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The magazine for the crane, lifting and transport industry

December 2008
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AMERICAN Cranes & Transport

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Publication



marketplace

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

products, parts & accessories **65**

equipment for sale or rent **74**

crane & lifting services **94**

transport & heavy haul **96**

REGIONAL REPORT: MEXICO



19

INDUSTRY FOCUS: FINANCE



35

TOWER CRANES



29



Official domestic
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Changing times

What a difference a month makes. Just 30 days ago as I was interviewing crane manufacturers and heavy transport professionals, most said the financial crisis had not affected their businesses. Manufacturers said their backlogs were still strong. While they were concerned about potential slowdowns, few business owners I talked with last month reported any significant slowdown in their business.

But this month, the story has changed a bit. Manufacturers appear to be bracing for a downturn that most say is inevitable. While both Terex and Manitowoc and other public companies in the crane and rigging sector reported robust third quarter earnings, the general consensus is that profits in 2009 will likely turn south.

For the first time since we started publishing *American Cranes & Transport* in 2005, the news in the crane and transport industry is not near as rosy as it has been. But just as it has in other economic down cycles, the industry will right-size itself accordingly. Experts in the industry predict consolidations, mergers, and increased pricing and job competition.

The good news, I am told, is that the people in this industry have strong experience and know-how when it comes to weathering economic storms. During the most recent boom time, industry professionals have stayed the conservative course, keying on productivity and management streamlining. Last spring, Alan Ashlock, president of Crane Rental Corp., told me that his entire management team was engaged in a business management course to streamline operations and key on expanding resources. I remembered thinking then what a smart move it was to prepare for the worst, even in the best of times.

For the time being it appears we will see this industry batten down the hatches, shoring up markets and capitalizing on opportunities that also arise in a slowing or down market. There is still a lot of good news to report and you can count on *American Cranes & Transport* to offer to our readers the news, views and information they need to keep their businesses viable and their cranes, trucks and people on the go.

We are proud in this issue to present our third annual **ACTtransport50** listing of North America's top heavy and specialized transportation firms. This year our list features information about 64 companies. If your company is not on the list and should be, please send me an email and I'll make sure you are included next year.

And finally, 2008 has been a wonderful year, even in this air of uncertainty. Suffice it to say that this is an industry that always sees the glass half full. And to you and yours, our team at *ACT* wishes a merry holiday season and a wonderful 2009.

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Don't miss ACT's third annual ACTtransport50 of North America's largest specialized transport companies on page 47

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news

Terex and Manitowoc show strong third quarter growth; Shuttlelift gantries build highway in Louisiana; National to end knuckleboom production; Potain introduces new self erecting tower crane; Terex introduces new RT and other industry news

international news 10

Crane and transport news from around the globe. *Euan Youdale* reports

business news 11

Shares collapsed in October despite interest rate cuts and state intervention to stop the mess in the banking sector. *Chris Sleight* reports

safety 12

As winter weather bears down, employers need to remind their workers of the dangers of working in the cold weather. *Terry Young* reports

certification news 14

NCCCO celebrates 10 years of accreditation and West Virginia's governor applauds NCCCO work

product news 16

San Marco unveils large self-erecting tower cranes; two Manitex models now reach higher; Steril-Koni goes green and more

regional report: Mexico 19

The economic slowdown in the US has quickly trickled south to Mexico, where companies are bracing for a tough 2009. *Hal Lundgren* reports

profile 23

Fikes Truck Line was founded in 1941 as a flat-bed carrier operating within Arkansas. In 1981 the company was purchased by Jim Smith, who envisioned big things for the small carrier. *Terry White* reports



tower cranes 29

Taking a hit with the rest of construction, tower crane business could go flat in 2009. *Lindsey Anderson* reports on the not-so-tall market

industry focus: finance 35

The intense credit squeeze predicted as a result of the Wall Street debacle has reached the construction equipment industry. *D. Ann Shiffler* reports on how the crane finance business is holding up

special report: safety 39

Frank Bardono discusses the US Tower Crane Industry Task Force and the goals the group has for the industry in the coming years

special report: safety 43

Accidents in the crane industry have been scrutinized over the past year after major accidents occurred across the nation. *Jim Robertson* says it is imperative to talk about crane accidents or the industry will plummet into a crisis

ACTtransport50 47

In our third annual ACTtransport50, we rank North America's largest heavy and specialized transport companies



site report: lifting 54

A new self-erecting tower gantry system has been designed by Hydrospec by Burkhalter Rigging. *Alex Dahm* and *D. Ann Shiffler* report



SC&RA comment 57

By *Joel Dandrea*

SC&RA news roundup 58

The SC&RA ends 2008 with a host of initiatives, programs and projects. *Terry White* reports that the group is going to bring even more member activities and services into 2009

SC&RA risk management 60

Risk management is almost always the answer to a number of questions regarding crane safety and accident prevention. *Tim Hillegonds* reports

people & events 63

News of people and events around the industry

marketplace c

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

65 products, parts & accessories

74 equipment for sale or rent

94 crane & lifting services

96 transport & heavy haul



highlights

➔ **Qualified welders and technicians from the ALL Erection & Crane Rental family of companies recently attended Manitowoc Crane Care training courses in boom inspection and repair. Welders with state certification attended both repair and inspection training classes, and a number of other technicians attended inspection classes, which were held at ALL headquarters in Cleveland. With the completion of this training program, ALL now has 15 employees at its various yards who can perform Manitowoc boom repair and 13 who can do the inspections.**

➔ **Hydro Mobile has announced that Houston, TX-based TNT Equipment will no longer distribute Hydro Mobile equipment. Hydro Mobile is pursuing new distribution opportunities in the states of Ohio, Michigan, Kentucky, West Virginia, Texas, Florida and parts of Indiana. In the meantime, customers in these states should directly contact Hydro Mobile's head office by calling 1-877-484-9376.**

➔ **Alimak Hek Inc. announces that Capital City Group has become the newest fleet owner to add the Alimak Scando 650 FC construction hoist to its product range. Currently one of the Midwest's leading providers of crane rental, construction hoist rental, and field services, Capital City Group owns and operates over 50 cranes, and conducts regional operations through its newly opened Ohio-based facility.**

➔ **Bennett DriveAway, a division of Bennett Truck Transport, LLC, announced that Class 8 truck manufacturer-Autocar, LLC has chosen the company to provide vehicle transport management services. Under the multi-year contract, Bennett DriveAway will develop and manage delivery for Autocar's refuse vehicles.**

Gosan opens new US facility

Gosan, a Bilbao, Spain-based international manufacturer of industrial products for lifting, hoisting, transport and storage equipment, has opened a facility in Jacksonville, FL to manufacture and market its sheaves products in North and South America. Representing an investment of more than \$3 million, the facility has 40,000 square feet of manufacturing and warehousing space, and will manufacture between 10,000 to 20,000 sheaves a year. The company is co-located with J.C. Renfroe & Sons, Inc., which has been the Gosan USA marketing partner for the past six years.

According to Juan Miguel Gutierrez, managing director for Gosan USA, the plant will employ about 30 workers. He said the company decided to concentrate on the US facility and growing its sheaves



Co-located with J.C. Renfroe & Sons, sheave manufacturer Gosan has opened a new facility in Jacksonville, FL



market due to its already good relationship with J.C. Renfroe and increased demand by crane OEMs. "With the increase of construction in developing

nations and with the movement to increase oil drilling in the US, we believe our market for sheaves is only going to grow," said Gutierrez.

Gosan has been manufacturing welded machined steel sheave products in Europe since 1971.

Two Shuttlelift mobile gantries work on Louisiana highway

Shuttlelift has supplied two ISL mobile gantry cranes to James Construction Group, which is reconstructing a critical stretch of Louisiana Highway 1 between Port Fourchon and Leeville, LA. A Shuttlelift ISL 55B and a ISL 70B are working at the project handling precast concrete bridge sections and girders.

Shuttlelift's Dan Reinholz explained that a seven-mile stretch of the highway has been elevated 22 feet higher than the old roadway in order to counteract flooding that the old LA 1 suffered due to coastal erosion. Reinholz said: "Because of the difficult terrain, both ISLs are operating on temporary rail tracks that are being piled-in to run alongside the elevated section, in 'leapfrog' style, picking up pre-

delivered and precast concrete bridge sections and girders."

The company said "this unusual operational feature meant that both ISLs had to be specially built to operate on rails, while retaining the ability to be converted back to traditional rubber tired gantries once the job is complete."

Lew Love, vice president of equipment for James Construction, said: "It was important that both cranes could be converted back for resale purposes because, once this construction contract is finished, it is unlikely the cranes would be used cost effectively."

When complete, the LA 1 bridge will have been built from the top down so as not to

disturb the delicate ecological system of the marshes and bayous it traverses.



Shuttlelift's ISL 55B and 70B gantry cranes in action in Louisiana

Organizations urge economic recovery package

In a joint effort, the American Rental Association (ARA), Associated Equipment Distributors (AED), Association of Equipment Manufacturers (AEM) and the North American Equipment Dealers Association are urging for action from the United States Senate and House of Representatives. The call for action includes passing a job creation and economic recovery package that includes both increases in federal infrastructure spending and extends for two years, the capital investment incentives in the Economic Stimulus Act (ES) of 2008.

Together, the industries these organizations represent are concerned with the sharp declines reported by the U.S. Department of Commerce in nonresidential investment, down 7.9 percent and investment in equipment and software which is down 5.5 percent on top of a 5 percent drop in the second quarter of 2008.

"The time to act is now to prevent further deterioration within the construction equipment industry," said Christine Wehrman, ARA executive vice president and CEO of ARA.

Columbus Equipment takes on Link-Belt Cranes account

Columbus, OH-based Columbus Equipment Company has been appointed as an authorized Link-Belt crane distributor. Columbus Equipment will cover all counties in Ohio and selected counties in northern Kentucky (Boone, Campbell, and Kenton counties) and southeastern Indiana (Ohio, Dearborn, and

Switzerland counties).

Founded by Bill Early in 1952, the distributorship is still based at its original Columbus location. In addition to the Columbus headquarters, they will serve customers from branches in Cadiz, Cambridge, Canton, Cincinnati, Dayton, Jackson, Painesville, Richfield, and Toledo, Ohio.

"Columbus Equipment brings to the table decades of crane market experience," said Brax Snyder, manager of worldwide sales for Link-Belt. "This experience coupled with a sincere commitment to forging close partnerships with their customers ensures Link-Belt crane owners the highest level of service."

Terex launches new Bendini RT

Terex Bendini in Italy launched the RC34 rough terrain crane at the SAIE exhibition in Italy. The 34 metric ton (38 US ton) capacity model is the next step up from the 30 metric ton (33.5 US ton) RC30. It also provides four boom extensions, one extra than the RC30, and has a 30 meter (98 foot) maximum outreach.

Another difference is the

engine. The RC34 has a four-cylinder Cummins, while its smaller sister, the RC30, uses a four-cylinder Iveco. Terex said a feature of the crane was its ability to extend and retract the boom while carrying a load.

A company spokesman added that the model was introduced to provide the extra lifting power that was required by some customers.



The 34 metric ton capacity RC34 from Terex Bendini

New Igo to Manitowoc range

Manitowoc introduced the Igo 30, its latest addition to the Potain range of Igo self-erecting cranes, at the SAIE trade fair in Italy. The crane has a maximum capacity of 2.2 metric tons (2.4 US tons) at 14.6 meters (46 feet). There is a 30 meter (98 feet) jib version that lifts 900 kg at the tip, and a 28 meter jib version that lifts 1 metric ton at the tip. Height under hook is 20.5 meters (67 feet) and the jib can luff to either 8° or 20°.

Vincent Milan, Manitowoc's senior product manager for self-erecting cranes, said the versatility of the Igo 30 would make it popular with both rental companies and end users. "The Igo 30, with its ballast attached, has a total weight of less than 26 tons, meaning it can travel with just one truck in many of its key markets, lowering transport costs. It is also very easy to move and erect," Milan said.

The new crane features the SmartCom system that incorporates special sensors fitted around the crane to improve efficiency during folding and unfolding operations. For ease of set-up the crane has side ballast which means the counterweight does not need to move for folding and unfolding. All of the mechanisms are frequency controlled.



highlight

Manitowoc will stop production of its National brand articulating boom cranes at the end of 2008. Existing orders will be built and delivered as originally scheduled but no new orders for articulating cranes will be accepted.

Service and support for the field population of articulating boom trucks will continue indefinitely through Manitowoc Crane Care, Manitowoc confirmed.

Discontinuing production of articulating cranes is "a management decision related to market positioning of the National Crane brand," Manitowoc said.



Cranes shine in tough quarter for Terex

Net sales for Terex Cranes segment for the third quarter of 2008 increased 36.2% over the third quarter of 2007, to \$717.4 million. Net sales increased by about 26%.

"Demand remains strong for larger capacity cranes, particularly larger capacity lattice boom crawler cranes, tower cranes and rough terrain cranes, driven by global infrastructure and energy projects," the company said. "The market in North America continues to remain strong for large capacity cranes, but sales of smaller capacity cranes, including boom trucks and lower capacity truck cranes, remain soft."

The cranes segment operating margin increased to 12.3% during the third quarter of 2008, up from 12% for the previous year.

Elsewhere in the group, the worsening economic situation has resulted in the aerial work platform division cutting around 18% of its 5,000 worldwide workforce over the final three months of the year. The division saw sales fall by 9% in the three months to September 30.

"The current environment is challenging, marked by a continued global credit crisis and worsening economic conditions, particularly in the US and Western Europe," said Ron DeFeo, Terex CEO and chairman.

Manitowoc sales soar, backlog dips

Manitowoc's 2008 third quarter crane segment sales totaled \$991 million, an increase of 22% on the third quarter of 2007. Operating earnings for the latest quarter were \$139 million, up 24% on the same period last year. Despite increased material costs, operating margins in the third quarter were 14%, 20 basis points higher than in 2007.

Crane backlog for the quarter stood at \$3.3 billion, nearly 26% higher than the previous year, but was down slightly from the second quarter of 2008.

This decline reflects slowing demand for tower cranes in Europe, said the company. It was also the result of a delay in opening the 2010 order book until material price forecasts and customer pricing arrangements were finalized.

"Demand for our high-capacity crawler and mobile telescopic cranes remains strong in markets where investment

in large infrastructure and power generation projects continues," explained Glen Tellock, Manitowoc president and CEO.

"However, the availability and cost of financing in Europe, Russia, and Africa began impacting the demand for tower cranes during the quarter. Accordingly, we have taken prudent measures to maximize the performance of the crane segment during this period of economic turbulence."

These measures include rebalancing factory production schedules, cutting the temporary workforce in some European factories and bringing a range of previously outsourced manufacturing activities in-house. There will also be reductions in selling, general and administrative expenses and increased "lean manufacturing initiatives," said the company.

Stone chooses Rogers trailer for equipment hauling

Stone Industries, based in Albion, PA, recently purchased a 55-ton Rogers trailer for its heavy equipment hauling needs. Purchased from Rogers' dealer C.C. and F.F. Keesler, the trailer was custom designed with a detachable gooseneck trailer with front folding ramps, removable wheel pockets and center boards, air ride suspension, and auxiliary battery power so that the lights and safety lights function when disconnected from the tractor. The trailer is used to haul such equipment as Caterpillar rubber-tire loaders and excavators, a Grove rough terrain crane, a Komatsu PC400 with hammer, a CMI milling machine, an Ingersoll-Rand rock drill and a D400 dirt truck.



Scott Powerline cleans up from Hurricanes Gustav, Ike

Scott Powerline & Utility Equipment's yard is normally filled with every kind of utility equipment imaginable.

Recently, it was just about empty.

After Hurricanes Gustav and Ike assaulted the coasts of Louisiana and Texas, the need was immediate for manpower and equipment to help restore power and clean up devastated areas. Monroe, LA-based Scott Powerline dispatched its fleet to many areas ravished by the storms.

Many Skylift Mini Derrick 33 Plus rigs, for example, were deployed, including the actual 500th production unit, which

was sent to Houston, TX for use by Wilson Construction of Canby, OR. Scott's 100-ton Mantis 20010 telescopic boom crawler was doing heavy-duty recovery work in and around Plaquemine, LA. Scott Powerline also served as a way station, housing 40 to 50 units overnight while enroute to Conroe, TX.

"These companies and crews [did] an amazing job. They [worked] incredibly hard, long hours, staying in cramped quarters or in their trucks sometimes. It's truly remarkable," said Tom Scott, Jr., founder and president of Scott Powerline.

Scott Powerline dispatched much of its equipment to areas ravaged by hurricanes



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| ATF110G-5 | (130 tons) | 170.6' Boom Length | 98.8' Jib Length |
| ATF160G-5 | (200 tons) | 196.9' Boom Length | 122' Jib Length |
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GT900XL-1

Rough Terrain Cranes

GR-800XL-1



| | | | |
|------------|-----------|--------------------|------------------|
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| GR-300XL-1 | (30 tons) | 101.7' Boom Length | 42' Jib Length |
| GR-450XL-1 | (45 tons) | 108.3' Boom Length | 50' Jib Length |
| GR-500XL-1 | (50 tons) | 108.3' Boom Length | 50' Jib Length |
| GR-600XL-1 | (60 tons) | 137.8' Boom Length | 58.1' Jib Length |
| GR-800XL-1 | (80 tons) | 144.4' Boom Length | 58.1' Jib Length |

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Sennebogen ups production capacity

GERMANY: Crane and handler manufacturer Sennebogen has officially opened its new €30 million (\$40 million) production facility in its home town of Straubing, Germany. It was a four day event in early

October attended by more than 3,500 dealers and customers from around the world.

The 1.3 million square foot factory site includes a new 161,000 square foot assembly hall that can accommodate machines weighing up to 300 metric tons (331 tons). Another 2.2 million square feet expansion is possible there.

The new factory is the result of an increasing demand for large-scale lifting and handling equipment and is an important strategic step in the 55-year-old company's history. Erich Sennebogen, managing director, said, "In the future we will be able to react even faster and more flexibly to our customers' and partners' wishes and requirements."



Grove transfer

ITALY: Manitowoc has celebrated the latest expansion of its factory in Niella Tanaro, Italy, with an event for customers and dealers.

The plant now manufactures all the company's two and three axle Grove all terrains, after production was transferred from the Wilhelmshaven factory in Germany. Niella Tanaro also builds Potain self-erecting and top-slewing tower cranes.

"The expansion here is important because it gives us greater capacity to build more cranes but, equally important, is the capacity that is freed up at our other facilities. We are now building all our two axle and three axle all terrain cranes here, allowing us more capacity at our factory in Wilhelmshaven, Germany. Building rough terrain cranes here for the Italian market gives us greater flexibility at our factory in Shady Grove, Pennsylvania," said Eric Etchart, Manitowoc president and general manager.

Manitowoc first began manufacturing cranes at Niella Tanaro, near Turin, in 2000 when it started assembling Potain self-erecting tower cranes. In 2005, it began production of top-slewing tower cranes and built a 27,000 square foot factory for assembly of Grove rough terrain cranes and two axle all terrain cranes.

In 2007 construction began of a 54,000 square foot plant with the first cranes leaving the production line in 2008. The 27,000 square foot building was expanded to assemble the two and three axle all terrain.

660 ton expansion

GERMANY: Crane rental company Franz Bracht Kranvermietung has expanded its construction and wind power assembly capabilities with a new 600 metric ton (661 ton) capacity Terex Demag CC2800-1 crawler crane.

Its first mission was to unload a 496 ton transformer for an Enercon wind farm in Krefeld.

It was transferred from a barge in a tandem-lift, carried

out with an Enercon-owned CC2800-1, onto a railway trailer for transportation to the Neurath power plant.

