. The company's engineering department fabricated some of the equipment needed to install presses.

### Turn-key solution

An example of the innovation of Schuler's rigging innovation involved the disassembly of a 1,500-ton Verson lead press in a press line of five presses, the reconstruction of the foundation for a new 2,500-ton Schuler hydraulic press, refurbishment of two crowns and new overloads, moving bolster drives and bolster clamps on four presses.

Challenges of the job included a very tight eight-week window from start to finish, a turn-key solution and no interruption of other production activities around the press line.

"Looking at the timeline and the description of work, it was clear that this work could not be done with a conventional gantry system," says Antel. "A new stacking method had to



**For a complicated press installation and restoration project, Schuler Mexico created the Flying Gantry**

be developed. Looking at the overhead cranes, it came to our mind that we could use a combination of lifting systems in order to de-stack and restack the presses."

Antel says the solution was to design a new lifting device, now known as The Flying Gantry.

The lifting device has two main beams which, at the same times, are charged with air pressure. Two crossbeams were designed with hydraulics and the electronic systems installed. Connected to the cross beams are four hydraulic cylinders which can be driven via remote control independently.

"Between the crane hook and hydraulic cylinders are load cells to get the readings done which we monitor through the whole lifting cycle," says Antel. "In order to take the crown down, we placed the two main beams under the crown. "Then with each crane we lift the cross beams until we touch the bottom of the crown. The first lift then is hydraulically lifted with the movements of the crane. After seeing



**The Flying Gantry can be transported on one truck and can be set up in less than a day. The center of gravity can be adjusted by the hydraulic cylinders and the entire system is remote controlled**

the readings on the remote display we know that the cranes are not overloaded and lower the crown with the cranes in one-step."

A normal gantry, which the company also owns, takes about three truckloads to move while the Flying Gantry can be transported on one truck. Mounting the Flying Gantry takes less than a day and the lift takes less than two hours. The center of gravity can be adjusted by the hydraulic cylinders and the system is also remote controlled.



The Mammoet MSG 80 recently completed a complicated job at the Imperial Oil Refinery in Edmonton, Canada

## MSG 80 gets it done

Mammoet's MSG 80 Jacking System is specialized lifting machine designed for heavy lifting of huge components at refineries and other industrial facilities around the world. In March 2012 the MSG 80 completed a complicated job at the Imperial Oil Refinery in Edmonton, Canada.

The MSG Jacking System is a mobile sliding gantry, with the bottom part working on a push-pull system, which makes it slew. Six-hundred-ton strand jacks allow it to boom up and down. There are two strand jacks in each back mast section. With four 900-ton strand jacks on the tip of the boom, the MSG 80 is capable of lifting 3,070 tons.

Mammoet Canada Western requested the use of the machine for a Cat-Cracker Replacement (CCR) at the Imperial Oil Refinery (division of Mobile Exxon). Twelve lifts were required (six components moved out and six new ones in) according to Jamie MacDonald, Mammoet Canada Western project manager.

It's usually used for heavy lifts as its total tonnage is capable of lifting 3,070 tons. The MSG can be out-fitted with four 900-ton strand jacks on the tip of the boom.

This job only required one 900-ton strand jack as the lifts did not exceed 900-tons.

"Typically the MSG only goes into a project and does one or two lifts, so that's why this project is a milestone with 12 lifts," says MacDonald. "The reason we needed this lifting device was because we had to work so far away. All of our lifts were 300-plus feet away."

While the look of the lifting device resembles that of a ring crane, the

configuration is considered a gantry that comes to one point and lifts off of a single point, MacDonald says.

For these lifts, 40 containers were needed as counterweights. MacDonald says 32 containers were filled with gravel and eight containers are filled with steel ballast counterweight.

To ship the crane it requires 126 containers. Each of the 20-foot boom sections have are capped and they become self containers.

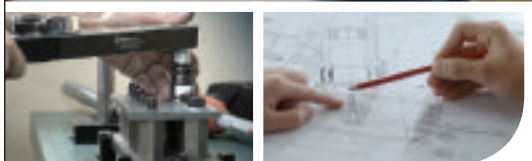
For this particular job, the first containers landed in Vancouver in early January 2012. By March 5, Mammoet Canada crews began assembling the crane. The shutdown occurred during mid May and through June 20 for all the lifts to be made. MacDonald says the MSG was being disassembled and would be completely off site in late July. The MSG 80 will be ready to ship back to Saudi Arabia in late August as containers get packed up and maintenance completed. ■

**While the look of the MSG 80 resembles a ring crane, the configuration is considered a gantry that comes to one point and lifts off of a single point**





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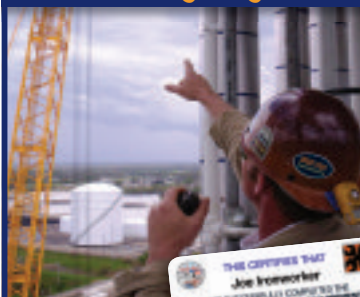


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The power plant components were delivered to the ALT system from a lay-down yard on Crane Rental's 15-line Goldhofer



## Crane Rental develops ALT

Orlando-based Crane Rental Corporation was recently challenged with a job that involved lifting a steam turbine generator and a steam turbine onto a concrete pedestal at a Florida power plant. The steam turbine generator weighed 805,480 pounds and the steam turbine weight 377,000 pounds. The two components needed to be lifted onto a pedestal that was 44 feet tall.

To complicate matters, the concrete pedestal was surrounded by structural steel. There was only one access point, a 45-foot-wide by 50-foot-long space that was about 37-feet in front of the pedestal. While a large-capacity crane could have

hoisted the equipment over the steel structure, there was not enough room on the jobsite to accommodate a large crane.

Crane Rental's team assessed the situation and came up with an interesting solution that involved combining select equipment into an ALT (Alternative Lifting Tower) to accomplish the heavy lifts. The combined equipment included a base comprised of tower crane sections, 500-ton J&R Engineering gantries to lift the loads; a jack and slide track; crossbeams; and four 132-ton strand jacks to move the units into place.

Additionally, six large I-beams were placed under the gantry tracks to span the 37 feet of structural steel directly in front of the pedestal, as it could not support the load.

The power plant components were delivered to the ALT system from a lay-down yard on Crane Rental's self-propelled 15-line Goldhofer hydraulic platform trailer.

Additional support equipment included the company's GMK5240 used to set up and disassemble the ALT and an employee with a level in a 100-foot man-lift to ensure the loads remained level during the process. Crane Rental also supplied an experienced crew of qualified riggers and signal persons to complete the lift.

The entire project, from initial set-up to moving off the site when done, took 17 days and was completed safely with no loss time injuries, according to Crane Rental's Shannon Duvic.

## Mobile gantry market thrives

The market for rubber-tired gantries has seen the best uptick since 2008, says Kurt Minten of Shuttlelift. "The market seems to be geared toward concrete and construction markets and some work in the fuel industry."

But not all markets are improving, he says, including the wind market, which is flat. "All the talk at the Wind Power show was about government subsidies – will they go into next year? If they don't, the wind market will crumble."

Minten says customers have quit sitting on their wallets. "A lot of companies, through downsizing and making things lean, are in good shape financially. They have the money to spend on equipment."

Minten says the Shuttlelift SB series has been its best selling crane. The single beam crane is targeted to factories where overhead cranes are being used. Models can lift from 15 to 100 tons.

In 2012, Shuttlelift introduced the DB series, a machine designed to go after the commodity markets – steel, concrete and the like. It was designed to be budget friendly, but it's a good feature machine.

Shuttlelift also offers its ISL model of cranes, which Minten terms as very high end and technical. "We have cranes with Boeing and NASA, who are very demanding customers. What we did with the ISL (since 1985), is we've always tried to make that the only model. But it never appealed that much to the commodity markets so [we took off] all of the technical portions and kept the high quality but made a simpler structure to appeal financially to the commodity markets."

**Shuttlelift gantries can travel in and out of buildings giving the owner flexibility both indoors and out**



**Crane Rental's team developed a solution to lift components at a power plant by creating an alternative lifting tower**



# Tailor-made tailing

Fagioli has long been an innovator in the realm of specialized lifting and rigging. When the company's engineering team was challenged with skidding and lifting two slurry reactors weighing 1,916 tons each, it was decided that a tailing structure would need to be designed. Due to the size of the reactors and refinery conditions, an innovative safety procedure was also developed for lowering the swivel system.

The client was Saipem Eni, which was constructing a new refinery in northern Italy. Fagioli was awarded the job in January 2011 and by June 2011 had accomplished the installation of the largest reactors ever installed in Italy, according to Fagioli's Edoardo Ascione.

The two reactors weighed 1,916 tons and measured about 183-feet tall and 17.5-feet in diameter. To perform the installation of the two reactors, Fagioli designed a structure that would perform the tailing operation during the hoisting phase.

Fagioli designed a structure mounted on four skid shoes. This system allowed the power of the two L600 strand jacks with the stability and reliability in terms of horizontal movement of the skid shoes.

Fagioli's team used an unguyed tower lift system that measured about 262-feet tall and rigged with four L600 strand jacks mounted on top of the tower lift system.

Equipment used for the project included 80-axle lines of SPMT; a tailing frame; a jack support beam assembly; two L600 strand jacks; four skid shoes; a tower-lift system; four L600 strand jacks and a swivel system.

