

ACT

The magazine for the crane, lifting and transport industry

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**AmQuip's tower cranes
construct terminal at
William P. Hobby Airport**

**Interview:
Uri Toudjarov**

**Crane inspection
roundtable**

**Adventures in
specialized lifting**



Official domestic
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SPECIAL REPORT
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North America's
top tower
crane owning
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p31



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Solutions

In late July, Haag Engineering released its report on crane accidents, and we are looking forward to seeing the results of this study. Presented by Haag's Jim Wiethorn, the study chronicles more than 500 crane accidents. We are excited that Wiethorn will present the details of the study at our World Crane & Transport Summit November 12-13 in Miami. The Summit is shaping up to be a truly important industry event, and if you need registration information, please drop me an email.

Speaking of events, we are also looking forward to the SC&RA Crane & Rigging Workshop, September 24-26, in Dallas. The SC&RA has lined up an interesting and engaging program that includes committee meetings, break-out sessions and speakers who will address important industry topics. Our ACT team will be there in full force, and this will be an opportunity for you to meet our new Sales Manager Matt Burk and our new Assistant Editor John Skelly, plus of course visit with Bev O'Dell and our publisher Trevor Pease. Drop by the Exhibit Center to catch up and to let us know what's going on with your company. If you haven't registered it's not too late. Visit www.scranet.org/events to sign up.

Editorial in this issue is all about solutions. The Industry Focus: Specialized Lifting, is a roundup of some seemingly impossible to accomplish projects. Another solution for the industry is lift planning software. Bill Davis reports on how Mr. Crane uses a full suite of software to plan really complicated lifts as well as simple ones. Talbert Manufacturing recently provided a solution for Bill Miller Equipment by designing a new trailer to haul its mining equipment across the country.

Last month, Scott-Macon Senior Managing Director Robert Dimmitt landed at William P. Hobby Airport in Houston and had the opportunity to take a photo of the tower cranes working to build a new terminal at the airport. It's good to see so many tower cranes in the sky again. The Hobby job story is in our Site Report: Lifting. In line with this article is our annual **TOWERCRANE50** top list that John Skelly researched over the past couple of months. This year's list shows solid growth in the tower crane sector. The tower crane market took a beating during the economic downturn but things are looking up for these efficient lifters.

Crane inspections are a big part of the OSHA Crane Standard and they are an important part of safe crane operation. John Skelly hosted our August Roundtable that centers on crane inspections and crane inspection certification.

Another thing of note is our ACT tablet edition that can be downloaded free on iTunes. Our tablet readership has grown to almost 5,000 subscribers.

And finally, keep us posted on what's going on with your company, machines and people.



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Crane portfolio



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PHOTO BY ROBERT DIMMITT

Tower cranes dominate the skyline at Houston's Hobby Airport. See our Site Report: Lifting on page 52.



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The most comprehensive listing of crane and transport services and equipment in North America

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■ CCO certification reached a historic milestone last month when the 100,000th person to be certified through the nationally accredited program since its launch in April 1996 received his certification card. Because operators often hold certifications for various types of cranes, as well as related programs such as rigger, signal person and crane inspector, the actual number of certifications issued is much higher. In fact, the 75,000 individuals who are currently certified hold more than 240,000 certifications between them.

■ TNT Crane & Rigging, Inc. purchased the assets of Rent-A-Crane, Inc., an Oklahoma City-based provider of crane lifting services to the energy industry in Oklahoma and the Texas Panhandle. "The acquisition of Rent-A-Crane bolsters TNT's existing footprint through additional contiguous geography and supports further penetration into the mid-continent energy market," said CEO Mike Appling, Jr. "Rent-A-Crane's 30-year history in the region, coupled with TNT's capabilities, will provide significant growth opportunities and enhanced service for our combined customer base going forward."

■ Modulift has launched a new Spreader Beam Calculator which is accessible on their website <http://www.modulift.com/spreader-beam-calculator.html>. The Spreader Beam Calculator allows customers to enter the sling angle, span and weight that they are working with to obtain the details of which Modulift spreader beam is suited for their lift.



Terex launches CTL 1600 tower crane

Terex Cranes' new CTL 1600 luffing jib tower crane has two and a half times the load moment and a 10 meter longer jib than the previous largest Terex luffing jib tower crane. The new CTL 1600 tower crane will be produced at the Terex facility in Fontanafredda, Italy.

Topping the existing Terex tower crane portfolio of eight CTL luffing jib models, the new Terex CTL 1600 crane integrates extensive feedback from customers to combine outstanding lifting power with easy assembly, operator comfort and jobsite safety, the company said.

Offering a maximum lifting capacity of 72 tons, a maximum load moment of 1,600 tonne meters and equipped with a 246-foot jib, the crane offers high lifting capacities and reach and ease

of assembly and transport, Terex said. This model has a maximum freestanding height of 89 meters on a concrete base and 88 meters on a chassis. The CTL 1600 tower crane uses HD 33 tower segments, which come equipped with pre-assembled tower platforms, aluminum ladders, multiple lifting points and the new Terex Engage System, which includes the required components for tower crane assembly already positioned and ready to be connected. The crane has several safety features including jib walkways and handrails.

Like all Terex luffing jib tower cranes, all hoisting and luffing winch drums are linked to their own separate emergency braking system, which at the press of a button stops operation rapidly but gradually enough to avoid



The Terex CTL1600 has two and a half times the load moment and a 10 meter longer jib than their previous largest luffing jib tower crane.

blocking. Two cameras and a display screen increase visibility. The new CTL 1600 comes equipped with the Terex Cranes EVO 15 operator cab. ■

ITC issues initial ruling of patent lawsuit

United States International Trade Commission Administrative Law Judge David P. Shaw has issued an initial determination that Sany Heavy Industries infringed on patents owned by Manitowoc Cranes.

The notice of Initial Determination in Certain Crawler Cranes and Components Thereof (Inv. No. 337-TA-887) was dated July 11, 2014. The investigation is based on a complaint filed by Manitowoc Cranes, LLC alleging violation of Section 337 of the Tariff Act by Respondents Sany Heavy Industry Company Ltd. and Sany America, Inc., in the importation into the United States and sale of certain

crawler cranes and components that infringe on one or more claims of U.S. Patent Nos. 7,546,928 (the '928 patent) and 7,967,158, and that were designed and manufactured using Manitowoc Cranes' misappropriated trade secrets.

According to the notice, the judge determined Section 337 was violated. Specifically, the judge determined that Manitowoc demonstrated that "certain accused products infringe claims of the '928 patent," and that Sany engaged in the "misappropriation of certain asserted trade secrets" owned by Manitowoc.

In a press release dated July 23, 2014, Manitowoc stated "Manitowoc is pleased by the Judge's favorable ruling and

looks forward to receiving the Commission's final order later this year."

The complaint centers on Manitowoc's Variable Position Counterweight (VPC) system, which was first patented for the company's Model 31000. Manitowoc contends that Sany's SCC8500 crawler infringes on its patents related to the VPC system.

In an exclusive Guest Comment in the June issue of *American Cranes & Transport*, Manitowoc Executive Vice President Larry Weyers said, "What we are doing to protect our intellectual property and trade secrets is important for Manitowoc Cranes, but I believe it is also good for the industry as a whole." ■

■ Terex's sales for the second quarter of the year were \$2.06 billion, a 10.4 percent increase on the same period in 2013. The company made a net profit of \$140 million in the three-month period, compared to just \$21 million a year ago.

"Our results for the second quarter and first six months of the year were mixed both from a business and geographical perspective," said Ron DeFeo, Terex chairman & CEO. "Our aerial work platforms (AWP) segment had a strong quarter but margins were slightly lower than a year ago due to product mix and planned investments in new product development and manufacturing footprint. Our Cranes segment is making progress, as bookings were roughly equal to net sales during the quarter and the order entry run rate was 12 percent above the prior year level on a year to date basis."

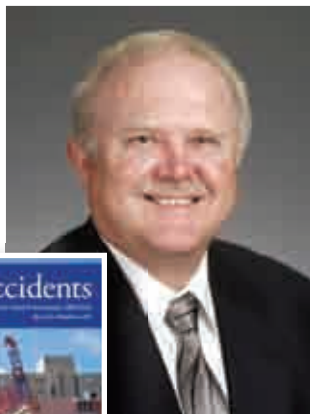
According to DeFeo, Western Europe and North America were the growth drivers with increases of 35 percent and 15 percent, respectively.

The AWP business, which markets products under the Genie brand, was the largest of Terex's divisions over the quarter, with sales of \$718 million, an 18 percent increase on a year ago. This was followed by the \$504 million cranes division, which was down 3 percent on last year.

Crane accident study released by Haag



At the World Crane & Transport Summit in Miami in November, Haag Engineering's Jim Wiethorn will present a review of the recently published *Crane Accidents: Causes & Trends* study.



Jim Wiethorn

"*Crane Accidents: A Study of Causes and Trends to Create a Safer Work Environment, 1983-2013*," recently released by Haag Engineering, presents an analysis of crane accidents. The study examines commercial construction, residential construction, agriculture, logging/arborist, marine, mining, highway/road and bridge, industrial/manufacturing, land-based oilfield and offshore oilfield industries.

"Every lift and accident is unique, and our goal was to evaluate a broad cross-section of accidents throughout the United States in order to provide constructive

information to the crane industry on factors causative of crane accidents," said Haag's Jim Wiethorn, P.E., and who authored the study.

Haag has been actively involved in the crane and rigging industry with the development and growth of the Haag Crane Group, based in Sugar Land, TX. Initially implemented by Wiethorn in 1987, the group has expanded to address all aspects of the crane and rigging industry. They have completed review of more than 750 crane- and rigging-related accidents since 1987.

This study evolved out of Wiethorn's life-long

association with and love of cranes. He grew up in the construction industry and studied crane design while attending engineering school.

"This study is designed to provide valuable insight and ultimately increased safety for everyone involved with crane lifts by analyzing the causes of accidents," he said.

It provides valuable data for owners, users, manufacturers, standards committees; analysis of crane accident types and trends, plus industry specific analyses; identifies problematic areas to reduce future risks and prevent catastrophic events; and evaluates the current state of crane lift training and effects in the industry (ASME B30 standards). Download the study at <http://haageducation.com/books-tools/crane-accidents-causes-trends/66/>.

Wiethorn will present findings from the study at the World Crane & Transport Summit November 12-13 in Miami, FL.

To book your ticket at the Summit please go to: <http://www.khl-group.com/events/wcts/booking.html>. ■

Manitex acquires PM and Oil & Steel

Manitex International has announced the acquisition of articulating crane and aerial platform manufacturer PM Group SpA for \$107 million.

Articulating cranes under the PM brand and Oil & Steel branded truck-mounted aerial platforms will be added to the Manitex product offering. Manitex said that PM Group, its largest acquisition to date, has trailing 12-months revenue of \$106 million.

PM Group accumulated

\$140 million in debt following a 2008 LBO, which created the opportunity for Manitex to acquire the company and restructure the debt, the company said. The acquisition, expected to close in the fourth quarter of 2014, includes assumption of \$68 million in debt and liabilities, plus working capital facilities. Also in the price is a \$24 million loan, and \$15 million in new Manitex shares, mainly to PM's banks.

At Manitex International PM Group's PM and Oil & Steel will join fellow Italians crane manufacturer Valla and container handling equipment specialist CVS Ferrari, plus U.S. crane companies Manitex and Badger. Manitex Lift King and Load King are also in the Manitex International portfolio. ■

Manitex International is set to acquire PM and Oil & Steel by the end of 2014.



■ Hirschmann MCS collaborated with the engineering department at Pennsylvania State University, Harrisburg to design an interactive crane model equipped with the new PAT-B5 line of wireless sensors and vSCALE D2 console from Hirschmann MCS. Students designed and built a crane model according to a list of requirements provided by Hirschmann MCS. The PAT-B5 sensors were mounted on the boom to replicate industrial use, while the PAT-B5 wireless receiver and vSCALE D2 console were mounted on a stand-alone podium to display actual sensor values.

■ The National Commission for the Certification of Crane Operators (NCCCO) made available the first phase of a new CCO certification program specifically designed for boom truck operators. The new CCO Boom Truck – Fixed Cab (BTF) operator certification is a subcategory of the CCO Telescopic Boom – Fixed Cab (TSS) certification and was developed specifically for the industries that use these machines such as building supplies, HVAC, sign installation, and tree maintenance. For more information see our NCCCO News column on page 22.

■ The Crosby Group has created a partnership with Warriors 4 Wireless, donating critical lifting and rigging equipment and training as well as making a financial contribution to the organization. Warriors 4 Wireless is dedicated to helping veterans transition to new careers in the wireless industry. Crosby's donated equipment will be used to train returning veterans who have completed their military deployments and now wish to seek full-time employment within the telecommunications industry.

Manitowoc completes load test for MLC650

The Manitowoc MLC650 crawler crane has successfully completed the required load test to validate its maximum lifting capacity. The crane lifted 717 tons of test weights, making the crane's advertised capacity official.

Dustin Soerens, marketing manager for lattice cranes at Manitowoc, said the test went as expected. "The lift went very smoothly. It was a momentous occasion for everyone at Manitowoc that has worked so hard to make this crane a reality," he said. "A large group of engineers witnessed the test lift and were very pleased with how the crane performed under load."

The MLC650 is on schedule and almost ready for the global market. It has a 341-foot maximum main boom length and a luffing jib that can be added to reach a maximum combination of 515 feet.

The crane also features



The MLC650 successfully lifted 717 tons of test weights, making the crane's advertised capacity official.

the Variable Position Counterweight (VPC). The VPC system automatically positions the counterweight to fit the required lift. Advantages for customers include reduced ground preparation, lower ground-bearing pressure and less

counterweight, all without sacrificing capacity. Also, customers will not have to buy, transport or install as much counterweight compared with a traditional configuration.

The crane was fitted with hundreds of strain gauges that measured the tension and compression of the steel components of the crane while lifting. For the max load moment test, the crane was positioned to apply the maximum stresses through the structure, such as the boom positioned over the corner of the crawler crane.

"The successful completion of the max loading tests is a positive sign that the rest of the structural testing will go smoothly," he said. "Typically, if any major design changes would be required, they're found during the max load test. We can now rest assured that we're well on our way to releasing this innovative crane to the global market." ■

Carlisle appointed Maxim CEO

Bryan Carlisle has been appointed chief executive officer at Maxim Crane, one of the world's largest crane rental companies and number one on the 2014 ACT100. For 33 years Carlisle has worked for Maxim and his family's Carlisle Crane, acquired by Maxim in 1999. Before this latest appointment, he was chief operating officer and prior to that he was a senior vice



president overseeing Maxim's Midwest and Southeast regions and headed the crawler crane and tower crane product lines for the whole company.

"I am thrilled about the opportunity to lead a company that has been such a big part of my life and my career," Carlisle said. "I strongly believe we have the deepest and most talented team in the industry. I am excited to work with our leadership group and all of Maxim's dedicated employees to continue delivering the high levels of value and service our customers deserve."

Carlisle said that the company's top priorities are continuing to increase equipment utilization, expanding and strengthening

customer relationships and maintaining Maxim's commitment to safety.

"Bryan has spent most of his life in the crane and construction industry and he has proven to be an exceptional leader," said Louis Samson, partner at Platinum Equity, which acquired Maxim Crane in 2008. "He has an outstanding reputation in the industry and under his leadership I am confident we have the right people, equipment and resources to execute the strategic plan and continue delivering profitable growth."

Maxim's former CEO, Art Innamorato, has left the company to pursue other interests, Maxim said. ■

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Air Products purchases two DB70 Shuttlelifts

Air Products purchased two Shuttlelift DB70 double-beam mobile gantry cranes for its facilities in Wilkes-Barre, PA and Palmetto, FL. The first crane arrived in Pennsylvania in early June, while the second shipped to Florida in July.

The Shuttlelift mobile gantry cranes will be putting products on railcars or trucks and moving parts on site, both indoors and outdoors.

Due to Air Products' need for increased capacity at its Pennsylvania facility, the company decided to replace its nearly 50-year-old, 60-ton crane with a Shuttlelift DB70. But there was a twist: The buildings were old, with short, narrow doorways. To accommodate a standard 70-ton mobile gantry crane, Air Products would have to make its doorways bigger, an endeavor that could cost upward of \$40,000. So the company approached Shuttlelift to see if its engineers could design a DB70 that would be able to maneuver through the existing doorways.