The gross load, including the lifting gear, was 545 tons, and outreach 24 meters (79 feet).

Both cranes were equipped with 42 meter (138 foot) main booms. The superstructure was loaded with 176 tons counterweight, while the Superlift counterweight was 309 tons.



➤ **BELGIUM:** The world's largest tower crane rental house, Arcomet, has bought out its US partners at P&J Arcomet to form Arcomet North America.

The acquisition from Peter and Stephen Jehle includes a 60-crane rental fleet and its head office in Washington DC, along with a branch office in Houston, TX.

Arcomet, based in Belgium, has more than 1,500 tower cranes in over 15 countries.

"The acquisition will position Arcomet to service all of North America and to utilize all of its resources to expand into new regions," said the company.

➤ **CHINA:** XCMG, China's largest crane manufacturer, will unveil a 650 metric ton (717 ton) crawler crane at next month's Bauma China exhibition in Shanghai.

It is a signal of Chinese manufacturers' move towards bigger and bigger crawler cranes, typified by the 1,000 metric ton (1,102 ton) unit that Sany plans to launch at Bauma China.

However, Zhang said XCMG did not have any immediate plans to produce such a big machine.

"We have a different strategy and are producing cranes according to the market. The most popular crawler cranes in China are from 100 to 300 metric tons (110 to 331 tons)," he said. Zhang added mischievously, "I'm not sure whether people will trust a Chinese-made 1,000 metric ton crawler crane."



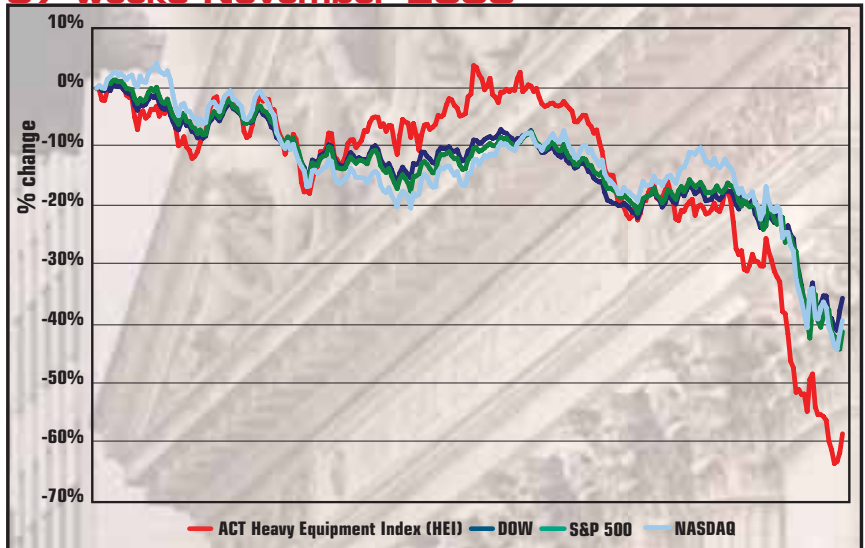
CHRIS SLEIGHT is one of the world's most internationally renowned construction business writers, with specialist expertise in financial markets and stock market analysis. He is editor of KHL's market-leading *International Construction* and *Construction Europe* magazines, and is a regular contributor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



Share prices fell off a cliff at the start of October despite a cut in interest rates and state intervention to stop the rot in the banking sector. **Chris Sleight** reports

Shares collapse

57 weeks November 2008



Most people would have laughed 18 months ago if you had told them grand old Wall Street names like Lehman and Bear Stearns would go bust in 2008, let alone household names like Fannie, Freddie and WaMu. Even more unthinkable back then was the idea that the US government would intervene to the extent that overnight it would become the single biggest shareholder in what was left of the domestic banking sector.

But despite this extraordinary intervention, along with interest rates being cut to just 1 % and the government diving further into the inter-bank lending market, share prices fell more steeply than ever. At the low point on October 10, 2008, the Dow touched 7,773 points, the worst it has been since the last trough in November 2002.

Why?

The short answer is that panic has set in. Traders are worried that the world is heading not just for a recession, but a prolonged contraction on a par with the Great Depression of the 1930s.

While there are some parallels with the events following the 1929 Wall Street Crash – the bursting of a credit bubble, bank failures and stock and asset price slumps – there are also significant differences.

First, the value of bad loans as a percentage of GDP involved in the current crisis is much less than was the case in the 1930s – in other words, the problem is smaller. Second, politicians have reacted better to problems than they did in 1930.

The Great Depression was

largely due to political stupidity such as the imposition of tariffs and monetary tightening. Today governments seem to have learned those lessons and are flooding markets with capital and focusing on trade as the main means of restoring economic health.

It is impossible to say when the market will bottom-out. One of the problems seems to be that despite the stabilization of the banking sector and the injection of plenty of state liquidity into the system, credit is still not widely available for businesses. Until the banks start lending again it's difficult to see much confidence coming back to the markets.

But when confidence does return, the bounce-back could

be spectacular. The panic-driven sell-off has seen shares fall so low that there are some bargains to be had.

This also opens the door for mergers and acquisitions, and companies with a fragmented ownership structure could be vulnerable. Another threat is that of 1980s-style corporate raiders, who could target companies with market capitalizations below the value of their physical assets.

This highlights the point that while the markets might look grim, there are massive opportunities out there for anyone with cash to spend.

act

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



about the index

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



As winter weather bears down, employers need to remind their workers of the dangers of working in cold weather. Terry Young reports



TERRY YOUNG is president of Construction Safety Experts Inc. and a member of the board of directors of the SCSRA. He can be contacted at 919-632-3068 or e-mail: terry@safety-xperts.com

Out in the cold

Just like other hazardous conditions that can affect a workplace, exposure to cold, wet and/or windy conditions can create a physical hazard for employees. Prolonged exposure to freezing or cold temperatures may cause cold stress, hypothermia or frostbite. In extreme cases, exposure can

lead to death. Employers must train their employees about cold-induced illness and injuries.

Try to schedule work activities for the warmest part of the day. Encourage workers to recognize the dangers of cold weather. Wind chill involves the combined effect of air temperature and air movement.

Recognizing Hypothermia Stages

Mild early signs

- ➔ When the body can no longer maintain its core temperature, it shivers. Shivers are caused by constricting blood vessels when body temperature lowers
- ➔ Blue lips and fingers
- ➔ Poor coordination

Moderate stage

- ➔ Mental impairment
- ➔ Confusion
- ➔ Poor decision-making
- ➔ Disorientation
- ➔ Heart slow-down
- ➔ Slow breathing
- ➔ Inability to take precautions from the cold

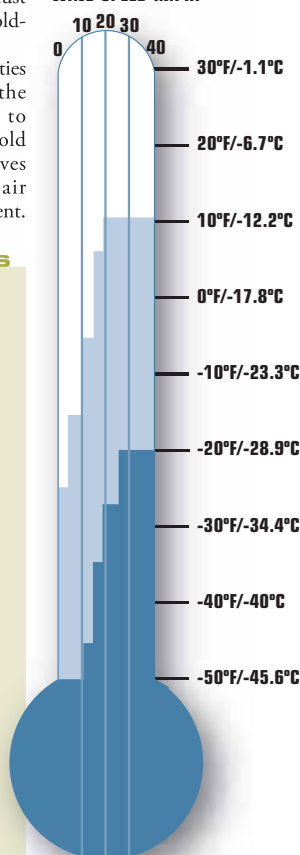
Severe

- ➔ In severe cases, hypothermia resembles death. Treat patients as though they are alive
- ➔ No breathing
- ➔ Unconsciousness
- ➔ No shivering
- ➔ Irregular or hard-to-find heartbeat

Hypothermia First-aid

- ➔ Carefully move the person to shelter
- ➔ Keep the person awake
- ➔ Call for medical help
- ➔ Remove wet clothing; wrap the person in warm covers
- ➔ Re-warm the person's neck, chest and abdomen, but not extremities
- ➔ Monitor the person's breathing and administer artificial respiration if necessary
- ➔ If the person is conscious, offer sips of warm, sweet drinks

WIND SPEED (MPH)



ADAPTED FROM: ACGIH threshold limit values, chemical substances and physical agents biohazard indices, 1998-1999

Little Danger (caution)

- ➔ Freezing to exposed flesh within 1 hour

Danger

- ➔ Freezing to exposed flesh within 1 minute

Extreme Danger

- ➔ Freezing to exposed flesh within 30 seconds

The higher the wind speed and the lower the temperature in the work environment, the greater the insulation value of protective clothing is required.

Dressing in layers, eating warm high-caloric foods and drinking warm sweet beverages that are caffeine free will help the body maintain a core temperature of 37 degrees C or 98.6 degrees F. Wearing waterproof-insulated boots, gloves and clothing will keep the body warm and dry. Take frequent breaks in warm shelters.

Also, remember that workers face increased risks if they take certain medications or are in poor physical condition. Employees who suffer from hypertension, diabetes, cardiovascular disease or other illnesses must be monitored closely. **act**



Frostbite warning signs

- ➔ Gray, white or yellow skin discoloration, numbness or waxy feeling skin
- ➔ Seek medical attention
- ➔ Do not rub skin but do apply gradual body heat
- ➔ Apply sterile bandage to blisters

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Governor, Labor Commissioner applaud work of NCCCO in WV

The role of the National Commission for the Certification of Crane Operators (NCCCO) in reducing crane-related accidents and injuries was applauded by West Virginia's Governor Joe

Manchin III at NCCCO's fall meeting.

"Created by industry for industry, this commission has made an immeasurable impact on the Mountain State," Governor Manchin stated in



NCCCO's fall meetings were hosted by IUOE Local 132 in Charleston, WV. Pictured receiving a commemorative plaque of appreciation from Kerry Hulse, NCCCO Commission Chairman (far right), are IUOE Local 132 representatives Tommy Plymale, assistant business manager, Ronald Burdette, business manager and Charles Parker, director of training.

NCCCO celebrates 10 years of accreditation

This year marks the tenth anniversary of accreditation for the National Commission for the Certification of Crane Operators (NCCCO).

NCCCO first received accreditation from the National Commission for Certifying Agencies (NCCA) in 1998. Since then, in addition to annual audits and a complete reaccreditation by NCCA (required every five years), the commission has been accredited by the American National Standards Institute (ANSI) to the exacting standards of international personnel certification standard ISO 17024.

Accreditation by an accrediting agency established to review personnel certification programs is essential to the fairness and credibility of a credential like CCO certification, said NCCCO Executive Director Graham Brent. "Only in this manner can an employer be guaranteed that the certification his or her employee receives has been developed and administered in a fair, valid and reliable manner."

In acknowledging the 10-year milestone, Commission Chairman Kerry Hulse, recalled how the industry had rallied in the aftermath of the 1989 tower crane accident in San Francisco to develop a national standard of certification.

"While they correctly identified the more widespread adoption of training as the key to improving the knowledge and skill of crane operators, the industry recognized the critical role that national certification could play as the means toward that end," Hulse said.

"Over a decade later, with certification available from multiple sources, NCCCO remains the only non-profit, independently accredited certification organization that meets the needs of the entire industry, regardless of affiliation," he added.

The adoption of CCO crane operator certification by thousands of employers nationwide, and its widespread use by states as the basis for licensing was testimony to its success in meeting its intended safety mission.

"The mission of the 'founding fathers' of this organization was essentially three-fold," Hulse said, "Safety, safety and, again, safety. Improving the safety of personnel who work in, with and around cranes was the single, overarching goal from the inception of NCCCO, and it remains its mission to this day."

Evidence of this safety mission is seen in the commission's recent response to the industry's request for the expansion of its certification activities to other personnel who work around lifting equipment. Signaller certification was launched in October 2008, and rigger certification is set to follow first quarter 2009. Other programs will be developed during the year ahead.

"It goes without saying that a well-executed lift is just as dependent on a load being correctly rigged and the operator being provided with the correct signals, as it is on the crane operator's skill in handling the load when off the ground," said Brent. "Given the proven success of CCO certification in mitigating risk in general, and actually reducing the incidence of crane accidents, it was only natural the industry would call for application of the accredited certification principles to other crafts."

Kerry Hulse, NCCCO Commission Chairman.

prepared remarks. "In a climate where crane operation has a large presence, NCCCO has done much to set high standards for industry safety, risk management and performance guidelines. I applaud those whose hard work and outstanding dedication made all of this possible. Their efforts are certainly commendable and serve as an example to us all."

The Governor wished the commission a "productive and successful meeting." He stated, "I have no doubt this fine

Over a decade later, with certification available from multiple sources, NCCCO remains the only non-profit, independently accredited certification organization that meets the needs of the entire industry, regardless of affiliation.

NCCCO has done much to set high standards for industry safety, risk management and performance guidelines. I have no doubt this fine organization will continue to be a positive force in the Mountain State for many years to come.

Joe Manchin III, Governor, West Virginia.



organization will continue to be a positive force in the Mountain State for many years to come."

It was a sentiment expressed equally by West Virginia's Commissioner of Labor David W. Mullins. Commissioner Mullins noted that his state had been the first to enact (in 2001) legislation that directly referenced CCO crane operator certification in its operator qualification requirements.

"We had five crane-related

fatalities in the period before legislation was enacted," Commissioner Mullins stated, "and we've had none since." While that statistic spoke volumes for the effectiveness of independently accredited, third-party certification, he acknowledged there was never a guarantee of accident-free crane operations. Nevertheless, because of NCCCO, "anyone that sits in the seat now knows far more than he or she would have eight years ago," he stated.

"CCO crane operator certification has not only been good for our industry," Commissioner Mullins continued, "it has added legitimacy due to the fact of being created from all sources of the industry."

He recognized the commitment made by the volunteers that serve on NCCCO's exam management committees, as well as their employers who fund their participation. "I applaud your

work and the companies that allow you to do this," Mullins said.

Safety professionals from all over the US gathered for week-long series of NCCCO meetings hosted by IUOE Local 132 in Charleston, WV in October. In addition to four exam management committee meetings addressing all three crane operator programs (mobile, tower and overhead), the event also included the final meeting of the Signaller Task Force prior to its replacement by a standing committee in the spring of 2009.

act



“CCO crane operator certification has not only been good for our industry. It has added legitimacy due to the fact of being created from all sources of the industry.”



David W. Mullins, West Virginia's Commissioner of Labor (pictured above).

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San Marco unveils large self-erecting tower cranes

San Marco International unveiled two new self-erecting tower cranes at SAE's October 2008 event in Bologna, Italy. The SM-45N and SM-45L will be distributed through North American dealer Eagle West Equipment.

The self-erectors feature telescopic extending masts with up to four optional climbing

sections, 147-foot hydraulic unfolding jibs and electronic control systems that have radio remote control options and LMI systems.

The 45N has a 16-foot by 16-foot footprint and a working weight when in service of 119,050 pounds with a maximum lifting capacity of 13,228 pounds at 51 feet. The



smaller of the two new cranes, the 45L has the same 16-foot by 16-foot footprint, but features a working weight in service of 110,230 pounds and a maximum lifting capacity of 13,228 pounds at 45 feet. In the future, according to Eagle West, a smaller, 138-foot jib version will be produced.

PeopleNet update display platform

The BLU onboard platform from PeopleNet has been updated. BLU is a 7-inch sharp full-color display that allows drivers an open platform for fleet-specific applications and devices. It was originally built with touch-screen technology and open integration tools. Enhancements include text-to-speech capability, driver shortcuts that allow drivers to navigate through logs or emails, safe mode operations and in-cab navigation.

Stertil-Koni goes green

A new ecologically friendly lift has been introduced by Stertil-Koni. The Envirolift is a green mobile lift geared toward reducing carbon footprints of those regularly using heavy lift equipment. About 90 percent of the materials used to make the lift are recyclable, and the lift's batteries are deep-cycle marine batteries, which are energy-efficient and 100 percent recyclable. The Envirolift uses self-regeneration technology to recharge its batteries, while also using Panolin, a 100 percent biodegradable synthetic oil. Stertil-Koni is encouraging companies and contractors to use the Envirolift to earn LEED certification for building and construction projects.

Two Manitex models now reach higher

Manitex has announced that two of its models, the 124SX and 40124S, have new tip heights. Both models have extended reach by 13 percent from 166 feet to 190 feet.

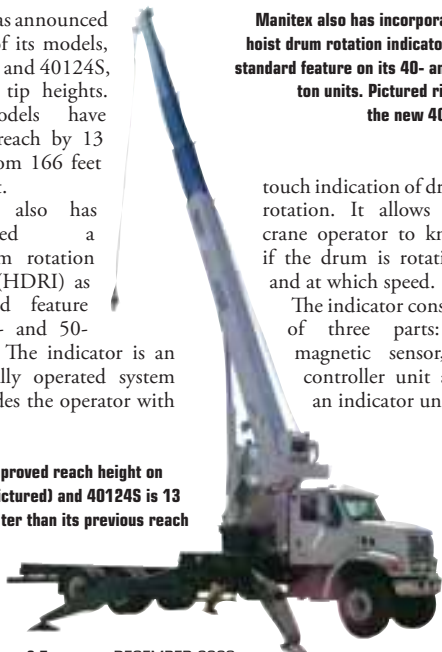
Manitex also has incorporated a hoist drum rotation indicator (HDRI) as a standard feature on its 40- and 50-ton units. The indicator is an electronically operated system that provides the operator with

Manitex also has incorporated a hoist drum rotation indicator as a standard feature on its 40- and 50-ton units. Pictured right is the new 40124S

touch indication of drum rotation. It allows the crane operator to know if the drum is rotating, and at which speed.

The indicator consists of three parts: a magnetic sensor, a controller unit and an indicator unit.

Manitex's improved reach height on its 124SX (pictured) and 40124S is 13 percent greater than its previous reach



The HDRI works by the sensor picking up on rotation of the motor shaft which is connected by wiring to the controller unit that acts as a pulse generator. The controller then sends a

pulsating signal proportional to rotation speed to the indicator unit, which is located in the control lever handle and it thus pulsates in time with the signal from the controller unit.

New fall protection from MSA

MSA's Workman personal fall limiter (PFL) has a standard 400-pound maximum working capacity and a flexible line length when ordering from 6 to 12 feet. The Workman PFL meets ANSI A10.32 and all OSHA requirements. Units with 36C style snaphooks and/or 1-inch steel carabineers meet ANSI Z359.1 requirements too. Some models are CSA certified.



MSA showcases AirHawk II mask

The AirHawk II air mask from MSA is the newest industrial air mask that features either an Ultra Elite Facepiece of new Advantage 4000 Facepiece. The Advantage Facepiece provides adapters for twin-cartridge respirator conversion or an RD40 Facepiece. Air Hawk II air masks incorporate Audi-Larm audible alarm end-of-service time indicators.



San Marco's SM-45N and SM-45L will be distributed by North American dealer Eagle West Equipment

Autec shows off new handsets

Two new transmitting handsets, the MK 06 and MK 08, from Autec have been announced by the company. The two new versions complete the modular series from the company. Both products have pushbuttons, toggle switches, rotary switches and removable keys. All of the Modular series radio remote controls can be operated with automatic channel search (ACS). The ACS system also allows for data transmission and a wider radio spectrum.



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Painful reality

The economic slowdown in the US has quickly trickled south to Mexico, where companies are bracing for a tough 2009.

Hal Lundgren reports

No medical journal or lab report will confirm this statement, but it has proven to be quite true: "The U.S. economy sneezes, and the world catches a cold."

That's a confirmed diagnosis. Symptoms are everywhere in the US. After years of 21st-century growth, low inflation and high employment, including 54 consecutive months with a higher job number, the US economy has backed up. The third quarter

ended with a slightly negative GDP.

Signs of economic sore throats and fever, predictably, seem to be everywhere. Europe. China. Latin America. In Mexico, many companies already face the slowdown.