The reactors were pushed into position



**Fagioli designed a tailor made tailing structure mounted on four skid shoes instead of utilizing a crawler crane as a tailing system**

**Through a system of jacks and rollers, Fagioli managed to lift and move the structure with the swivel system in a horizontal fashion**

horizontally by the tailing structure skidding on the tracks and lifted at the same time in vertical position by the strands. Once the reactor was completely held by the tower lift, it was lowered onto its foundation.

## Safety swivel system

To perform a safer procedure during the lowering of the swivel system, Fagioli's team came up with a new safety concept. In some cases, when a reactor has been erected onto its foundation in a vertical position with a tower lift system, there are some problems in lowering the swivel due to the restricted space. For this reason it's necessary to use forklifts to lift the riggers/operators at a considerable height to create the indispensable room to allow the swivel to be lowered on the ground.

The idea was to put crosshead beams mounted on top of the tower lift system to perform a skidding translation operation. The translation of the crosshead beams is necessary for lowering to the ground the hanging system made of the spreader beam, swivel system, link connector plates and devices.

The weight to be lifted and skidded was about 265 tons, including the hanging



system and wire strands, with a total weight of 100 tons. The crosshead beams, L600 jacks and JSB weighed 140 tons. The weight hanging system at the beginning of fall was 77 tons.

Through a system of jacks and rollers, they lifted and moved the structure with the swivel system in a horizontal fashion. "This ingenious procedure allowed the swivel to move over the reactor, ready to be lowered and dismantled later on at ground level," Ascione says.

Fagioli performed a test load of 2,400 tons to test the system and guarantee maximum safety during the actual installation operation.





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# Amazing retrofit

Barton Malow Company was challenged with installing a large IHI press at an automotive plant in Pontiac, MI. On initial review, it was noted that several of the components were too large for their 1989 Lift System Model 4800 gantry to lift alone, both in terms of height and weight. It was determined that a critical eight-leg lift would be safer and more efficient than making multiple lifts of the multi-section crown. The rigging plan presented by the Barton Malow team convinced the customer that this was the safest method for the installation.

Barton Malow's Jim Cubba and John Wozniak contacted Rigging Gear Sales to determine if the Model 4800 gantry could be retrofitted with a CARL control system to complete the job, and if a new Power Tower gantry system could be synchronized with the older gantry. "The challenge was to synchronize two machines of different vintages, capacities, operational speeds, operational characteristics, and strokes, all with one lever control, and in 8 weeks to meet the project schedule" recalls RGS/Lift Systems' Ben Forster.

The project could be performed if the 4800 could gain height and be synchronized to another four-leg gantry system needed to lift the press and its components, according to Cubba.

**Lift Systems and Barton Malow Company developed a rigging plant that involved synchronizing two gantries of different vintages, capacities and operational speeds**



## Rigger truck rebound

Rigger trucks offer some huge benefits to users, including mobility and the ability to operate with large and expensive loads in enclosed areas or tight spaces. Coupled with their benefits, rigger trucks are also experiencing a healthy market.

"[Our machines] are dimensionally small," says Janet McDowell, director of HMS Lift. "[Our] Brute Lift picks large capacities and custom designs offer lots of versatility to do any heavy lifting job."

For Versa-Lift, the market has steadily improved, says Nathan Dick. "For our customers it's also beneficial to be able to operate one of our lifts with the remote control which is something few people offer."

McDowell says rigger trucks have been busy "anywhere heavy weights need to be lifted, such as traditional machinery moving applications... and special applications within the manufacturing sector."

She expects 2013 to be better than 2012.

Versa-Lift has seen the majority of its rigger trucks going to rental companies across the U.S., Dick says. "Others bought go to precision lifters and riggers such as Dunkel Bros., Walker Bros., and Southway Crane."



**HMS Lift, Inc. recently introduced its new quick disconnect carriage and boom attachment for its Brute Lift designs**

The rigging plan would involve several elements, including the use of Lift Systems' CARL synchronized control system. The 4800 would be retrofitted by adding the CARL system to the older gantry as well as using four Universal Risers to gain five feet of additional height. Additionally, Barton Malow purchased a Lift Systems 34PT5400WT gantry fitted with integral drives and the CARL Control System.

Due to the modular design of Lift

Systems' gantries, making changes was not a problem. The mounting brackets were already built into the Power Tower, and components were 'plug and play.' They were able to take an in-stock machine and fit it with the options that best suited Barton Malow Company's current and future needs.

According to Cubba, the gantry system worked beautifully. The press bed, which weighed 1 million pounds and measured 71-feet long by 33-feet wide, was lifted,

traveled, and lowered into place seamlessly. During the final lowering process, the bed remained within 100,000ths of one inch of perfect level from end to end during the entire lowering process on to the piers.

After the bed was in place, the crown sections were assembled at floor

level. In June, the crown assembly was signed off on by the client and the 1.2 million pound crown measuring 55-feet long by 30-feet wide was lifted 22-feet in the air and travelled 160 feet over the slides. During travel, the eight gantry legs remained within .25 inches of each other. The crown was successfully landed on the keyways within 5,000ths of an inch of final location on the first set.





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From hydraulics to Tier 4 Interim engines, components play a vital role in a crane's performance.

**ACT** provides a roundup

# All the pieces

**A** new spreader bar has come into the market from Boscaro Spreader Bars. The units range from 4 feet to 34 feet in length, can lift up to 35 tons, are powder coated for extra durability and can be easily transported and stored, according to the company.

In the tire realm, Bridgestone/Firestone Off Road Tire (BFOR), an operating unit of Bridgestone/Firestone North American Tire, LLC, produces a range of off-the-road (OTR) tires for heavy duty applications within construction.

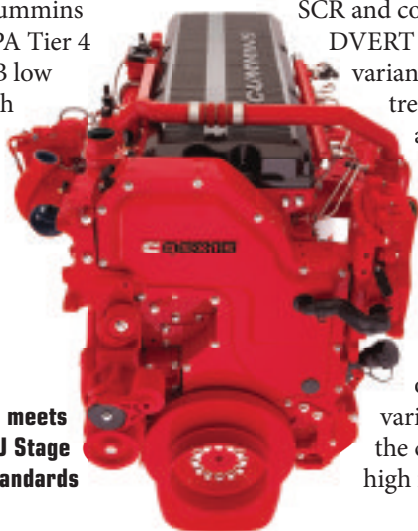
According to the company, BFOR is a major supplier to all main OEMs as well as most major global mining and construction companies.

Superior Tire is also a manufacturer of solid polyurethane and rubber industrial tires and wheels for the material handling industry. The company is a supplier to Airtrax, Baker, Barrett, Blue Giant, Caterpillar, Clark, Crown, FMC, Hoist, Hyster, Lift-Rite, Lift Systems, Lowry, Prime Mover, Nissan, Raymond, Royal Tractor, Schreck, Taylor, Toyota and Yale among others.

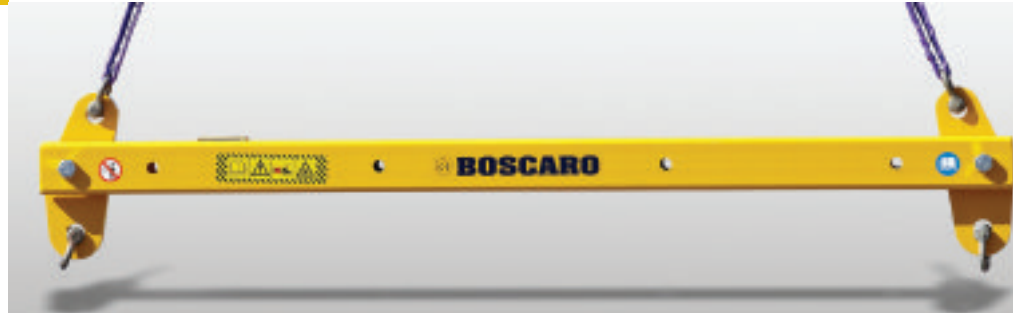
Products include polyurethane and rubber press-on tires, heavy walled wheels to accept press-ons, load wheels, stabilizer casters, skid-steer tire and wheel assemblies and fork covering load protectors.

## Get your motors runnin'

In the engine segment, Cummins Engines' QSX15 meets EPA Tier 4 Interim and EU Stage IIIB low emissions standards. With ratings from 400 – 600 hp (298 - 447 kW), the QSX15 is said to achieve up to 5 percent better fuel efficiency than its predecessors. The QSX15 uses cooled Exhaust Gas Recirculation (EGR) and



**Cummins Engines' QSX15 meets EPA Tier 4 Interim and EU Stage IIIB low emissions standards**



**A new spreader bar has come into the market from Boscaro Spreader Bars**

Cummins Particulate Filter to achieve better fuel efficiency. Both systems have been specifically developed for industrial applications, Cummins says.

The Tier 4 Interim and Stage IIIB 15-liter engine incorporates Cummins Xtra-High Pressure Injection (XPI) fuel system enabling high fuel injection pressure across all engine rpm speeds, providing cleaner combustion and improved engine response.

Additional features include Cummins Direct Flow air filtration system that provides a 35 percent smaller installation profile than radial air filters, plus improved filtration efficiency and a crankcase ventilation system with a highly efficient coalescing filter.