A typical Shuttlelift DB70 crane has a ground-to-hook



The Shuttlelift DB70 was designed short and stout so it could fit through Air Products' existing facility.

height of 30 feet and an inside clear width of about 40 feet. The new crane would have to fit within a 20-by-20 space.

"It needed to be short and stout," said Dan Reinholtz, Shuttlelift's sales manager. "We knew this was going to be a unique challenge for our engineers, because the crane would have to fit the doorways and be able to lift the product at this increased capacity."

Reinholtz made two trips to Air Products' Pennsylvania facility and worked closely

with its maintenance and equipment manager to gather all the necessary dimensions and project parameters. And then the engineering team took over.

"We promised them the hook heights they needed, and then we changed our product to fit the parameters," Reinholtz explained. "It wasn't going to be anything too complex, but we had to accommodate a unique height with standard parts. It was quite a balancing act."

CIC earns ANSI accreditation for mobile crane operator

Crane Institute Certification (CIC) has achieved accreditation for four of its crane operator certification programs from the American National Standards Institute (ANSI) under its personnel certification accreditation program. The accredited schemes include Crane Operator: Large Telescoping Boom Crane, Over 75 Tons, Crane Operator: Lattice Boom Crawler/Truck Crane, 1-300 Tons, Crane Operator: Medium Telescoping Boom Crane, 21-75 Tons, and Crane Operator: Small Telescoping Boom Crane, Under 21 Tons. CIC is now dually accredited by NCCA and ANSI.

The commendation states: "CIC is to be commended for its rigorous application of policies and procedures in the administration of written and practical examinations onsite. All staff involved and observed were extremely knowledgeable and client-sensitive, while maintaining standards of fairness and security throughout the process."

ANSI accredits personnel certification bodies against ISO/IEC 17024, which is an international standard that has also been nationally adopted as an American National Standard. Accreditation to an international standard is important for certification bodies that have global aspirations. CIC is also recognized by WorkSafe BC and BC Association for Crane Safety for reciprocal certification with British Columbia, and has been asked by companies in other nations to certify operators.

■ Davis Motor Crane placed an order for five new Terex T 340-1 hydraulic truck cranes. Inked at ConExpo, the order represents the largest single Terex crane order of one model throughout the 40-year relationship between Terex, Davis Crane and Scott-Macon Equipment, an authorized Terex Crane distributor.

The Terex T 340-1 has a 35.5-foot length and narrow 8-foot driving width and can reach highway speeds of 60 mph. The crane's 34-foot turning radius allows the operator to maneuver into tight spaces at confined job sites.



■ After the delivery of an LTM 1500-8.1, Liebherr-Werk Ehingen can boast a total of 30,000 mobile cranes supplied to customers. The Liebherr 500-tonner was supplied to the Mexican company Grupo DPH, a crane and heavy load contractor. In reaching its decision to buy from Liebherr, one of the major factors for Grupo DPH was the existence of Liebherr Mexico S.de R.L, a sales and service subsidiary founded in 2013, the company said. "Liebherr cranes have always had a good reputation and since Liebherr has had its own location here in Mexico, I know that I can rely on the company's excellent after-sales service for my machines. That is why I decided on Liebherr", said Jorge Fernandez, owner of Grupo DPH.



■ Yokohama Tire Corporation announced it will move its Western Region Distribution center from Fullerton, CA to a newly constructed 658,000-square-foot facility in Chino, CA. The move is expected to be completed late this year.

■ The Sarens Group, recently announced the completion of rebranding efforts for its business units in North America. Sarens USA and Sarens Canada are the official trade names under which Sarens will regionally market their services, replacing the Rigging International and Canada Crane Services names. Sarens' presence in North America has steadily increased over the last five years with the acquisition of Rigging International in 2009 and the purchase of Canada Crane Services in 2010. Mike Hussey, regional director, Sarens North America, said "The North American market is strategically important to our organization, as reflected in the investments we have made in Canada and the U.S. Since our acquisition of companies in both countries we have continued to develop those business units and expect further investments as customer demand for our services increases."

■ NBIS has entered into a definitive agreement with Catalina Holdings to transfer its residential construction liabilities to Catalina via a novation agreement. NBIS President Bill Tepe said: "This transaction transfers NBIS' legacy run-off reserves to Catalina and allows NBIS management to provide greater focus on its core business of offering risk management and insurance to the crane and rigging, specialized transportation, and concrete pumping industries."

Crane Rental Corporation lifts hub of Orlando Eye

Crane Rental Corporation lifted the 83,000-pound hub of the new Orlando Eye observation wheel into place. The hub was installed approximately 200 feet above the ground, the center of what will be a 400-foot-tall attraction on International Drive in Orlando. The wheel is being constructed by Adena Corporation.

The hub unit was transported on Crane Rental Corporation's 13-axle trailer and lifted with their 600-ton capacity Terex AC500-2 hydraulic truck crane with a Sideways Superlift (SSL) attachment. Other work for the observation wheel is being completed by Crane Rental's 130-ton capacity Grove RT9130E, which will remain



The 83,000-pound hub of the Orlando Eye is the center of a 400-foot-tall Ferris wheel.

onsite for the duration of the job. During the hub lift, the RT lifted a work platform 200 feet, bringing a crew to attach the hub to the base structure.

The wheel itself will be constructed in sections, rotating as they are completed. The attraction is scheduled to open in the spring of 2015. ■

Atlas Industrial receives new Riggers EZ600-40

Atlas Industrial Contractors, based in Columbus, OH, recently took ownership of

the latest model of the Riggers Manufacturing EZ600-40. The new two-point hydraulic

gantry system was set to be dispatched to a jobsite immediately.

According to Riggers Manufacturing, the two-leg system is based on the company's classic design introduced in the 1980s.

Designed with self-contained hydraulics, the EZ600-40 is electric powered and available in 200, 380 and 460 volt, three-phase setups. It features synchronization of lifting and traveling standard via the CARL Control System.

With an accurate load weight display, the EZ600-40 has a 690-ton first stage capacity and 250-ton top stage capacity. It features a maximum lift height of 40 feet and a standard 4-foot track width. It also conforms to all ASME B30.1:2009 and CE Standards, according to Ben Forster, vice president, Riggers Manufacturing. ■



Atlas' new Lift Systems EX600-40 is a two-leg system with self-contained hydraulics, is electric powered and features the CARL Control System.



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ATF 90G-4 (110 ton)

ATF 70G-4 (75 ton)

ATF 50G-3 (55 ton)



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Photo: hydraulic offset jib (optional)

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Chris Sleight reports on the Dow hitting new highs in July and American share prices escaping the impact of another European banking wobble.

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.

Dow surges, then suffers hangover

Champagne corks popped on Wall Street on July 3, 2014 as the Dow went into the holiday weekend having broken through the 17,000-point barrier for the first time in its history. But there was a hangover to contend with straight after the break as markets in Europe, in particular, started to wobble over solvency and governance concerns at a big Portuguese bank, Banco Espirito Santo.

The Dow was caught up in this to some extent, but had recovered its losses within a few days. Not so the European bourses, despite some swift action by the Bank of Portugal to install a new CEO to steady the ship.

Despite the questions this wobble raises about the stability of European banking a full six years after the Lehman Bros. collapse, the U.S. markets shrugged the concerns. As our

graph illustrates, share prices have continued to enjoy a steady rally.

Tech rally

The strongest gains have been in the tech sector, as illustrated by the performance of the NASDAQ index, but this has also been the most volatile indicator.

The good news for the heavy equipment industry is that this year it is joining the party. The later part of 2012 and all of 2013 was characterized by a broad stock market recovery that left the equipment sector standing still.

This year, however, the more convincing recovery in the real economy has helped push up shares in companies that make expensive capital equipment, as illustrated by the line for the ACT Heavy Equipment Index (HEI) on the graph.

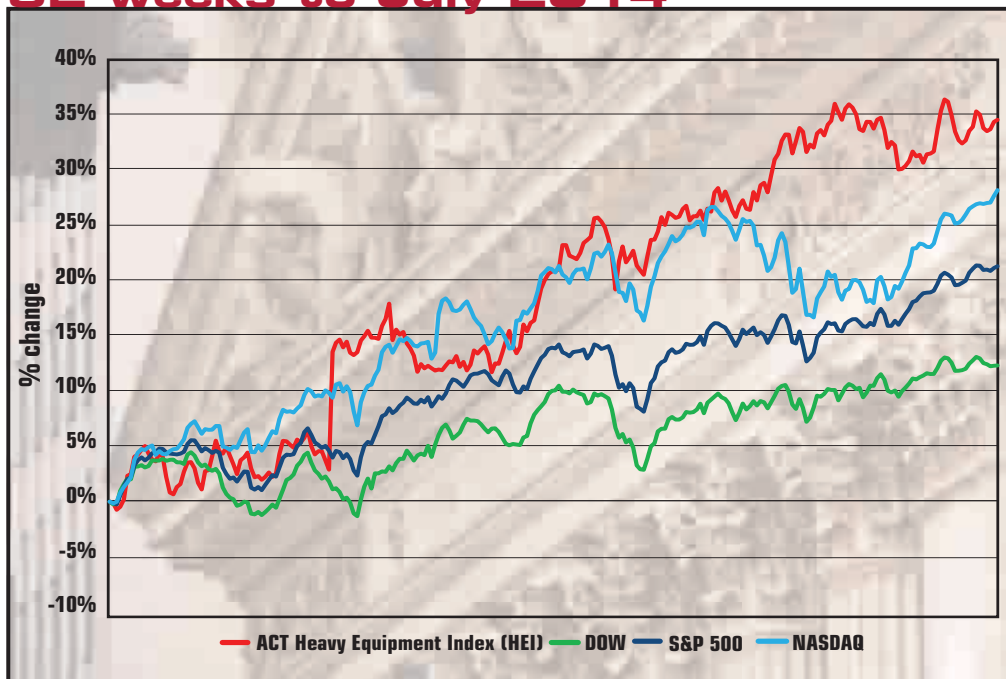
About 10 points of the Index's 35 percent increase

over the last 12 months is due to the sudden jump last October when CNH merged with sister company Fiat Industrial to form CNH Industrial. However, even subtracting this from the performance over the last year, the ACT HEI has still grown on a par with the broad market indicators.

"What happens next?" is always the key question with stock markets. With any rally there will come a point when investors chose to take their profits, and when it comes, that sell-off will lead to a downturn in share prices.

On the other hand, the bigger picture is that the U.S. and global economies are in the early stages of what should be a steady economic recovery. That should point to a continued rally on the markets, but as the Banco Espirito Santo situation shows, confidence is still fragile in some areas. ■

52 weeks to July 2014



AUTHOR:

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 is a regular contributor to ACT's sister publication, *International Cranes and Specialized Transport*.





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Daniel Irwin

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company safety
committees are a
concept whose
time has come.

Do you have a safety committee?

The lifting and transportation industry is different in a lot of ways from others in the standard construction or general industry classification. Our work tasks are not confined to one spot – this is obviously an understatement – and we do not typically have onsite supervisors who oversee a crew.

Many times in our sector, our equipment operators, riggers, drivers and others must safely regulate their own work as the only company representative in a given area. These differences, coupled with the fact that most regulations are not written from this point of view, can cause us to react in one of two ways to changing requirements or concepts:

- We can say that we do things differently so that concept does not apply to us.

- Or, we decide to get creative to apply a concept in our place of business because there's at least a possibility it will help us get better.

One concept that I think falls into this category is that of safety committees. As far as customer requirements and even up-and-coming regulations, this concept is somewhat of a new arrival

on the scene. Contractors in our industry have been asked by potential customers on standard questionnaires several times lately if they have an active safety committee in place, and there is no option to answer “no.”

There are currently more than 16 states that require employers to have safety committees in different instances or industries. Most of these regulatory requirements are very simple and straightforward: All employers with 11, 15, 10 or even five employees must establish safety committees.

Due to the transient nature of our business, traveling through multiple states, and our “crew” make-up, at first glance it would be easy to resort to the first option when faced with this requirement or recommendation. However, I think there are several effective techniques that are worth considering when we follow the second option and keep an open mind.

Knowledge base

For example, I know of a company that recently had a crane operator on restricted duty from a work-related injury. He was temporarily asked to help the safety department by conducting project audits in remote locations. The feedback from both the operator and those audited was very positive, including comments such as “he’s a lot harder auditor than the actual safety department.”

The operator knew the ins



Employees possess valuable insight and feedback that can be utilized through a corporate safety committee.

and outs of the way a crane should be set up, the details of the wind effects, ground conditions and the like. This deep knowledge can only be achieved after thousands of hours in the cab of a crane. He suggested additions to the audit form, methods of improvement and pointed out several areas that had been overlooked in the audits which had been conducted on him by the safety department. Although it was not stated, the “feel” of the conversation was, “I would have gladly told you these things a lot sooner if you had just asked.”

This story is just one example. My guess is that we all have employees who possess valuable insight and feedback, but without a safety committee, or a well-defined path for participation in the safety program, it is lost.

It is impossible to have the most effective safety program we could without

the participation and input of different levels of employees. Drivers should help train and/or audit other drivers. Riggers and operators can offer the best input to other riggers, and drivers, when given the opportunity, and the role of management, (in my opinion), should simply be one of fostering and encouraging this communication.

It is true that many of our industry dynamics do not easily provide for the idea of formal committees that meet with regularity to discuss the safety of an organization. However, I think we are definitely “missing the proverbial boat” if we are not actively involving our field workers in the creation and modification of safety procedures, training and input. I am comfortable in saying if we take a creative look at the idea of safety committees, our workplaces will be safer as a result. ■

THE AUTHOR



Daniel Erwin,
is a crane,
rigging and
transportation
safety consultant

and author.



CCO Boom Truck Operator

The National Commission for the Certification of Crane Operators (NCCCO) has introduced the first phase of a new CCO certification program specifically designed for boom truck operators.

The new CCO Boom Truck - Fixed Cab (BTF) operator certification is a subcategory of the CCO Telescopic Boom - Fixed Cab (TSS) certification and was developed specifically for the industries that use these machines such as building supplies delivery, HVAC, sign installation, and tree maintenance.

COMMISSIONER SPOTLIGHT: Danny Bishop



The Crosby Group Corporate Director of Value Added Training, Danny Bishop, based in Tulsa, OK, brings to the NCCCO Commission more than 30 years' experience in the industry, where he has primarily focused on rigging,

rigging products and the proper use of Crosby's rigging products to maximize lifting safety. In his current position, he oversees Crosby's worldwide training efforts, including Crosby's global efforts to promote safe use and inspection of rigging equipment.

Bishop's direct involvement with the Commission has increased significantly over the past few years, but he has been indirectly involved with NCCCO since its early years. For example, he has required that Crosby trainers have at least CCO Rigger Level I certification since NCCCO first offered rigger certification.

Bishop enjoys contributing his expertise to NCCCO's elite group of subject matter experts who are dedicated to raising the bar on crane and rigging safety.

"By involving top-level industry experts in the development of crane-related personnel certifications, NCCCO has helped improve the professionalism and education of crane operators, signalpersons and riggers," he said. "CCO certification makes work sites safer by reducing accidents and deaths resulting from crane and lifting activities." Read more of this profile at www.nccco.org/dbishop.

Users and manufacturers of boom trucks approached NCCCO early last year to request the new program, motivated by a desire to reap the safety, insurance and risk management benefits that other CCO operator certification programs have delivered over the past 18 years, commented NCCCO Manager, Program Development and Administration, Joel Oliva. He also pointed out that the new OSHA crane rule (29 CFR 1926 Subpart CC) requires operators to be certified when using cranes with capacities exceeding 2,000 pounds in construction applications.

"While there is a wide variety of users and applications of boom trucks, many machines don't operate in typical construction applications, but are engaged in activities such as delivering materials and equipment," Oliva said. "This new program is designed specifically to address the unique needs of boom truck operations in all their variety."