Orders down

Says Alvaro Rodriguez, CEO and co-owner of Monterrey-based Amisa Group, "We are usually looking at orders for next June, July and August. But right now, we have none."

Amisa Group has a sparkling, three-decade history of transporting and installing manufacturers' equipment for new or expanding facilities. It excels in dismantling and match-marking equipment at a plant in the US, Canada or elsewhere. Amisa arranges ground, rail or water transportation. For a move from the US to Mexico, it handles Customs and NAFTA coordination, then arranges border crossing without need for translation. It completes the installation, then makes certain all equipment works just as it did before being taken apart for transit.

Chrysler, air-conditioning company Carrier/UTC and auto supplier Dana are just a few companies that have depended on Amisa Group for successful moves. Amisa Group has been an essential partner in developing Dana's 10 manufacturing sites in Mexico. Now auto sales have plunged. And abrupt economic braking on the auto industry has dimmed Amisa Group's immediate prospects.

"We foresee 2009 as a tough year for our company," Rodriguez says. "This could be our worst year since 1995, when the peso was devalued. That was a bad time that lasted about a year. People lost jobs. Many companies shut down."

According to Rodriguez, the company survived because of a vital, competitive

Gruas ABC used its two, 250-ton cranes on these 62-ton, 164-foot steel elements for elevated sections of Monterrey's subway



“This could be our worst year since 1995, when the peso was devalued.”

Alvaro Rodriguez, CEO and co-owner of Amisa Group

edge. He explains, "Most of our customers had worked with us for a long time. They trusted us. We made it through because of them."

Challenging atmosphere

Gruas ABC faces the same challenging business atmosphere. Bernabe "Bernie" Cortez serves as general manager of the company's 150-employee crane and rigging sector. His father and uncle founded the company in 1981, building atop a small business begun by Cortez's grandfather in 1947. The entire company has more than 400 employees.

Bernie Cortez says Gruas ABC has already prepared for a wobbly Mexico economy. "We expect business to be 15% or 20% below our capacity," says Cortez, who holds an economics degree and an MBA. "Our last slump was in 2003-2004. That experience has made us better prepared for what we see in 2009 and 2010. It taught us to work more closely with our customers. It also taught us to grow with our own resources. We are more conservative financially today. Our debt ratio is much lower."

Amisa Group's 1995 setback was more than a slump. Rodriguez admits that the company's senior officials easily could have "lost our homes and cars." Today, both Amisa Group and Gruas ABC's customer successes seem strong enough to carry them successfully through 2009.

Gruas ABC has partnered with many multinational corporations, giving the company solid connections on several continents. It has worked closely with Hershey and Johnson Controls in the US, Siemens of Germany and Cemex, the Mexican cement giant.

Relying primarily on two, 300-ton cranes, Gruas ABC elevated this 100-ton, 300-foot flag pole on one of Monterrey's hills



At a Flextronics plant in Juarez, Mexico, where AIDA presses shape the frames of washing and drying machines, Amisa Group's press installation made the process work

Siemens was the primary contractor in developing Monterrey's subway/elevated train system. With Gruas ABC's assistance through most of the project, Siemens completed the first section in 1991 and the final section in October 2008. Gruas ABC needed as many as 30 cranes a day for the project.

Cortez says the company now looks more closely at potential in green projects. A new US office (ABC Global of Wisconsin) is part of that strategy. The Wisconsin operation supports the Monterrey headquarters and a facility in Queretaro.

"We noticed that there seemed to be more green projects in the northeastern US and the Midwest states near Canada," he says. "We wanted to be close to where green decisions are made, in Wisconsin, Michigan, Pennsylvania and other states where we saw more of those projects."

Gruas ABC has already turned its attention to green opportunities in Mexico. It recently delivered more than 40 "green generators" to a General Electric facility in Guadalajara. Wherever equipment operates without petroleum, Cortez sees doors open to new business. Though air pollution is less a

problem for Monterrey's 4 million people, fouled air in Mexico City remains out of control. Demand to clean it up keeps rising.

That means lots of work ahead at hydroelectric sites, wind farms and other pollution-free power sources. Tax breaks, Cortez says, would make those projects even more appealing. Several firsts should help the company nail down new business. Gruas ABC is the only company in its industry to receive ISO-9000 certification. It has also

been a leader in crane implementation.

Cortez predicts that as Mexico recharges its economy, 2009 will see progress in at least three areas.

- Emphasizing infrastructure construction.
- Dedicating itself to becoming the world's second-largest auto-industry supplier by 2112.
- Developing a Baja California seaport about 40 miles south of San Diego to compete with the Los Angeles seaport.

Mexico long ago dedicated itself to competing with China, not service and supply that nation. That decision, too, might shorten the pain of a soft 2009.

For now, Gruas ABC will stick with its current business mix:

- 50% manufacturing/transformation industry;
- 25% construction/electromechanical services;
- 15% medical/food;
- 5% transport companies;
- 5% government/logistics/brokerage.

Diversification is bound to help, given a Cortez prediction of uneven growth for Mexico. During the next 18 months, Cortez says crane, rigging and transport businesses in Mexico should anticipate "horizontal movement with some ups and down."

Growth, he suggests, would be better if the country becomes less dependent on crude oil. Mexico, he says, also needs more emphasis on "solving political disagreements."

Optimistic?

"By the second half of 2010, we should be on our way up again," Cortez says. "I expect the US to move forward first. Then,





struggling auto industry has raised concerns over future business. In response, Rodriguez has sought new opportunities.

"We're still prospecting," he says. "I attended an aerospace industry conference in Kansas City. Some aerospace companies are considering moves to Mexico."

For a company relying on Amisa, he offers what might be an important advantage.

"We are here in Mexico," he says. "I do not claim that we do everything better than US companies, but we can do them quicker because of our location. If there's a problem, we can get it fixed faster. That means it's less costly for the customer."

From his US vantage point, Manitec's Randy Robertson has already seen a slower pace in Mexico's economy.

Robertson, director of sales and marketing, says his company has enjoyed a productive partnership with Mexico City-based Maquinaria Ucha. As Mexico's GDP increased, so did Maquinaria Ucha's orders to Manitec.

"Our sales were tremendous for two years," Robertson says. "Things were really blowing and going. We couldn't always satisfy their need for equipment. Then things began to slow. Recently, there has been a dramatic softening of demand."

Robertson adds, "Housing has slowed.



Manitec has enjoyed a productive partnership with Mexico City-based Maquinaria Ucha. As Mexico's GDP increased, so did Maquinaria Ucha's orders to Manitec. But of late the orders have dropped off

a few months after that, Mexico, the rest of Latin America and Europe. Even with manufacturing growth around the world, the US will lift its head from under water first because of its leadership in patents, innovation and human capital."

Amisa Group's high dependence on the

Then, as metals' prices have slipped, mining has suffered. A stronger dollar against the peso accounts for some of this change, but there has definitely been a slowing of Mexico's economy."

Looking ahead to 2009, Rodriguez sees no reason for optimism until 2010. "By next November and December, and in January, 2010, I think we will be looking at an improved picture," he says. **act**

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A winning team

Jim Smith, chairman of Fikes Truck Line, Hope, AR, began his career in trucking after leaving the Navy in 1963. Over time, a mentor at Gordon's Transport taught him how to solicit freight. In 1979, Smith became director of sales for ABF Freight Systems, where he hired and trained a highly successful team.

By 1981, he was ready to strike out on his own and purchased Fikes Truck Line, a small carrier with nine owner-operators. Smith instinctively knew that the Motor Carrier Act of 1980 would create many opportunities for a company poised for expansion. Fikes Truck Line, founded by the Fikes family in 1941, had always been a flat-bed carrier operating within Arkansas.

Although Smith had become adept at finding business and fostering people's abilities, he was a novice in the flat-bed business, operations, regulations and compliance. "Learning from our mistakes and not giving up – that was the hard part," he said.

In 1982, Fikes moved its headquarters from Pine Bluff, AR, to Hope, AR and set out to gain operating authority in states adjacent to Arkansas. He acquired 48-state operating authority by 1984.

Personal philosophy

As he sat out to grow the business, Smith followed a personal philosophy that remains intact to this day: "Hire the person with the most want-to and teach them what you know."

That philosophy has been borne out by the men he signed on as his first two contractors – Gary Salisbury and Jerry Davis. Today, Smith, Salisbury and Davis are key players on the Fikes leadership team.

Earlier this year, the company officially confirmed this triumvirate by naming

Fikes Truck Line was founded in 1941 as a flat-bed carrier operating within Arkansas. In 1981 the company was purchased by Jim Smith, who envisioned **big things for the small company**. **Terry White** reports

Salisbury as president and CEO and Davis as executive vice president. While remaining the company's owner, Smith stepped down as president but continues in his position as chairman of the board.

"Their promotions are well-deserved and allow us to capitalize on our strengths," said Smith when announcing the transition on April 7, 2008. "These changes will create more opportunities for everyone and solidify the future of Fikes."

In his tenure at Fikes, Salisbury has worked in almost every aspect of the company, including dispatch, sales and recruiting, and his leadership skills have been instrumental in growing the business into a \$70-million operation with terminals in Arkansas, Kentucky, Texas and Alabama. Prior to his promotion, he was senior vice president and COO, a position he held since 2003. Among his many accomplishments, Salisbury spearheaded terminal expansions in Kentucky and Alabama; introduced cutting-edge programs to enhance the motivation and success of contractors; developed an agent program that today represents significant revenues for the company; diversified the customer base by adding removable goose neck (RGN), step deck, and heavy haul capabilities; and elevated the visibility of Fikes within the industry through a major rebranding initiative and active participation with industry groups including SC&RA, the American Trucking Associations, the Truckload Carriers Association, and several

state trucking associations

"Jim Smith has provided a tremendous opportunity for me, personally and professionally, and I am in a position to do the same for our staff, contractors, and partners," said Salisbury, upon accepting his new responsibilities. "I love coming to work every day and taking on the challenge of how to make Fikes a more successful company."

Jerry Davis spent his first five years hauling for Fikes until Smith asked him to establish a Safety Department in 1986. Davis set



The Fikes team posing on a flat-bed truck at the company's 25th anniversary party



Gary Salisbury, president and CEO and Jim Smith, chairman of the board, at Fikes Hope, AR headquarters

out to build the award-winning safety and insurance program from the ground up, with a dual-focus on the interests of contractors and company. His list of achievements includes: a rigorous two-day orientation program with drug testing, equipment inspections, and compliance training; a trailer-rental program for Fikes contractors; an award for "Safety Director of the Year" from the Arkansas Trucking Association in 1988; and a 90-day inspection program to enhance Fikes' safety record, and reduce out-of-service issues on equipment.

In his new role, Davis oversees all departments. "The key to keeping people motivated is giving them the freedom to do their jobs," he said. "We have an amazing staff here at Fikes who work independently and take pride in our company."

Despite being the second oldest trucking company in Arkansas, Fikes is anything but stodgy. The company continually embraces fresh new ideas to improve its operations.

Specialized trucking services

A particularly significant development was the company's move into specialized trucking in early 2007. In May 2007, the company demonstrated its commitment to this side of the business by hiring Andy Jones as manager of specialized operations.

Jones made the move to Fikes after an 11-year career with Dallas-Mavis, where he worked with a fleet of more than 250 specialized owner-operators as manager in the company's heavy haul division. His focus at Fikes is on building and expanding lanes of business in heavy haul, RGNs and step-decks, as well as contributing to the recruitment and retention of specialized drivers in these areas.

"The drivers who run specialized loads are



Fikes' management team includes Jerry Davis, executive vice president; Jim Smith, chairman of the board; and Gary Salisbury, president and CEO



A particularly significant development was the company's move into specialized trucking in early 2007. Andy Jones manages the heavy haul division

a different kind of driver with a different mentality," said Jones. "They're just a bit better at what they do. They tend to be more patient, keep more current on state regulations and have more of a drive to do the best they can."

Although the company often recruits drivers with a proven track record of hauling oversize/overweight loads, Fikes sometimes looks within its own ranks. "We'll train someone within the company with a great safety record," Jones said.

Specialized drivers selected by Fikes are rewarded with a better per-mile rate than the company's other drivers. The challenges of safely hauling oversize/overweight loads also have proven attractive to many drivers.

"We recently had a driver take a McDonnell Douglas C-9 jet transport to the Bone Yard at Tucson Monahan Airforce Base, just outside Tucson, Arizona," said Jones. "The load grossed 120,000 pounds and was 120-foot long, 17 feet-high and 15-feet wide. He was really proud of himself."

Challenges facing the company extend beyond the loads themselves. "Building a Specialized Trucking Division from the ground up is quite an opportunity, but it's also a little bit on the scary side," said Jones. "But the company has been very supportive. The top management is really pumped up about specialized transport. When Fikes' management decides to do something, they go all the way."

One of the company's first goals was to

change perceptions of the company. "We were known as one of the premier flat-bed carriers, but people had no reason to think of us as a specialized carrier," said Salisbury. "We had to change that paradigm and market ourselves differently."

He pointed out that Fikes was not entirely new to the specialized transport side of the business, having previously gained considerable experience with jobs such as hauling 100 to 150-foot beams, including procurement of special permits.

"One of the first things we did after starting our specialized operations, thank goodness, was join SC&RA," said Salisbury. He commended Jack Milligan for encouraging the company to join the association. Milligan, who has over 30 years of experience in the trucking industry, serves a dual role as director of special projects at Fikes and president of Higher Roads, an organization that helps truckers advance their personal and business goals.

Networking pays

"SC&RA offers great networking opportunities for a company like ours," said Milligan. "It's also gratifying to be working again with my old friend and colleague Joel Dandrea, SC&RA Executive Director. We worked together for about 15 years at the American Trucking Associations, so I was confident SC&RA would do things the right way."

Many of the association's members became acquainted with Fikes during the 2007 Crane & Rigging Workshop in Kansas City, MO.

"Our specialized line hauls cranes, so it made sense for us to be at the workshop," said Milligan. "We like the idea of using our contacts and friends at SC&RA to bolster that business. I got a kick out of going into the Exhibit Center and meeting people who could benefit from working with Fikes."

The company has become increasingly ➤



Jerry Davis, executive vice president, conducts a safety inspection



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involved with association activities. Fikes sponsored a continental breakfast before sessions during the second day of the SC&RA 2008 Specialized Transportation Symposium in June 2008 in Cincinnati, OH.

Fikes also continues to move forward in other areas. The company recently announced it had become an approved transportation supplier for the Federal Emergency Management Agency (FEMA). The company had been an approved Department of Defense (DoD) carrier since 2004.

"As an approved FEMA carrier, Fikes will be available to provide critical assistance and support to disaster relief missions within the 48 contiguous states," said Allen Brown, manager of government freight at Fikes.

Fikes Truck Line is an active participant on the Surface Committee of the National Defense Transportation Association, assisting federal agencies and the DoD procure transportation services. Fikes also partners with Menlo Worldwide Government Services as part of the Defense Transportation Coordination Initiative.

Also this year, the company started The Fikes Freeway, a program that connects professional drivers with affordable equipment and supports their long-term success with bookkeeping, tax preparation and financial advice provided by partner,



Jim Smith, chairman of Fikes Truck Line, Hope, AR, began his career in trucking after leaving the Navy in 1963

Higher Roads. The Fikes Freeway is open to independent contractors and company drivers seeking to become owner-operators, who meet the criteria for a lease with Fikes.

"Many drivers want to get out on their own, but too often we see them get in over their heads, and quickly," said Milligan. "We wanted a truck program where qualified candidates could own a truck and be

positioned to run it profitably. We're setting them up to succeed through payment plans, maintenance programs and financial services that get them focused on their goals. When they sign on with Fikes, they will never have to compete with company drivers or equipment."

Salisbury noted the program was another component in Fikes' priority of helping its owner-operators attain personal success. "We realize that without those guys, we're out of business," he said. "We're looking at every opportunity to help them out. In addition to offering The Fikes Freeway, we assist them in finding fuel discounts, third-party deals and more."

Drivers keep up-to-date on company activities, in part, through Fikes' newsletter, The Long Haul, and its website, www.fikes.com. In addition to providing practical news drivers can use on the road, the newsletter builds morale through recognition of driver and company achievements. The website serves as a summary of all things Fikes for both drivers and customers.

"This still feels like a small, family-owned company, but it's not a small company anymore," said Jones. "In Gary Salisbury, we have a CEO who has been behind the wheel and knows what drivers are up against. Because he has been there, he knows how to help them out."

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Located The Century project in Century City, CA, a Liebherr 420 EC-H 16 was used by contractor Webcor

Taking a hit with the rest of construction, tower crane business could go flat in 2009, some industry experts predict. With the housing market in a slump and high-rises on hold, Lindsey Anderson reports on what's to come for the market

PHOTO COURTESY OF R. NUNNARRO



Standing (not so) tall



A Liebherr 550 EC-H 20, a 630 EC-H 20 Litronic and an Alimak FC6800-12D HS are used by Batson-Cook Company in Charlotte, NC on the Wachovia (BOA) Center

PHOTO COURTESY OF J. STAPLETON

In cities across the world it's often one of the first pieces of equipment seen dotting a skyline – the tower crane. Designed and built for urban construction markets, tower cranes witnessed a boom in 2007 with large demand coming from high-rise building projects. According to the December 2007 issue of *ACT*, the need for tower cranes was so high for some rental companies that they branched out and created separate tower crane divisions to meet those needs.

Eagle West Cranes, based in Abbotsford, BC, Canada, was one of the most aggressive companies to bring new tower crane brands into the market between 2005 and 2007 by introducing both the Wilbert and San Marco range.

However, mid- and high-rise construction has stalled across the US due to the housing debacle, and companies are bracing for a flat 2009 when it comes to tower cranes. One of these companies is AmQuip Crane Rental, based in Bensalem, PA.

From strong to weak

In 2004 and 2005, AmQuip made a strategic decision to build up its tower crane business

by implementing a tower crane division. The rental house invested in a fleet of new Manitowoc Potain and Terex tower cranes that were put to use across the country on a variety of construction sites, including a new 50-story Ritz Carlton in Philadelphia. But this year's turmoil has not been a surprise to AmQuip, says Dennis Bates, vice president of AmQuip's tower crane division.

"We have been closely monitoring our markets since August of 2007," Bates says, "so this slowdown is really no surprise to us."

Bates says his company still has towers being rented for projects that are in the planning and bidding stages, but that the tides could turn with '08 knocking on our door. "We have seen a few commercial projects put on hold over the last few months," he says. "This is directly related to owner financing issues due to the current credit problems in the country. We are told that the projects will be built but they may not start until some time next year."

Current mixed commercial use building, such as office and high-rises, are still using towers, but hotels, education and gaming sectors are going strong for AmQuip, Bates says. The company currently has six luffing towers at Harvard's Allston Science complex in Boston and eight towers on the Revel Project in Atlantic City.

The Revel project is a \$2 billion, 20-acre site where a megaresort will reside after completion. The project will build a casino, twin hotel towers, and 500,000 square feet of shops, eateries and entertainment. In mid-October the site boasted 11 cranes of various size and structure along with almost

Located at Hollywood and Vine in Hollywood, CA, Webcor used a Liebherr 420 EC-H 16, a 550 EC-H 20 Litronic, and two 316 EC-H 12 Litronics

1,000 construction workers. But with all the activity, Bates still sees '09 as a year to watch carefully.

"Right now my best guess is that 2009 will be flat for all of us," he says. "There are still projects in the planning stage, but not the activity we have seen over the last few years." Bates says AmQuip also has towers at three power plants in the Northeast region.

AmQuip normally forecasts tower activities 10-12 months out but given the current economic break, Bates says, "it's really hard to anticipate any strong activity in the near future." (Referencing three to four quarters into '09.) "We continue to increase our larger luffing tower crane inventory for plant and inner city projects," Bates concludes.