Another engine OEM, Deutz Corp., manufactures a range of engines for the crane and construction industry. One of its largest, the TCD 16.0 V8, meets the requirements of meets EPA Tier 4 Interim and EU Stage IIIB requirements with

SCR and cooled external EGR and DVERT particulate filter. A variant without exhaust after treatment system (EAT) is available, the company says.

Deutz engines have a modular exhaust after treatment system (EAT) with components from the DVERT kit and optional configuration variants. According to the company, this means a high flexibility in machine

integration for the OEM.

Garrod Hydraulics manufactures and remanufactures hydraulic cylinders for cranes. Garrod partnered with Manitowoc a few years ago for the EnCore program which provides options to crane owners to remanufacture, rebuild and repair parts. Manufacturers with damaged cranes can have their Manitowoc brand parts remanufactured by a Manitowoc Crane CARE certified repair shop. Garrod has capabilities to handle massive hydraulic cylinders at its newer facility which has plenty of room for expansion, the company says. According to Manitowoc, Garrod Hydraulics handles 100 percent of EnCORE's cylinder remanufacturing.

For other components, Palmer Johnson Power Systems specializes in servicing and supplying components for heavy-duty, off highway transmissions and axles.

The company started as a spin-off of super yacht builder Palmer Johnson Yachts, and currently operates 10 full-service branches across North America with more than 110 employees. In addition, Palmer Johnson operates volume OEM transmission and axle remanufacturing programs out of the company's Madison, WI headquarters for equipment manufacturers including John Deere, Caterpillar, Komatsu and CNH.

Lastly, Watson & Chalin manufactures auxiliary truck and trailer suspensions, from primary or auxiliary, steerable or non-steer rigid to air ride or mechanical. The company also produces suspensions for all types of trailers: low-bed and drop decks, auto-hauler, platform (flats), heavy haul, specialty, off-road and more.

An aerial view shows the small footprint of the Kroll 1800

A huge Kroll tower crane handles heavy lifting at a transit project in Seattle.

**ACT** reports

# A Seattle star



Among the first tasks for the K1800 was to assemble the tunnel boring machine at the transit station jobsite



The tail shield of the tunnel boring machine weighed 109,000 pounds, the muck screw conveyor 53,000 pounds and the cutter head 87,000 pounds

One of the largest tower cranes in the U.S. has been commissioned to expedite construction on a \$158 million transit/tunnel station in Seattle, WA. JCM – a joint venture of Jay Dee/Frank Coluccio/Michels Pipeline – opted to use a single, large-scale tower crane instead of several large mobile cranes that would have been necessary to support the construction site.

A new Kroll K1800 tower crane was chosen for the project. The crane is rigged with 250 feet of jib, and has a hook height of 112 feet. Fitted with 176,000 pounds of counterweight, it has a maximum capacity of 132,000 pounds out to 80 feet, and can lift an impressive 33,000 pounds at its jib tip at 246 feet.

The hoist reaving can be changed in a matter of minutes from two-part line up to 44,000 pounds or a six-part line, up to 132,000 pounds.

## Surpassing expectations

"This tower crane continues to surpass everyone's expectations," says Terry McGettigan of Tower Crane Support, a Kroll Cranes agent who provides technical support for the massive K1800.

To put it in perspective, McGettigan says it would take the equivalent of a 700-ton mobile crane rigged with more than 300 feet of boom to match the lifting capacity of the K1800's maximum load radius. Plus, he says mobile cranes of this size would be cumbersome on the jobsite, especially with general and/or cycle hook work, both of which the K1800 handles efficiently on a daily basis.

The versatility of this tower crane to go from a heavy lifter to general hook work

is impressive, no matter what the task, McGettigan says.

The first order of business for the Kroll K1800 was to remove all excavating equipment out of the 80-foot deep, 550-foot long underground station. The crane lifted several large track excavators weighing up to 89,000 pounds out of the trench. The crane also placed more than 2 million pounds of reinforcement bar for the station's foundation, which was designed with a 10-foot-thick concrete floor.

Next came the arduous task of





assembling the 21-foot diameter, 300-plus foot long Hitachi Zosen Tunnel Boring Machine (TBM). The main structure divides into four segments, two of which weighed over 200,000 pounds each. For this job a 550-ton hydraulic crane was brought in to help with the heavy lifting. The Kroll K1800 assembled the rest of the TBM, which included 11 support cars weighing from 12,000 to 56,000 pounds each. The cutter head weighed 87,500 pounds and the heaviest load, the tail shield, weighed in at 109,000 pounds.

### TBM assembly

Once mining commenced, the K1800 workload intensified, hoisting eight muck cars per cycle, weighing up to 58,000 pounds each at a radius of 164 feet and delivering precast tunnel liner segments at 29,000 pounds per-lift. The Kroll also delivered all supporting equipment.

After completing the first bore, which is 21 feet in diameter and 3,800-feet long, the TBM will be disassembled, transported back to the main station and re-assembled to drive the second bore.

"It's a very demanding schedule for a single crane," says McGettigan.

With the mining completed, the K1800 will continue on site two years to support the construction of the \$90 million Capitol Hill Station being built by Turner Construction.

"This project is a showcase example of

**After seeing the K1800 in action, Turner Construction leased the crane for the remainder of the project**

the benefits that a giant tower crane can provide," says McGettigan. "I believe we will see more tower cranes over 1,000 ton meters to come. It's a no-brainer when you consider the fact that the operator has an unobstructed, birds-eye view of the entire jobsite, which not only provides a safer working environment, but greatly enhances productivity.

He says that the tower crane's minimal footprint, in this case only 13-square feet, offers huge logistical advantages.

"It really comes down to taking a calculated leap-of-faith, to have the foresight to see beyond the foundation/erection cost," he says.



**The Kroll K1800 is rigged with 250-feet of jib, has a hook height of 112 feet and is fitted with 176,000 pounds of counterweight**

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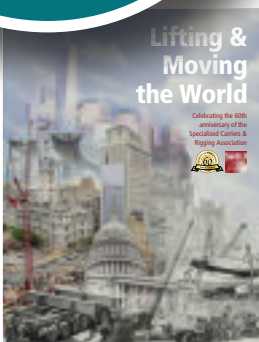
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PROFILE CLOSING DATE: **October 2012** PUBLISH DATE: **April 2013**







AmQuip supplies four Potain tower cranes for projects at the Fan Pier development. **ACT** reports



Fan Pier, named for its fan-like curve outward into the Boston Harbor, was created in the 1860s and is undergoing redevelopment

# Boston booms

**C**onstruction has returned to the Boston area in a big way with the development of the South Boston waterfront site known as Fan Pier.

Developed by The Fallon Company, the vision for the seaside development was to transform nine city blocks of parking lots into a pedestrian-friendly neighborhood with waterfront access. The master plan for the area includes a combination of 3 million square feet of office space and high-rise condominiums and apartments with extraordinary views of the city skyline and Boston Harbor. Fallon also has plans for a hotel and spa and a 6-acre marina that includes a public transportation dock and Mediterranean style moorings to accommodate yachts.

Owners are a joint venture of The Fallon Company and Mass Mutual.

Fan Pier is anchored by the Institute of Contemporary Art which was newly opened in 2006, as well as shopping and dining districts and an emerging residential neighborhood. Developers say Fan Pier will bring a new perspective of lifestyle to Boston with its public transportation access and master-planned scope.

Turner Construction has been active in the development and was awarded the contract to build both Eleven Fan Pier Boulevard and Fifty Northern Avenue, both with 18 stories of floor-to-ceiling glass, and a seventh floor outdoor terrace that was designed to offer city and harbor

views to tenants and visitors. The two buildings represent one of the largest private sector construction projects in the country and the largest lease in the history of the City of Boston. The two properties host 1.1 million square feet of laboratory space and offices, 60,000 square feet of retail and restaurant space and underground parking. Eleven Fan Pier Boulevard has already been leased by Vertex Pharmaceuticals.

Due to open in December 2013, the project required a multitude of lifting tasks on a jobsite that is tight in space, especially with the two buildings going up at once.

Structural steel contractor James F. Stearns Company contracted with AmQuip for four tower cranes that were erected starting in October 2011. The cranes have been used to place concrete for the core shafts as well as to erect steel on the project, according to Dennis Bates, director of AmQuip's tower crane division.

Chosen for the job were MR 605 model Potain luffing jib tower cranes. The cranes have a maximum capacity of 35.2 tons, with a tip capacity of 19,841 pounds at 196 feet 10 inches. The cranes are being climbed to a final mast height of 315 feet with a final hook height of 511 feet. Due to the schedule on the jobsite, special ties, some exceeding 70 feet in length, were used to support the cranes to the concrete cores.

Four MR 605 Potain luffing jib tower cranes are constructing two new office buildings, including the headquarters of Vertex Pharmaceuticals



# SC&RA's Online Education Series



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## EVALUATING INSURANCE NEEDS, TRENDS AND COSTS

In anticipation of the commercial construction market rebounding in early 2013, many insureds are starting to refocus their internal teams and resources. Economic changes like these often cause many business owners to review their business finances and operations, targeting areas such as insurance asking "Do I have the right insurance coverage now to protect my company?" John Brotsos and Brent Moody from NBIS will review common oversights in insurance coverage based on the changing economic climate. Additionally, they will review what is behind the cost of insurance and how to leverage policies and coverages to your advantage. Don't let your current insurance coverage compromise your profitability; make sure your policy has you covered.