For the purposes of this new certification, a boom truck (also known as a commercial truck-mounted crane) is defined as a crane consisting of a rotating superstructure (center post or turntable), a fixed or telescopic boom, operating machinery, and one or more operator's stations. It is mounted on a frame attached to a commercial truck chassis with a payload hauling capability and is equipped

CCO's new program is designed to address the specific needs of boom truck operations.



with its own power source. Its function is to lift, lower, and swing loads at various radii, requiring the use of outriggers/stabilizers.

The new CCO certification program was developed by a NCCCO Work Group consisting of boom truck users

CCO Crane Inspector Certification benefits contractors



Crane inspector certification continues to gather pace around the country as an increasing number of crane owners and general contractors recognize the benefit of having the skills and knowledge of the personnel inspecting their cranes independently evaluated by a third-party, nationally accredited certification organization.

The CCO Crane Inspector certification program was created by NCCCO in anticipation of OSHA's extensive crane inspection requirements for employers contained in 29 CFR 1926 Subpart CC, particularly §1926.1412, that was published in 2010. Crane inspectors themselves are also realizing the value of the credential. To date, NCCCO has issued over 100 certifications to crane inspectors in more than 25 states. Those who provide their services on a for-hire basis are listed in NCCCO's online directory at www.nccco.org/crane-inspector-directory.

"CCO crane inspector certification provides us with a great deal of confidence in knowing our cranes are safe to operate," said Chuck Caskey, safety director, Standard Concrete Products, based in Columbus, GA. Contractors are increasingly requiring or strongly preferring crane inspections be performed by a CCO-certified inspector. Certifications for inspectors of mobile cranes, tower cranes, and overhead cranes are available. For more information about the CCO Crane Inspector certification program visit nccco.org/crane-inspector.

Certification now available



and representatives of boom truck manufacturers, trainers, consultants and industry associations, as well as members of NCCCO's Written Exam and Practical Exam Management Committees.

"We anticipate this new program being highly popular with boom truck users keen to protect their employees and manage the risks inherent in any lifting activity," noted NCCCO Work Group Member and Chairman of NCCCO's Practical Exam Management Committee, Kenny Shinn, Shinn Cranes, Lakewood, NJ.

The CCO Boom Truck – Fixed Cab (BTF) written exam is a modified version of the CCO Telescopic Boom – Fixed Cab (TSS) written exam. Questions that don't apply to boom trucks have been replaced with questions that specifically deal with boom truck operations. Candidates must take the Mobile Crane Operator Core written exam as well as a Boom Truck Specialty written exam, which features a Manitex boom truck load chart. The practical exam remains

unchanged from the TSS program, but BTF candidates are required to take their tests on boom trucks. All NCCCO certification eligibility and medical policies of other CCO operator certifications apply.

Since CCO Telescopic Boom – Fixed Cab (TSS) operator certification already covers fixed-cab boom truck cranes, operators of fixed-cab boom trucks who currently possess a TSS certification do not need to take the new Boom Truck – Fixed Cab Operator certification exams. They will be automatically granted the new BTF certification.

The Work Group is currently finalizing development of the second and final phase of the boom truck program. A swing-cab equivalent of the BTF certification is planned for launch by year-end.

Complete information about the new BTF certification – including candidate handbook, exam applications, and references – is now available on NCCCO's website (www.nccco.org/boomtruck). ■

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Uri Toudjarov took on the role as president of Global Cranes to create a brand of rough terrain cranes that would provide users with the best possible return on investment.

D. Ann Shiffler reports for *ACT*.

Focused on value

Uri Toudjarov truly enjoys the crane industry. For him, it's the people and the cranes. Toudjarov speaks fondly of his 30-year career in the industry, appreciating the

knowledge he gained working through the ranks of Terex Cranes, starting as a regional manager in Canada and holding such key positions as sales manager, product manager for PPM and American Crane, sales director and vice president of crane sales for North America. After leaving Terex he worked as international sales director for Bigge Equipment.

"With Bigge, I was able to gain experience from the distribution side of the business," he said. "I joined Global Cranes to create a new brand of rough terrain cranes that will provide the end user with the best return on investment."

Global Cranes was created to be the biggest rough terrain sales organization in the world, Toudjarov said.

"The idea to create the company came in late 2007 when all the existing crane manufacturers took advantage of the big backlogs and robust market and increased their crane prices to unreasonable levels," he said. "We all know that crane rental rates have not gone up much over the years while crane prices have more than doubled in the past decade. This provides opportunity for us to provide a better crane at a better price."

As president of the company since the beginning, Toudjarov overlooks every aspect of the organization from design and engineering to sales, marketing, parts and service.

"We have many talented individuals in the organization that I can rely on to make the company the success that it has become," he said.

We caught up with Toudjarov in June at the Crane Rental Association of Canada Annual Conference in Whistler, B.C. In this beautiful setting, we talked about Toudjarov's vision for Global Cranes and his thoughts about the crane industry in general.

>26

Uri Toudjarov, president of Global Cranes, is focused on providing its customers cranes that are high quality and low priced.



GLOBAL CRANES HAS NOW BEEN OPERATING FOR FIVE YEARS. IS THE COMPANY PERFORMING AS EXPECTED?

Currently the company is performing as expected. I wish the process from idea to reality was shorter and easier, but as I always said, if it was easy to do, then anyone could have done it.

HOW DO YOU CHARACTERIZE THE STATE OF GLOBAL CRANES AND ITS ENTRY IN THE NORTH AMERICAN CRANE MARKET?

The North American market is the most important rough terrain crane market in the world. We delivered more than 300 cranes worldwide before we decided to enter North America.

We are very pleased with the positive response. Our customers in North America who are currently using our cranes are extremely satisfied with the specifications, performance and price of the machines.

We have just opened a new facility in Houston, TX and we are looking to extend our operations from coast to coast.

WHAT IS THE BIG NEWS TO COME FROM GLOBAL CRANES OVER THE PAST YEAR OR SO?

We have developed three new rough terrain models and two new crawlers specifically designed for the North American market.

We are very proud of our new 65-ton capacity RT 65, which has a 141-foot formed boom and provides the longest reach in its class and has an equally impressive load chart.

We are also winning large international bids and have increased our international partnerships to more than 40 countries on six continents.

WHAT ARE THE BIGGEST CHALLENGES FOR THE COMPANY?

Keeping costs down and continuing to provide the best-priced cranes in the world is a constant challenge. We work very hard to maintain our prices. It is also challenging to penetrate the North American market with machines assembled overseas.

The positive part for us is that the major components for our cranes are the same as those of our competitors. People then ask: How is it possible that your prices are 30 percent less than your competitors? The answer is simple. There are three parts that affect the cost of a crane: labor, material and overhead.

Compared to our competitors, our

material costs are the same. Our labor rate is less, but the part that makes the biggest difference is the overhead. Global Cranes' overhead costs are almost zero compared to our competitors and that is how we are able to provide a better crane at a better price.

WHAT IS IT YOU LIKE ABOUT THE CRANE INDUSTRY?

I compare the crane industry to science. Numbers tell all. We deal with weight, angles, length, capacity and dollar values. Numbers never lie.

Crane people are also different from let's say the people in the fashion industry, who may be willing to pay unreasonable prices just for the brand name. Crane people understand the value of their purchase and will be loyal to those who

Global Cranes recently introduced the 65-ton capacity Zoomlion RT 65, which has a 141-foot formed boom and provides the longest reach in its class, according to the company.



provide the better service at the lowest price.

Our low-cost approach works in the crane industry. I love being part of an industry that provides tools for those that build the world's infrastructure.

WHAT IS YOUR BUSINESS PHILOSOPHY?

We understand that rough terrain cranes are commodities and tools to various industries. The only way those industries will be successful is if they pay reasonable prices for the cranes and add more to their bottom line. I believe in providing customers with the best product at the lowest possible price.

WHAT DO YOU LIKE TO DO IN YOUR LEISURE TIME?

My hobby is work.

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Rigging engineering

Tim Hillegonds discusses the thought process behind Industrial Training International's introduction of a comprehensive course on rigging engineering.



There's an old Mark Twain quote that says, "The difference between the right word and the almost right word is the difference between lightning and a lightning bug." Obviously, what Twain meant is that sometimes, small differences in semantics can make for big disparities in meaning. Being a driver isn't the same as being a NASCAR driver. Being an operator isn't the same as being a crane operator. And, as Industrial Training International (ITI) is demonstrating with their upcoming "Fundamentals of Rigging Engineering Program," being an engineer isn't the same as being a rigging engineer.

Located in Woodland, WA, ITI's corporate office/training facility sits a couple miles east of the Columbia River. With five mobile cranes, an overhead load rail system, and more than 75 live-loads, it is one of the most robust crane and rigging training facilities in the world.

"We are excited to be serving employers in so many ways today with training at client locations, as well as our training centers in Woodland, Edmonton, Memphis, Rio de Janeiro, and online via live and on-demand courses," said ITI Vice President and COO Zack Parnell.

But the value that ITI provides to the industry isn't just in the field tests it performs; it's also in the way the company approaches training as a whole. ITI maintains its own bookstore and resource center, providing everything from training DVDs and checklists to reference cards and print and e-books. It was through one of its bookstore offerings that the idea for the "Fundamentals of Rigging Engineering Program" was born.

"Keith Anderson, a long-time rigging professional who is also a chief rigging engineer at Bechtel Corporation, had been working on a book called *Rigging Engineering Basics*," said Parnell. "He had shown a draft or two to my father, Mike Parnell, our CEO/technical director, for a peer review."

Having published other books, such as *The Art of Heavy Transport* by Marco van Daal, Parnell saw an opportunity.

"I spoke to Keith late last year about publishing the book, which our company did in December of 2013. In that conversation, Keith mentioned to me that he wrote the book in an effort to formalize the education of engineers into the realm of crane and rigging activities."

Anderson, one of a number of technical contributors to the "Fundamentals" program, contends that rigging engineering spans an enormous range of separate engineering disciplines. He believes that to be a competent rigging engineer, amongst other things, an individual needs some structural engineering expertise, some



Keith Anderson, chief rigging engineer, Bechtel Corporation, and author of *Rigging Engineering Basics*, is one of a number of technical contributors to the "Fundamentals of Rigging Engineering" course.

mechanical, civil, and hydraulic experience, and even electrical and marine experience. He believes that

competent individuals need an in-depth knowledge of the equipment being used and how to engineer and plan for its safe use.

"Then, of course, there is risk management and the rules and regulations that have to be complied with," said Anderson. "Currently, rigging engineering is, surprisingly, not recognized as a discipline in its own right. I believe it should be. It is one of the highest risk activities out there."

It was through ITI's review of Anderson's book, and subsequent conversations that took place, that the objective of the training program was uncovered.

"He [Anderson] explained to me that there really is no formal training for rigging engineers to speak of," Parnell said. "After a few more conversations, we agreed that the industry needed this education, especially with the sheer volume of experienced engineers that are and will be retiring over the next decade."

Robust program

In December of 2013, the ITI management team, together with Keith Anderson and Jim Yates, who is a PE and

THE AUTHOR



Tim Hillegonds spent 10 years in the heavy construction insurance industry before founding Thrive Creative Services, a creative copywriting agency dedicated to helping businesses tell their stories.



At its core, the “Fundamentals of Rigging Engineering Program” is an attempt to help standardize rigging engineering training in an industry that currently doesn’t recognize rigging engineering as separate from rigging, according to ITI.

is a step in the right direction.

“Successful completion [of the course] will not, in itself, make a rigging engineer of anyone,” Anderson said. “But it is suggested for use by employers as a required element of an internal qualification process that should be supplemented by employer-specific training and mentored field experience.”

At its core, the “Fundamentals of

Rigging Engineering Program” is an attempt to help standardize rigging engineering training in an industry that currently doesn’t recognize rigging engineering as separate from rigging. The ultimate goal of the program is to work towards the acknowledgement of rigging engineering as a discipline to be recognized through accredited qualification. And with 14 of the world’s top crane and rigging engineers filling the instructor positions, it would indeed seem that ITI is well on its way to doing just that.

■ For more information on the program, visit <http://iti.com/riggingengineering>.

also senior vice president of Barnhart Crane & Rigging, developed an outline for the program. They ended up with a robust program with more than 150 learning objectives, Parnell said.

“We broke up the program into several courses, which contained ‘modules’ and individual ‘lessons,’ per our curriculum development process,” he said. “The question we were trying to answer was, ‘What knowledge about X do we need to expose to the student?’ Being a fundamentals program, we were not – and are not – trying to pack ten years of knowledge into the student’s head. The job-task review we conducted calls for us to bridge the gap from engineer to rigging engineer.”

It’s the gap that exists between “engineer” and “rigging engineer” that the “Fundamentals of Rigging Engineering Program” is really looking to fill.

“Currently, rigging engineers are typically recruited from graduate-level civil, structural or mechanical engineering programs, and are then required to somehow pick up the knowledge gap on the job,” said Anderson.

The “Fundamentals of Rigging Engineering Program” is ten courses long and amounts to roughly nine college credit hours. Courses include: Manual Lifting Techniques, Statics vs. Dynamics, Configurations, Below-The-Hook Devices and Hydraulic & Strand Jacks. The program can be completed entirely online.

Anderson knows that the course isn’t the final stop for learning, but believes that having task-specific programs that take real-life scenarios into consideration

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John Skelly reports North American tower crane companies continue to expand their fleets and capacities. The annual **TC50** explains who's pushing onward and upward.

Still climbing

BY THE NUMBERS

TOWER CRANES

1,327

TOTAL CAPACITY

423,204
tonne-meters

BRANCHES

217

EMPLOYEES

6,827



The North American tower crane industry shows promise as it continues to recover from the effects of the recession. Many of the companies in this year's **TOWERCRANE50** have bolstered their tower crane fleets both in number of cranes and total lifting capacity. It's a testament to the ambition and perseverance that can be seen throughout the crane and rigging industries.

American Cranes & Transport spoke with rental companies from every region of the United States and Canada to develop the most updated listing of power and supply in the sky. Twenty companies make up our final count and are ranked by their tower crane

index, the sum of the maximum load moment rating of all the cranes in their fleet, measured in tonne-meters. This is consistent with protocol for *ACT*'s other lists, like the recently published **ACT100**, the **ACTTRANSPORT50**, and the **SPECIALIZEDLIFTING50**.

Once again gracing the top of our list is Morrow Equipment with an *ACT TC* Index of 199,504, far and away the largest index on the list. Morrow has more than recovered from the slight step backward they took last year. Dipping from 550 to 519 total cranes between 2012 and 2013, Morrow is now up to 579 in 2014. Their big Liebherr 1800C leads the way but is rivaled by JayDeeContractor's Kroll K1800. It is JayDeeContractor's one and

only tower crane, but it makes a big impact.

AmQuip takes second prize again with a next best index of 46,084, up from last year's figure of 44,239. They've added a few cranes to the fleet but overall are holding steady in the No. 2 spot. The race heats up from there, though, as ranks three through six shuffled around in a year's time.

Maxim Crane Works jumped from No. 5 to No. 3, ALL Erection & Crane Rental Corp. dropped from No. 3 to No. 4, Bigge Crane & Rigging catapulted from No. 18 to No. 5 and Essex Rental Corp. slid from No. 4 to No. 6.

The most impressive leap goes to Bigge Crane & Rigging who raised their *ACT* Index from 878 to 26,000. To accomplish that they increased their number of branches from 10 to 13, added 100 employees, upgraded their largest crane from a Comedil CTL630 (32 tonne-meters) to a Comedil CTT721 (720 tonne-meters), and grew their total number of cranes from 35 to 80. If Morrow maintains the most valuable player award, most improved player goes to Bigge.