All or nothing?

Oxford Builders Supplies is a company that services large commercial construction dealing with tower cranes. Oxford erects, dismantles, climbs and services all cranes in its fleet, which include Pecco, Terex Peiner and Terex Comedil. It is an equipment division of EllisDon Construction, where Mike Demelo, vice president, has watched tower crane demand remain steady due to ongoing projects over the last six months until recent.

"These projects require a longer duration from the average," Demelo says. "This past year has been good for business. Our tower cranes were utilized 100 percent. We are now starting to see a lag in work as our cranes complete a project and there are no immediate projects for them to go to."

Recently, Demelo says, the company erected four SK575 Terex Peiner tower cranes in Calgary, Alberta, CA for a \$1 billion project. At various hook heights and at fully erect 260-foot jib heights, the towers will be on the project for five years. After two years, Oxford will climb them to

various heights and start to dismantle, only to relocate the cranes on the same site and re-erect them.

The company also has three Terex Comedil CTL630s on site at a project in Alberta. "We currently have one erected," says Demelo. "Two of the three CTL630s will be climbed 800 feet within the two-year duration as the 55-story building progresses."

Oxford also has cranes on commercial buildings, hospitals, hotel developments and civil projects. Some of the larger projects include the South Hospital, which has four SK575 tower cranes; the Eighth Avenue Place project with three CTL630 luffing jib cranes; the Henderson hospital with two SK315 tower cranes; the Sarnia Hospital with two SK415 tower cranes; and lastly, two SK315s working on commercial developments in Jamieson Place and two at Bankers Court in Western Canada.

Despite the continuation in projects, Demelo says the need for towers is still down. "We are seeing demand decline not only because of the economic climate of today but also a lot of contractors were or are purchasing their own tower cranes to supply to themselves."

Demelo sees dealers and OEMs noticing a slowdown in new orders during these uncertain times and purchasers seeking out used equipment before buying new. "Many orders would have been placed a year out so this upcoming year should be fine but concurrent years may see a drop due to increasing new orders," he says.

'Crystal ball'

Morrow Equipment, with its headquarters in Oregon, is a distributor for Liebherr and owns and operates a large fleet of tower cranes throughout North America. The company has 23 locations and has over 40 years of experience in the tower crane market. Christian Chalupny, president, says the rental company finished its fiscal year strong but that, like the rest, next year will be a different, more harrowing, story.

"Orders booked are substantially down from a year ago and our projection is for a 40 percent decline in revenue for 2009," Chalupny says. "The composition of where the business is coming from has changed. The condominium market has dried up almost completely. Office buildings, hospitals, energy, bridges and other infrastructure projects are still satisfactory."

But 2009 will still be a down year for everybody, he says. "Rental houses will not buy any additional tower cranes for quite some time. Companies with overleveraged balance sheets will run into serious problems. Utilization and rental prices will deteriorate substantially," Chalupny says. "A consolidation in the industry is likely."

While Chalupny says Morrow will do its best to stay competitive and fight for every project, while trying to sell some inventory ➤

AmQuip currently has eight towers on the Revel Project in Atlantic City. The Revel project is a \$2 billion, 20-acre site where a megaresort will reside after completion

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Looking out from the Trump International Tower and Hotel in Chicago, IL, contractor Jas. McHugh Construction Co. used two Liebherr 420 EC-H 16 tower cranes to erect the mammoth new addition to Chicago's skyline

in international markets, a comeback isn't likely for tower cranes until 2011, "and this depends a lot on how the credit crisis will be resolved. Currently, financing is not available for new projects," he says. "Our rental fleet is a long-term investment and we will weather the downturn without a substantial reduction in our fleet."

However, as Chalupny puts it bluntly, the coming year is anyone's guess. "Nobody has the crystal ball as we are facing an uncertain future," he says.



Ahead of the curve

With doom and gloom painting construction news, and the economy as a whole, is there a way to stay on top? Demelo says Oxford will do all it can to offer its clients great service and a safe, reliable tower crane backed by the company's ability to erect, dismantle, climb and service its tower cranes. "I believe dealers and OEMs will see a slowdown in new orders as uncertain times inhibit new purchases," he says, echoing sentiments from earlier. "Purchasers will seek used equipment if available. Many orders would have been placed a year out so this upcoming year should be fine but concurrent years may see a drop due to decreasing new orders."

Demelo isn't sure about a 'Hail Mary' for the industry, as none are. "A comeback depends on the markets," he says. "Construction is usually one of the last sectors to feel the slowdown and, consequently, one of the last sectors to recover."

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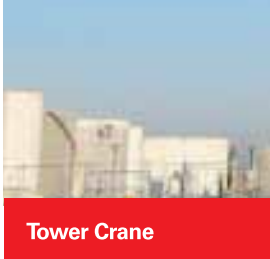
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Due to the constantly evolving global financial situation, the information in this article could continue to change. Interviews for this article took place in late October 2008. By mid-November, at press time, we updated the article to reflect the continuing turbulence in US and global financial markets. In two weeks time, interest rates have risen, credit standards have tightened and available capital continues to shrink.

Has the financial crisis on Wall Street affected construction equipment financing? Is credit available to those who need to purchase new equipment? Is it harder to get credit for capital equipment purchases? *ACT* asked these and other pressing questions to construction equipment finance professionals. Their answers were simple: Yes, yes and yes.

"We have seen a tremendous effect on construction equipment in general," says David Pengelly, director, global trade finance, for the Manitowoc Company. "But the crane segment doesn't appear to be hit as hard as the more traditional dirt equipment sector because of the value of the collateral of a crane is much higher and worth more than the equipment that pounds dirt."

However, Pengelly warns that fewer companies are offering to finance cranes because these machines are still considered construction equipment. He says he has seen an elevation of interest rates and certainly a tightening of credit standards in terms of crane financing.

Jay Buechler, customer finance manager, North America, for Manitowoc, says that customers have realized that credit is tighter and that they are also thinking harder about their purchases. "I think people are trying to maintain the maximum flexibility that they can without getting too tied up with a bunch of assets if they can help it," he says. "There is certainly more apprehension."

The domino effect

The intense credit squeeze predicted as a result of the Wall Street debacle has come to pass for the construction equipment industry, although the crane sector hasn't been impacted as badly, yet.

D. Ann Shiffler reports



Still interested

Ron Riecks, general manger of Wells Fargo Construction, Tempe, AZ, says that the financial crisis on Wall Street has not affected the financing for construction equipment as badly as it would seem. "We are getting a lot of calls, a lot of interest," says Riecks. "It's a secret we want to get out. It is important to point out, we typically finance

experienced, seasoned companies that have been in business for four or five years or much longer."

Riecks says that the cost of the credit might be a little bit more expensive, the reason being that the cost of money to the lenders has increased.

"It isn't as bad as you think," Riecks says. "When people hear *AIG* got a loan from the government the small companies ask, 'What will I pay?' If the company has good credit and paid its bills and takes care of its financial dealings, these companies will find credit available and affordable."

The credit crunch doesn't appear to be as severe in the crane and transport industries as it has been in general construction equipment, and certainly as compared to the residential sector and the more traditional working capital lines for business and the insurance industry. Pengelly says the credit crunch is far more severe in many sectors of business and is getting a lot more bad publicity than the crane sector. "That could change," he says "But as of now, our sector has not been as adversely affected."

“ I think what you will see has happened as the credit contraction has taken hold, other lenders have realized financing isn't easy



and requires a certain amount of expertise and understanding of the marketplace. Cranes are an asset that generate revenue for years and years and they need financing that reflects this.

Ron Riecks, general manger, Wells Fargo Construction





The lender wants to be assured that the customer is in good shape, that the company has steady work and can generate the cash flow needed to make the payments.

Jay Buechler, customer finance manager, North America, Manitowoc

Cranes hold value

Buechler says the credit crunch has been more muted than other sectors primarily because of the asset. "The crane sector has held up remarkably well in my opinion," he says. "I think you are seeing a tightening of structure. More financing is getting done by fewer companies."

Pengelly says there still appears to be adequate capital to finance equipment buyers, specifically since general construction equipment sales are down. "Credit is harder to get and the terms are not the same as they have been," he says. "Credit standards have tightened."

Riecks says that if a crane company called today and wanted to finance a crane for seven years it would have to pay between 6.5 to 7.5 percent (as of late October, 2008).

As far as the collateral value of the crane, Riecks says that is secondary in today's market. "When we make a decision about financing, we make a decision about the company we are financing first and the equipment they are buying second. We believe the company we are financing will pay us back, which is why we don't need to focus on the value of the equipment."

Most construction equipment holds its value well in good or in slow economic times, Riecks says. "Cranes are notable in that they hold their value well. Today, cranes seem to be holding value better than other construction equipment. While we focus on the company we are lending to first and the equipment value second, we still look at cranes as very good collateral."

Buechler says lenders are now focusing more on cash flow. "Cash flow is the source for repayment," he says. "When things were not quite so tight, there was significant reliance on collateral value. They never want

to use that secondary source, that back door, if they don't have to. But they are relying on collateral value less. The lender wants to be assured that the customer is in good shape, that the company has steady work and can generate the cash flow needed to make the payments."

Pengelly says that so far crane values are still high. "Even if we see a 20 percent drop in the market in 2009, that would still be equated to 2007 levels," he says. "That was an extremely strong year. As the market makes a downturn, we are predicting a softer landing than maybe we've seen in the past. I do believe that some of those lenders that looked solely at collateral value may not be in as good position as lenders who looked at a combination of things when lending money."

Buechler says that while collateral value is still important, in heady times there were some lenders focused solely on that point.

Backlogs okay

Are manufacturers, and consequently finance companies, worried about customers cancelling orders? Riecks, who sits on the board of the AED Foundation, says that as of mid-September, most crane companies were pretty much sold out through 2009 and some had delivery schedules well into 2010. "I don't think there's been too much cancellation of orders," he says.

Cranes are among the most "recession proof" of construction equipment. "Remember cranes are used in the petrochemical industry, where there is still a lot of work," says Riecks. "There is still a lot of heavy lift work in big power plants, dams and in energy infrastructure, nuclear power plants and transportation. And we're not just talking about projects in North America, but around the world."

As far as bad debt, Pengelly says that Manitowoc hasn't seen anything out of the normal.

"I manage the global credit and collections for entire company," he explains. "We are experiencing the same as usual, and that's very minimal bad debt. Customers are still paying within terms, and that goes for Manitowoc globally. As it relates to structured debt, all I can speak to is Manitowoc Finance, which has a significant sized portfolio. We have seen very little change in payment habits and

in bad debt as it relates to the crane sector."

Pengelly says that "so far, it's not following general construction equipment, which is experiencing tremendous delinquencies and bad debt."

Manitowoc's portfolio is strong for a number of reasons, Buechler says. "I would attribute some of that to the fact that typically we will have a stronger customer at the outset. We are not the least expensive crane in the crane market and typically if folks are struggling with the upfront price they may buy competitors' machines."

Lenders retreat

As the economy worsens, and lenders become more scarce, buyers are more likely to turn to industry specific lenders. But because of the consolidation of banking and lending institutions, there are fewer and fewer of the traditional construction equipment lenders than there have been in the past. There are just fewer lenders. Many of the traditional firms in this industry have gotten out or have shifted their assets.

On the other hand, there could be a deluge of non-traditional lenders get into the business, especially small regional banks that want to diversify and are looking for different assets.

"Because cranes are viewed as good assets, we are seeing more activity by small, regional banks than ever before," says Buechler. "Our stance is that if these banks are willing to get aggressive on cranes, and our customers can get a good deal from their local bank, it's a win-win situation. If we end up with a customer with a great deal on our crane, hopefully he will be able to buy another one on down the road. We are not adamantly against these new players coming in."

Riecks advises the crane sector to stick with those that know the industry. "A year and a half ago, everyone thought financing in the construction industry and financing cranes looked easy, and everyone was trying to do it," he says. "I think what you will see has happened as the credit contraction has taken hold, other lenders have realized financing isn't easy and requires a certain amount of expertise and understanding of the marketplace. Cranes are an asset that generate revenue for years and years and they need financing that reflects this."

Riecks says that too many lenders not familiar with the industry try to come in and do short term financing and ultimately crane companies can get themselves in trouble and ultimately find out the lender isn't committed to the industry. "This is an important point," he says. "If you want reliable financing in good and slow times, you really need to go to a lender who can demonstrate decades of experience in the space that can help you get through both situations."

act



Even if we see a 20 percent drop in the market in 2009, that would still be equated to 2007 levels

David Pengelly, director, global trade finance, Manitowoc



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At the SC&RA Crane & Rigging Workshop in September in Toronto, AmQuip's FRANK BARDONARO and General Crane's JIM ROBERTSON gave a presentation titled: "Current priorities in the crane and rigging industry." The two crane industry professionals discussed initiatives and efforts to prevent accidents, to assure the general public that the industry is doing all it can do to ensure safe crane operation; and to help the industry erase the black eye it has been given in the media due to accidents in recent months. Since the workshop, ACT heard from several in the industry that the information in presentations by Bardonaro and Robertson was invaluable. We agreed. Following are adaptations from both presentations.



In 2007, SC&RA's Governing Committee identified the need to have a voice within the media and a response team for potential crane-related news stories. Today, the leading voice has been that of the US Tower Crane Industry Task Force.

By Frank Bardonaro

It used to be that people got their news from newspapers and the evening news on television. Today, we get our news around the clock. From cable news networks to the Internet blogs, to text messages, the news is everywhere.

Aside from presidential politics, in 2008, cranes have been big news. Tower crane accidents have dominated headlines and newscasts. The severity and frequency of crane-related accidents have been a major focus of the American media.

This media spotlight has resulted in a public out-cry: They are demanding answers as to why there have been so many crane-related incidents in such a short period of time and of such severity.

Consider some of the headlines that have dominated front pages across the country:

- Oklahoma City crane accident leaves one dead
- One killed in Bastrop County crane accident
- Fatal crane accident due to overloading, inexperience: report
- Crane accident spurs labor walkout along Vegas Strip
- Manhattan crane accident injures worker near Ground Zero
- Another crane accident in New York City

All this news coverage – accurate and inaccurate – has led to more talk and scrutiny of crane operations and jobsite safety. Tower crane and overall crane safety are a primary news topic in the

US today as it relates to construction. And as a result of recent accidents, most major cities are reviewing and enacting new rules and regulations, many of which are knee jerk.

Knee-jerk reactions have resulted in regulations that omit critical safety issues, and that can be counter-productive and could eventually shut-down construction projects throughout the country. SC&RA has been leading the charge for increased jobsite safety and for fair, effective and viable ordinances, laws and regulations concerning safe tower crane operation and general jobsite safety.

Task force formed

In 2007, SC&RA's Governing Committee identified the need to have a "voice" within the media and a response team for potential crane-related news stories. In March 2008, the Governing Committee brought to fruition the US Tower Crane Safety Task Force. The task force is comprised of leading professionals in the industry – crane owners, crane rental management, manufacturers and related crane safety experts.

In March 2008, fast-track efforts began to develop a uniform response to the root-cause of crane-related incidents and to establish a "best-practices" model to eliminate tower crane accidents. Thus far, the Tower Crane Safety Task Force has faced a variety of issues head on. We have found our voice in the media, giving interviews and talking to major news sources about crane safety and related



As the SC&RA continues to push for jobsite safety regulations that are actually safe and that reduce the number of incidents, we must re-state our goal: Zero accidents and Zero injuries are the only acceptable statistic.



Frank Bardonaro, president & COO of Philadelphia, PA-based AmQuip Crane Rental, speaking at the SC&RA Crane & Rigging Workshop in Toronto





SC&RA has been leading the charge for increased jobsite safety and for fair, effective and viable ordinances, laws and regulations concerning safe tower crane operation and general jobsite safety

issues. We have worked to open a dialogue with the news media to educate them about crane safety, crane operation, operator certification and related issues.

We have to strive to perform our jobs safely and get the message out that the industry is safe. We must be proactive and make sure the best people in the country are the people who are a part of the safety solution.

Proactive stance

In a short time, our task force has accomplished many of its goals. We have been able to get out to the industry some of the best practices and we have been able to head off some potentially bad legislation. We have been able to get together with professionals in our industry to identify problems and come up with solutions to get local governments to listen and develop processes and standards that will prevent accidents.

What we found across the country is that a majority of government entities that were reacting with proposed ordinances were developing rules and regulations without even talking to crane and rigging people. City councilmen, lawyers and others who don't know our industry were attempting to develop laws that would not lead to a safer workplace. In fact, some of this legislation could have created more hazards. Our task force has been able to diffuse these problems by saying, "Let's not make this a political action but a safety action."

Cranes are fascinating machines. And when there is an incident, there is naturally going to be some sensationalism involved. And there is even more sensationalism because of our rapid access to news has made the crane industry more of a focus for the media.

But this also makes it easy for bad, inaccurate information to get out. If a man lift bumps into an overhead bridge, the first thing you hear is "There's been a crane accident." Many times accidents are

reported as crane accidents and cranes aren't even involved.

Major initiatives

Other initiatives of the SC&RA Tower Crane Task Force include:

- Developed a fact sheet of data regarding crane safety and statistics to circulate throughout the industry.
- Emphasized and illustrated the safety initiatives that have been put in place over the past several years to improve safety procedures during erection, climbing, dismantlement, training and operating procedures for tower cranes.
- Focused on the progress of the certification and licensing of operators and riggers in the US.
- Stressed the significance of training as it relates to safety in the operations of cranes, rigging, etc.
- SC&RA developed a crane and rigging training questionnaire to gather additional data regarding training programs.
- Safety "Stand-Downs" enacted at several jobsites throughout the US with the SC&RA Task Force initiatives leading the movement.
- "Best Practices" suggestions developed and provided to all SC&RA members.

Additionally, the SC&RA Tower Crane Task Force has activated a Media Response Team to respond to accidents involving cranes. Just as the task force was developing its Media Response Team, two catastrophic accidents occurred in a short period of time. Because of the severity and short time span between these incidents, the media began attacking the industry and crane owners.

To deal with the media scrutiny, in June 2008 the SC&RA organized a press conference in Washington, D.C. and invited the national media. By addressing the problem with the media, the Task Force was

able to provide accurate data and coverage of the current state of the industry. Opening up this dialogue gave the national press a chance to meet industry leaders and to realize how committed to safety our industry has been and will continue to be.

On another front, SC&RA met with the White House OMB to push forward the proposed OSHA Cranes and Derricks safety standard. Thanks to the good work of SC&RA and the pressure put on the government by our industry, the standard was published in the October 9, 2008 edition of the Federal Register and is much closer to becoming an OSHA standard.

While the media may continue to categorize crane-related accidents as "crane collapses," statistics indicate that human error is responsible for most accidents related to cranes. The fact is that improper rigging and lack of specialized training continue to be the leading causes of crane-related accidents. Since 1995, a study conducted by the University of Tennessee revealed that 4% of fatalities at construction sites are the result of crane accidents, and over 95% of those are related to human error, not crane failures.

We can improve

As the SC&RA continues to push for jobsite safety regulations, we must re-state our goal: Zero accidents and Zero injuries are the only acceptable statistic.

SC&RA and the industry must also recommit themselves to work with local, state and national government leaders to assure that the regulatory process is kept in check. In the past six months, new crane safety regulations are being considered or have been adopted in many municipalities states including : Miami-Dade , FL; Philadelphia, PA; Maryland, Cincinnati, OH and New York, NY. The City of Orlando, FL recently put in place a new crane safety ordinance and thus far some 15 states have adopted crane operator certification mandates.

Going forward, government agencies must include the crane and rigging experts in the drafting and implementation of laws in order to ensure the goals are accurate and attainable. Local and national policies must be put in place and training/certification must become mandatory across the country. But these policies must be standardized and enforceable, and above all, safe.