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The smoke stacks were barged to the docking site at the plant

Interstate Specialized, Inc. moved two vertical smoke stack sections from a fabrication facility to a ThyssenKrupp melt shop in Calvert, AL. **D. Ann Shiffler** reports



# Stack move

**B**ased in Pell City, AL, Interstate Specialized performs a variety of hauling and rigging jobs throughout the United States, particularly the Gulf Coast region. Among the biggest construction projects in the region is a new, state-of-the-art ThyssenKrupp Steel Melt Shop located in Calvert, AL. Interstate Specialized had previously assisted ThyssenKrupp with several hauling jobs during the construction of the plant.

Interstate Specialized was contracted to move two vertical smoke stack sections from the ThyssenKrupp dock site to the new plant. While the journey was short, it was complicated, to say the least.

At the fabrication facility, the smoke stack sections were placed on a barge by a 300-ton crawler crane. The base sections weighed 70,000 pounds.



After being pushed up-river, the stacks were off-loaded at the plant's port. The horizontal sections were hauled into the plant by a different trucking company. The two tall, awkward vertical smoke stack base sections were Interstate's portion of the job.

Riley Anderson of All Crane Rental of Alabama supplied a 550-ton all terrain crane to lift each of the base stack sections and place them on Interstate Specialized's trailer system.

"We utilized one of our 80-ton Fontaine three-axle lowboy trailers and one of our 4-axle Western Star 4900FA tractors," says Interstate Specialized's Charles Browning, known as Charlie



**All Crane Rental of Alabama supplied a 550-ton AT to lift the base stack sections and place them on Interstate Specialized's trailer system**

Browning. "The trailer was 53-feet long and 8.6-feet wide plus the outrigger sections, for a total width of 10.7 feet. The combined truck and trailer weight was about 55,000 pounds."

## Shutdown required

Because it was an on-site transport, permitting was not required. However, during delivery, part of the port had to discontinue operations for approximately seven hours.

"Because the stack sections were 56-feet tall and 24-feet square at the base, this did create challenges such as wind shear and deflection concerns, as well as tipping angle concerns at every turn," Browning says.

The vertical stack base sections had to travel about 1,500 feet, and the route included two turns, one of them a 90-degree right hand turn. The stacks also had to be moved up an approximate 6 percent grade.



**The vertical stack base sections had to travel about 1,500 feet, and the route included two turns, one of them a 90 degree right hand turn at a 6 degree grade**

The transport crew included one operator and three groundsmen, Browning explains.

"There was one groundsmen on each side of the stack and one riding on the trailer itself to adjust the deck of the trailer as needed for ground clearance, which was critical as we moved up the incline and made our turns," he says.

Each piece was moved independently within the allotted seven-hour time period.



**The trailer measured 53-feet long and 8.6-feet wide plus the outrigger sections, for a total of 10.7 feet wide**

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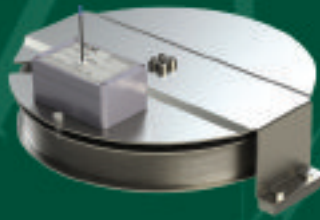
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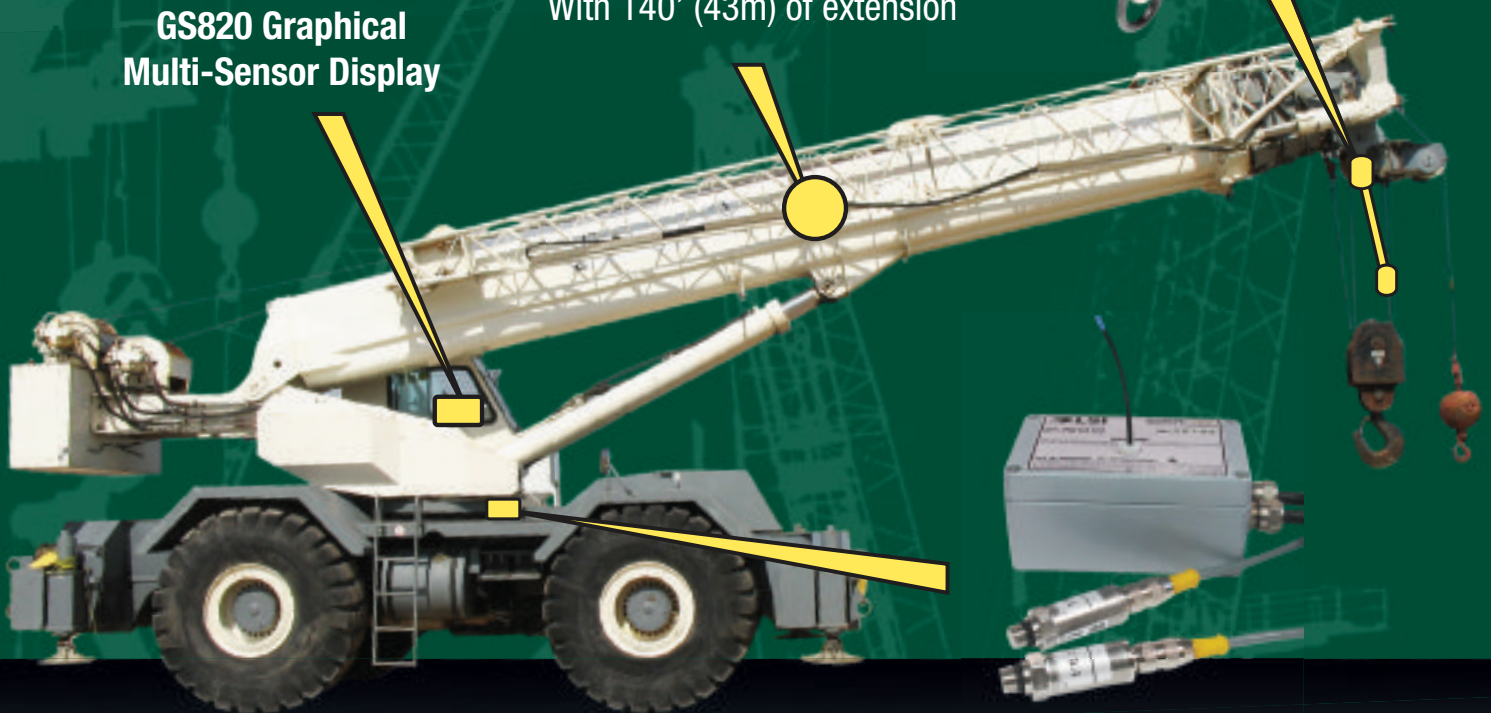
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The SC&R Foundation's Scholarship program is helping the crane and specialized transport industry address workforce needs

### Who's who at the Specialized Carriers & Rigging Association



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McDonough, GA



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Barnhart Crane and Rigging  
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#### CRANE & RIGGING GROUP CHAIRMAN

**Jim Sever**, PSC Crane & Rigging  
Piqua, OH

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Ridewell Suspensions  
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Inc./Southern Crane, Raleigh, NC

**Vice president: Robert Moore**

NBIS, Atlanta, GA

**Treasurer: Jim Sever**

PSC Crane & Rigging,  
Piqua, OH

# Worker prep

America needs to create 21 million new jobs by 2020 to regain full employment, according to a McKinsey & Company report. Although the workforce will continue to grow, many workers will not have the right skills for the available jobs under current trends.

The June 15 issue of The Kiplinger Letter noted that when job creation finally picks up speed, about 85 percent of the jobs will come from six sectors: health care, hospitality, construction, manufacturing, business services and retail. Of those, construction and manufacturing are most directly relevant to SC&RA members. A boom in manufacturing would require the hauling and lifting services of our members for both new plants and the oversize equipment within them.

"But a majority of the jobs will be lower-wage, paying at least 15 percent below the average for all workers," cautioned the Kiplinger editors. "That'll put a damper on economic growth, holding down median household income and gains in consumer spending...vital because consumers account for 70 percent of economic activity."

Truck driver was one of the handful of occupations listed as being among the better-paying high-growth jobs. We believe crane operators and others in our industry should be on that list.

Whether in our industry or others, some of the best jobs may not even exist yet. Just think of all the new Internet-related positions that have been created at companies like Google, Amazon and Facebook since the 1990s.

Among college graduates expected to have the best job prospects are those with degrees in science, technology, engineering and math. Those also are the types of employees that could fuel the growth of our industry as hauling and lifting jobs – and the equipment and technologies needed to complete them – become increasingly complex. One proven way SC&RA helps recruit such grads to our industry is the SC&R Foundation Scholarship.

These \$3,000 scholarships are devoted to students attending four-year colleges and universities in preparation for careers related to transportation or construction management. We feel it is important to reserve these awards for students who are

SC&RA member employees, and their spouses, children and grandchildren.

Giving our member companies the opportunity to make these scholarships available to their employees and their loved ones is yet another benefit of belonging to SC&RA. But, perhaps more importantly, students who grow up hearing about our industry, whether at the dinner table or during weekend/summer jobs, are more likely to have an early appreciation of what makes our industry special. We do not want to lose them to other industries.