Increased competition

Growth can be seen at the bottom of the list, as well. Connelly Crane Rental Corp. has finished last among our list

Top 10 largest tower cranes

RANK	COMPANY	LARGEST TOWER CRANE	CAPACITY
1	Morrow Equipment	Liebherr 1800 C	1800
1	JayDeeContractors	Kroll K1800	1800
2	Skycrane Limited	Sun STT-753	753
3	Bigge Crane & Rigging Co.	Comedil CTT721	720
4	Maxim Crane Works, LP	Wolff 700B	710
5	Oxford Builders Supplies	CTL 630	650
6	AmQuip Crane Rental, LLC	Potain MR615	615
7	ALL Erection & Crane Rental Corp.	Potain MR605	605
8	Allegiance Crane & Equipment	Linden 8852	550
9	Crane Rental Corporation	Peiner SK415	520
10	RMS Cranes, LLC	Potain MD485B	485

RANK 2014	RANK 2013	COMPANY	COUNTRY	NO. OF DEPOTS	NO. OF EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT
1	1	Morrow Equipment	USA	27	295	Worldwide	Christian Chalupny, president
2	2	AmQuip Crane Rental, LLC	USA	13	500	National	Al Bove, CEO
3	5	Maxim Crane Works, LP	USA	32	2100	National	Matt Hyden, VP of tower crane division
4	3	ALL Erection & Crane Rental Corp.	USA	37	1500	Continental	Michael L. Liptak, president
5	18	Bigge Crane & Rigging Co.	USA	13	450	Regional	Weston Settlemier, president and CEO
6	4	Essex Rental Corp.	USA	18	250	National	Nick Matthews, president and CEO
7	6	Oxford Builders Supplies	Canada	3	30	National	Mike Demelo, VP of equipment operations
8	8	Allegiance Crane & Equipment	USA	5	240	National	Terry Longo, director of corporate affairs
9	NEW	Wagstaff Crane Service, LLC	USA	4	75	National	Jim & Ron Wagstaff, owners
10	11	Skycrane Limited	Canada	2	10	Regional	Jim Howard, president
11	10	RMS Cranes, LLC	USA	3	93	Regional	Cody W. Gilliland, CEO
12	16	Crane Rental Corporation	USA	3	106	National	Alan Ashlock, president
13	7	J.F. Lomma	USA	7	200	National	James Lomma, president
14	15	JayDeeContractors	USA	5	100	National	Michael A. DiPonio, project executive
15	17	Compass Equipment	USA	4	25	National	Kelly Hadland, managing partner
16	NEW	Custrom Service Crane, Inc.*	USA	5	30	Regional	Randy Huffman, vice president
17	NEW	Blue Hat Crane & Equipment Rental	USA	6	45	National	Henry Volante, national hoisting manager
18	19	Guay, Inc.	Canada	18	500	National	Jean-Marc Baronet, president
19	12	M-L Holdings Company Crane Group (United)	USA	9	231	National	Scott Wilson, president
20	23	Connelly Crane Rental	USA	3	47	National	Michael A. Connelly, president

*ACT estimates

for three consecutive years, but has also grown in three consecutive years as well. They doubled their fleet from three to six cranes in 2014 and more than doubled their ACT TC Index from 30 to 70. Also deserving of honorable mention is Crane Rental Corporation who more than doubled their ACT TC Index from 1,655 to 3,893.

This year's **ACTTOWER50** list features some new names as well as some lost ones. While not every company grew, the list reflects growth overall. This year's total capacity of every crane from every company on this list is 423,204

Crane Rental Corporation, pictured here, jumped from No. 16 to No. 12 on the ACTTOWERCRANE50.

tonne-meters. That's 58,960 tonne-meters larger than that last year's total despite fewer companies being represented. The total number of tower cranes across all companies also grew, from 1,283 in 2013 to 1,327 in 2014.

Over the last year the crest of the mountain remained the same but the face of it has gotten more congested.

Six companies now boast an ACT TC Index of over 20,000 compared to

Top 10 largest number in fleet

RANK	COMPANY NAME	TOTAL IN FLEET
1	Morrow Equipment	579
2	Essex Rental Corp.	115
3	AmQuip Crane Rental, LLC	89
4	ALL Erection & Crane Rental Corp.	83
5	Maxim Crane Works, LP	80
5	Bigge Crane & Rigging Co.	80
7	Wagstaff Crane Service, LLC	54
8	J.F. Lomma	34
9	Oxford Builders Supplies	33
10	Blue Hat Crane & Equipment Rental	29



WEBSITE	LARGEST TOWER CRANE IN FLEET	LARGEST TOWER CRANE CAPACITY	NO. OF TOWER CRANES IN FLEET	2014 ACT TOWER INDEX
morrow.com	Liebherr 1800C	1800	579	199,504
amquip.com	Potain MR615	615	89	46,084
maximcrane.com	Wolff 700B	710	80	36,892
allcrane.com	Potain MR605	605	83	32,930
bigge.com	Comedil CTT721	720	80	26,000
essexrental.com	Potain MD560A	40	115	25,022
oxfordbuilders.ca	Comedil CTL 630	640	33	14,234
allegiancecrane.com	Linden Comansa 8852	550	28	11,275
wagstaffcrane.com		550	54	7,299
towercranes.net	Sun STT-753	753	27	6,859
rmscranes.com	Potain MD485B	485	20	5,619
cranerental.com	Peiner SK415	520	8	3,893
jflommainc.com	Favco M1280	165	34	3,058
jaydeecontr.com	Kroll K1800	1800	1	1,800
compassequipment.com	Potain MDT178	178	15	996
customservicecrane.com	San Marco SMT 551	240	7	630
bluehatcrane.com	Linden Comansa 21LC550	18	29	432
gruesguay.com	Terex Peiner SK415	20	26	391
mlholdingscranegroup.com	Potain MDT412	20	13	216
connellycrane.com	Peiner SK415	20	6	70



four from last year. Fleets are growing, capacities are rising and the tower crane industry is climbing back up. We expect this growth to continue over the next year as companies like Oxford

Builder Supplies and Allegiance Crane & Equipment continue their journeys upward toward an ACT TC Index of 15,000 and still more inch closer to 10,000. ■



Two Custom Crane Service tower cranes work through the winter.

Disclaimer

Like all of our lists, we work very hard to ensure the accuracy of the information submitted. ACT and its editors are not responsible for inaccuracies or errors in these lists. We hope to continually grow this list. If your company has one or dozens of tower cranes in your fleet, you should be on this list. To receive a 2015 survey, please email John Skelly at John.Skelly@KHL.com.

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ACT's Crane Inspection Roundtable examines the perceptions and usefulness of OSHA regulations, common crane deficiencies and how to justify the cost of third-party inspection.

John Skelly reports.



Passing the test

As OSHA deliberates whether or not to push back the deadline for crane operators to pass exams, the process of crane inspector certification remains equally important in the eyes of customers and owners. An operator will never set foot in the cab of a crane if it doesn't meet the standards of a crane inspector. Organizations like the National Commission for the Certification of Crane Operators (NCCCO) created the Crane Inspector certification program to better-equip inspectors to deal with OSHA's extensive crane inspection requirements. With checklists exceeding 100 points and

some confusion about what's mandatory and what's compulsory, a crane with a clean bill of health means a lot to a business.

To discover more about the process of crane inspection, *American Cranes & Transport* set up a roundtable of inspectors and executives from three different companies. The panel includes John Augustine, certified crane inspector of Sylvan Enterprises, Camille Singletary, sales and marketing administrator/ NCCCO test site coordinator of the Crane Inspection & Certification Bureau, and Edward Shapiro, president of Heavy Equipment Services Company.

FIRSTLY, WHAT ARE THE OSHA REQUIREMENTS FOR CRANE INSPECTORS?

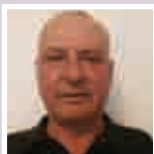
Augustine: OSHA has issued the new law, Subpart CC or 1926.1400, which has enhanced the inspections for selected cranes previously required in 1926.550. Using the ASME B30 guidelines for crane inspections, the language for emphasis of "shall" and "should" is now replaced with one word: "must." OSHA included all construction activity for multiple crane types in section 1926.1412. As before, OSHA addresses wire rope as a separate section. Due to the increased use of devices on cranes to prevent accidents, OSHA has additional guidelines for items separated by application in 1926.1415 and safety devices which must function and items that are aids to an operator in 1926.1415. Due to individual applications, OSHA broke down some requirements that may be differently applied in other sections per crane installation, such as tower, barge mounted, articulated, overhead and other cranes. There is a monthly and annual requirement for inspection and sometimes these are performed by third-party for contract requirements. In the event of an industrial application, 1910.180 or 1910.179 is also relevant.

Singletary: The requirements of mobile crane inspections are found in 29CFR 1910.180 for General Industry and 29CFR 1926.1412 for Construction.

“

I participated in the task force for the NCCCO Inspector Program and now serve on the Maintenance Committee, which enhanced my observations and practices. I encourage all inspectors to attain such certification which will help the safety of cranes.

”



JOHN AUGUSTINE,
Certified Crane Inspector,
Sylvan Enterprises

Thorough annual inspections are required annually by Federal OSHA. Load testing is only required for cranes that have had a major repair or replacement to a load bearing part, not including wire rope replacement. OSHA Title 29, Part 1919 requires the initial “first” maritime inspection to include a load test and every four years thereafter which is what is known as a Quadrennial with annual inspections in between.

Shapiro: Federal Code (New Crane Rule) 1926.1400 [Supersedes 1926.550].

WHAT ARE THE BENEFITS TO THIRD-PARTY ANNUAL INSPECTIONS OF CRANES?

Augustine: Using a third-party individual who is “qualified” to inspect cranes is a practice that uses an outside unbiased or influenced person with attributes and experiences that provide comprehensive observations of crane conditions, using the latest practices and devices to check crane functions and structural conditions as described in 1926.1412 and other sections based on crane type. The employer is responsible for a good inspection and third-party inspectors may have enhanced skills in all areas of inspection to define crane problems for the safety of the operations.

Singletary: True third-party inspectors have no financial interest in the crane or the crane maintenance, which eliminates the potential for inspecting to create maintenance work or inspecting one’s own maintenance work. Some states, such as California, require third-party inspector in lieu of owners having in-house inspectors so that a possible “conflict of interest” is diminished. Also, many companies see third-party inspectors as a set of objective eyes inspecting the equipment, considering the third-party inspector’s report a “quality control” function, comparing it against the reports and inspections turned in by the operators and/or maintenance personnel.

Shapiro: Third-party rather than self-inspection assures the parties involved that the unit is worthy. The crane is inspected by someone who only inspects cranes. He is impartial and calls it like it is. It’s the only protection a CM or GC has that the device is truly work ready and safe. An additional party has skin in the game (liability). Insurance requirements are satisfied.

WHAT IS NDT INSPECTION AND WHY IS IT IMPORTANT?

Augustine: When looking at crane items that may have a defect such as welds or crane hooks, a Non Destructive Test (NDT) of the material condition may determine cracks or wear that may lead to failure of the item without destroying the function and strength of the item to determine if it needs repair or replacement, often saving the owner time and money after evaluation.

Singletary: NDT is Non Destructive Testing. NDT is recommended on most crane inspections to detect metal and weld fatigue. It can be done my magnetic particles, dye penetrant, x-ray or ultrasound technology to scan metal thickness, metal integrity, welds, cracks, and other damage in areas that are not visible to the naked eye, due to dirt and grease. NDT detects what cannot be seen visually, audibly or by touch by the inspector.

Shapiro: NDT is “Non Destructive Testing.” This is used when damage is suspected by a visual inspection but they can’t be sure. It can show structural failure that can’t be seen with the naked eye.

HOW CAN A CRANE-OWNING COMPANY JUSTIFY THE COST OF THIRD-PARTY CRANE INSPECTIONS?

Augustine: The crane owner may not employ an individual who has the passion and expertise to inspect cranes of all types in his inventory and has the tools necessary to conduct all aspects such as load cells and NDT experience. Maintaining qualifications for such an individual can be inspector certification such as NCCCO Inspector. The additional legal purpose is that third-party inspectors should have separate insurance for errors and omissions and the owner can take solace in that

individual’s performance and expertise which can be a job requirement by contract as well.

Singletary: Crane owners have realized that third-party inspectors have the number one goal of improving the safety of the crane use. The benefits of inspections by professionally trained, experienced, and certified inspectors can decrease maintenance cost; increase life and reliability of equipment; decrease accidents, injuries, and deaths; increase worker skills and productivity; and achieve regulatory and best practices compliance. The cost associated with a crane inspection should be considered when budgeting expenses for the crane, such as its fuel, tires, repairs, taxes. There will always be costs associated with an inspection, whether the inspection is performed by a third-party inspector or a company’s in-house inspector. An in-house inspection may not present the owner with a bill, but in-house inspections have hidden costs such as initial and refresher inspector training, salaries, benefits, time, tools, as well as the employee being taken away from other duties. Also when justifying the cost of the third-party crane inspection, you need to take into consideration the how does your in-house inspector, who may perform several inspections annually, compare to a professional, seasoned, full-time certified crane inspector who performs numerous inspections yearly. Many training companies have stopped inspecting cranes, due to the increase in liability and workers compensation insurance premiums increasing every year.

Shapiro: Crane owners have to perform annual inspections regardless of whether they use third-party inspectors or not. It



Just as Operator Certification is going to become mandatory by Nov. 2017, Inspector Certification will also become mandatory at some future date.



EDWARD SHAPIRO,
President,
Heavy Equipment Services



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may cost a little more to use the third-party but it satisfies their customers and allows them on sites. Without it they can't work on major jobs. It is the credential they need.

WHAT SHOULD A COMPANY LOOK FOR IN HIRING A CRANE INSPECTION COMPANY?

Augustine: The crane owner can check if the individual has NCCCO Inspector Certification. Additionally, they can request a resume for that individual or even have recommendation by another owner. They can check if the company has all the required tools and equipment and if there has been any resulting problems. The owner may request a sample of the process description and how the inspection is documented for records required by OSHA.

Singletary: Select an inspection company who employs only accredited NCCCO Certified Crane Inspectors. A NCCCO Certified Crane Inspector is required to have many years of crane-related experience, related education and pass extensive testing. Nothing else can take the place of expertise, knowledge and experience, especially with some of today's technologically advanced modern cranes.

Shapiro: Since crane inspectors are not licensed except in two states, the owner should carefully check the credentials of the inspection company they select.

There are two non-state credentials available to inspectors. A Certified Crane Surveyor card from the Crane Certification Association of America (CCAA) and a Certified Crane Inspector card from the National Commission for the Certification of Crane Operators (NCCCO). Both of these entities test the potential inspectors in all three disciplines: Mobile, Tower, Electric Over Traveling Cranes. Another credential would be Maritime Accreditation from Fed. OSHA.

WHAT IS THE MOST COMMON DEFICIENCY WITH THE CRANES YOU INSPECT?

Augustine: I see many cranes with wire rope defects or corrosion and miss-applied crane overhaul balls or blocks along with bad hooks, sheaves and wedge socket attachments affecting load bearing ability.

Singletary: The most common deficiencies found when inspecting a crane are (1)wire ropes, (2)level indicators, (3)hydraulic seals and (4) computer systems. (1)On multi-layer hoist drums, rope scrubbing is very common, as the rope reaches the cross over points at the ends of the hoist drums. At that point the rope moves either up or down from one layer to the other, and scrubs on an adjacent layer of rope, resulting in early worn or broken wires. Wire rope used for boom hoist rope has a tendency of being crushed on the lowest layer of rope, as the rope is subjected to significant stress during boom raising or lowering. (2)Many mobile cranes, such as rough terrain or truck cranes, have a tendency for the level indicators to be subjected to vibration during transit or travel resulting in the level indicators working out of calibration. (3)Seals on hydraulic components don't last forever and will eventually leak. Normally a seal begins to leak as a very slight seep. This seeping eventually evolves into a full blown leak where the observer can watch oil drip or flow out of a hydraulic seal. At that point of excessive leaking, the component will require repair or replacement. (4) Computer systems: A common problem with a load moment indicator system can be found on the screen of the LMI. A "spot" under the screen of the LMI will eventually grow in size to the point rendering the screen unreadable to the operator. Various manufactures of LMI's have their own special issues which can be problematic and become a critical

issue as the crane may very well be completely non-functional. One such example is a defective transducer.

Shapiro: The most common Deficiency we write is: No Monthly Log book with self-inspections as required by code.

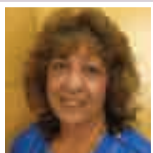
DO YOU REQUIRE THAT YOUR CRANE INSPECTORS TO BE CERTIFIED? WHY OR WHY NOT?