In summary, improvement is needed in our industry. We can improve. We must improve. And we will improve.



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Keeping the dialogue open

If we don't talk about accidents, I believe our industry will be plummeted into a further crisis. By **Jim Robertson**

For so many years, people, it seemed were fascinated with cranes. Children played with them and adults gazed skyward admiring their size and strength. It wasn't too long ago that people would stop and watch a crane at work. But not so much recently – over these past few years.

Our industry has taken a beating not unlike those opponents of Michael Phelps during the Olympics. The problem was we kept coming up on the losing side. All it takes is several bad accidents coupled with 24-hour news stations hungry for a story. Add to that a politician that trying to make a name and, presto... you have trouble with a capital "T."

I will highlight two incidents from my own sphere of influence, South Florida, as I make my point. I remember the first one like it was yesterday. The headline read, "Crane accident: Son left dangling as father falls to death." How's that for a headline?

According to the report, workers were trying to secure the crane to the future Marina Building in Miami, when a piece came loose. The father, who fell to his death, was on that piece. Of course what wasn't reported was that it wasn't a manufacturer problem or a safety issue, rather improper rigging was the culprit. This was where things began to unravel in the Miami market. One over zealous city commissioner decided that she was going to be judge, jury and executioner for our industry.

The second high profile accident on March 25, 2008 was worse. Here is how that

headline read: "Crane accident in Miami kills 2, hurts 5." Listen to how the *Huffington Post* reported the story in its beginning paragraph: "A 20-foot-long chunk of construction crane plummeted 30 floors at the site of a high-rise condominium Tuesday, killing two workers and smashing into a home that the contractor used for storage, police said." Notice the words. Words like "plummeting 30 floors," and "smashing" into a home. While I'm sure that's how it happened, the way the news reported the story just added fuel to an already raging fire. I know that most of us would just as soon not talk about these accidents – but we need to.

Open communication

If we don't talk about them, I believe our industry will be plummeted into a further crisis. As I see it, there are three issues that we need to look at: **UNIFORMITY** The first issue is that of non uniformity. In the state of Florida, for example, we have 67 counties. And

Public relations is not something that you normally hear uttered when speaking of our industry. But I think it's time we take a second look at it. Proper public relations will allow us to manage the perceptions of our industry even in the midst difficult times. Creating the right image however, doesn't happen over night. It is about making day by day choices that will allow the communities in which you work to know that you are a company that really cares about them.

Jim Robertson, managing partner of General Cranes USA, speaking at the SC&RA Crane & Rigging Workshop in Toronto



guess what? Each of those 67 counties could have different laws governing the crane and rigging industry for our state. 67 counties, 67 different laws. No wonder everyone is confused.

Added to that confusion is a lack of standardized insurance premiums and programs. Not only do we not know what to do, the insurance companies don't either or local government. All that does is lead to higher premiums and bad regulation.

TRAINING The second critical issue facing our industry, in my opinion, is a lack of proper training. If you take a second look at each of these accidents, there is a common denominator. Proper care wasn't taken to ensure that everything was done carefully and in the right way. That's uncalled for. A little more training today will mean a lot less tragedies tomorrow.

Crane companies are wise to create a comprehensive training program that will instruct everyone from the flagmen to the riggers. Once the training program is in place it is then possible to call for higher accountability. Training will go a long way to helping us ease the burden of these challenges.

PUBLIC RELATIONS The third critical issue in my opinion is that of public relations. As I said earlier, our industry has taken a lot of hits of late. Whether we like it or not it is up to us to manage perceptions. How do we manage what can only be deemed a public relations crisis? In a word: Tylenol.

No, I don't mean taking it, although that might provide some short term relief

– but we do need to take a lesson from its parent company. In 1982, 12 people died from ingesting Tylenol that was laced with cyanide. Massive investigations began immediately, but that wasn't the news. The real news was how the company handled it. Johnson & Johnson, the parent company of McNeil, immediately issued warnings to hospitals and distributors and halted Tylenol production and advertising.

On October 5, 1982, the company issued a nationwide recall of Tylenol products; an estimated 31 million bottles were in circulation, with a retail value of over \$100 million dollars. The company also advertised in the national media for individuals not to consume any products containing Tylenol. When it was determined that only capsules were tampered with, the company offered to exchange all Tylenol capsules already purchased by the public with solid tablets. They moved quickly and decisively. They confronted the situation head on. The result: Tylenol is still one of the best selling brands today. Their strategy was simple: They didn't play the blame game; they stepped up, took action and told the truth.

Learning lessons

That's the lesson for us. It is up to us to control the destiny of our public persona.

We have to take control. It is ultimately up to us to police ourselves and not to sacrifice safety on the altar of competition.

We have to continue to set standards and to police our own industry. If we don't, the unfair regulatory practices will continue. Lawsuits will be on the rise, insurance will skyrocket and our image will be tarnished. So what do we do?

From my perspective, there are several concrete steps that we can take to combat the unfair regulatory practices that are hounding us. First, as I have already mentioned, we have to take ownership. We must take responsibility for ourselves and demand more from ourselves than anyone else could ever demand of us – including a government agency.

That's why I am continuing to call for uniform standards to be instituted within our industry. National certification coupled with stringent requirements will then allow us to hold our own industry accountable. Someone has well said, "You can only expect what you can inspect." That's a good axiom for us to live by. We have to raise our

A little more training today will mean a lot less tragedies tomorrow. Crane companies are wise to create a comprehensive training program that will instruct everyone from the flagmen to the riggers. Once the training program is in place it is then possible to call for higher accountability



expectations and then ensure that those expectations are being met.

In my opinion, a majority of the accidents to which we have already referred were clearly preventable with proper accountability. But as I said, that regulation must come from inside, from all of us and not from federal, state or local government. That's not to say we shouldn't work to lobby and change laws, it just means that change begins at home.

Proper training will go a long way to help us alleviate some of the major problems we face. It's simply something that we cannot leave to chance.

It's imperative that we take great care and pains to train everyone from the flagmen, to the riggers to the operators. Teaching them what to do and how to do it leaves no stone unturned. As I said earlier, this allows for increased accountability and better risk management. Quality training coupled with accountability will equal lower insurance premiums and more success in our arena. The second concrete step that I believe we can take is to manage our perceptions.

Get involved

Public relations is not something that you normally hear uttered when speaking of our industry. But I think it's time we take a second look at it. Proper public relations will allow us to manage the perceptions of our industry even in the midst of difficult times. Creating the right image however, doesn't happen over night. It is about making day by day choices that will allow the communities in which you work to know that you are a





In the state of Florida, there are 67 counties. Each of those 67 counties could have different laws governing the crane and rigging industry. 67 counties, 67 different laws. No wonder everyone is confused

and mistakes still happen. Tragic accidents occur, and people get hurt. What do you do about your image then? How do you manage such a PR crisis?

First, you get out front and don't stay behind the scenes. There's nothing worse than the general public believing that you are hiding from responsibility – so don't. Confront the situation head-on and begin an immediate investigation, just like our earlier example of Tylenol. In some cases you might need professional help from a reputable public relations specialist that can assist in crafting your message so you stay out of trouble while saying what you need to say.

Second, keep doing the good things that you've always done. Sometimes people have a tendency to quit doing what they are supposed to be doing when a crisis ensues. It will take more discipline and commitment to stay on track but that's the best course of action when you're in the middle of a problematic situation. Stay focused, do the right thing and everything else will fall into place.

The third step is to change the laws. As I mentioned earlier, we have 67 counties in the state of Florida. There feasibly could be 67 different laws governing our industry due to political maneuvering. And maneuvering is a good word.

Cooperation needed

In 2006, the FCOC, along with a major construction coalition, sought to pass crane legislation during the Florida legislative session. Those efforts carried over to 2007 during which the bill passed the House twice but was blocked once again by Miami-Dade county commissioners' political antics.

The next step was participation by industry representatives in the Miami Dade advisory committee. The problem? The county leadership only allowed for limited industry participation. It was an ad-hoc committee. It's no wonder that we didn't approve of the bill's language – and they didn't follow our recommendations.

So how did the Miami-Dade commission react? They passed a crane ordinance with standards that were not achievable. The wind load standards were not appropriate for temporary structures. Cranes meeting the permanent structure standards are not commercially available, and worst of all, modifying the existing cranes and increased "jumping" actually would make the cranes

more dangerous.

After realizing this we filed suit in the Federal District Court in Miami seeking an injunction against Miami-Dade County to stop the ordinance. Thankfully, we were granted a temporary injunction. Of course the county responded by filing an appeal in the 11th US Circuit Court. At this time, cross motions for summary judgment are still pending.

In addition to working to change the local ordinances and writing our own state law, we have been working at the federal level as well. I recently was part of a group of industry associations including AGC, ABC, CASE, FCOC, we formed the Crane Safety Coalition that went to Washington DC to meet with the Assistant Secretary of Labor in charge of OSHA to create an alliance between OSHA and the state of Florida and these associations.

The goal of this alliance is to raise awareness of crane and construction safety, encourage participation in OSHA-sponsored programs and events, and be generally proactive in addressing crane and construction safety. Sounds like a lot of work doesn't it? But it is imperative if we are ever going to get the right kind of laws passed.

I know that we can do it if we just persist. How do I know? Because we did it with Horizontal Immunity. Our battle in Florida to restore Horizontal Immunity began in earnest in 1999. It took us until October, 2003 when "Horizontal Immunity" became part of the Florida workers compensation statute under 440.10(e). It meant only one thing, workers compensation is now the sole remedy in the event of worksite accidents and it prohibits injured workers and their attorneys from suing other subcontractors on the jobsite.

The effect of the restoration of "Horizontal Immunity" has been significant. The most important result is that workers compensation premiums have been more than cut in half and huge savings with General Liability: 55%.

Achieving change

The only way that we will ever make lasting change to our industry is to do so at the state level. Get involved in legislative decisions, sponsor bills and stand up for your rights because the integrity and continued success of our industry depends on it.

Together we can all make a difference. We just have to look to the future and keep our eye on what's important. George Bernard Shaw once said, "Some men see things as they are and ask why? Others dream things that never were and ask why not?"

I believe the future of our industry depends on us being in the second category. We have to become "why not?" people. **act**

company that really cares about them. Join a local service organization and don't just become a member but really get involved. By the way just a word of advice when you do get involved – don't get involved to get – rather get involved to give.

One of the greatest organizations in which I have ever been involved is the Boys and Girls Club. When I started with them, I did so because of my desire to give back to the community. But do you know what has happened? That organization has given more to me than it will ever know. Not only do I get satisfaction because I am making a difference but there is also another powerful byproduct. I rub elbows with a lot of different people. Often you will find the movers and shakers of any community in organizations like these. There are several other things you can do.

Bring disadvantaged children to your headquarters and give them a tour. Sponsor chamber networking events at one or more of your locations. Get involved in career days.

There is a myriad of other community events and organizations in which you can become involved. Some of you may be thinking: I don't have time for this. My answer to you is you don't have time not to do it. Don't think of it as spending your time but rather, investing it.

Crisis management

But what happens when something goes wrong? Obviously you can be doing all the things you need to do in your community



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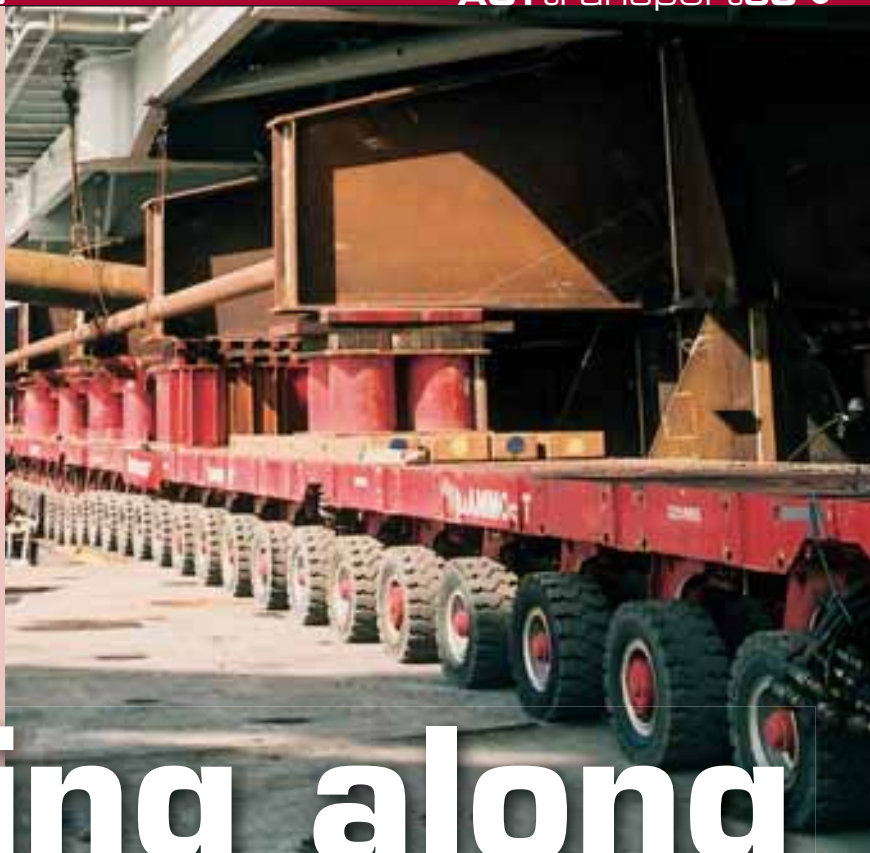




American Cranes & Transport Magazine's 2008 ACTtransport50 includes 64 companies that do business on a regional, national and international basis. Most of the firms are purely transportation services firms although several also offer lifting services. Less than 10 of the companies on this list specialize only in offering truly specialized hauling and transport.

This year's ACTtransport50 listing offers some interesting conclusions and observations about the business of specialized transport. Consider that:

- Some 20 percent of the companies on the ACTtransport50 also rank in our ACTcranes50, offering both crane, rigging and specialized transportation services to their customers. Approximately 40 companies on this list are purely transportation services companies, most offering general transportation services as well as specialized hauling.
- The total fleet size of the entire ACTtransport50 encompasses 39,357 pieces of equipment or vehicles.



Rolling along

- The total capacity in US tons of the entire ACTtransport50 is about 1.4 million US tons.
- The ACTtransport50 employs some 10,581 industry professionals.
- ACTtransport50 companies own and operate approximately 16,084 tractor/truck units.
- The ACTtransport50 represents at total of 1,494 headquarters and/or branch locations throughout the world.
- Some 26 of the firms on the ACTtransport50 report that their scope of work in the specialized transportation sector as international.
- Some 55 companies in the ACTtransport50 listing consider their scope of work to be national and 8 categorize themselves as regional.
- More than 20 of the firms on the ACTtransport50 do not include modular/hydraulic platform trailers, multi-axle dollies or self propelled modular transporters as a part of their fleet.

American Cranes & Transport presents its third annual **ACTtransport50** ranking North America's largest heavy and specialized transport companies

In 2006, American Cranes & Transport Magazine created its benchmark ACTtransport50. The goal in 2006 was to produce a credible listing of North America's largest transport companies. Our first year we compiled a list that included some 40 companies. In 2007, we continued our quest with the goal of reaching 50 companies, which we met. This year our list contains information about 64 companies that do business in the realm of heavy and specialized transportation.

With our third opportunity to survey the companies in this sector, we have gained new insight in data collection and interpretation of the business of specialized transport. Again this year, we went the extra mile, ranking companies in this listing in two ways – first by fleet size and then by total maximum transport capacity by weight of all relevant equipment in a company's fleet. The ranking

is based on information supplied by the companies according to a standard inquiry form completed by those companies and returned to ACT.

While we have worked to produce the most accurate ranking possible, we cannot guarantee the accuracy of the information supplied. As with the ACT50 listing of the world's largest crane-owning companies, the idea is that with each successive edition, the list is improved, largely thanks to input from readers. Comments and suggestions are encouraged.

Methodology

The heavy transport market has two main segments: heavy and specialized transport by road; and – where often higher loads are involved – heavy transport on jobsites, which reflects in the total tonnage and forms the basis for our list.

| RANK | COMPANY NAME | HEADQUARTERS | # OF TERMINALS | SCOPE OF OPERATION | # OF EMPLOYEES | SENIOR CONTACT | WEBSITE |
|------------------|------------------------------------|-------------------------------------|-------------------|-----------------------|-------------------|------------------------------------|---------------------------------|
| 1 ¹ | Landstar Carrier Group | Jacksonville, FL | 1,050 | International | 1,200 | Jay Folladori, vice president | www.landstar.com |
| 2 ² | Mammoet USA | Rosharon, TX | 5 | International | 167 | Jan Kleyn, COO | www.mammoet.com |
| 3 ³ | ATS Specialized | St. Cloud, MN | 18 | National | | Gary Ascione, vice president | www.atsinc.com |
| 4 ⁴ | Fagioli Group | Pearland, TX | 21 | International | 700 | Fabio Belli, CSO | www.fagioli.com |
| 5 ⁵ | Lone Star Transportation | Fort Worth, TX | 20 | Continental | 225 | Doug Miller, vice president | www.lstinc.com |
| 6 ⁶ | P&T Trucking | Monaca, PA | 30 | International | 300 | Jerry Connor, vice president | www.pgtrucking.com |
| 7 ⁶ | Bennett Motor Express | McDonough, GA | 120 | International | 207 | David Lowry, president | www.bennettg.com |
| 8 ⁷ | Keen Transport | New Kingstown, PA | 12 | National | 620 | William Keen, president | www.keentransport.com |
| 9 ⁸ | Bigge Crane & Rigging | San Leandro, CA | 9 | International | 600 | Weston Settlemier, president | www.bigge.com |
| 10 ¹⁴ | Barnhart Crane & Rigging | Memphis, TN | 20 | National | 850 | Alan Barnhart, president | www.barnhartcrane.com |
| 11 ¹¹ | Combined Transport Inc. | Central Point, OR | 6 | International | 450 | Mike Card, president | www.combinedtransport.com |
| 12 ¹¹ | Turner Brothers | Houston, TX | 9 | National | 839 | Jack Shubert, CEO | www.turnerbros.com |
| 13 ¹⁰ | Miller Transfer & Rigging | Rootstown, OH | 17 | International | 83 | James Unger, president | www.millertransfer.com |
| 14 ¹⁵ | Emmert International | Clackamas, OR | 3 | International | 120 | Terry W. Emmert, president | www.emmertintl.com |
| 15 ¹³ | Bellemare Group | Tross-Rivieres, Quebec City, Canada | 7 | International | 425 | Jean-Luc Bellemare, president | www.transportbellemare.com |
| 16 ¹⁷ | Lampson International | Kennewick, WA | 8 | International | 275 | William N. Lampson, president | www.lampsoncrane.com |
| 17 ¹² | Mullen Trucking | Aldersyde, AB Canada | 1 | International | 280 | Wayne Sellers, vice president | www.mullentrucking.com |
| 18 ²¹ | Heavy Transport Inc. | Long Beach, CA | 4 | National | 75 | Bob Weyers, general manager | www.braggcrane.com |
| 19 ¹⁸ | J. Supor & Son Trucking & Rigging | Harrison, NJ | 1 | National | 96 | Valerio Colonna, sales manager | www.jsupor.com |
| 20 ²³ | TransPort S.R.S. | Montreal, Canada | 2 | National | 112 | Daniel Provost | www.transportsrs.com |
| 21 ¹⁹ | Hodges Trucking Co. | Oklahoma City, OK | 6 | Regional | 220 | Justin Hodges, director of safety | www.hodgestruckandcrane.com |
| 22 ¹⁶ | J.F. Lomma Inc. | South Kearny, NJ | 4 | Regional | 240 | James Lomma, president | www.jflommainc.com |
| 23 ²⁰ | Midwest Specialized Transportation | Rochester, MN | 2 | National | 85 | Allen J. Koenig, president | www.midspec.com |
| 24 ²⁴ | Entrec Transportation | Calgary, AB Canada | 3 | National | 80 | Adam Chalkley, president | www.entrecransport.com |
| 25 ²² | Sterett Crane & Rigging | Owensboro, KY | 5 | National | 85 | William L. Sterett III, president | www.sterettcrane.com |
| 26 ²⁶ | Ray Anthony Intl. | West Mifflin, PA | 12 | National | 215 | Ray Anthony, owner | www.rayanthonyinternational.com |
| 27 ²⁵ | Palletized Trucking | Houston, TX | 2 | National | 65 | Mike King, president | www.palletizedtrucking.com |
| 28 ³¹ | Energy Transportation | Casper, WY | 3 | National | 200 | Dan McGlade, president | www.energytran.com |
| 29 ²⁹ | Contractors Cargo | Compton, CA | 2 | National | 120 | Gerald Wheeler, president | www.contractorscargo.com |
| 30 ²⁸ | DST Inc. | Milwaukee, WI | 4 | National | 45 | Wayne P. Kokta, manager | www.dawescrane.com |
| 31 ²⁶ | Erickson's Inc. | Muskegon, MI | 3 | National | 70 | Steve Erickson, president | |
| 32 ²⁷ | Burkhalter Rigging Inc. | Columbus, MS | 4 | International | 125 | Delynn Burkhalter, CEO & president | www.burkhalter.net |
| 33 ³⁴ | Trans-United Inc. | Burns Harbor, IN | 25 | International | 48 | Jeffrey S. Fleming, president | www.transunited.com |
| 34 ²⁹ | McTyre Trucking | Orlando, FL | 2 | National | 63 | John McTyre, Sr., president | |
| 35 ³⁰ | White Brothers Trucking | Wasco, IL | | International | 55 | Don Renner, president | |
| 36 ³⁵ | MSA Delivery Services | Canton, MI | 3 | International | 70 | Jerry Rozum, president | www.msadelivery.com |
| 37 ³² | Southwest Industrial Rigging | Phoenix, AZ | 1 | National | 125 | Harry Baker, owner | www.swirusa.com |
| 38 ³³ | Jimmy T. Wood | Memphis, TN | 1 | National | 50 | Dan T. Hale, operations manager | www.jimmytwood.com |
| 39 ⁴⁴ | Perkins Specialized Transportation | Northfield, MN | 1 | International | 45 | Neil Perkins, president & CEO | www.heavyhaul.com |
| 40 ⁴⁰ | Link Truck Service | Sparta, IL | 1 | International | 40 | Rob Link, president | |
| 41 ³⁹ | Berard Transportation | New Iberia, LA | 1 | Regional | 20 | Johnny Berard, president | www.berardtrans.com |
| 42 ³⁷ | Transportes Telleria | Santa Julia, CP Mexico | 3 | National | 90 | Guillermo Arce, CEO | www.transtell.com.mx |
| 43 ³⁶ | Rigging International | Alameda, CA | | International | 50 | Vic Rollandi, chairman | www.rigginginternational.com |