At the same time, SC&RA members increasingly will find themselves in competition for trained nongrads with good skills. To help meet that need, the SC&R Foundation offers grants to SC&RA member company employees and family members of employees for vocational/technical school courses such as welding or diesel mechanics.

Grants may be awarded to employees to take continuing education courses to advance their career in the industry. A special round of grants, ranging from \$500 to \$1,500, is being offered this summer for tuition, fees, books, supplies and other relevant expense.

Grant applications must be postmarked by August 17 and received by August 31, and any grant amounts will be awarded no later than December 31 for use in 2012 and 2013. The Scholarship and Grant applications for 2013-2014 will be available late-September 2012. We also pride ourselves on providing unique, high-quality education through sessions at our major meetings, including the upcoming Crane & Rigging Workshop, September 19-21, in Louisville, KY, and the Financial & Risk Management Forum, November 14-15, in Orlando, FL. Please visit our website at [www.scranet.org](http://www.scranet.org) for information on SC&R Foundation programs, SC&RA events and more. ■

#### EXECUTIVE VICE PRESIDENT



**Joel Dandrea**

Trinity Centre One  
5870 Trinity Centre  
Parkway, Suite 200  
Centreville, VA 20120  
Ph: 703-698-0291  
Fax: 703-698-0297



Don't miss the 35<sup>th</sup> annual SC&RA Crane & Rigging Workshop in September in Kentucky. **Terry White** previews the event

The Crane & Rigging Workshop features a plant tour and barbecue lunch at Link-Belt Cranes' plant in Lexington. Travel by chartered bus will be provided



# Off to Kentucky



**M**ore than 450 attendees from around the world are expected at the SC&RA Crane & Rigging Workshop, September 19-21, at the Marriott Louisville Downtown in Louisville, KY. This year, SC&RA will commemorate the 35th anniversary of the workshop, the association's most important crane and rigging event of the year.

Opening session speaker *Jim Maddux*, director of the Occupational Safety and Health Administration (OSHA) Directorate of Construction, will discuss his agency's Cranes and Derricks in Construction Standard, as well as numerous pending rulings and their direct, long-range impact on the crane and rigging industry.

As always, workshop sessions will feature some of the industry's top professionals, including, in order of appearance:  
**THE EVOLUTION OF SAFETY IN THE CRANE AND RIGGING INDUSTRY** – *Daniel Erwin*, corporate safety director, Turner Bros. Crane & Rigging, will examine factors to consider in determining overall company safety, the role played by ever-changing government and industry regulations in the safe performance of jobs, and the necessity of specific qualifications and knowledge for today's safety professionals.

**MAKE TRANSPORTATION YOUR BUSINESS** – *Janet Kavinoky*, executive director, Transportation & Infrastructure, U.S. Chamber of Commerce and vice president, Americans for Transportation Mobility Coalition, will describe the

changing political and federal budgetary environment and what it means for maintaining, modernizing and expanding infrastructure. She also will address current efforts to pass long-term surface transportation reauthorization legislation.

**ARE YOU READY FOR 11/10/14? WHAT SIMPLY READING OSHA'S PERSONNEL QUALIFICATION REQUIREMENTS MAY NOT TELL YOU)** – *Graham Brent*, executive director, National Commission for the Certification of Crane Operators, will cover federal requirements for the qualification of crane operators, signalers, and riggers in light of OSHA's recently published interpretations. Options for the qualification of other personnel such as



More than 450 attendees from around the world are expected to attend the 35th anniversary SC&RA Crane & Rigging Workshop, September 19-21, at the Marriott Louisville Downtown in Louisville, KY





inspectors and lift directors will also be reviewed.

**THE FOUR COMMITMENTS OF A WINNING TEAM** – *Mark Eaton*, a former NBA All-Star center for the Utah Jazz, will deliver a keynote address that demonstrates how safety in the workplace is a lot like playing basketball, with each player having a specific role that is critical to the success of the team. This session will show attendees how to turn their employees into winners by applying the concepts that create sports superstars in any business.

**AIR CASTER TECHNOLOGY MAKES LOADS AS LIGHT AS AIR** – *Terry Pitsch*, engineering manager, AeroGo, will explain how air caster systems, which harness the power of compressed air, can be faster and easier than conventional methods when moving oversize, awkward, uneven or heavy loads up to 5,000 tons through tight spaces by eliminating the need to disassemble the load prior to movement.

**SOCIAL MEDIA: IT'S CHANGING THE INDUSTRY** – *Jacob Voncannon*, business development associate, WHECO Corp., will demonstrate how a company in the crane or heavy haul industry can use social media to attract the right customers. Additionally, he will explain the value of search engine optimization (SEO) and show how SEO can help potential customers find any company more quickly.

**UNDERSTANDING THE IMPORTANCE OF PROPER EQUIPMENT INSPECTIONS** – *Jeffrey Hammons*, vice president, risk management, AmQuip Crane Rental, will discuss how the promulgation of



Networking events include receptions, continental breakfasts, refreshment breaks and a buffet lunch at the Exhibit Center

the federal OSHA Cranes and Derricks Standard in 2010 has made it even more important to properly inspect and maintain equipment to comply with regulations and increase durability.

**THE FUTURE OF ENERGY AND ITS EFFECTS ON CONSTRUCTION** – *Steve Greene*, vice president, National Center for Construction Education and Research, will address energy factors and trends influencing the current U.S. economy and its impact on the construction industry, as well as tactics and strategies that companies can implement to combat economic hardships.

**THE TOP 10 CRANE & RIGGING LOSSES AND HOW TO AVOID THEM** – A panel from NBIS that includes *Michelle Lorenz*, claims & litigation manager; *Clifton Shepherd*,

senior claims manager; and *Bill Smith*, executive vice president, claims and risk management, will cover essential elements of a safety program, the CSA crane load securement program, assembly and disassembly of cranes, OSHA standards and inspections; and an update on B30 standards.

**2012 RIGGING JOBS OF THE YEAR** – Representatives from Barnhart, Atlas Industrial Contractors and George Young Company will present details of this year's winners, which include the replacement of large components at a Wisconsin nuclear plant, the rebuilding of a damaged 835-megawatt generator and the relocation of a historic 103,000 pound monument.

This year's Crane & Rigging Workshop concludes on Friday, September 21, with a special plant tour of the Link-Belt Cranes plant in Lexington, KY. Travel by chartered bus and a barbecue lunch will be provided.

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 77 companies, a complimentary hot buffet lunch, and a Grand Prize Drawing; and receptions, continental breakfasts, and refreshment breaks.

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





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How did the Supreme Court ruling upholding the individual mandate of the Patient Protection & Affordable Care Act impact your company's health care coverage?

**Randall Johnson** reports exclusively for **ACT**

# Health insurance update



## Up next: Health Benefit Exchanges

Health Benefit Exchanges (HBE) are intended to help individuals and small businesses shop for, select and enroll in high-quality, affordable private health plans that fit their needs at competitive prices. Some have compared exchanges for health insurance to doing what a Travelocity or Expedia does for travel arrangements.

The legislation requires HBE in each state by January 1, 2014. In 2014-2016, only individuals and employers in the small group market are eligible to participate in an exchange. Employees meeting certain requirements who cannot afford the coverage provided by their employer may take whatever funds their employer might have contributed to their insurance and use these resources to help purchase a more affordable plan in the exchange.

The employer mandate says that employers who do not offer "minimum essential coverage" must pay a fee of \$2,000 multiplied by the total number of full-time employees minus 30, as the first 30 employees are exempt. If the employer does offer "minimum essential coverage" but the coverage for any full-time employee is unaffordable and the employee receives premium assistance through an exchange, the employer must pay the lesser of a \$3,000 fee per full-time employee who receives premium assistance to purchase coverage through an exchange or \$2,000 per full-time employee (minus 30).

Certain small employers (employing fewer than 50 full-time employees) are exempt from these assessments. Otherwise, the penalties may vary depending on whether coverage is provided by the employer, and if the coverage is deemed affordable.

**T**he United States Supreme Court recently ruled on the constitutionality of the Patient Protection and Affordable Care Act (PPACA), with the individual mandate being upheld under the Congressional power of taxation.

The ruling offers some clarity on the future of the health insurance industry and allows American individuals, families and employer to adjust to the law.

But there are still concerns that PPACA does not address the true drivers of health insurance costs in this country, and that the law is placing a huge and costly compliance burden on American employers. It is the responsibility of industry leaders, policy regulators and law makers to move forward within the constraints of the law to help Americans access high-quality, affordable healthcare.

## A healthy workforce

How do we create a healthy workforce? By providing innovative and affordable choices in the health benefit plans offered to employers and employees. This is accomplished by focusing on the quality of health care services and making health benefit plans easy to understand and simple to administer.

PPACA of 2010 brings significant and sweeping changes to how Americans access and pay for health care. While change is good, it can be challenging. SC&RA and Association Benefit Services are navigating these changes together.

PPACA is being rolled out in phases between 2010-2019. Generally, the provisions fall into one of these areas: standards for minimum health benefit plan offerings; state-based Health Benefit Exchanges; mandates for employers and individuals to provide or purchase health care coverage; subsidies to individuals to purchase coverage; requirements that insurance companies spend a certain percentage of premium dollars on patient care; insurance market reforms; expanded appeal rights for patients; expanded Medicaid eligibility; changes to Medicare reimbursement; and employers must inform members of certain material changes to health benefit plans.