Augustine: Proper certification of a crane inspector with continuing testing is important to a crane owner in selecting a person who meets the work requirements. The crane operator certification as required by 1926.1427 and in practice with NCCCO since 1996 has proven that programs such as this provide a basis of qualification as a minimum evaluation of performance. I participated in the task force for the NCCCO Inspector Program and now serve on the Maintenance Committee, which enhanced my observations and practices. I encourage all inspectors to attain such certification which will help the safety of cranes.

Singletary: CICB requires all their Crane Inspectors to be NCCCO Certified. Depending on the governing bodies of our customers' material handling and lifting equipment, all of our inspectors, who are full-time employees of CICB, are all trained, competent, qualified, NCCCO certified and accredited for inspecting all types of mobile, gantry, tower, pedestal, jib, and overhead cranes/hoists. CICB also inspects winches, rigging, aerial lifts, forklifts, and earthmoving equipment to any standards or corporate policies and procedures. These include OSHA, ANSI/ASME, USACE 385-1-1, AF 91-203, , NAVFAC P-307, DOE, DOD, API, Loler, and BS7121 Standards and Laws for its annual inspections. CICB is accredited by OSHA in 29CFR Part 1919 for providing Maritime Annual and Quadrennial crane and rigging gear inspections, for those cranes used to load and off load goods for sale in commerce.

Shapiro: Without certification of inspectors, anyone could claim to be an inspector. They might even do a fairly good job. However, owners and customers need to be assured they can do a very complete, comprehensive job. Certification lets them know the inspector is capable. Just as Crane Operator Certification is going to become mandatory by Nov. 2017 Inspector Certification will also become mandatory at some future date. ■

“ Nothing else can take the place of expertise, knowledge and experience, especially with some of today's technologically advanced modern cranes. ”



CAMILLE SINGLETARY,
Sales and marketing
administrator/NCCCO
test site coordinator,
Crane Inspection &
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HWP Rigging received, uprighted and set in place a cylindrical liquid nitrogen storage vessel that weighed 44.8 tons and measured almost 47 feet tall and was 11 feet, 7 inches in diameter.

ACT presents its annual roundup of some highly sophisticated projects involving a bevy of specialized lifting and rigging equipment.

Super specialized



Super specialized equipment, innovation and the ability to truly think outside the box are what it takes to compete in the realm of specialized lifting and rigging. Each year ACT presents a roundup of projects that amaze and inspire.

Tedious challenge

HWP Rigging, based in St. Louis, gets its share of complicated projects, but one that really stands out involved the receiving, uprighting and setting in place of a cylindrical liquid nitrogen storage vessel that weighed 44.8 tons, measured almost 47 feet tall and was 11 feet, 7 inches in

diameter. The vessel needed to be installed in a very confined area near the center of a fully operational facility, making it very challenging to devise a safe and efficient means of moving the vessel through the facility and uprighting it without disturbing existing equipment. At times, there would be clearances of just a few inches from in-service process equipment including volatile liquid oxygen storage tanks and piping.

To accomplish the job, HWP utilized a lift tower that was more than 60 feet tall and was comprised of structural columns and beams, hydraulic gantries and a hydraulic beam trolley. As well, a temporary structure, consisting of two inverted U-shaped towers that were about 25 feet tall was erected amid the existing process equipment, creating a secondary working plane above ground level. A hydraulic gantry with two Riggers Quad 4 jacks and a 50 foot wide flange lifting beam were set in place on top of the structure, tying the two towers together. A Lift Systems 125-ton beam trolley and a 50-ton J.D. Neuhaus Air Hoist were installed on the lifting beam, allowing the gantry system to translate in all three coordinate directions and rotate above the axis of the hoist. Once the structure was in



International Industrial Contracting Corporation installed the largest stamping program at a Ford Motor plant in more than a decade.



place, it was possible to conduct work at ground level with minimal obstruction.

The vessel could then travel through the U-structure and beneath the gantry during the installation and uprighting process. Once turned upward to a vertical orientation, the vessel was spun 90 degrees about its length before it was set in place on its foundation.

Safety was of utmost concern from the first hours of planning until the last piece of equipment used to install the vessel was removed. Much of the work for the job was completed at heights, requiring training, monitoring and special attention to safety. A buddy system was implemented for working at heights and operating mobile equipment. At no time was any mobile equipment allowed to operate or any person allowed to work at elevation without a spotter on the ground actively monitoring his buddy's environment.

The only hitch was the uprighting of the vessel was slightly delayed due to extreme cold weather conditions. The job was completed without any recordables amid one of the harshest winters ever.

"We are proud to add this job to HWP's ever growing list of successfully and safely completed specialized rigging projects," said HWP Rigging's Steve Hentrich. "We must give credit to our success in this endeavor to our innovative approach to rigging design and detail oriented implementation of this design."

Automotive stamping

International Industrial Contracting Corporation (IICC) was selected by Ford Motor Company to install their largest stamping program upgrade in the last 10 years. IICC was responsible for the complete turnkey installation of four high speed tandem lines and two blanking lines that consisted of 20 presses, front of line, end of line, inter press robotic automation and coil feed equipment.

"We also supported the commissioning and start-up through final acceptance test/production to both Ford and the press OEM, which was JEIR of China," said IICC Vice President Randy Goddard.

To accomplish the job, an experienced project management, engineering and safety team was assembled by IICC at the beginning of the project. The team pulled together very detailed engineering, logistical, assembly and installation plans, as well as project management and safety procedures to execute and control the most complex aspects of the project.

Four major shipments were scheduled to arrive every two months at a United States port. Each ship carried over 7,000 tons of equipment for the project. As matter of fact, equipment came in from all over the world as well from the U.S. for a total weight well in excess of 30,000 tons.

Of this total, 64 super loads were transported from the port of entry to the Ford Stamping Plant in Dearborn, MI, along with over 600 permitted and non-permitted truck loads. The detailed logistical plan and shipments were coordinated by Burkhalter Transportation and completed in just an eight-month window.

Prior to Ford site delivery, the more than 600 truckloads of equipment were received and warehoused in a 100,000-square-foot facility, inventoried and slated for just-in-time (JIT) delivery in just under 10 months. The JIT delivery system fed up to four of the different stamping press lines being installed simultaneously at the peak of the project. Receiving, storing, and data basing strategies, along with the equipment re-forwarding, were also key to the project's success, Goddard said.

Another major hurdle was that the last scheduled ship arrived some seven weeks late. Major re-scheduling and assembly re-sequencing to keep the overall project schedule on time was implemented by the IICC team.

"When we arrived, the facility upgrade was not yet complete and the assembly of the press equipment required a clean room



Liftbeam.com debuts

Lift Systems is working to launch liftbeam.com, a dedicated website to allow for loading analysis on hydraulic gantry beam arrangements.

This program is currently in beta testing and is expected to launch in the next couple of months. It was developed as a web platform to allow access wherever an internet connection is available and features the ability to export the results direct to a PDF file, and include client and lift specific information with the results. Color coding is included in the results to show the user when further scrutiny is recommended, as well as if another option must be considered.

"We are excited to be launching the upgraded version of the liftbeam program to the market," said Ben Forster, domestic and international sales, Lift Systems. "The features we have included in the program reflect the needs of today's gantry user."

atmosphere to protect critically machined components," said Goddard. "Reinforced polyethylene tarp walls were constructed from the floor to ceiling spanning 70 feet tall by 450 feet long. Doors to enter and exit were engineered for ease of access for the JIT components."

Critical engineering was performed to ensure floor capacity, travel paths and staging areas at the facility, could handle the capacity and frequency of the shipments.

"Our in-house professional engineer provided gantry layouts and individual press component gantry lift plans," said Goddard. "The heaviest loads that were engineered for travel paths, supporting foundation and surfaces, as well as lifted loads, were the beds at 360,000 pounds, the slides at 225,000 pounds and the crowns at 740,000 pounds."

The project required the staging, assembly, rigging, lifting and setting multiple major components throughout the course of the project. From the large inventory of IICC-owned gantry systems, five different types were utilized including

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Crane Service Inc. used its 550-ton all-terrain crane, a 550-ton gantry system, an Amital steerable skate and roller system and two forklifts to move a 123,500-pound Taurus 70S offshore power gas generator turbo unit into an existing building on the University of New Mexico campus.

The gantry was first used to lift and load out the TBM on a platform trailer for transport to another location. The TBM weighs approximately 225 tons and is 19 feet, 3 inches long with a diameter of 22 feet.

The T1102-4-31 LIFT-N-LOCK gantry was erected with an offset elevation, using a four lift beam configuration to remain vertical with the lift points on the TBM when lifting.

Once lifted, the self-propel function of the T1102-4-31 was engaged to travel the gantry and TBM forward about two feet. The self-propel function was then disengaged and the gantry raised the TBM up about four feet in order to position the platform trailer underneath it.

The TBM was then lowered onto the trailer, secured, and transported to another location for the same project.

Taurus generator install

Albuquerque, NM-based Crane Service Inc. had quite the encounter on its hands with the offloading and hoisting of a 123,500-pound Taurus 70S offshore power gas generator turbo unit into an existing building with a fully working power plant at the University of New

the Lift Systems 44A exposed cylinder gantry system; Riggers Manufacturing EZ Lift 600 and 604 models exposed cylinder gantry system; Lift Systems 34PT5400WT boom gantry; and a J&R Engineering 1200 Series boom gantry.

Other equipment from IICC's fleet included eight 3-ton forklifts, six 7.5-ton forklifts, two 17.5 ton forklifts, four 40-ton forklifts, four 8-ton cranes; four 15-ton cranes, one 18-ton crane, one 55-ton crane, four 200-ton die carts, one 200-ton split cart, two 100-ton die carts and 1,000 feet of gantry track.

Some 238,500 man hours were logged on the project, which also included 5,000 man hours of engineering, 93,000 man hours of rigging and millwright and 7,500 man hours of safety planning and execution.

Safety was an inherent part of the project that involved more than 70 pre-task plans for individual project tasks. There was a daily assessment of hazards and pre-lift checklists were utilized for every lift. Weekly safety audits were performed with the owner and all subcontractors. The safety planning paid off as there were zero incidents, zero injuries, zero recordables and zero property damage.

TBM installation

Tunnel boring has become big business in North America. A tunnel boring machine, known as a TBM, was recently used for the East Side Access Project in New York City. This project will enable the Long Island Railroad to provide transportation

from Long Island to the Grand Central Terminal.

Bay Crane Service, located in Long Island City, NY, was hired to relocate the TBM to another location for the same project after completion of the first tunnel.

Bay Crane crews utilized J&R Engineering's LIFT-N-LOCK model T1102-4-31 hydraulic boom gantry for the project.

The T1102-4-31 has a two stage lift cylinder and three boom sections in each lift housing. With four lift housings, the first stage capacity is 550 tons, and the second stage capacity is 365 tons to a lift height of 31 feet (with the power manual section extended).



The T1102-4-31 LIFT-N-LOCK gantry was used to move a tunnel boring machine from one location to another in New York City.

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Beyel Brothers installed laundry equipment via an elevator shaft hoisting and deck cutout above a tank top elevation on the cruise ship *Freedom of the Seas*.

Mexico. The project was limited to a single Saturday and could not impact the University's service of power, or interfere with students or the facility.

First off, Crane Service crews set up its 550-ton capacity all-terrain crane on a roadway next to a driveway and student parking lot. Lifting the turbine off the transporter and into a small opening in the building had to be done from the street due to no access for the heavy haul truck and trailer and not being able to access the parking lot.

The challenges for the project included a limited roll-up door opening for placing the turbine inside the existing building and then transferring it from the crane to a gantry that were simultaneously lifting, traveling, swinging, hoisting and lowering the turbine four feet below grade.

Crane Service crews rigged the crane on Friday evening and started the initial lift on Saturday morning. The turbine had been designed with four pick points with lifting lugs welded to the turbine. It was designed for a horizontal lift using a spreader bar and four slings of different lengths due to the center of gravity being offset. Crane Service Inc. acquired the exact slings designated, and they arrived with gussets at the lifting points for a single point lift.

Once the turbine was lifted from the transporter it was swung over and next to the roll up door opening. Then it was set partially inside the building onto mats and steel plates outside and on the asphalt parking lot.

It was then transferred from a single pick on the crane to a 200-ton capacity gantry inside the building. The crane was attached at one end outside the building. Next the turbine was basketed using 6-inch by 40-foot nylons near the lifting gussets with both the gantry and the crane. Both the crane and gantry moved the turbine simultaneously about 10 feet until the turbine could be lowered onto the floor of the building.

Crane Services' rigging crew then set the turbine on an Amital steerable skate and rollers system and moved and positioned the turbine into place using two forklifts.

Safety was a constant concern in this project that required precise planning and attention to detail.



Laundry equipment caper

Beyel Brothers, based in Cocoa, FL, was called on to perform an extremely specialized project that was much like installing a square peg in a round hole. The job was to install laundry equipment via an elevator shaft hoisting and deck cutout above a tank top elevation on the cruise ship *Freedom of the Seas*.

The hurdles to overcome were access clearances of 76 inches by 72 inches by 81 inches; the largest component dimensions of 75 inches by 62 inches by 16 kips; a short, two-week window to design, fabricate and load test the equipment to be used; and, if that weren't enough, all work to be performed would be done while the ship was cruising.

For the project, ship personnel would demolish the old press assembly and hand carry it from the laundry area; remove elevator car rails and alignment brackets to allow for center of shaft hoisting; remove doorway surrounds to achieve an 81 inch high by 72 inch wide opening and install a rear beam support at the center of the elevator shaft.

However, Beyel's crew arrived to find that the guide rail alignment brackets could only be removed on one side and the rear beam support offset 8 inches from the center of the shaft design.

Beyel's crew received and staged the new equipment, installed it to the shaft and removed the deck cutout. They also installed the pre-press location and

rolled it sideways to allow for press frame lowering. The press frame would then be lowered to the Tank Top and connected to the pre-press, before being rolled sideways to allow for the motor mount lowering and 90 degree rotation to the assembly position. They would then lift the motor mount and roll assembled components beneath the suspended load and connect. The assembled press would then be rolled into position and lowered onto the support structure. Finally the hoisting equipment would be disassembled and removed and the deck cutout reinstalled.

Murphy's Law was applied as several other obstacles were overcome. The forklift was unable to place the heaviest piece on the ship and the elevator access was limited. The positioning of the hoisting beam offset required components to be maneuvered around inside of the shaft bulkhead supports. As well, the deck cutout had to be replaced each night.

Other issues were that the high fog line was not relocated as planned and the press frame lift from the bottom of the POA was not as stable as promised. The components moved in were a bit larger than Beyel was told and they were unable to be assembled and moved sideways as planned due to pipe interference.

And yet, Beyel completed the job on time and without any recordable incidents.

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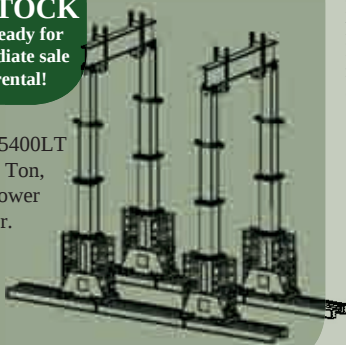
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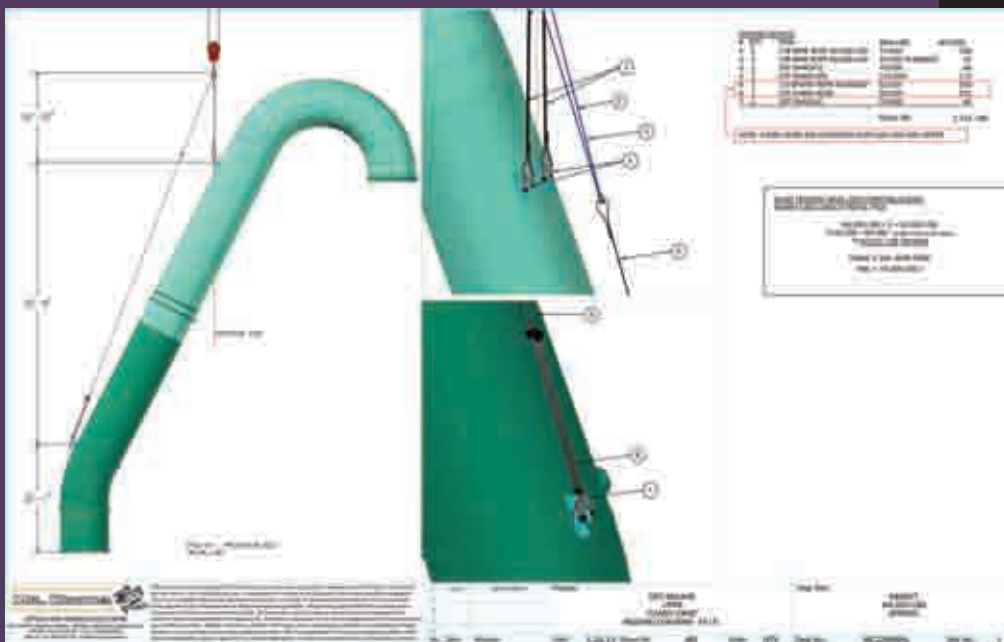
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Mr. Crane's team plucked a 110-foot, 110,000-pound candy cane from a multi-story steel cage at a CalPortland cement plant in the high-desert of Mojave, CA. A CAD drawing details the size and scope of the candy cane and the scheme needed to rig the lift.