Next to this year's rank is the previous year's rank indicating any change in position

| MODULAR/HYDRAULIC/TRAILERS/DOLLIES | | SPECIALIZED TRAILERS (ALL MULTI-AXLE) | | # OF TRUCK/ TRACTORS | TOTAL | TOTAL |
|------------------------------------|------------|---------------------------------------|------------|-------------------------|--------------------|------------|
| CAPACITY (US TONS) | # IN FLEET | CAPACITY (US TONS) | # IN FLEET | | CAPACITY (US TONS) | # IN FLEET |
| | | 107,810 | 3,791 | 8,598 | 107,810 | 12,389 |
| 98,322 | 3,220 | 10,925 | 358 | 100 | 109,247 | 3,678 |
| | | 66,725 | 2,180 | 900 | 66,725 | 3,080 |
| 69,438 | 1,830 | 20,844 | 712 | 124 | 90,342 | 2,666 |
| | | 46,300 | 1,752 | 700 | 46,300 | 2,452 |
| | | 4,040 | 110 | 1,100 | 4,040 | 1,210 |
| 475 | 4 | 39,560 | 1,059 | 700 | 40,034 | 1,063 |
| | | 26,525 | 669 | 335 | 26,525 | 1,004 |
| 22,970 | 680 | 8,100 | 171 | 56 | 31,070 | 907 |
| 15,530 | 385 | 12,636 | 259 | 182 | 28,166 | 826 |
| | 47 | | 404 | 350 | | 801 |
| 2,135 | 94 | 10,465 | 108 | 365 | 12,600 | 675 |
| | | 15,245 | 426 | 156 | 15,245 | 582 |
| 16,375 | 362 | 6,690 | 82 | 70 | 23,065 | 514 |
| 660 | 122 | 9,915 | 261 | 125 | 10,575 | 508 |
| 8,486 | 320 | 2,359 | 36 | 60 | 10,845 | 416 |
| | | 7,970 | 218 | 190 | 7,970 | 408 |
| 6,185 | 146 | 7,645 | 197 | 60 | 13,830 | 403 |
| 5,208 | 210 | 3,750 | 116 | 40 | 8,958 | 366 |
| | 37 | | 246 | 60 | | 343 |
| | | 10,000 | 220 | 120 | 10,000 | 340 |
| 820 | 15 | 8,065 | 215 | 106 | 8,885 | 336 |
| | | | 185 | 150 | | 335 |
| 5,200 | 180 | 4,025 | 121 | 32 | 9,225 | 333 |
| 1,800 | 63 | 5,900 | 173 | 70 | 7,700 | 306 |
| 3,310 | 70 | 4,930 | 102 | 115 | 8,240 | 287 |
| 1,500 | 43 | 2,875 | 105 | 120 | 4,375 | 268 |
| 2,100 | 62 | 8,100 | 137 | 60 | 10,200 | 259 |
| 1,200 | 48 | 5,709 | 157 | 40 | 6,909 | 245 |
| 624 | 4 | 11,029 | 172 | 65 | 11,653 | 241 |
| 1,620 | 84 | 4,455 | 98 | 36 | 6,075 | 218 |
| 4,349 | 98 | 4,609 | 56 | 37 | 8,958 | 191 |
| 230 | 3 | 3,625 | 91 | 94 | 3,855 | 188 |
| 1,095 | 20 | 5,175 | 119 | 44 | 6,270 | 183 |
| | | 4,620 | 122 | 47 | 4,620 | 169 |
| | | 3,295 | 101 | 60 | 3,295 | 161 |
| 850 | 34 | 4,425 | 68 | 58 | 5,275 | 160 |
| | | 3,811 | 112 | 47 | 3,811 | 159 |
| 2,786 | 98 | 2,132 | 30 | 20 | 4,918 | 148 |
| 920 | 14 | 2,290 | 86 | 40 | 3,210 | 140 |
| 4,604 | 101 | 885 | 18 | 16 | 5,489 | 135 |
| 2,828 | 96 | 710 | 20 | 18 | 3,528 | 134 |
| 4,320 | 114 | | | 4 | 4,320 | 118 |

| RANK | COMPANY NAME | HEADQUARTERS | # OF TERMINALS | SCOPE OF OPERATION | # OF EMPLOYEES | SENIOR CONTACT | WEBSITE |
|------------------|--|------------------------|-------------------|-----------------------|-------------------|--|--|
| 44 ⁴⁰ | Superior Transportation | Charleston, SC | 1 | Regional | 45 | Pat Barber, president/owner | www.superiortransportation.us |
| 45 ⁴¹ | Edwards Moving Inc. | Shelbyville, KY | 3 | Regional | 40 | Mark Edwards, president | www.edwardsmoving.com |
| 46 ⁴² | Whitewood Transport | Billings, MT | 2 | National | 20 | John Hanson, vice president | www.whitewoodtransport.com |
| 47 ⁴³ | Intermountain Rigging | Salt Lake City, UT | 1 | National | 90 | Ron Montgomery, president | www.intermountainrigging.com |
| 48 ⁴⁵ | Precision Heavy Haul | Tolleson, AZ | 1 | International | 24 | Mike Poppe, president | www.precisionheavyhaul.com |
| 49 ⁴⁶ | Henry A. Selinsky | Canton, OH | 1 | National | 100 | John Selinsky, president | www.selinsky.com |
| 50 ⁴⁷ | Continental Machinery Movers | Nashville, TN | 2 | National | 36 | Steve Simpson, transportation manager | www.cmm-tn.com |
| 51 ⁴⁸ | DG Equipment Company | Brookville, OH | 1 | National | 45 | Russ Gilmore, president | www.dgequipmentco.com |
| 52 | Crane Rental Corp. | Orlando, FL | 3 | International | 98 | Alan Ashlock, president | www.cranrental.com |
| 53 ⁴⁹ | H. Brown Cranes & Rigging | Eunice, LA | 1 | Regional | 55 | Maurice Brown, operations manager | www.hbrown.com |
| 54 ⁵⁰ | George Young Group | Philadelphia, PA | 2 | National | 131 | George S. Young, president | www.gyco.us |
| 55 ⁵¹ | Grand Davo Crane Service | Kalamazoo, MI | 2 | National | 35 | James T. Chamness, president | |
| 56 ⁵² | Coast Machinery Movers | South El Monte, CA | 2 | International | 60 | Larry Beard, CEO | www.coastmachinerymovers.com |
| 57 ⁵³ | Fikes Truck Lines | Hope, AR | 4 | National | 53 | Andy Jones, specialized operations manager | www.fikes.com |
| 58 | M&N Henderson | Gainesville, VA | 1 | National | 7 | Neale Henderson, CEO | www.mnhendersoninc.com |
| 59 ⁵⁵ | Diamond Heavy Haul | Shandon, OH | 3 | International | 30 | Steven J. Engel, president, CEO | www.diamondheavyhaul.com |
| 60 ⁵⁴ | Primetime Trucking | College Point, NY | 1 | Regional | 10 | Joe Scappa, president | |
| 61 ⁵⁶ | Centurion Heavy Haul | Smithville, ON, Canada | 1 | International | 12 | Frank DeVries | www.centurionhh.com |
| 62 ⁵⁹ | Caribbean Heavy Lift & Transfer | Aruba | 1 | National | 25 | Marco van Daal, operations director | www.atcoaruba.com |
| 63 ⁵⁸ | Gruas ABC | Mexico | 4 | National | 145 | Bernabe Cortez, president | www.gruasabc.com |
| 64 ⁵⁷ | Transportes Y Gruas | Querétaro, Mexico | 5 | National | 110 | Jose Perez, president | www.auriga.com.mx |

Next to this year's rank is the previous year's rank indicating any change in position

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| MODULAR/HYDRAULIC/TRAILERS/DOLLIES CAPACITY (US TONS) # IN FLEET | | SPECIALIZED TRAILERS (ALL MULTI-AXLE) CAPACITY (US TONS) # IN FLEET | | # OF TRUCK/ TRACTORS | TOTAL CAPACITY (US TONS) | TOTAL # IN FLEET |
|---|----|--|----|-------------------------|-----------------------------|---------------------|
| | | 3,650 | 77 | 29 | 3,650 | 106 |
| 3,500 | 82 | 735 | 12 | 10 | 4,235 | 104 |
| | | 1,847 | 52 | 50 | 1,847 | 102 |
| 760 | 22 | 3,220 | 47 | 28 | 3,980 | 97 |
| 204 | 2 | 4,390 | 72 | 12 | 4,594 | 86 |
| 647 | 21 | 1,314 | 57 | 80 | 1,961 | 80 |
| | | 1,900 | 47 | 28 | 1,900 | 75 |
| | | 1,760 | 38 | 25 | 1,760 | 63 |
| 1,407 | 8 | 1,475 | 38 | 17 | 2,882 | 63 |
| 939 | 25 | 960 | 19 | 17 | 1,899 | 61 |
| 980 | 28 | 1,110 | 15 | 13 | 2,090 | 56 |
| | | 1,390 | 34 | 16 | 1,390 | 50 |
| | | 500 | 20 | 10 | 500 | 30 |
| | | 3,800 | 29 | | 3,800 | 29 |
| | | 855 | 15 | 10 | 855 | 25 |
| | | 3,200 | 9 | 14 | 3,200 | 23 |
| | | 300 | 8 | 15 | 300 | 23 |
| 215 | 2 | 340 | 12 | 8 | 555 | 22 |
| | | | | 16 | 771 | 16 |
| | | | | 14 | 1,069 | 14 |
| 250 | 2 | 170 | 3 | 6 | 420 | 11 |

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It also should be noted that some companies in the list offer services in the heavy load movement sector that are not in the rubber tired trailer or transport category. In the future, we may consider including additional classifications of ranking specialized and heavy transport capacities, and we encourage reader input on how we can make this list better and more useful. In addition, there are many other companies that provide specialized transport via waterways. We are assessing ways to add these companies to our listing or creating separate listings for these types of services.

Your comments and suggestions on ways to improve the **ACTtransport50** and any other aspect of the magazine are welcome. While there is room to expand and improve the **ACTtransport50**, we try hard to get as many replies as possible by encouraging hundreds of potentially relevant companies to fill out and return the application form. This year we mailed forms to more than 750 companies. That said, while we have managed to increase the number of companies in our ranking, we realize our work is not complete. With the help of readers and those

companies that did not respond to our call for information, we can expand and improve the list again next year.

Additionally, in some cases firms included in our list last year did not re-submit information this year. We decided to include their 2007 information as estimates, giving these companies a year's grace period. As with all our database development, we made every effort to ensure the accuracy and completeness of this information but take no responsibility for errors, omissions or incomplete information. **act**

top 10 number of employees

| | | | |
|----|--------------------------|----------------------------|-------|
| 1 | Landstar Carrier Group | Jacksonville, FL | 1,200 |
| 2 | Barnhart Crane & Rigging | Memphis, TN | 850 |
| 3 | Turner Brothers | Houston, TX | 839 |
| 4 | Fagioli Group | Pearland, TX | 700 |
| 5 | Keen Transport | New Kingstown, PA | 620 |
| 6 | Bigge Crane & Rigging | San Leandro, CA | 600 |
| 7 | Combined Transport Inc. | Central Point, OR | 450 |
| 8 | Bellemare Group | Tross-Rivieres, QC, Canada | 425 |
| 9 | PGT Trucking | Monaca, PA | 300 |
| 10 | Mullen Transport | Aldersyde, AB Canada | 280 |

top 10 total capacity (US tons)

| | | |
|----|--------------------------|---------|
| 1 | Mammoet USA | 109,247 |
| 2 | Landstar Carrier Group | 107,810 |
| 3 | Fagioli Group | 90,342 |
| 4 | ATS Specialized | 66,725 |
| 5 | Lone Star Transportation | 46,300 |
| 6 | Bennett Motor Express | 40,034 |
| 7 | Bigge Crane & Rigging | 31,070 |
| 8 | Barnhart | 28,166 |
| 9 | Keen Transport | 26,525 |
| 10 | Emmert International | 23,065 |



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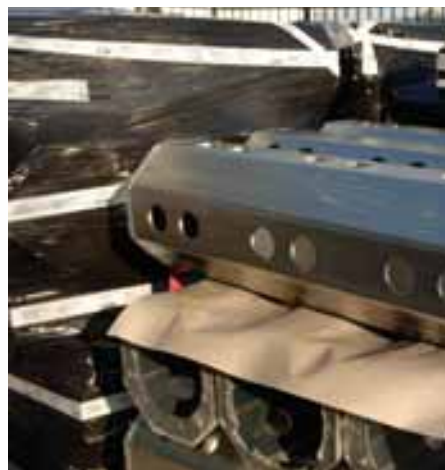
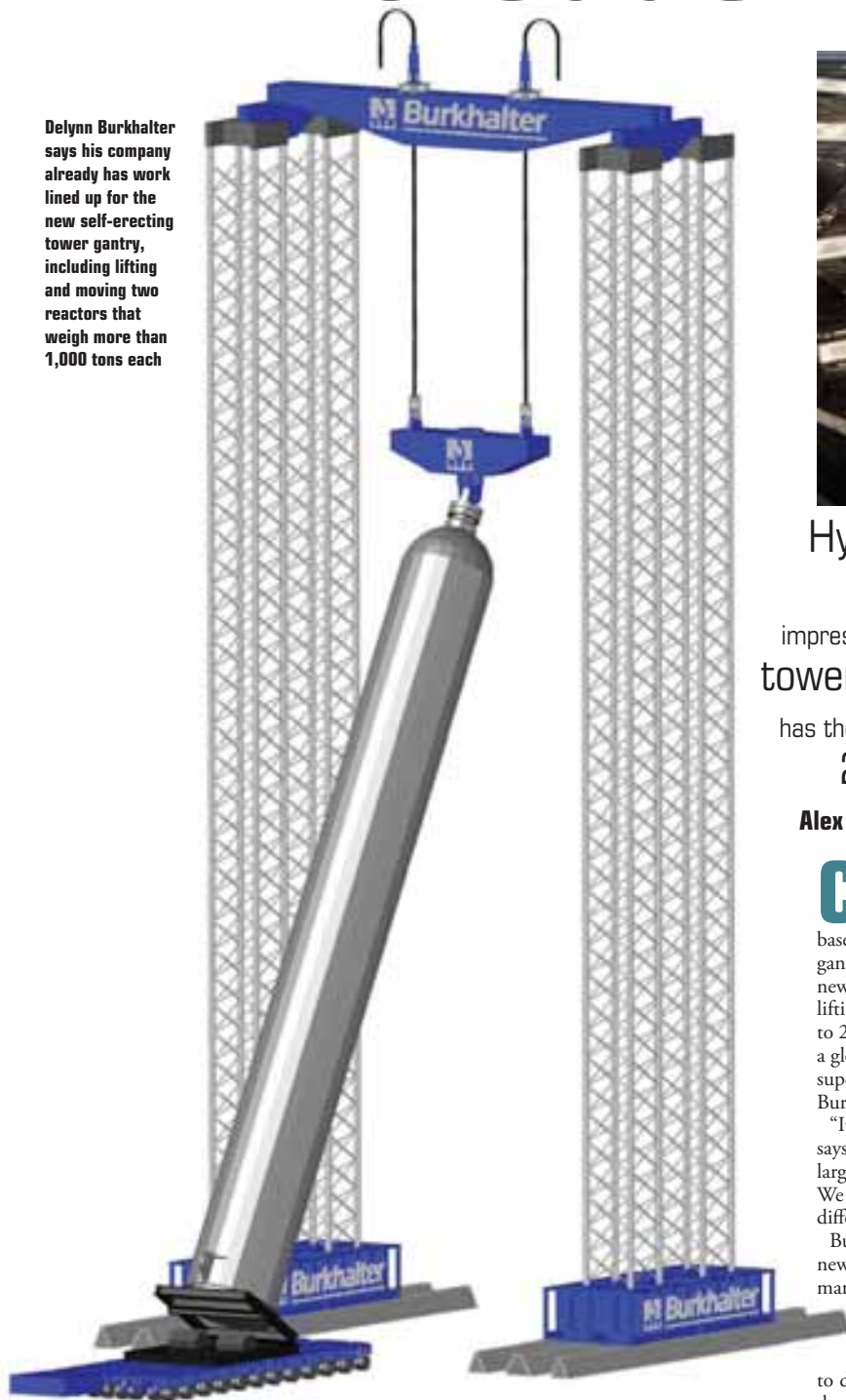
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Introducing the

Delynn Burkhalter says his company already has work lined up for the new self-erecting tower gantry, including lifting and moving two reactors that weigh more than 1,000 tons each



Hydrospex has teamed with Burkhalter to design an impressive new self-erecting tower gantry system that has the capacity to lift up to 2,000 metric tons.