## Five things to do now

As regulations, mandates and laws become effective over the next months and years, it's important to know where to begin and what to focus on as you prepare your business and employees.

**1 Get ready for new reporting requirements scheduled to take effect in 2012.** Some of these changes may involve upgrading systems, plan documents and materials to comply with new regulations. Employers that file 250 or more W-2 forms will be required to report the cost of employees' health benefit coverage on their 2012 W-2 forms that are distributed in January 2013. (This requirement is informational only and does not mean that employees will be taxed on these dollars.)

Employers or issuers must provide easy- >58

to-understand, uniform coverage. The information must be issued to applicants, new members and those re-enrolling in a plan. Those who choose not to comply with this requirement will face a fine of up to \$1,000 per member. This requirement is effective no later than March 23, 2012. By March 2013, employers must provide all employees with information about Health Benefit Exchanges (also called Health Insurance Exchanges), including employee eligibility, how to participate in an exchange and available premium credits if the employer's coverage is considered unaffordable.

**2 Leverage tax credits if you are a small business.** The Small Business Health Care Tax Credit is designed to encourage

small businesses and small tax-exempt organizations to offer health insurance coverage for their employees. Most insurance carriers have developed a modeling tool to assist employers and brokers in determining eligibility for the credit and estimating the potential credit amount. In 2014, the tax credit will be increased and is available only to those employers that purchase insurance through an exchange.

**3 Understand the medical loss ratio requirement.** Health insurance companies must report the percentage of premium dollars spent on clinical services, quality improvement, patient care and other related services. This provision applies to fully insured individual and group plans



only, not self-funded plans. The medical loss ratio means that 80 percent of small group premiums and 85 percent of large group premiums go toward these areas. If the ratio falls below that percentage, health insurance companies must issue member rebates. The medical loss ratio will be calculated based on 2011 results and any rebates must begin going out by Aug. 1, 2012. Today, many health benefit plans have medical loss ratios near 80-85 percent.

**4 Be aware that group and individual health insurance plans now have a standard appeals process if a claim, coverage or health care service is denied.** The process includes an internal review, conducted by the insurance company, but also an external review by an independent organization. The appeals process is now available for both fully insured and self-funded plans. External reviews apply only to claims involving medical judgment or a rescission of coverage. Members must be notified of the appeals process and have the opportunity to review their file and present evidence. Most insurance carriers have traditionally offered these rights to members. Grandfathered plans may continue with their existing appeals processes.

**5 Determine how Health Benefit Exchanges (HBE) could impact how you offer coverage to your employees in the future.** Although Exchanges are not in place until 2014, it's important to think about them now. By March 2013, employers must provide all employees with information about Health Benefit Exchanges and most employers do not understand the cost implications of the health insurance exchanges or alternatives to consider.

## The PPACA Calculation Tool

As a result of The Patient Protection and Affordable Care Act (PPACA), employers with more than 50 employees will be required to provide minimum essential health coverage effective January 1, 2014 or pay certain penalties.

Association Benefit Resources, SC&RA's exclusive health insurance benefit provider, has developed a PPACA calculation application that can be a great resource for SC&RA members. By entering demographic and plan data, the "PPACA Calculation Tool" delivers a simple, yet powerful analysis of enrollment and financial projections to help employers make informed decisions. Developed through contracted, credentialed health actuaries, ABR's rigorous modeling tool can help employers model a customized PPACA financial impact study.

**PPACA Calculation Tool assesses the financial impact of "Play or Pay" requirements on medical plans under the following scenarios:**

- 1** Compares projected 2014 baseline costs without PPACA to projected employer cost under PPACA.
- 2** Employer maintains their current plan design offerings and employee contribution strategy.
- 3** Estimates the number of employees migrating to a state exchange and the number of employees currently waiving coverage who will migrate to the employer plan.
- 4** Quantifies the dollar amount of employer penalties, with an adjustment to reflect the lack of tax deductibility of the penalties.

**Employer stops offering group medical insurance coverage in 2014**

- 1** Estimates the financial impact on the employer's expense as a result of dropping medical plan.
- 2** Estimates the financial impact on employee's expense that elect to purchase health insurance coverage on a state exchange.

**Employer offers a 60 percent actuarial value plan in 2014**

- 1** Compares projected 2014 baseline costs without PPACA to projected employer cost under PPACA.
- 2** Estimates the number of employees migrating to a state exchange and the number of employees currently waiving coverage who will migrate to the employer plan.
- 3** Quantifies the dollar amount of employer penalties, with an adjustment to reflect the lack of tax deductibility of the penalties.

**The PPACA Calculation Tool provides an actuarial estimate of the employer's excise tax liability in 2018 based on its current level of per capita cost:**

- Excise tax estimates are made separately for each plan design.
- The PPACA Calculation Tool incorporates the current level of FSA or HSA contributions made under the medical plan.
- The PPACA Calculation Tool allocates the tax between the employer and an insurance carrier when applicable.

**For more information contact Association Benefit Resources at:**  
(801) 809-3330 or e-mail: [info@scrahealthplan.com](mailto:info@scrahealthplan.com)

## Modernizing health care

As one of the largest participants in the health care system, we know firsthand





the significant challenges our nation faces in improving access to quality care and managing costs for all Americans. We are actively working across the nation to support broader health care coverage, lower health care costs and improve the delivery of care.

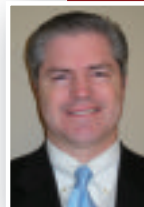
Association Benefit Resources believes that the modernization of the health care system is an ongoing process. That is why we continue to provide thoughtful, practical ideas to expand access and control the growth of medical costs,

## Looking back

Following is a review of key health reform changes that went into effect on or before Jan. 1, 2011:

- Adult children may be covered to age 26, and members under age 19 may be covered even with pre-existing medical conditions
- Annual dollar limits restricted for essential health benefits
- Appeals review standards
- Coverage can no longer be rescinded except in cases of fraud or premiums not being paid
- Early retiree reinsurance
- Emergency services covered at the network rate and prior approval is not required
- Health FSAs, HSAs, Archer MSAs or HRAs may no longer be used to purchase over-the-counter drugs on a pre-tax basis without a prescription
- HSA tax increase from 10 percent to 20 percent for non-medical withdrawals
- Lifetime dollar limits removed on essential health benefits
- Part D rebate for Medicare beneficiaries in the gap
- Physician choice for patients
- Preventive care services covered 100 percent if in network
- Small business tax credits for businesses that offer health benefits, and
- Temporary high-risk pool for individuals denied health care coverage due to pre-existing conditions.

while at the same time strengthening care. We are offering creative solutions, forming meaningful new partnerships and developing innovative products, ensuring that every American has access to affordable, quality health care. ■



### BIO:

**Randall Johnson** is vice president of the Hays Companies and administrator of Association Benefit Resources, the exclusive benefit program provider for SC&RA members.

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Risk management, in general, should be proactive, not reactive.

**Brent Moody** reports

# Proactive vs.

**W**hat is risk management? By definition, risk management is the identification, assessment and prioritization of risk. And if a company is properly doing all three, then reaction and response to incidents or accidents should be minimal and be a very low frequency. Risk management, in general, should be proactive, not reactive. Proactivity gives the opportunity to vet solutions, to gain input, and better yet, to strategize. Reactivity, on the other hand, only gives us a quick way to stop the bleeding when we really need more comprehensive treatment.

In the heavy construction industry, managing risk is a full-time job. Literally, and not just an afterthought that someone in your company should have while serving in multiple roles and responsibilities. We employ safety experts whose sole job function is to figure out ways to decrease accidents and send people home safely. But what about the other side of risk management – the financial side? Is there a way to manage risk without having the company's safety expert put in excessive amounts of overtime? As a matter of fact, there is, though it's a technique we would not place in the "reactive" category.

## An emerging trend

We've noticed a trend in the way many of our policyholders are approaching their renewals lately. As you probably know, when a company's premium is calculated, the underwriter takes into consideration several factors. Things like loss history, financial integrity, fleet size, and safety programs all play a part in how the account is priced. All of those variables are factored into the overall equation and the underwriter ultimately decides how much risk is involved in writing the account.

But there's another factor, too – deductible size. If an account takes on a larger deductible, that account is essentially taking on more of the risk. And there's a price discount, or credit, associated with that. Insurance is all about the transfer and sharing of risk. And when an account takes on a portion of that risk themselves, the recognition of having their own "skin in the game" changes the overall picture in the eyes

of the insurance company. It paints a picture that the company is aware of their problems and is willing to share in the losses because they believe they have the right management culture and programs in place to help control their future losses and cost associated with their losses.

Increasing deductibles or self-insured retentions (SIRs) is a good way for a company to begin taking ownership of their specific issues internally such as a high frequency of low value claims. After all, things tend to change when an insured is self-insuring part of their own operation. So instead of brushing off claims just as soon as the insurance company has paid them, the policyholder is more prone to actually getting to the root cause of the issue. Company's find themselves asking questions like "What's causing the majority of the claims in that \$0 to \$5,000 range and what can we do to remedy it?" It's amazing the answers that emerge when you become personally invested in prevention.