Bill Davis reports on how Mr. Crane uses lift planning software suites to safely perform simple and complicated projects.



The perfect plan

Last winter, Orange County, CA-based Mr. Crane plucked a 110-foot, 110,000-pound “candy cane” from a multi-story steel cage at a CalPortland Company cement plant in the high-desert of Mojave, CA. It was a complicated lift simplified by the use of a suite of lifting software programs.

The “candy cane,” technically known as a pre-heater duct, was one of several complex lifts at the plant, and was part of a gas conditioning tower project to reduce energy costs at the plant.

Lead contractor on both demolition and reconstruction for the project was Parsons Steel Erectors of Tucson, AZ, which provided the conceptual thinking for the initial plan and rigging crews for the lifts, according to Jeff Buntz, a crane advisor for Mr. Crane.

Parsons Steel Erection is a family owned business started by Charlie Parsons in 1972. Parsons was an ironworker who wanted to be an Arizona rancher, but needed a way to pay for it. Parsons Steel Erectors has become one of the top companies in its field and has a strong client list. The family is very much involved in the business, and in

their spare time, they double as rodeo stars with Parsons' sons Joe, Cutter and Clay among the top nationally ranked performers in the past 30 years. His grandchildren Joseph, Erin and Emily, also have taken up the family mantle.

Joe Parsons, vice president, oversaw the job with Tom Glenn, also a vice president, as project manager, and Jim Frey as site superintendent. Parsons said they picked Mr. Crane for the job because of the interest they took in the project.

“They took our models and, with their lifting software, simulated the whole job for us, met our safety factor requirements and showed dedication to the work through the whole process,” he said.

Mr. Crane owner Lee Steinberg has been a user of lifting software since 2000, and this technology was a big part of the 12-month planning period before the job started. Lift design, rigging plan and site logistics were produced by Mr. Cranes' engineering team, run by Mark Sovocool, engineering manager.

“We use a variety of software,” Sovocool said. “The primary program is AutoCad's Lift Planner. For this project we also used Manitowoc's ground-bearing program and Google Earth to determine the space available for the cranes.”

The combination of programs makes sense, especially with the primary equipment used, a Manitowoc 2250 crawler crane with Maxer 2000 and rigged with 260 feet of main boom,

a 150-foot luffing jib and a 130-foot derrick mast. This configuration required 169,200 pounds of crane counterweight, 60,000 pounds of carbody counterweight and a ballast carriage at a 50-foot position with 462,000 pounds of counterweight on the carriage. There was good reason to use a manufacturer's ground-bearing software.

The Google Earth satellite images work exceptionally well for determining where to assemble the crane and for finding a path through a jobsite when moving big cranes and related equipment, Sovocool said.

But the AutoCad system carries most of the work, with its ability to plan the lift and rigging, and when things change on a project, as they inevitably do, recalculate.

“To do this manually would take months,” Sovocool said. “One of the best features with this system is our ability to take a laptop to a meeting and show the customer in real time how we can solve

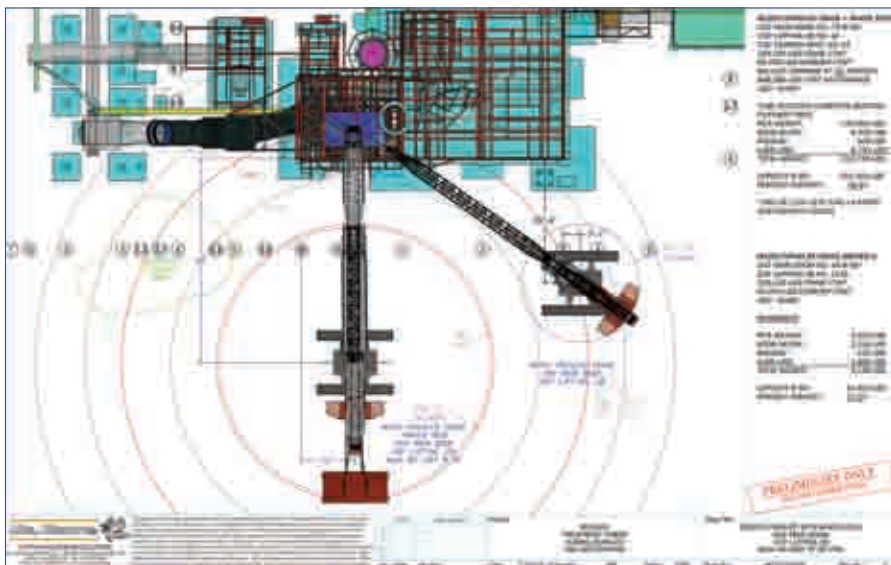
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THE AUTHOR

Bill Davis has been covering the heavy construction industry since 1988 as a writer, publisher and industry advocate.

“To do this manually would take months.”

MARK SOVOCOOL,
Engineering manager,
Mr. Crane



Multiple cranes were needed to pick tub exchangers. The lift planning software gives the crew a detailed look at how to rig and perform the lift before the cranes are dispatched to the site.

multiple cranes swinging with loads. The software shows the customer how the crane will impact their site and get the job done safely and efficiently.

One important impact is in the safety arena. Mr. Crane provides copies of drawings showing possible obstacles, such as power lines or pipe racks, to the operators and how far they are able to swing to keep out of harm's way. In addition, the software shows capacity limitations, tail swing limits, FAA-required height limits, all of which can be very useful.

One additional safety benefit is that the drawings can be emailed to an operator's tablet computer, so the information is in the crane cab. For rigging crews, the lift plan can show rigging details using the same software. This allows crews to pick out the required rigging as a checklist and shows how the pieces come together.

"The software allows us to place cranes and rigging into a 3D environment to model the job from start to finish in a way that increases efficiency, safety and understanding of the job for all parties," Sovocool explained. "In addition to all the above, one of the features is that it makes the plans look really good. Rendering out a plan in 3D with multiple views and animations (when required) can sell the services to a discerning client. It adds the wow factor, along with the facets of practical safe planning."

the consequences of change. We don't use it on some simpler jobs where it is just a simple chart look-up for the crane, and no obstructions. That said, we often get contractors that want a lift plan even for simple lifts as documentation that the crane will do the job and indicating the percentage of safety factor."

Mr. Crane uses software planning tools more and more in preparing bids, according to Buntz.

Evaluating alternatives

"Lift planning software helps us evaluate several alternative methods to do the work on the computer, analyze each, and select the method that provides the safest and most efficient value to each critical lift," Buntz said. "This allows us to assure maximum value is provided to our customers' projects."

Essentially, the lift plan becomes part of the contract.

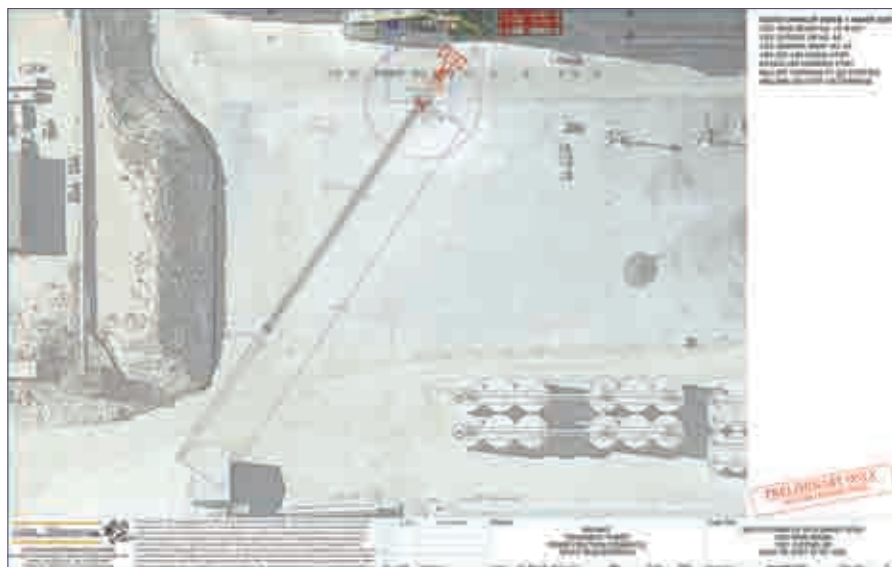
"The only detriment to the use of this approach is that once a customer sees what a lift plan can do for them, they tend to expect it, even for simple or repetitive lifts," Sovocool said. "Not a problem, but a note on how we can change the way the industry works."

But the use of this sophisticated planning tool shouldn't be seen as a free service, according to Buntz, who said staff time using this software can mount up to the tune of hundreds of dollars per hour. Part of that cost is the fact it requires knowledge of how to use AutoCAD, and knowing the limitations

and capabilities of the crane being used. While lift-planning software is not too difficult for someone with a knowledge base in AutoCAD, it does require significant training.

"The software allows us to show the customers, with a visual and a high degree of confidence, how the plan will work," Sovocool said. "It's like showing them a story or sequence by which the customer's load will be placed. It allows us to show the crane on the customer's site, with space required for build-up of the crane, outrigger spread, crane pathways, clearances to obstructions and capacities of the machine."

This can be as simple as a radius circle that shows how far out the customer can pick or set the load. It can be as complicated as an animation sequence with rigging details and 3D views of



Using satellite images from Google Earth, precise crane location and rigging can be achieved.

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Hauling solution

Moving wheel loaders and other mining equipment across the country several times a year, Bill Miller Equipment Sales needed a trailer with specific design attributes.



Bill Miller Equipment Sales started as a one-man show in one of the hottest mining regions in the United States. From his father's scrap yard, a young Bill Miller would pull old parts from equipment that had been used at local mines and stone quarries. Once he actually dismantled a Caterpillar D9G by himself. He would buy, repair and sell old parts, and in 1978 he formed Bill Miller Equipment Sales.

Today, the Eckhart Mines, MD-based business purchases, sells, rents and moves large equipment used in coal, gold and copper mines. The company has 100 employees and a fleet of 450 pieces of equipment for sale and rent. They have a second location in Carlin, NV.

With frequent auctions and equipment yards in the heart of two U.S. mining regions, Miller and son, Nathan Miller, and the rest of the crew, frequently travel across the country. The 2,500-mile trip from Eckhart Mines to Carson City is just 500 miles short of a coast-to-coast drive. But regular trips are necessary to keep up with the company's mobility services.

"We wouldn't be in the equipment business if we couldn't mobilize and service the equipment we buy and sell," Nathan Miller said.

To meet the demand, Bill Miller Equipment maintains a fleet of eight road

tractors, 15 service trucks, 16 trailers, two truck cranes and three boom trucks.

"The idea is, if we sell it and rent it, we can move it and maintain it just as well as anyone in the business," he said.

Dependable service has always been a hallmark for the company. What's been changing over the past few years is the size of the equipment. Five years ago, the average weight of the larger equipment they sold was around 155,000 pounds, with the largest pieces being CAT 992G, 993K and 994F wheel loaders. Increasingly, the company's fleet of 55-ton trailers was not able to handle the loads. Crews would spend a few days disassembling equipment before finally loading the machines onto several 55-ton trailers.

Specialized configuration

"The time alone that it took to dismantle the equipment was taxing," said Nathan Miller. "Add in the extra trucks and trailers we needed to haul the equipment, and we weren't being resourceful or realistic."

On average, he said, it took a two or three-person crew from one to three days to dismantle the equipment, and the same amount of time to reassemble. Labor costs and fuel costs added up.

As the logistics manager and a driver, Nathan Miller determined that it was

time to invest in a new trailer. He and his dad had had a good relationship with Hale Trailer Brake & Wheel, a Talbert Manufacturing trailer dealer. They had purchased nine Talbert trailers through the years, so they were familiar with the products.

In this case, they needed a higher-capacity trailer with the axle configurations and versatility to haul it through numerous states. Talbert came back with a proposal for a new specialized trailer, a 75-ton 3+3+3-spread axle, for the heavy loads that Bill Miller Equipment frequently handled. The design was for a nine-axle trailer consisting of a three-axle jeep dolly, a three-axle trailer with a flip gooseneck extension, an E3Nitro (a nitrogen-assisted dampening system) and three removable flip axles.

When they saw the drawings, Nathan Miller knew the trailer was fairly close to what was needed to haul the 992G wheel loaders. But the trailer's gooseneck needed a place for the loader arm to sit. This would require a boom well and a lower, specialized gooseneck design.

Nathan took a Sharpie to the gooseneck on Talbert's drawing, and his revisions led to what would become the lowest gooseneck Talbert has ever fabricated. Talbert's design team came back with a customized solution that would mean reconfiguring the hydraulics and the



Talbert Manufacturing designed a specialized trailer, a 75-ton 3+3+3-spread axle, for the large, heavy loads that Bill Miller Equipment frequently handles. The design was for a nine-axle trailer consisting of a three-axle jeep dolly, a three-axle trailer with a flip gooseneck extension, an E3Nitro and three removable flip axles.

The 992G wheel loaders needed a place for the loader arm to sit. This would require a boom well and a lower, specialized gooseneck design.



geometry to slope the gooseneck in the area that needed to be the lowest. There would be a boom well in the gooseneck specifically for the 992G loader arms. It was braced with a steel plate to boost durability in that portion of the gooseneck.

The rest of the trailer was equally specialized. The E3Nitro in the 3+3+3 configuration provides proportionate weight distribution to the rear axle group. By hydraulically dampening axle

movement and controlling load transfer, the E3Nitro absorbs hauling and loading shocks to reduce stress and provide a smoother ride.

When operated as a 3+1 or 3+2 configuration, the axle attachment(s) can be lifted for easy backing. It provides a 15-foot, 1-inch spacing between the third and fourth axles to make it legal in states requiring that configuration. They can shim the Nitro axle extension if needed.

The company received the new trailer last fall. Since that time, they have made several cross-country trips.

"Adding this trailer to our fleet has

saved us an immense amount of time and money," said Miller. "The trailer is lightweight and gives us 20 tons more payload."

The trailer has also helped reduce the headaches of extra loads and state regulations.

"We have no problems traveling through numerous states," he said.

The E3Nitro makes scaling at checkpoints a simple adjustment. In just six months the company reduced its cross-country loads by six. They anticipate the company is on target to save \$72,000 a year with the new trailer.



Talbert Manufacturing offered a customized solution by reconfiguring the hydraulics and the geometry of the gooseneck to slope in the area that needed to be the lowest.



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William P. Hobby Airport is amid a \$157 million expansion that will mean a new international terminal and parking garage. **D. Ann Shiffler** reports how AmQuip's tower cranes are making a difference in keeping the project on schedule.

ABOUT THE PROJECT

CONTRACTOR: Joint Venture of Hensel Phelps and CBIC Construction and Development

COST: \$156 million

SCOPE: Construction of 2-story, 280,000-square-foot international terminal, five gates and new Federal Inspection Services facility

CRANE SUPPLIER: AmQuip, Cleburne, TX branch

PROJECT START: Fall 2013

PROJECT COMPLETION: Fall 2015



PHOTO: ROBERT DIMMITT

One of the oldest airports in the nation, Houston's William P. Hobby Airport opened in 1927 as a private landing field in the middle of a 600-acre pasture. By the mid-1960s, Hobby was one of the busiest airports in the country. But when Houston Intercontinental Airport, subsequently named Houston George Bush Intercontinental, opened in 1969, Hobby became the secondary airport for the region, primarily serving regional carriers and private aviation.