Alex Dahm and **D. Ann Shiffler** report

Columbus, MS-based Burkhalter is awaiting delivery of a sophisticated new lifting system from Netherlands-based Hydrospex. The self-erecting tower gantry system is being billed as an entirely new concept in the realm of specialized lifting. The system was designed to lift up to 2,000 metric tons (2,240 US tons) and is a global lift and set solution for super heavy, super large projects, according to Delynn Burkhalter, president of the company.

"It's a sophisticated piece of engineering," says Burkhalter. "This gantry will put us in a larger tier, shall we say, in terms of services. We will be able to carve out a niche a little different from our competitors."

Burkhalter has been talking about the new system with Hydrospex's owner and managing director Tjerko Jurgens for more than two years. "Mr. Jurgens had been working on the concept for quite some time and we sat down with him to discuss the design and what it could do. Hydrospex has done a remarkable job

'BSET'



Sections of the tower lifting system at the Hydrospeex factory in the Netherlands prior to shipping to the US. The 1 meter (three foot) long octagonal sections are fabricated from T1 steel on a robotic welding machine

thus far in providing a quality product and being very close to meeting our schedule requirements."

"This thing can lift 1,500 tonnes [1,655 US tons] to a height of 55 meters [180 feet] and is designed to exceed almost 80 meters [262 feet]. It can skid back and forth, it has side shift motion and it has got dividable main girders from 14 to 25 meters [46 to 82 feet]," Jurgens explains.

Engineers at Hydrospeex are assembling and testing the system, with Burkhalter personnel already in the Netherlands to learn how to operate the tower gantry system. "Testing will take place at the end of November," says Burkhalter. "We have two technicians there going through the electronics and hydraulics and set up for testing. We expect delivery before Christmas."

The tower gantry is engineered for portable containerized shipping, in 16 standard 20 foot containers, and fast and safe ground level setup with push up to erect and reverse procedure to lower. This is a key feature of the system. "You don't have to put a lot of heavy lift cranes in the air to erect the system before you get to the actual heavy lift with the new system," says Burkhalter.

"There is a lifting mechanism which you put on the skid track that lifts the gantry up by 3 feet at a time by putting new column sections in from the bottom," Jurgens says.

As the tower height is increased, lacings

are pinned in place to brace the tower. The system is freestanding, i.e. unguyed, which, Jurgens explains, is a major advantage in applications such as refineries where space for guy ropes and ground anchors is difficult or impossible to find.

Burkhalter says the company already has work lined up for the new gantries, including lifting and moving two reactors that weigh more than 1,000 tons each. He has dubbed the new system "BSET," which means Burkhalter Self-Erecting Towers.

"We envision a lot of potential for this new piece of equipment," says Burkhalter. "There's a variety of opportunities in the industrial and heavy construction business sectors we serve for what we can lift and how it can be done. Our new BSET will offer depth and flexibility to our lifting capabilities."

Burkhalter says his company will find work for the BSET in refineries, petrochemical plants, mining and steel industries, multimodal transfers and nuclear and fossil fuel power plants. The system allows for multiple configurations and features computer synchronized lifting technology that provides precise all axis movements in confined spaces.

Burkhalter did not reveal the investment in the new tower gantry system.

Hydrospeex is recognized globally as a leading manufacturer of a broad range of heavy lift equipment, including such standard products as telescopic hydraulic gantries, strand jacks, skidding systems, weighing systems, and jacking systems.

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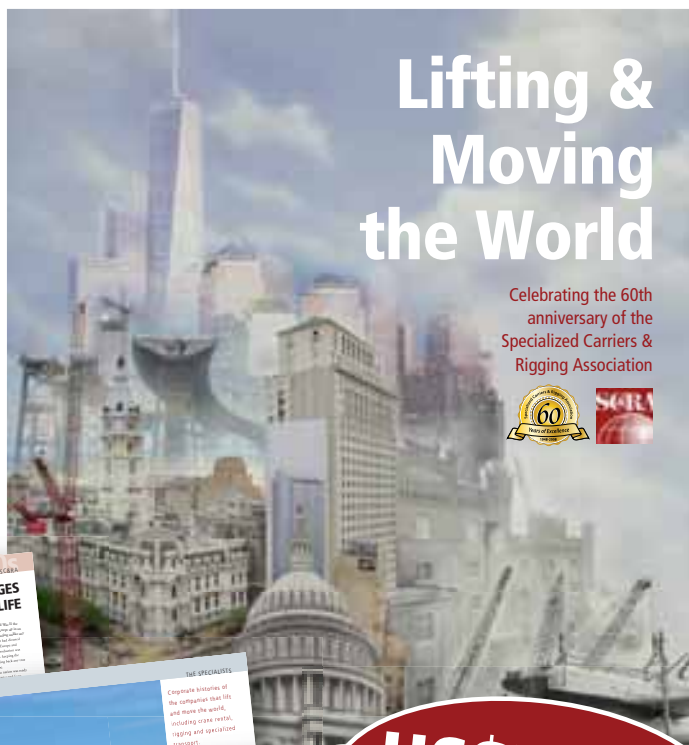
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To help bring the economy back to full speed, Congress must increase federal funding of transportation programs

Funding required

Our association will be among many that will be closely watching what happens when the current 5-year authorization of federal highway and transit programs expires September 30, 2009. Although the financial crisis facing our nation calls for belt-tightening next year, we cannot afford to skip on US infrastructure investment. To help bring our economy back to full speed, Congress must increase federal funding for transportation programs.

SC&RA supports the position taken by the American Trucking Associations (ATA): "The 2009 Highway Reauthorization bill should focus on improving the movement of the nation's freight in a safe, efficient, and environmentally-responsible manner and relies on a financing scheme that is fair, equitable and sufficient to meet industry objectives."

That position seems to largely coincide with a slate of recommendations approved on October 20, 2008 by the American Association of State Highway and Transportation Officials (AASHTO). Among the goals called for in AASHTO's new transportation agenda are:

- Increasing funding for congestion relief projects and metro areas
- Improving highway connections and transit access for rural America
- Doubling transit ridership to 20 billion by 2030, and 50 billion by 2050
- Trimming 6-12 months from project delivery time by expanding state environmental responsibilities and integrating planning
- Dedicating federal funding for a fast and reliable intercity passenger rail network
- Reducing highway traffic fatalities by half in two decades

Emphasizing the need to employ every kind of transportation to meet future demands, AASHTO calls for an investment of over \$545 billion from 2010 through 2015. AASHTO breaks down that amount by categories, including \$275 billion for highways, \$93 billion for transit, \$42 for freight improvements (from sources outside the Highway Trust Fund), and \$35 billion for intercity passenger rail.

Much of the inevitable debate will involve spending levels and methods of attaining that funding. For example, AASHTO advocates "moving as swiftly as practical

from current funding methods to a distance-based user fee." Other highway advocates favor options such as increasing federal fuel taxes, cracking down on motor fuel tax evasion or indexing fuel taxes for inflation.

As this was written, the Presidential election was less than two weeks away. Although Senators Barack Obama and John McCain support the need for transit improvements to stimulate the economy, both seem unlikely to support increases in fuel taxes to provide billions for infrastructure development. They also called for exploring other government and private options to help pay for increased funding in the 2009 Highway Reauthorization bill.

Some economists believe private capital to fund transportation projects may be off the table because of the global credit market meltdown. Janet Kavinoky, director of Transportation Infrastructure at the US Chamber of Commerce, disagrees.

"We can find all the money in the world we want but if we can't get through the regulatory process we can't build anything," she said.

In the months ahead, look for organizations such as SC&RA, the U.S. Chamber, AASHTO and ATA to make a convincing case to Congress for infrastructure investment. As the U.S. Chamber noted in its recent report, The Transportation Challenge: "While the US business community has adapted well to the changing dynamics of global economies and has achieved impressive increases in productivity, the margin of U.S. competitive advantage is threatened in key sectors of the economy. Across all sectors, a transportation network providing reliable, fast, and cost-effective performance is critical to maintaining this advantage."

As heavy users and builders of our nation's infrastructure, SC&RA members have a particularly strong interest in this issue. The association will never lose sight of that priority in the year ahead.

Joel Dandrea

Joel Dandrea, executive vice president

News roundup

SC&RA ends 2008 with a host of initiatives, programs and projects. Look for 2009 to bring even more member activities and services. **Terry White** reports



Competitions recognize member companies at their best

SC&RA offers 15 different types of awards to recognize outstanding achievements by member companies and individuals. SC&RA's Awards Program highlights members' commitment to safety, ingenuity, perseverance and altruism. Some of the awards, such as the Longevity Awards in recognition of loyal membership, do not require entry forms because the association automatically tracks eligibility.

To download the forms, click the Awards tab at the top of SC&RA's website site at www.scranet.org. Additionally, the website site includes details about the awards, a photo of each award offered and a list of current winners. Entry forms also are available by calling SC&RA at 703-698-0291.

SC&RA staff and several Transportation Group members attended recent regional meetings of state highway and transportation officials to address industry issues. The Mississippi Valley Conference (MVC) meeting in Indianapolis, IN, October 9-10, 2008 was an excellent forum for industry and state officials to discuss pilot car training, weekend travel, local permitting issues and uniform procedures

to increase effectiveness of cargo transport.

SC&RA presented a case for uniform tandem weight of 46,000 pounds on permit loads to eliminate the barrier in the region and effectively increase efficiency in the transport of overweight cargo. Overall, uniformity was again the focus of the meeting. Weekend travel changes in Michigan and Illinois are a direct result of MVC meetings. Other states in

the region are reviewing their weekend travel regulations with uniformity as a goal.

On October 23-24 the Southeastern Association of State Highway and Transportation Officials (SASHTO) met in Williamsburg, VA. The agenda for the meeting again focused on uniformity of procedures to efficiently move cargo. Representatives from the industry and state governments expressed a mutual concern

Participants sought for Financial Benchmarking Study

SC&RA members are encouraged to sign up for SC&RA's Ratio Analysis/Financial Benchmarking Study, which is designed to provide a "snapshot" of the specialized transportation, crane and rigging industry. Participants will be able to compare their company to others of similar size and type. The 2009 study will use data from 2008 financial statements.

In practical terms, the study will help you answer important questions such as:

➔ Exactly how much more money could I be making if

I managed my cost of goods as efficiently as my top-performing peers?

➔ How does my operating profit compare to others in my type of operation?

➔ What specific action plans can I put in place at my company to get my numbers in line with the profit leaders?

➔ How do my cash flow and liquidity levels compare to others?

➔ Exactly how much more cash would I have in the bank if I achieved improvements in this area?

➔ Am I making the most efficient use of my assets and equipment?

➔ Are my employees as productive as others in SC&RA?

➔ Are my staff costs in line? Barbara Carper at Profit Soup, Inc. of Seattle, WA will compile the study. She conducted a similar study for SC&RA in 2007, as well as several others in the past, and understands the industry and how to help members be more successful. All information remains confidential and is submitted directly to Profit Soup.

There is no cost to participate. All participating members will receive a free customized analysis of their financials.

Interested companies should e-mail Joel Dandrea at jdandrea@scranet.org with a request to participate. Surveys will be distributed to participating members by mid March 2009 and the study will be published by September 2009.

act



Award for Crane & Rigging Project Safety

SC&RA is now accepting applications for the new Crane & Rigging Group Project Safety Award. This award salutes the bond that grows from the mutual efforts of SC&RA company members and their clients to ensure that safety truly comes first. Projects with zero recordable injuries/illnesses are eligible.

SC&RA notifies both the member and the client with a letter if a project is designated an award winner. The awards themselves are presented to the client by the SC&RA member. Unlike other SC&RA awards, presented at the Annual Conference, the Association will issue Crane & Rigging Project Safety Awards monthly. SC&RA members may apply for multiple awards throughout the year, but only one award will be issued per project.

➔ For application forms and the official rules and regulations, go to www.scranet.com/awards.



At the Mississippi Valley Conference (MVC) meeting in Indianapolis, IN, October 9-10, 2008, SC&RA presented a case for uniform tandem weight of 46,000 pounds on permit loads to eliminate the barrier in the region and effectively increase efficiency in the transport of overweight cargo

about the lack of uniformity in local municipality permitting and the inconsistent procedures imposed upon carriers. The Multi-state permit continues to puzzle both states and industry.

"The industry must provide a determined and consistent voice as to the usefulness of a regional permit and furnish input to SC&RA Truck Permit Policy Committee members in order to discuss this issue with state officials," said Doug Ball, SC&RA vice president, transportation.

The issue of permit amendments was discussed, and SC&RA staff will provide states with a proposed industry

Reserve exhibit space for the 2009 STS

SC&RA is accepting reservations for booths at the Exhibit Center during the 2009 Specialized Transportation Symposium, March 11-13, 2009 at the Hyatt Regency, Albuquerque, NM. The official Exhibit Center hours will be 11 a.m. to 12:30 p.m. on Wednesday, March 11, and 11:30 a.m. to 1:30 p.m. on Thursday, March 12. The Exhibit Center provides an excellent opportunity for companies to promote their products and service to top executives that make purchasing decisions in the specialized transportation industry.

Past exhibitors already have reserved eight of the 20 available booths. The 8-foot by 10-foot booths are \$900 for SC&RA members and \$1,150 for non-members. Booth fees include one complimentary registration.

➔ For additional information, visit www.scranet.org/events or call 703-698-0291.

recommendation for uniform procedure to be considered at the SASHTO spring meeting, held in conjunction with the Specialized Transportation Symposium in Albuquerque, NM, March 11-13, 2009. **act**

SC&RA announces proposed 2009-2012 Strategic Plan

On October 22, SC&RA announced that its Strategic Planning Committee had approved the association's proposed 2009-2012 strategic plan. The committee developed the plan during a two-day session, September 30-October 1, 2008 in Tysons Corner, VA. The plan has been submitted to the SC&RA Board of Directors for review and approval.

Among the key outcomes:

- ➔ Keep safety the key issue (be the global champion and voice of the industry)
- ➔ Continue to increase efforts in the government arena
- ➔ Maintain international direction/focus
- ➔ Promote environmental issues/advocacy – go green
- ➔ Maintain and build quality staff
- ➔ Continue to build alliances in U.S. and abroad

Look for further details in future editions of this magazine concerning SC&RA's new strategic plan after it has been approved by the board.

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Risk management is almost always the answer to a number of questions regarding crane safety and accident prevention. **Tim Hillegonds** reports

TIMOTHY J. HILLEGONDS is vice president for NBIS Construction & Transport Underwriters, Inc. He is the lead coordinator of the "Shockloss Claim Investigation Process" developed by Kevin Cunningham and the SC&RA Insurance & Risk Management Committee



Proper reaction



A healthy level of safety fitness, properly executed contracts, progressive people management, proactive legal input, all these things add up to an increased ability to prohibit accidents.



It is all too often that overreaction is the only reaction. When construction tragedies strike, government agencies, municipalities and regulatory bodies rain down dictatorial policy to try and suppress the appetite for blame held by the media and public. People get hurt and the impassioned loved ones of the victims call for justice to be served and fault to be allocated to all those who can be held responsible.

And so it goes. The incessant hollering of John Q. Public causes Uncle Sam and his loyal subjects to impose new regulations that Louis Coletti, president of New York's Building Trades Employers Association, described as "overkill."

The big question

But the question this response raises is this: Are more regulations or more training or more inspections really the answer?

It is true that this year has been an anomaly of severe crane industry accidents. The two disasters in New York and the tragedies in Miami, Houston, and Las Vegas have put industry watchdogs on high alert. New York has jumped into the limelight, eager to become the leading national example by hosting a crane safety conference in October and imposing dozens of new regulations intended to encourage accountability. Since the March 15 and May 30, 2008 crane accidents, the city has passed laws that:

- require a 30-hour training course for tower crane workers;
- limit the use of nylon slings that hold construction loads;
- mandate regular safety meetings before raising or lowering the cranes;
- and overhaul licensing requirements for mobile crane operators.

But not everyone is happy. Contractors are taking issue with the new regulations saying that construction delays caused by not being in compliance with the new rules can cost money, and lots of it. Construction delay cost can reach upwards of \$100,000 a day, and there

is a growing opinion amongst industry representatives that in addition to these new rules being expensive, they are almost unenforceable.

What's fair?

So where's the happy median? Where we do we draw the line between government responsibly and individual accountability?

Well, hang out in the circles that I do and the answer you will get most of the time is risk management. Government intervention is necessary in certain cases but if the companies that find themselves standing face to face with government compliance officers take the steps necessary to determine the events that led up to the incident, the accidents themselves could, logically speaking, be avoided. Risk management can and essentially will be the differentiator.

However, there is not one specific formula that adds up to complete crane risk management; rather it's a number of different factors. A healthy level of safety fitness, properly executed contracts, progressive people management, proactive legal input, all these things add up to an increased ability to prohibit accidents.

And at the risk of beating a horse that's been dead for quite some time, I'll say this: Crane companies can follow many different paths to provide a safe workplace, remain in compliance with government regulations, and manage their inherent risk.

Walking the line

But risk management is almost an art and a science. To do it correctly, companies must walk the line between managing a profitable business and following government safety regulations and industry safety standards. Simply put, companies must learn to lead by example rather than wait for Uncle Sam to step in and tell them how to do it.

act



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events diary

2009**SCSRA Annual Conference**

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www.scranet.org

ICUEE

October 6 – 9, 2009
Louisville, Kentucky
USA
www.icuee.com

IMT hires Neitzke to head sales

Iowa Mold Tooling Co. Inc. (IMT) announces that Eric Neitzke has joined the company as vice president of sales. Neitzke is responsible for leading the IMT sales team and helping to drive business strategy for the company's line of material-handling equipment and commercial vehicles.

Neitzke brings more than 20 years of experience in corporate sales and marketing. Most recently, he was the director of channel development for Ingersoll Rand Construction Technologies, where he directed public relations, national advertising, and sales and business development programs. Prior to that, he was vice president of marketing for Generac Power Systems Inc. and also held director-level positions with Outboard Marine Corp., Bombardier and Sea Ray Boats. Neitzke has a bachelor of science in communications from James Madison University.

AEM promotes Li to direct ConExpo Asia

The Association of Equipment Manufacturers (AEM) announces the promotion of Kaïen Li to managing director of its CONEXPO Asia exhibition. The next CONEXPO Asia will be held November 16-19, 2009 at the Chinese Import and Export Fair (CIEF) Pazhou Complex in Guangzhou, China, the same location as the last show.

Li will also serve as director of Asia sales for all AEM shows, which cover construction and agriculture. He continues as acting managing director of AEM's China office. A selection search is being held for a full-time office managing director to lead AEM's expanded initiatives in China and the Asia-Pacific region.

Exhibit space sales for CONEXPO Asia 2009 are now open. Since the inaugural CONEXPO Asia, in 2006, the show has more than doubled in size. AEM has operated a full-time office in Beijing, China for more than 10 years.

Feldstein honored for fall protection standards development

Joseph Feldstein, manager of MSA's fall protection technical services, has been honored with an award for distinguished service from the American Society of Safety Engineers.

The ASSE Charles V. Culbertson Award for Outstanding Volunteer Service in 2007-2008 recognizes Feldstein's work on the ANSI Z359-2007 Fall Protection Code and his service since 1999 as chairman of the US Technical Advisory Group to ISO TC94/SC4. This award (presented to 111 recipients in the last 25 years) recognizes select ASSE members whose exemplary

volunteer service has helped advance the occupational safety, health, and environmental profession.

Feldstein, who has 18 years of experience in fall protection product design and standards development, has published articles in a many industry publications and has worked to increase safety standards throughout his career. He has presented at numerous conferences and symposia.