## The art of being proactive

While it's definitely true that a method for dealing with high claims frequency could involve introducing or increasing a company's deductible threshold, we've found that the most companies find ways to be proactive. They look for new ways to tackle old problems and use the myriad of resources available to them to get the heart of whatever the underlying issues are. True risk management lies in the ability to disseminate risk into small, manageable chunks that can be examined one at a time.

What does this really mean? And what are some real world examples of how to do this?

Two months ago, we told you about the FMCSA's Safety Measurement System (SMS) initiative. To recap, the Federal Motor Carrier Safety Administration designed SMS to quantify individual entities' on-road safety performance using the 7 BASIC's (see table for details on these seven factors). The overarching idea is to empower motor carriers to make safety-based business decisions. The following are a few proactive ideas in leveraging your SMS data alongside your safety plan.

When a company accesses its SMS data, percentages are given for each

“Being resourceful with your deductible and internal risk management efforts is a proactive way to manage your finances as the economy starts recover.”



### BIO:

#### **Brent Moody**

is assistant vice president, underwriting, for NBIS



# reactive

BASIC category. That percentage is then measured against the threshold, defined as the maximum acceptable percentage level. If a company is over the threshold in a particular category, then it's safe to assume that's where the analysis should start.

For example, if a company finds that their Fatigued Driving BASIC percentage is at 80 percent and the FMCSA has set the threshold is at 60 percent, it's time to take action.

Questions like "What are the reasons for the violations?" and "Are drivers really falling asleep on the road, or is it something else?" should be asked.

Once the company accesses the details behind the BASIC score, the data shows the following violation descriptions:

- Driver record of duty status not current
- Driver failing to retain previous seven days' logs
- Log violation-general form and manner

It becomes apparent pretty quickly that the company doesn't have a sleepy driver problem, it has a logbook problem. And that can be easily remedied. Perhaps the company initiates a financial reward system for adequate logbooks and for drivers with zero violations. The company can initiate a routine meeting schedule to stress the importance of logbooks and create interest in reducing the score amongst all employees.

Over time, companies can use these meetings to design initiatives around all measurements to prevent violations or respond to any developing problems discovered. Not only will it be addressing current problems, but it will be ensuring that they don't happen in the first place.

Leveraging a SIR (self-insured retention) paired with proactive leverage of SMS data to manage and reduce the frequency of low value claims over time creates an internal culture driven to a zero violations. Being resourceful with your deductible and internal risk

## The seven BASICs are as follows:

- Fatigued Driving (Hours of Services violations)
- Unsafe Driving (dangerous or careless driving)
- Driver Fitness (lack of training, experience, or medical qualifications)
- Controlled Substance (use of alcohol or drugs)
- Vehicle Maintenance (failure to properly maintain equipment)
- Cargo-related (shifting loads, spilled or dropped cargo)
- Crash indicator (crash history)

management efforts is a proactive way to manage your finances as the economy starts recover.

As the SC&RA exclusively endorsed insurance provider, NBIS and your agent are available to provide additional information on risk management techniques to apply to your business today and deductible/self-insured retention options that you can leverage upon your next renewal. Contact NBIS Risk Management 1-877-860-RMSS for more information. ■



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## Link-Belt announces personnel appointments

Link-Belt Construction Equipment Company made a number of appointments recently. Corey Rogers has been named of regional sales manager for Latin America;



**Casey Smith**

Casey Smith has been appointed as publicity coordinator; Tony Hatton has been named product technician and

Chris Erwin is the company's new product technician for hydraulic cranes.

Rogers will be responsible for the Link-Belt Crane activities in Central America, South America and the Caribbean.

"Corey is a 15-year veteran of the construction equipment



**Corey Rogers**

industry with experience that includes sales and training positions in the Latin [American] market.

His strong understanding of the diversity and unique cultures of this region will be of great value as we continue to grow and expand our Latin American market presence," said Roy Burger, manager, international sales.

Smith, Link-Belt's new

publicity coordinator, will be responsible for handling the company's communication to trade press, distributors and Link-Belt customers.

Smith comes to Link-Belt with public relations experience in the manufacturing industry providing product accreditation, media relations and site content for product manufacturers. His background in both interpersonal communication as well as customer relations makes him an asset to the communications team at Link-Belt.



**Tony Hatton**

Meanwhile, Hatton is a three-year veteran of Link-Belt and has experience

with large machinery and as a service technician, having served as an associate hydraulic crane technician previously with the company. He has completed a broad-based Link-Belt training program and in his new role will be responsible for support for Link-Belt's full line of hydraulic cranes.

Chris Erwin has been named product technician for hydraulic cranes in the Link-Belt product



**Chris Erwin**

support department. Erwin is a 23-year veteran of Link-Belt, beginning in 1989 at the customer service warehouse and subsequently working in hydraulic truck crane assembly and as an assembly mechanic.

## Rickmers-Linie names managing director

Rickmers-Linie, part of Hamburg's Rickmers Group, has promoted Ulrich Ulrichs to the position of managing director. Ulrichs joined Rickmers-Linie in 2005 when he took over responsibility for line management. In 2008 he became director of this division before being appointed deputy

managing director in August 2011.

Ulrichs will work alongside Rüdiger Gerhardt, who has held the title of managing director since 2011 as well as head of logistics services for the Rickmers Group.



**Ulrich Ulrichs**

Announcing Ulrichs' promotion, Ron Widdows, CEO of Rickmers Holding and Rickmers-Linie, said,

"Ulrichs' appointment to managing director reflects the commitment and ability he has shown over the past 12 months. Both he and Gerhardt have demonstrated that they work well together as a team and I look forward to watching them taking Rickmers-Linie forward in this demanding environment that is highly competitive yet full of new opportunities."

## Tadano's names managers

Tony Trosclair has been promoted to general manager - customer support for Tadano America. In this role, Trosclair will manage aftersales support in the Americas as well as supervise a staff of 33 in the U.S. and Canada. He will be the liaison between Tadano America and the company's factories in Japan and Germany. Trosclair has over

27 years of experience in the maintenance and management industry, including 20 years with the U.S. Army. Trosclair has been employed with Tadano since June 2006 and is operating out of the Houston headquarters.

John Seisser has been named service manager - western region overseeing service activity in central and western United States, Central

America and South America and is headquartered in the Tadano America Houston office. Seisser brings 11 years of experience in the U.S. Navy as a mechanic and maintenance manager. Seisser graduated from Thomas Edison State College and he and his wife recently relocated to Houston from Southern California so he could work for Tadano.



## Scheuerle appoints new managing directors

Susanne Schlegel and Andreas Kohler have been appointed as new managing directors of Scheuerle Fahrzeugfabrik GmbH in Pfedelbach and

the Ulm-based KAMAG Transporttechnik GmbH & Co. KG

Within the Transporter Industry International GmbH (TII Group), Kohler

and Schlegel have taken over the management of the two vehicle manufacturers, Scheuerle and Kamag. Kohler has worked for TII Group for many years and recently headed the technology and development divisions of both Scheuerle and Kamag. He succeeds Thomas Riek who left the company. Schlegel was most recently a board member at Schuler Pressen GmbH & Co. KG, Göppingen, and is now responsible for commercial affairs at Scheuerle and Kamag. Schlegel follows in the footsteps of Ulrich Bochtler who retired.

**Andreas Kohler and Susanne Schlegel in front of the Scheuerle administration building**



■ Dawes Rigging & Crane Rental, Inc. of Wisconsin, a member of the ALL Erection & Crane Rental Family of Companies, won an Outstanding Achievement in Safety Award for 2011 from the Wisconsin Safety Council. This recent award raises Dawes' total number of safety awards to more than a dozen, presented by a variety of safety and crane industry organizations. The award recognizes "outstanding efforts through exemplary job performance to advance safety in Wisconsin."

■ GlobalTranz, a player in the third party logistics and transportation, has appointed Greg Roeper as chief financial officer. Roeper brings 18 years of C-Level experience to GlobalTranz and previously held a variety of positions in the technology industry.

PEOPLE HIGHLIGHTS

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The Marketplace is designed to help readers find what they need to do their job. It is divided into convenient categories, giving more exposure to the advertiser to help sell your products, equipment, crane & lifting services, and transport and heavy haul needs.

## Products, Parts & Accessories 67

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

## Equipment for Sale or Rent 77

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

## Career Opportunities 85

Employee recruitment and job postings.