About four years ago, Southwest Airlines, the dominant airline at Hobby, started floating the idea of offering international flights from Hobby. After clearing several governmental regulations, the Houston City Council approved Southwest's request to begin international service from Hobby. Southwest agreed to foot the bill for the \$156 million

expansion that includes the construction of five new gates, expanding the security checkpoint and building a new parking garage.

Selected as contractor on the project is a joint venture of Hensel Phelps and CBIC Construction and Development. The official name of the project is the William P. Hobby Houston Federal Inspection Services Terminal Project and will consist of a two-level, 280,000 square-foot terminal with ticket counter, six security lanes, five arrival and departure gates, demolition of the existing badge and administration facility, relocation of several offices and shops, relocation of communications facilities, relocation of the Southwest Airlines ticket counter and relocation of the security check point. Completion is scheduled for fall of 2015. Ground was broken on the international terminal in September 2013.

The two-story terminal sits atop a tunnel system. The cranes are busy every day building the concrete structure of the building.



The Potain MD 485B performs general construction and concrete form work.



Tower cranes dominate the skyline for passengers landing at Houston's Hobby Airport as work continues on the new \$156 million international terminal for Southwest Airlines. Working at the airport from AmQuip's fleet are two Terex Peiner SK575 models and one Potain MD 485B.

Early in 2014 two tower cranes from the fleet of the Cleburne, TX office of AmQuip Crane Rental were erected by a 250-ton all-terrain crane. About a month later a third tower crane was erected, according to AmQuip's Scott Brandstadt.

"On the job we have two Peiner SK575 models and one Potain MD 485B," said Brandstadt. "They are mainly doing general construction, pouring concrete, formwork."

He said the lifting capacity of the cranes was not the primary element in the selection of cranes for the job, rather it was the reach that was important.

"These cranes are there mainly for the reach they can provide," he said. "I believe the tallest crane has a hook height of 156 feet. The second one has a hook height of 117 feet and the third has a hook height of 90 feet. All three are rigged with 262 feet of jib. The tallest crane is positioned in the middle."

He said that while the jibs overlap, they don't interfere with each other's tower section. The finished terminal will only stand two-stories high, so the cranes won't need to climb any higher than they are now. Brandstadt said the total duration for the cranes on the site was set for eight to 10 months. AmQuip is bare renting the cranes, with the contractor supplying the operators.

"Our contract also covers maintenance of the cranes," said Brandstadt.



Rains in late July caused a muddy jobsite, but didn't hamper the work of the three tower cranes on the project. Because reach at the site was important, all three cranes are rigged with 262 feet of jib.

David Franco, project engineer, Hensel Phelps, said the cranes have operated without a hitch.

"They are operating quite well and are in full use on a daily basis," said Franco. "The project is on track and we've had no hiccups to date so far, so we are definitely grateful."

He said as of mid-summer, the construction of the terminal expansion involved building an underground tunnel and erecting the structural members that support the second deck of the building.

"You might be used to seeing tower cranes a little bit taller than these," he said. "They are not quite as high due to the cap we have that is based on restrictions in the airspace at the airport."

Tower crane usage at airports can be problematic due to interference they could potentially cause to emergency flight path plans and the possibility of the steel from the tower cranes interrupting or interfering with the communications between the planes and the tower.

The contractor was required to perform studies with the FAA to determine glide paths and emergency routes in the event a plane missed the runway.

Construction management is being handled by joint-venture partners Hensel Phelps and CBIC and is expected to be completed by 2015. The tower cranes are from the Texas fleet of AmQuip.

Tower cranes have been busy at two other Texas airports. Brandstadt said AmQuip had as many as six tower cranes working at Dallas Love Field, where a new terminal and baggage claim area are under construction.

"We had four cranes on the first phase of that job and two on the second phase," he said. "We just took the last cranes down."



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AUGUST 13
12 PM EST

MULTI-CRANE LIFTS

As technology progresses and cranes continue to be manufactured larger, many lifts made in the past with two or more cranes are now being made with a single crane. The new OSHA crane standard devotes a section to the importance and necessity of planning for such lifts. Jim Worrell will cover which situations are the safest and most economical when it comes to multi-crane lifts versus a single lift.

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Jim Worrell,
Lift-Think, LLC

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SEPTEMBER 10
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SC&RA members and companies within our industry are required to comply with federal cargo securement regulations and every company knows violations can have serious consequences. Henry Brozyna of Columbus McKinnon Corp., will cover the lateral effects of loads on a truck and the tie downs used to hold those loads. Register today and you will also get information on the angles of the tie downs, how those angles help to secure the load to the truck and how different loads are to be secured to comply with FMCSA regulations.

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Resurgence

Current trends tell us that American manufacturing is making a comeback.

Once the foundation of U.S. economic relevance, manufacturing is presently sitting at around 18 percent of domestic economy – and rising. Lowered energy and labor costs are partly responsible for this revival, but the reliability of classic American ingenuity and collaboration, including an increasing desire by companies to produce goods closer to their customers, has played a major role.

We're beginning to see a promising increase in factory jobs after a decades-long hiatus – by over a half-million in the past four years. U.S. companies have also exhibited a consistent ability to bring jobs back home, which in turn, has paved the way for a resurgence of foreign business investment in the states. And while skeptics debate over whether a complete governmental policy overhaul, as well as larger investment commitments in manufacturing by industry, will be needed before any real change can be relied upon, there is ample evidence across the country to counter such suspicion.

Two primary reasons that U.S. manufacturing was on the decline for years (not including recent trends) included cheap labor in many developing countries and high energy costs here at home. But wages in developing countries are rising, and, largely in part due to an increase in the supply of low-cost natural gas as a principal energy source, American manufacturers are seeing relief in such costs. Additionally, the petro industry utilizes ethane and other liquids derived from natural gas as a key ingredient in plastics – an industry all but ready to burst behind the potential of 3D printing. The American Chemistry Council recently estimated that projects to expand chemical capacity in the U.S. will add \$84 billion to the economy.

Hal Sirkin, a Chicago-based senior partner of Boston Consulting Group (BCG), recently told *The Wall Street Journal*: "The economics of the world are changing in favor of U.S. manufacturing."

The wage gap between Asia and the U.S. is narrowing. BCG estimates that China's overall manufacturing-cost advantage has shrunk to just four percent. It's becoming economically beneficial to

make some products in the U.S. versus Asia. And in Germany, companies are paying twice as much, sometimes more, for electricity than their American manufacturing counterparts – and four times as much for natural gas. As a result, we're seeing amplified foreign investment in U.S. manufacturing. Companies like Taiwan's Formosa Plastics, Canada's Methanex, Germany's Siemens and France's Vallourec are reportedly arranging to channel billions of dollars into creating or expanding U.S. plant capacity.

All of these numbers and trends speak to an American economic landscape perhaps not as atrophied as was once thought. But the skilled labor shortage issue continues to represent a clear and present danger to any current and future growth if not addressed consistently, and improved accordingly. A BCG survey of 216 U.S.-based manufacturing executives in August 2013 found that less than 10 percent ranked energy costs as a key determining factor in whether or not they'd locate production to the U.S.

The issue is that American manufactures, as well as foreign investors, express concerns over the lack of U.S. workers skilled in operating and/or repairing sophisticated machinery. Skilled worker jobs are heavily in demand – machinists, distributors, technicians and industrial engineers. There are over half a million manufacturing jobs available in this country, and it's time for U.S. companies to start figuring out how to get hardworking American skilled workers back on the job.

This promising new U.S. economy that has analysts and market experts making bold predictions will serve as conjecture, at best, without another equally important resurgence: the return of American skilled workers. ■

EXECUTIVE VICE PRESIDENT



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The SC&R Foundation has awarded three grants and seven scholarship to students and employees honing their skills or preparing for careers in the crane, rigging and specialized transportation industry.



Scholarship, grant recipients honored

Since 1986, the SC&R Foundation has proudly awarded over \$380,000 in grants and scholarships to students preparing for careers related to crane, rigging and specialized transportation, and SC&RA member company employees looking to gain additional skills. A 501(c)(3), the Foundation strives to promote and benefit the industry worldwide through grants, scholarships, research and educational initiatives. Scholarships are awarded to students working toward undergraduate or graduate degrees, and awards are \$3,000 each. Grants are awarded to recipients who would like to take a continuing education course or attend a vocational/technical college, like a welding course or a diesel mechanics course. Awards for the grants can reach \$5,000.

As a true testament to the dedication to the present and future of this industry, the SC&R Foundation thus far has awarded \$26,000 for 2014-2015 in the form of

three grants and seven scholarships. The scholarships totaled \$21,000 to students preparing for industry-related careers, and the grants totaled \$5,000 to employees at SC&RA member companies wishing to pursue continuing education. An additional \$25,000 in grants will be available in the last half of 2014.

The honors were announced during the Closing Night Awards & Recognition Dinner at SC&RA's Annual Conference, in Boca Raton, FL. The seven scholarship recipients were: Caleb Brack, Jonathan Caldwell, Sara Crowley, Steven McLean, Samson Clay Meyer, Lacey Rucker and Jamal Shaheen. The three grant recipients were: David Dague, Erika Davis and Donald Hinds, Jr.

To be eligible for a scholarship, the recipient must be the child, grandchild or spouse of someone working with an SC&RA member company – or simply be an employee – with the intention of furthering their career in the industry.

The Foundation is excited to announce that grant recipient eligibility is now open to the public. Relatives of member company employees, as well as anyone looking to pursue a career in the crane, rigging and specialized transportation industry, are eligible and encouraged to apply. It should be noted that four-year and graduate students are not eligible for a grant, but are certainly encouraged to

apply for the scholarship.

As an additional honor, the Foundation would like to recognize recipients and highlight where their path continues to lead.

"The SC&R Foundation and SC&RA extend sincere congratulations to the worthy 2014-2015 SC&R Grant and Scholarship winners," said Foundation President Robert Moore. "Your work ethic and determination is a symbol of the strength that drives this industry, and hopefully a glimpse of its future. Your continued efforts are an inspiration to those who have come before you, and certainly those who will follow."

The next round of scholarships will open in September 2014, and the Foundation opened its second round of grants earlier this summer, in July. There is still \$25,000 in grants waiting to be awarded to inspiring recipients in 2014.

"If you or someone you know is eligible for one of these awards, and possess a desire to pursue a career in crane, rigging and specialized transport, now is absolutely the time to start applying," added Moore. "Take your career to the next level, and join the largest industry in the world."

For more information, email:
foundation@scranet.org.



THE AUTHOR

MIKE CHALMERS serves as editor-in-chief for Thrive Creative Services LLC, a creative copywriting agency based in Chicago.



Celebrating the 2014-2015 SC&R Foundation Awards are L to R: Robert Moore, NBIS; Ericka Davis (the TNT Crane & Rigging Continuing Education Grant); Samson Meyer (the NBIS Continuing Education Scholarship); Steven McLean (the George Bragg Memorial Scholarship); and Ron Montgomery (Intermountain Rigging and Heavy Haul), current SC&RA Chairman.



received her associate degree in accounting from Northeast Texas Community College, Mt. Pleasant, TX, in 1999. While attending classes part-time, she works as driver manager at Lone Star Transportation, Fort Worth, TX, where she has been employed since 2007. She is the recipient of the Mammoet Continuing Education Scholarship.



STEVEN MCLEAN, a two-time scholarship recipient, is a sophomore at the University of Central Florida, Orlando, FL, where he plans to earn a Bachelor's degree in mechanical engineering in May 2016. He interned last summer at Beyel Brothers, Cocoa, FL, where his father, Steve McLean, is accounts receivable manager. Steven is the recipient of the George Bragg Memorial Scholarship.



SAMSON CLAY MEYER, a three-time SC&R Foundation scholarship recipient, is a sophomore at the University of Arizona, Tucson, AZ, with plans to earn a Bachelor's degree in business administration in May 2016. His father, Samson Adolph Meyer, is vice president of Marco Crane and Rigging, Lakeside, CA, where the scholarship recipient has interned as a part-time administrative assistant. Samson is the recipient of the NBIS Continuing Education Scholarship.



LACEY RUCKER, a high school senior at Tina-Avalon R-II School, Tina, MO, plans to earn a Bachelor of Science degree in marketing management from the University of Missouri, Columbia, MO. Her father, James Rucker, is maintenance supervisor at WireCo World Group, Kansas City, MO.

Lacey is the recipient of the Christopher Lorenz Memorial Scholarship.



JAMAL SHAHEEN is a junior with plans to earn a Bachelor of Science degree in industrial technology from California Polytechnic

State University, San Luis Obispo, CA, in June 2015. He earned an associate degree in liberal arts and sciences, with an emphasis in science and math, from Santa Barbara City College in May 2013. He currently interns at Specialty Crane & Rigging, Goleta, CA, where his duties include yard supervisor, IT support and accounts payable and receivable. He is the recipient of the Bennett International Group Continuing Education Scholarship.

Grant winners



DAVID DAGUE, a mechanic at Keen Transport, New Kingston, PA, since March 2013, plans to use his \$1,100 award at the Franklin County Career and Technology Center, Chambersburg, PA, for a course titled Welding Orientation and Safe Practices.



ERICKA DAVIS, a receptionist and billing clerk at McTyre Trucking, Orlando, FL, since 2009, plans to complete courses required for

the Accounting Technology Certificate Program at Valencia Community College, Orlando, FL. She also was awarded a grant last year. Additionally, McTyre Trucking has agreed to match the Foundation's \$2,100 amount. Ericka is the recipient of the TNT Crane & Rigging Continuing Education Grant.



DONALD HINDS, JR., has been a driver at Keen Transport, Winston-Salem, NC, since May 2013. He plans to use his \$1,800 award to pursue an associate degree in applied science for business administration at Forsyth Technical Community College, Winston-Salem, NC. Donald has enrolled in this program part-time since the fall of 2012, and plans to graduate in the spring of 2015.

Scholarship winners



CALEB BRACK, a repeat SC&R Foundation scholarship recipient, is a civil engineering major at The Citadel, Charleston, SC. He plans

to graduate in May 2016. His father, Luther Brack, Jr., is manager of Heavy Iron Cranes, Lexington, SC. Caleb was employed during the summer of 2013 by SC&RA member J.E. Oswalt & Sons, Batesburg, SC, where he worked on a crew, in the shop and even drove a truck. He is the recipient of the Southern Industrial/Southern Crane Continuing Education Scholarship.



JONATHAN CALDWELL plans to earn a Master's degree in engineering, majoring in construction engineering management at the

University of Alabama at Birmingham in May 2016. He earned a Bachelor of Science degree from the University of Central Florida, Orlando, FL, in August 2010. Jonathan is a draftsman/engineer in training at AmQuip Crane Rental, Birmingham, AL. AmQuip has announced it will match the Foundation's scholarship, providing an additional \$3,000 for the continuance of Jonathan's education. He is the recipient of the Terex Continuing Education Scholarship.

SARA CROWLEY is a junior at the University of Texas at Arlington, where she plans to earn a Bachelor's degree in accounting by 2019. She



Bill Smith discusses the methodology behind NBIS' online driver training course.

When I was a crane operator in the 1970s, the industry was considerably different than it is today. The technology was different. The management philosophies were different. And certainly the equipment was different. But for all the things that were different, there was one thing that was the same: operators constantly surveyed the landscape in front of them for ways to reduce any impending risk.

In that sense, my role at NBIS is pretty similar to my role as an operator. Together with the rest of the Risk Management department, we're always looking for ways to reduce risk. Because, as you know by now, NBIS is an insurance provider, which means we're hyper-concerned with reducing risk. And, ultimately, that means we're hyper-concerned with reducing your risk. Because when you don't have claims, we don't have claims. And when that happens, everyone wins.

Deeper look

As an insurance provider, we've got access to an enormous amount of claims data that allows us to take a deeper look into what's causing the claims our policyholders are suffering. We can look at that data through a proactive risk management lens and then offer up remedies – either in the form of safety resources or training.

So when we looked at the claims that mobile crane operators were having over the road, it got us thinking about this question: Are there any risk management tools we can provide to the industry that can assist mobile crane operators in decreasing the amount of over-the-road claims they are having?