He also holds a patent for the curvilinear design feature, used currently in MSA's TechnaCur® full-body harness for fall arrest, and is a 2006 recipient



of the National Institute for Occupational Safety and Health's (NIOSH) Bullard-Sherwood Award.

Chakour, Crider appointed regional business managers

Manitowoc has appointed Elias Chakour and Keith Crider as regional business managers overseeing sales of Manitowoc crawler cranes and Grove mobile cranes. Chakour's territory is the Southeast region of the US; Crider will cover the Northeast region of the US and Canada.

In their new roles, both men will work closely with Manitowoc dealers, and they will report to report to David Hull, Manitowoc's vice president of sales for North America, who said both will add valuable experience to the sales team.

"We are very fortunate to have people of Elias' and Keith's experience and reputation move into these very important roles," he said. "Their technical



knowledge, background in sales and support and unique experiences make them a valuable addition to the sales team."

Chakour has more than 20 years experience in the construction equipment industry, most recently serving as regional sales manager for the LBX Company, covering the Northeast Region. Chakour received his master's in Business Administration from Roosevelt University in Chicago and a bachelor's degree from The Hebrew University.

Crider brings almost 30 years of Manitowoc experience to his new position. Prior to this most recent appointment, he was director of service operations at Manitowoc Crane Care, in which he worked on the development of Latin America's Crane Care organization. Crider has a bachelor's degree in mathematics from Shippensburg University in Pennsylvania and has participated in numerous Manitowoc training programs throughout his career.

Fridley joins Manitex International

Manitex announces that Phil Fridley has been appointed to its executive team as director of operations. Fridley was formerly the plant manager and North American director of quality, health, safety & environment at GKN Sinter Metals.

Fridley has 30 years experience in streamlining operations for such companies as AAI Corp., and Grove Worldwide. The company says Fridley will head a number of initiatives internally and externally to expand the company's footprint internationally.



international diary

2009**Intermat 2009**

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Paris, France, www.intermat.fr

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Amsterdam, the Netherlands
andersonmedia@btinternet.com

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| REF NR | MANUFACTURER | MODEL | CAPACITY | YOM | BOOMLENGTH | FIXED JIB | LUFFING JIB |
|--------|--------------|------------|----------|------|------------|----------------|-------------|
| 1598 | Faun | RTF 40-3 | 40 | 1995 | 30 Mtr | 8,7 + 6,75 Mtr | |
| 1600 | Faun | RTF 40-3 | 40 | 1997 | 30 Mtr | 8,7 + 6,75 Mtr | |
| 1601 | Faun | RTF 40-3 | 40 | 1996 | 30 Mtr | 8,7 + 6,75 Mtr | |
| 1604 | Faun | RTF 40-3 | 40 | 1997 | 30 Mtr | 8,7 + 6,75 Mtr | |
| 1605 | Faun | RTF 40-3 | 40 | 1997 | 30 Mtr | 8,7 + 6,75 Mtr | |
| 1606 | Faun | RTF 40-3 | 40 | 1998 | 30 Mtr | 8,7 + 6,75 Mtr | |
| 1607 | Faun | RTF 40-3 | 40 | 1998 | 30 Mtr | 8,7 + 6,75 Mtr | |
| 1608 | Faun | RTF 40-3 | 40 | 1998 | 30 Mtr | 8,7 + 6,75 Mtr | |
| 1609 | Faun | RTF 40-3 | 40 | 1998 | 30 Mtr | 8,7 + 6,75 Mtr | |
| 1610 | Faun | RTF 40-3 | 40 | 1998 | 30 Mtr | 8,7 + 6,75 Mtr | |
| 1611 | Faun | RTF 40-3 | 40 | 1998 | 30 Mtr | 8,7 + 6,75 Mtr | |
| 1612 | Faun | RTF 40-3 | 40 | 1998 | 30 Mtr | 8,7 + 6,75 Mtr | |
| 1613 | Faun | RTF 40-3 | 40 | 1998 | 30 Mtr | 8,7 + 6,75 Mtr | |
| 678 | Liebherr | LTM 1040/1 | 40 | 1997 | 30 Mtr | 14,5 Mtr | |
| 749 | Liebherr | LTM 1040 | 40 | 1998 | 30 Mtr | 14,5 Mtr | |
| 567 | Demag | AC 40-1 | 40 | 1999 | 31 Mtr | 13 Mtr | |
| 1597 | Demag | AC 155 | 50 | 1993 | 40 Mtr | | |
| 1603 | Faun | ATF 50-3 | 50 | 1997 | 38,6 Mtr | 16 Mtr | |
| 736 | Liebherr | LTM 1055/1 | 55 | 2001 | 40 Mtr | 16 Mtr | |
| 1396 | Faun | ATF 60-4 | 60 | 2000 | 40 Mtr | 16 Mtr | |
| 1398 | Faun | ATF 60-4 | 60 | 2000 | 40 Mtr | 16 Mtr | |
| 552 | Grove | GMK 4070-1 | 70 | 1998 | 38,1 Mtr | 16 Mtr | |
| 553 | Grove | GMK 4070-1 | 70 | 1998 | 38,1 Mtr | 16 Mtr | |
| 711 | Grove | GMK 4075 | 75 | 2001 | 43,2 Mtr | 17 Mtr | |
| 712 | Grove | GMK 4075 | 75 | 2001 | 43,2 Mtr | 17 Mtr | |
| 713 | Grove | GMK 4075 | 75 | 2001 | 43,2 Mtr | 17 Mtr | |
| 714 | Grove | GMK 4075 | 75 | 2001 | 43,2 Mtr | 17 Mtr | |
| 716 | Grove | GMK 4075 | 75 | 2001 | 43,2 Mtr | 17 Mtr | |
| 717 | Grove | GMK 4075 | 75 | 2001 | 43,2 Mtr | 17 Mtr | |
| 718 | Grove | GMK 4075 | 75 | 2001 | 43,2 Mtr | 17 Mtr | |
| 876 | Grove | GMK 4075 | 75 | 2001 | 43,2 Mtr | 17 Mtr | |
| 877 | Grove | GMK 4075 | 75 | 2001 | 43,2 Mtr | 17 Mtr | |
| 878 | Grove | GMK 4075 | 75 | 2001 | 43,2 Mtr | 17 Mtr | |
| 879 | Grove | GMK 4075 | 75 | 2001 | 43,2 Mtr | 17 Mtr | |
| 751 | Grove | GMK 4075 | 75 | 2001 | 43,2 Mtr | 17 Mtr | |
| 777 | Grove | GMK 4075 | 75 | 2002 | 43,2 Mtr | 17 Mtr | |
| 614 | Demag | AC 100 | 100 | 2000 | 50,2 Mtr | 17 Mtr | |
| 616 | Demag | AC 100 | 100 | 2000 | 50,2 Mtr | 17 Mtr | |
| 617 | Demag | AC 100 | 100 | 2000 | 50,2 Mtr | 17 Mtr | |
| 618 | Demag | AC 100 | 100 | 2000 | 50,2 Mtr | 17 Mtr | |
| 1397 | Demag | AC 100 | 100 | 2000 | 50,2 Mtr | 17 Mtr | |
| 636 | Grove | GMK 5100 | 100 | 2000 | 51 Mtr | 18 Mtr | |
| 715 | Grove | GMK 5100 | 100 | 2001 | 51 Mtr | | 19 Mtr |
| 1631 | Grove | GMK 5100 | 100 | 2001 | 51 Mtr | 18 Mtr | |
| 615 | Liebherr | LTM 1160/2 | 160 | 1999 | 60 Mtr | 36 Mtr | |
| 708 | Grove | GMK 5200 | 200 | 2001 | 60 Mtr | 13-40 Mtr | |
| 650 | Liebherr | LTM 1300 | 300 | 1999 | 60 Mtr | 42 Mtr | 70 Mtr |
| 680 | Demag | AC 500-1 | 500 | 2000 | 56 Mtr | 30 Mtr | |

Crawler Cranes

| REF NR | MANUFACTURER | MODEL | CAPACITY | YOM | BOOMLENGTH | FIXED JIB | LUFFING JIB |
|--------|--------------|--------|----------|------------|------------|-----------|-------------|
| 1426 | Zoomlion | QUY70 | 70 | 2007 | 57 Mtr | 18 Mtr | |
| 1727 | Zoomlion | QUY260 | 260 | 2008 / New | 83 Mtr | | 60 Mtr |
| 1728 | Zoomlion | QUY260 | 260 | 2008 / New | 83 Mtr | | 60 Mtr |
| 1729 | Zoomlion | QUY260 | 260 | 2008 / New | 83 Mtr | | 60 Mtr |
| 1730 | Zoomlion | QUY260 | 260 | 2008 / New | 83 Mtr | | 60 Mtr |

Rough Terrain Cranes

| REF NR | MANUFACTURER | MODEL | CAPACITY | YOM | BOOMLENGTH | FIXED JIB | LUFFING JIB |
|--------|--------------|-----------|----------|------|------------|-----------|-------------|
| 811 | Terex | RT 230 | 27 | 1999 | 28,78 Mtr | 13,11 Mtr | |
| 1089 | Tadano | TR 350 XL | 35 | 1999 | 32 Mtr | 12,8 Mtr | |
| 843 | Terex | RT 335 | 35 | 2000 | 28,78 Mtr | 14,86 Mtr | |
| 847 | Terex | RT 335 | 35 | 2000 | 28,78 Mtr | 14,86 Mtr | |
| 848 | Terex | RT 335 | 35 | 2000 | 28,78 Mtr | 14,86 Mtr | |
| 849 | Terex | RT 335 | 35 | 2000 | 28,78 Mtr | 14,86 Mtr | |
| 846 | Terex | RT 335 | 35 | 2000 | 28,78 Mtr | 14,86 Mtr | |
| 812 | Terex | RT 450 | 45 | 1999 | 31,5 Mtr | 17,6 Mtr | |
| 813 | Terex | RT 450 | 45 | 1997 | 31,5 Mtr | 17,6 Mtr | |
| 814 | Terex | RT 450 | 45 | 2000 | 31,5 Mtr | 17,6 Mtr | |
| 815 | Terex | RT 450 | 45 | 2000 | 31,5 Mtr | 17,6 Mtr | |
| 853 | Terex | RT 555 | 55 | 2001 | 33,5 Mtr | 17,3 Mtr | |

Contact persons

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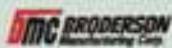
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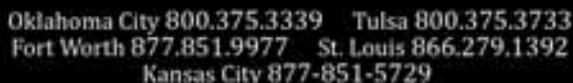
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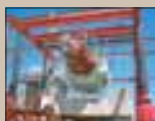
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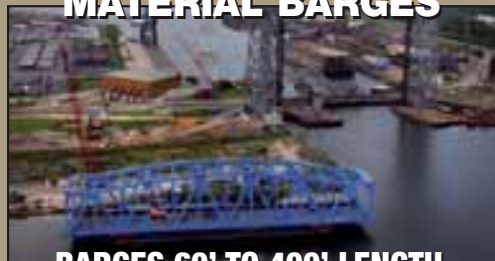


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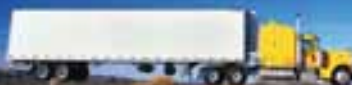


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|--|-------|--|----------------|---|----------|
| Alt Sales Corp | 88 | Favelle Favco Cranes (USA) Inc. | 34 | Modulift Design & Consulting Ltd | 21 |
| www.cranelasing.com | | www.favcousa.com | | www.modulift.co.uk | |
| Altec Industries Inc | 25 | First Sling Technology | 68 | Morrow Equipment Co LLC | 55,92 |
| www.altec.com | | www.firstsling.com | | www.morrowequipment.com | |
| American Mat & Timber Co., Inc. | 73 | Garden State Engine & Equip. Co., Inc | 91 | NBIS | 1FC |
| www.americanmat-timber.com | | www.gsee-crane.com | | www.nbis.com | |
| Aspen Custom Trailers Inc | 28 | Garrod Hydraulics, Inc. | 71 | Nationwide Crane Training | 96 |
| www.aspentrailer.com | | www.garrod.com | | www.nationwidecranetraining.com | |
| Barnhart Crane & Rigging | 27 | Goldhofer Aktiengesellschaft | 32 | Nicolas | 26 |
| www.barnhartcrane.com | | www.goldhofer.de | | www.rgsinc.net | |
| Beasley Forest Product, Inc | 69 | Grande Truck Center | 92 | Northeast/Clark Companies | 76 |
| www.beasleyforestproducts.com | | www.grandetruck.com | | www.clarkrigging.com | |
| Bellville Rodair International | 46 | Guiffre Bros. Cranes, Inc | 83 | Perkins | 99 |
| www.bellvillerodair.com | | www.giuffre-bros.com | | www.heavyhaul.com | |
| Bennett Motor Express, Inc. | 97 | H&E Equipment Services LLC | 77 | Port of Longview | 101 |
| www.bennettig.com | | www.he-equipment.com | | www.portoflongview.com | |
| Buckingham Structural Moving Equipment, LLC | 100 | HWP Rigging | 91 | Ray Anthony Cranes LLC | 85 |
| | | www.hwprigging.com | | www.rayanthonyintl.com | |
| Burkhalter Rigging, Inc. | 94,96 | Holland Moving & Rigging Supplies | 92 | Reel-O-Matic | 37 |
| www.burkhalter.net | | www.movingriggingsupplies.com | | www.relomatic.com | |
| CSE | 78 | Inman Texas Company Inc | 92 | Ring Power Crane | 89 |
| www.cseonline.net | | www.inmatexas.com | | www.liftcranes.com | |
| Campbell Crane Rental & Trucking | 89 | Iowa Molding Tooling Co Inc | 17 | Ritter Forest Products | 72 |
| | | www.imt.com | | www.ritterforest.com | |
| Capital One | 38 | Just Trailers | 86 | Runnion Equipment | 91 |
| | | www.justtrailers.com | | www.runnionequipment.com | |
| Caribbean Heavy Lift & Transport Aruba | 99 | KHL Group LLP | 56,61,62,74,92 | Sany America, Inc. | 18 |
| | | www.khl.com | | www.sanyamerica.com | |
| Certified Boom Repair Services | 73 | Kaydon Corp Bearing Div | 70 | Saubher Manufacturing Co | 72 |
| www.certifiedboomrepair.com | | www.kaydon.com | | www.saubermfg.com | |
| Coast Crane Company | 86 | Kirby-Smith Machinery Inc | 87 | Scott Powerline & Utility Equip | 82 |
| www.coastcrane.com | | www.kirby-smith.com | | www.scottcompanies.com | |
| Coastline Equipment | 81 | Kobelco Cranes North America Inc | 22 | Scott-Macon Ltd | 84 |
| www.coastlineequipment.com | | www.kobelcocranesnorthamerica.com | | www.smequipment.com | |
| Colton Crane Co LLC | 92 | Lakeshore Industrial LLC | 73 | Simard Suspensions Inc | 53 |
| www.coltoncranes.com | | http://members.isol.net/lakeshoreind | | www.simardsuspensions.com | |
| Connelly Crane Rental Corporation | 93 | Laramie Crane Rental | 88 | Specialized Carriers & Rigging Association | 51,61,62 |
| www.connellycrane.com | | www.laramiecrane.com | | www.scranet.org | |
| Construction Lifters | 71 | Lewis Equipment Company | 90 | Sterett Crane & Rigging Inc | 90 |
| www.constructionlifters.com | | www.lewis-equipment.com | | www.sterettcrane.com | |
| Crane Institute Of America | 95 | Linden Comansa America | 41 | Stevenson Sales & Services | 59,93 |
| www.craneninstitute.com | | www.lindencomansaamerica.com | | www.stevensoncrane.com | |
| Crane Rental Corp | 93 | Link-Belt Construction Equipment Company | 42 | Tadano America Corporation | 9,31 |
| www.cranerental.com | | www.linkbelt.com | | www.tadanoamerica.com | |
| Crane Sales & Service | 80 | Load Systems International | 18C | Terex Cranes | 13 |
| www.cranesalesandservice.com | | www.loadsystems.com | | www.terex-cranes.com | |
| Crane Works Inc. | 78 | Lube-A-Boom | 66-67 | The Crane School | 96 |
| www.crane-works.com | | www.lubeaboom.com | | www.thecraneschool.com | |
| Cranes Inc | 93 | Mammoet Europe BV | 75 | The Crosby Group Inc | 50 |
| www.cranesinc.com | | www.mammoet.com | | www.thecrosbygroup.com | |
| Cropac Equipment Inc | 87 | Manhattan Construction | 91 | Trail King Industries | 15 |
| www.cropac.com | | www.manhattanconstruction.com | | www.trailking.com | |
| DHS Diecast Collectables Inc | 69 | Manitex | 4 | Trans/ Mid-America Inc | 100 |
| www.dhsdiecast.com | | www.manitex.com | | www.tmanetwork.com | |
| Dica Marketing | 69 | Manitowoc Crane Group | 74, 08C | Transportation Equipment Sales | 84 |
| www.dicausa.com | | www.manitowoc.com | | www.tes-inc.net | |
| Dixie Mat & Hardwood | 72 | Marley Associates Inc | 70 | Universal Crane LLC | 1FC |
| www.dixiemat.com | | | | www.universalc crane.us | |
| Dyer Equipment | 74 | McDonough Marine Service | 100 | Wheco Corp | 65 |
| www.heavyhaultrailers.net | | www.mcdonoughmarine.com | | www.wheco.com | |
| Eagle West Equipment | 33 | Mid-State Equipment Inc | 101 | White Brothers Trucking Co | 101 |
| www.koenigcranes.com | | www.heavyhaultrailers.com | | www.whitebrostrucking.com | |
| Edwards, Inc. | 95 | Miller Transfer And Rigging Co. | 101 | Wolffkran GmbH | 52 |
| | | www.millertransfer.com | | www.wolffkran.de | |
| Emmert International | 98 | Mobile Crane Services Inc | 72 | | |
| www.emmertintl.com | | www.mobilecraneservices.com | | | |

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(If type of business is 1, 2 or 3, check all that apply)

- ☐ C C&R Service
☐ I International
☐ M Millwrighting
☐ O Oil Field Hauler
☐ S Steel Carrier
☐ T Transportation

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(If type of business is 4, 5 or 6, check all that apply)

- ☐ A Auction Services
☐ B Brokers/Freight Forwarders
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☐ D Consultants-Engineers (Lic)
☐ E Consultants-Engineering (Other)
☐ F Consultants-Marine
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☐ L Financial/Tax Services
☐ M Insurance Services
☐ N Leasing, Rental, Sales
☐ O Legal Services
☐ P Lifting Components/Services
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| Category | Gross Revenue Range | Regular Dues |
|----------------------------|------------------------------|--------------|
| <input type="checkbox"/> A | \$ 0 to \$ 499,999 | \$ 615 |
| <input type="checkbox"/> B | \$ 500,000 to \$ 999,999 | \$ 695 |
| <input type="checkbox"/> C | \$ 1 Million to \$ 1,999,999 | \$ 840 |
| <input type="checkbox"/> D | \$ 2 Million to \$ 2,999,999 | \$1,060 |
| <input type="checkbox"/> E | \$ 3 Million to \$ 3,999,999 | \$1,165 |
| <input type="checkbox"/> F | \$ 4 Million to \$ 4,999,999 | \$1,320 |
| <input type="checkbox"/> G | \$ 5 Million to \$ 6,999,999 | \$1,500 |
| <input type="checkbox"/> H | \$ 7 Million to \$ 9,999,999 | \$2,000 |
| <input type="checkbox"/> I | \$10 Million to \$29,999,999 | \$2,400 |
| <input type="checkbox"/> J | \$30 Million to \$49,999,999 | \$2,800 |
| <input type="checkbox"/> K | \$50 Million and over | \$3,200 |
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