## Safety, Training & Industry Services 86

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

## Transport & Heavy Haul 87

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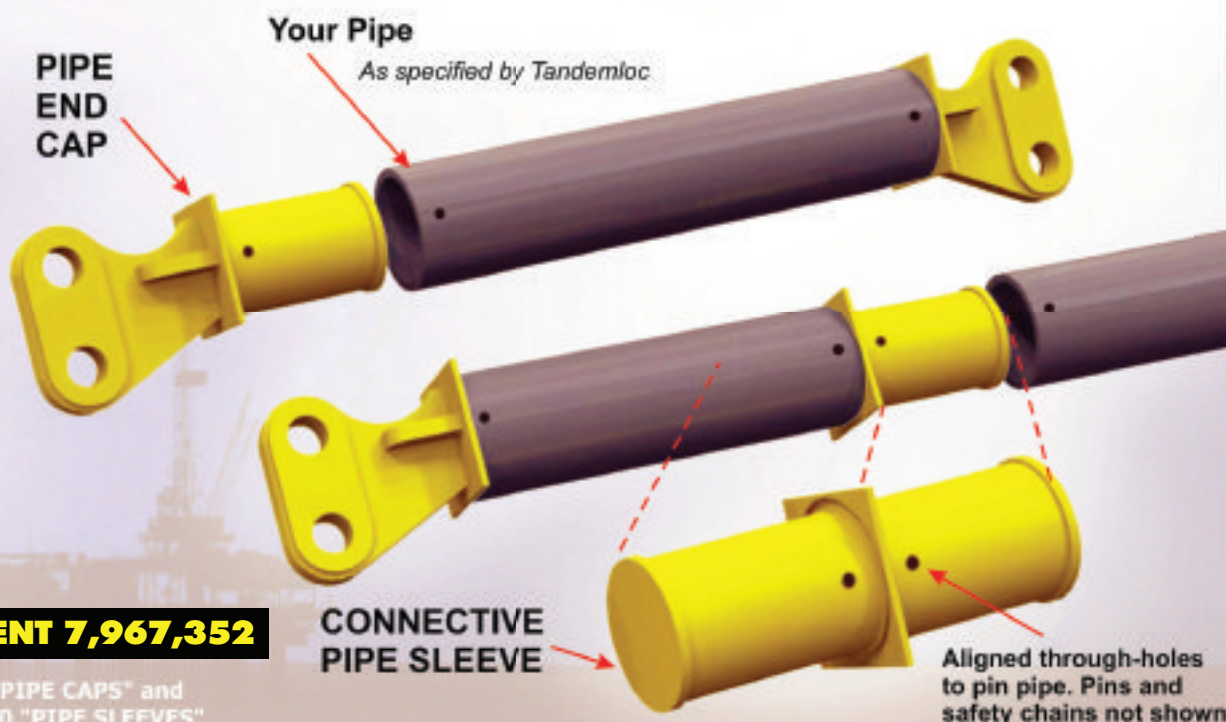


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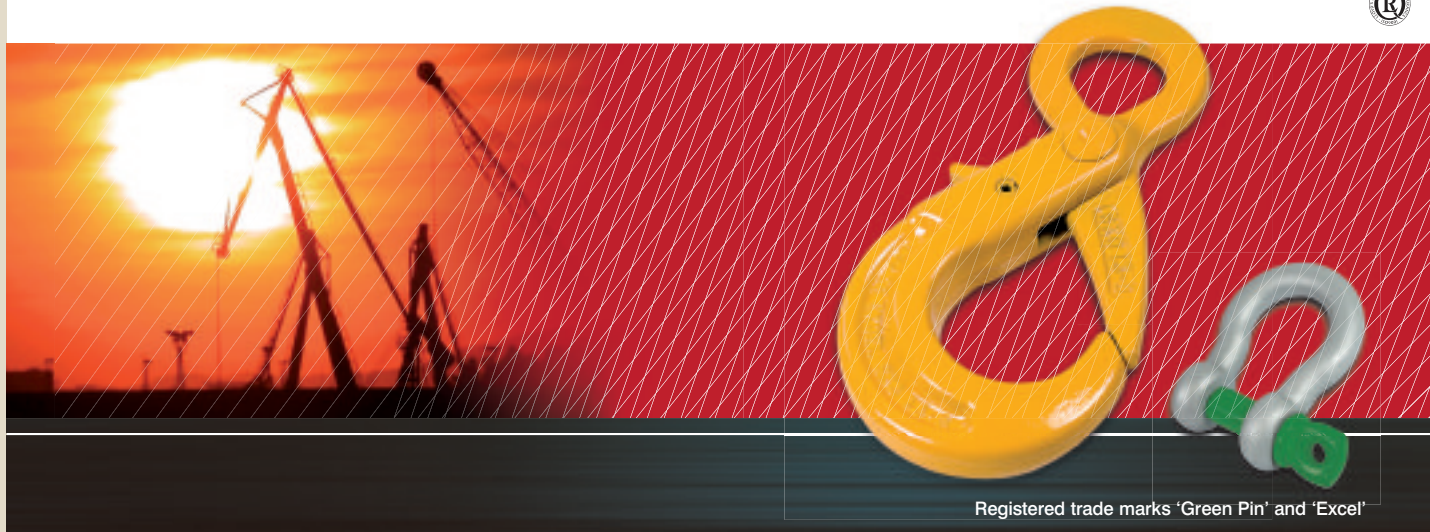
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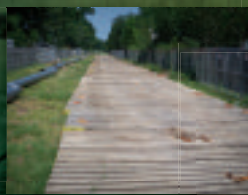
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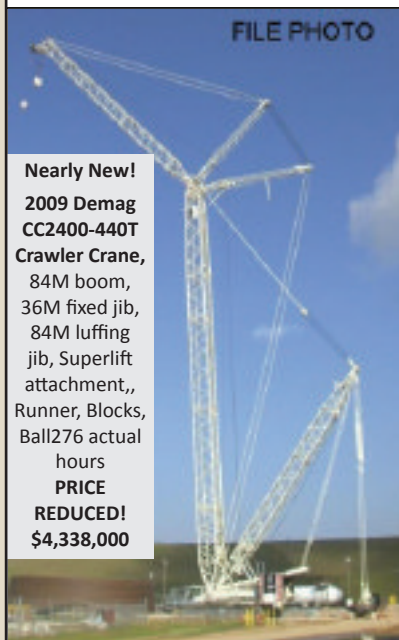
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HWP specializes in providing rigging and transportation solutions for industrial and commercial applications, with safety as our #1 priority.

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*"Hard Work Pays"*

# **TADANO** ROUGH TERRAIN CRANES

*Tadano Technology Delivers Safety, Quality & Performance*



**15 TON CAPACITY**

**78.1' Boom Length**

**18' Jib Length**

**GR-150XL-1**



**GR-350XL-2**

**35 TON CAPACITY**

**101.7' Boom Length**

**42' Jib Length**



**GR-550XL-2**

**55 TON CAPACITY**

**113.9' Boom Length**

**50' Jib Length**



**GR-750XL-2**

**75 TON CAPACITY**

**141.1' Boom Length**

**58.1' Jib Length**



**100 TON CAPACITY**

**154.2' Boom Length**

**58.1' Jib Length**

**GR-1000XL-2**

## **TADANO'S EXCLUSIVE NON-SYMMETRICAL MULTI POSITION OUTRIGGER SETUPS**

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



<http://www.tadanoamerica.com>







# TADANO

## ALL TERRAIN CRANES

*Tadano Technology Delivers Safety, Quality & Performance*



**55 TON CAPACITY**  
131.2' Boom Length  
52.5' Jib Length

**ATF50G-3**

**ATF70G-4**

**75 TON CAPACITY**  
144.4' Boom Length  
52.5' Jib Length

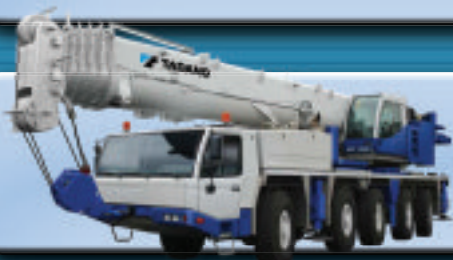


**110 TON CAPACITY**  
167.9' Boom Length  
59.0' Jib Length

**ATF90G-4**

**ATF110G-5**

**130 TON CAPACITY**  
170.6' Boom Length  
98.8' Jib Length



**160 TON CAPACITY**  
196.9' Boom Length  
105' Jib Length

**ATF130G-5**

**ATF180G-5**

**200 TON CAPACITY**  
196.9' Boom Length  
122' Jib Length



**250 TON CAPACITY**  
223.1' Boom Length  
122' Jib Length

**ATF220G-5**

## FEATURING LIFT ADJUSTER CONTROL SYSTEM

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

**TADANO AMERICA CORPORATION**

4242 West Greens Road, Houston, Texas 77066 Phone: 281 869-0030 Fax: 281 869-0040

[sales@tadano-cranes.com](mailto:sales@tadano-cranes.com)

**Going above  
and beyond is  
what we do  
at Mammoet,  
and our New  
Generation  
PTC cranes are  
no exception!**

**Powerful, compact and versatile; Mammoet's New Generation PTC's have higher capacity and greater operational flexibility! Giving you the opportunity to take a new approach to heavy lift and construction projects and thus save time and costs.**

***A closer look at the Newest in PTC Innovation:***

- Designed and built to the highest international safety standards, verified by Lloyd's Register
- Nonstop load chart interpolation: flexibility and time savings
- Luffing jib reaches across plant structures, without reduction of the load moment
- Wheeled bogies: slew a full circle in 15 minutes
- Fast winches lift loads up to 3,200 t (3527 US ton) to 120 m (394 ft) from 12 minutes
- Smallest footprint heavy lift crane: swing radius, including ballast, only 22m (72 ft)
- High reliability: electric and hydraulic systems 100% redundant and the experience of 17,000 PTC lifts!
- Operational wind speed 14 m/s (31 MPH), design wind speed 18.5 m/s (41 MPH), survival mode 67 m/s (150 MPH)
- For all climates: arctic-proof down to -40°C
- Containerized: worldwide mobilization in 3 to 6 weeks!
- Relocation on site on SPMTs or on crane truck
- Reduced environmental impact: "green ballast" and reduced emissions

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