We thought there were, and when digging through the claim data we had



NBIS' new online driver training tool provides training that will help companies become more educated in over-the-road exposures.

New driver training

available, we found something that surprised us: Roughly 50 percent of the over-the-road claims mobile crane operators were having were linked to the same four causes. And that led to an enormous opportunity to assist mobile crane operators in five specific areas: stopping distance, distracted driving, changing lanes, backing and deciphering the recent changes to CSA. CSA is the Federal Motor Carrier Safety Administration's (FMCSA) safety measurement and reporting initiative, and stands for Compliance, Safety, and Accountability.

If many of those categories sound familiar, it's because they are. You'll find that each of those categories is tied to "unsafe driving," one of the seven CSA BASICs (Behavioral Analysis and Safety Improvement Categories). We also realized that on-demand, online training programs in this category didn't exist for the crane industry. So we set out to change it.

As many companies have unfortunately found out the hard way, training – and the documentation of that training – becomes extremely important in the courtroom. It's not enough to simply sit your operators down during a morning

meeting and tell them that texting or eating or programming a GPS while driving is unsafe; there has to be some sort of real training that happens – and documentation and qualification of that meeting, as well. Simply put: if it's not documented, in the eyes of the law it didn't happen.

But like any new initiative, bringing an idea from conception to reality is a team effort. We knew that for a new risk management program to be successful, especially one being introduced in an area that hadn't been addressed before, we would have to get help from the industry.

Early on in the program's development, we contacted three subject matter experts: Thackray Crane Rental, AmQuip Cranes and Marco Crane & Rigging. Together with a web-based organization that works with insurance carriers, we developed online courseware and reporting tools to reduce losses and customized a curriculum that allows mobile crane operators to complete driver training at their convenience. By using subject matter experts like Thackray, AmQuip, and Marco – as well as former crane operators and NBIS risk management team members John Schoppert and Joe Doerr



AUTHOR:

Bill Smith is executive vice president of claims and risk management for NBIS.



– we were able to put together training topics that aren't just relevant, but critically necessary as well.

Accident causes

The curriculum was developed around the most common causes of accidents crane operators face when driving mobile equipment. Since mobile cranes are subject to the same CSA regulations, reviews and inspections of other mobile equipment on the road, crane operators can avoid many of the most common citations simply by completing the proper training and knowing what those rules and regulations are.

The Unsafe Driving BASIC category, of which the first five course offerings are derived, refers to driving carelessly or dangerously and references parts 392 and 397 of the federal regulation. Each course takes around 15 minutes to complete and concludes with a test. Perhaps best of all, the program is defensible in court in any situation where a claim arises.

To give you an idea of what's involved in the training, here is a quick overview of what you can expect.

■ In the **STOPPING DISTANCE** course, drivers

learn how much time they actually need to bring a multi-ton vehicle to a safe stop, and how weather and road conditions play a major factor.

- In **CHANGING LANES**, drivers learn that changing lanes is never a routine driving maneuver and requires both preparation and focus.
- In **BACKING**, drivers learn that nearly all backing accidents are preventable and that one simple procedure is the most effective way to avoid an accident.
- In **DISTRACTED DRIVING**, drivers learn that distractions go beyond just talking on the phone and that texting, eating, reaching, or programming GPS systems can put lives in danger.
- The course also covers the recently implemented **CSA PROGRAM** where drivers learn how the government tracks and enforces violations and how drivers now share in the responsibility for safer roads.

Even back when I was a crane operator, before the words "risk management" were even in my lexicon, I understood that reducing risk meant working with my peers to make sure we all did everything we could to go home safely every day.

And that's really what this new online driver training tool is all about – going home safely. In my position at NBIS, I'm now able to work with experts in every different facet of risk to ensure that the solutions and tools we give to the industry are as informed as possible.

Reducing risk

Risk management is about so much more than just reducing risk. It's about working together as an industry to come up with new ways to look at old problems. It's about putting our money where our mouth is and investing financial resources to protect our policyholders.

We hope that this new online driver training tool will help companies become more educated in over-the-road exposures. It's our hope that through the right education and training – and by documenting that training – the mobile crane operators driving down the streets of our neighborhoods will be doing so safer and with fewer distractions. ■

For information about NBIS' new online driver training course please visit <http://www.nbis.com/Video/InsureLearn.html>.

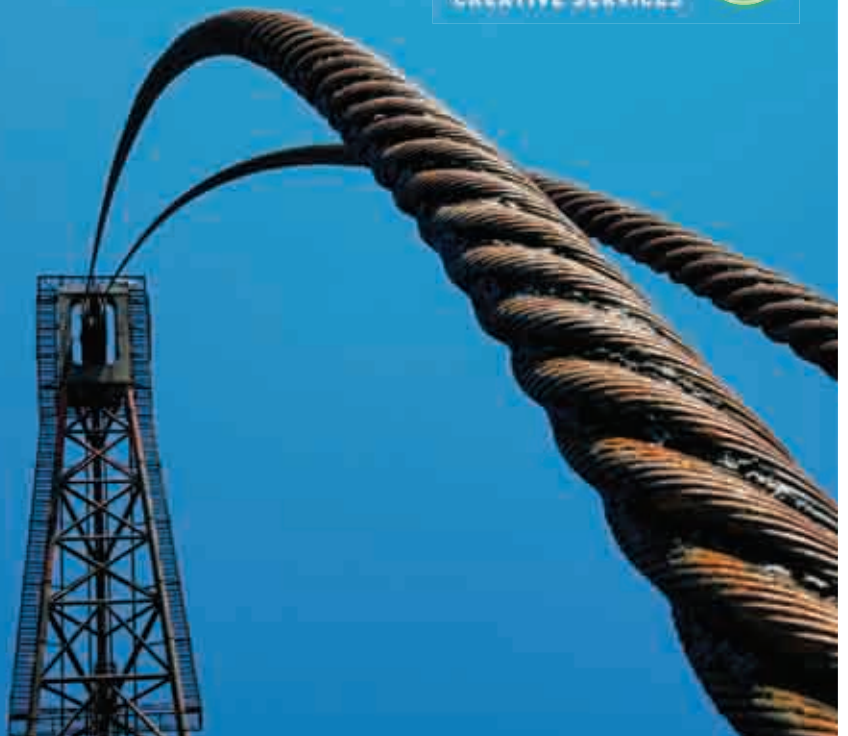
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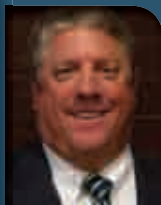
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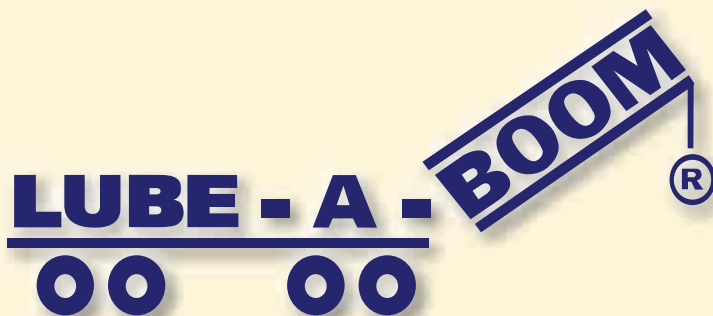
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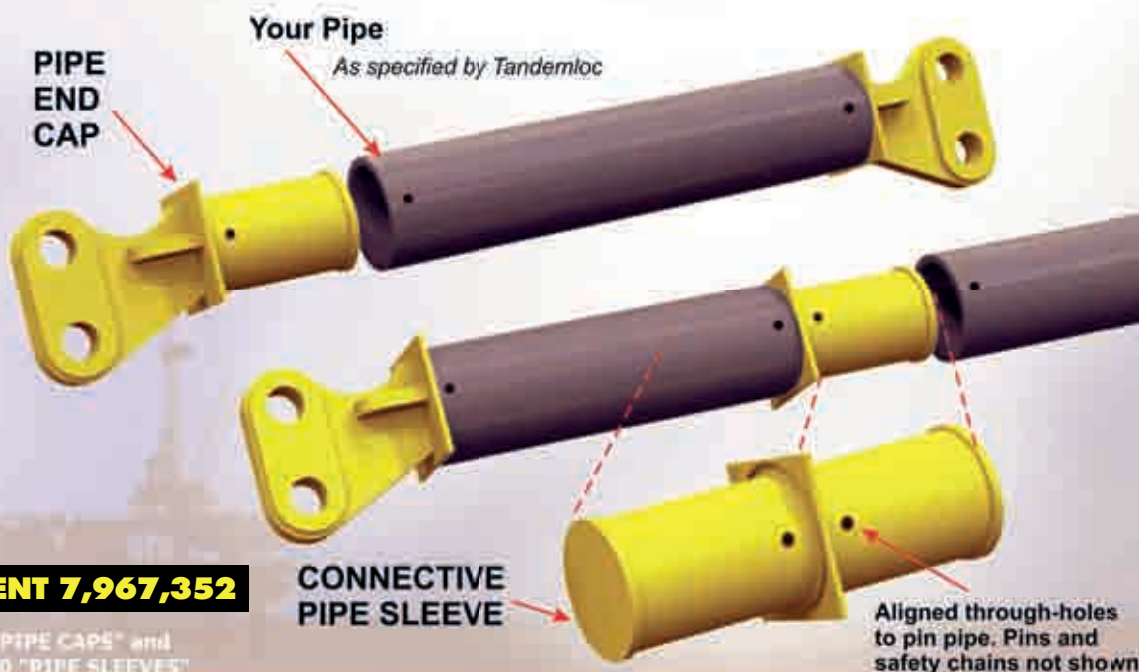
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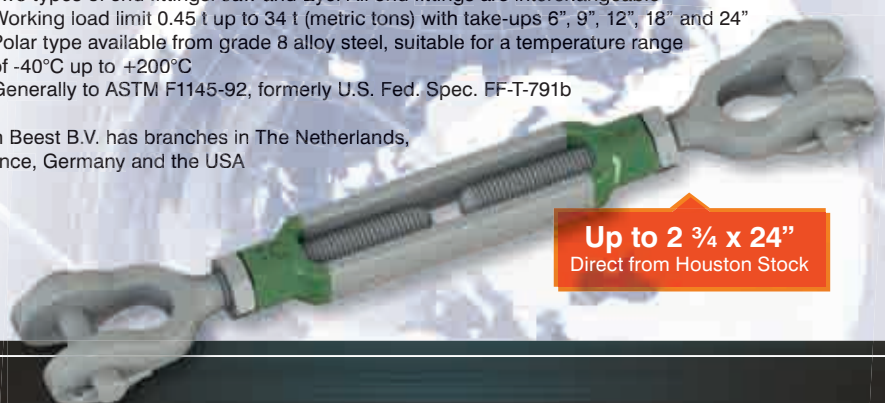
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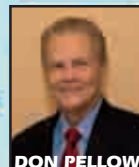
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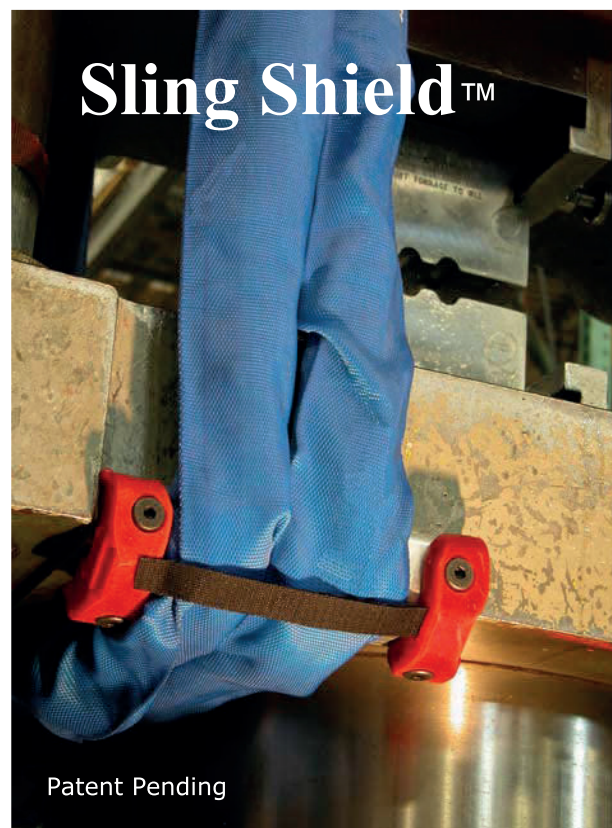
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Grove RT 600E NEW 2012

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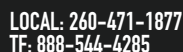
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■ Stephenson Equipment announced **Lon Coon** is retiring after 17 years with the company. Lon started his journey with Stephenson in 1998 leading the Syracuse branch and overseeing the opening of the Albany branch location. **Darrick Marris** was named Syracuse branch manager and **Josh Kowalski** was named Albany branch manager. Stephenson Equipment expressed their gratitude for the years of service Coon provided and is excited to usher in a new era of service for their customers.

■ The Port of Longview introduced **Amy Fischer** as the new communications and community relations manager. She joined the Port's public affairs department in April after more than a decade at The Daily News in Longview. **Lindsey Scheffler** is the Port's new business development associate, assisting business development manager **Laurie Nelson-Cooley** with day-to-day practical business development and marketing communications support.

■ The Association of Equipment Manufacturers (AEM) named **Sara Truesdale Mooney** as new CONEXPO-CON/AGG show director, managing AEM's flagship exposition. She takes over from **Megan Tanel**, as Tanel focuses on expanded strategy and planning duties for the association's growing portfolio of trade shows, meetings and events. **Melissa Magestro** has assumed lead staff liaison responsibilities for AEM's international exhibitions, including CONEXPO Latin America, which launches in 2015 in Santiago, Chile.

Manitowoc appoints new VP of global marketing

Manitowoc has appointed **Ion Warner** as vice president, global marketing. Warner brings 28 years of automotive and industrial manufacturing experience to Manitowoc. He will help the company enhance its global reputation and better develop its marketing activities.

Prior to joining Manitowoc, Warner built a career at Ford Motor Company before moving to Case New Holland Industrial, where he held the role of senior director, marketing. His most recent position was with global industrial equipment manufacturer Pentair, where he held the position of vice president, global infrastructure/building services.



"Ion has an excellent mix of industry and international business experience that I am confident will help us to develop our marketing programs and enhance our training efforts for years to come," said Dave Hull, senior vice president, global sales and marketing, Manitowoc.

Warner's responsibilities cover a broad spectrum of

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Sam Moyer joins ALL Tower Crane

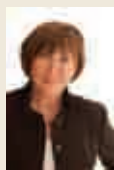
The ALL family of companies has hired Sam Moyer for the newly created position of application engineer at ALL Tower Crane, LLC. ALL Tower Crane provides dedicated tower crane support and service for the company's 37 branches throughout its continental footprint.

As application engineer, Moyer will convey tower crane reaction forces for different crane applications to customers, and pair the customer with the right crane based on his experience and the customer's needs. In this new role, Moyer will be able to design tower crane foundations that draw from a variety of engineering data and relevant geological surveys, as well as design the tie-in to the host structure. Working in conjunction with the crane's manufacturer, he will also help

Ritchie Bros. names new board chairman

Ritchie Bros. Auctioneer's board of directors has chosen **Beverley Briscoe** as the new chair of the board. Ms. Briscoe succeeds **Robert Murdoch**, who announced his intention to step down from the board by the end of 2014, due to reaching the mandatory age limit. Mr. Murdoch will continue as a director on the board for the remainder of 2014.

Beverley Briscoe has been a director of Ritchie Bros. for over 10 years and has held the role of deputy chair since September 2013. Briscoe has extensive industry experience in the transportation and industrial equipment sectors. From 1997-2004 she owned a transportation services company and prior to that was vice president of Wajax Industries, CFO of the Rivtow Group of Companies and CFO of a number of operating divisions of the Jim Pattison Group.



direct and customize repair procedures for tower cranes.

Moyer received his Bachelor's degree in engineering, summa cum laude, from the University of Toledo, and is a registered professional engineer.

"We are excited to introduce both this new position and the man filling it," said Michael Liptak.



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