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The magazine for the crane, lifting and transport industry

December 2007
Volume 3 ◀ Issue 12

AMERICAN Cranes & Transport

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TRANSPORT 50

Official domestic
magazine of the SC&RA
(Specialized Carriers &
Rigging Association)

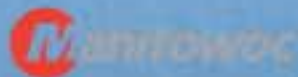




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Making a list

In general, over the past few years the big news in the business of crane rental has been when one company has acquired another company. Seldom have we seen investment in start-up crane rental companies. But this month we have learned of a new start-up, Continental Crane Company, based in La Mirada, CA. The big news is that this new venture will offer a mostly brand new fleet of rough terrain cranes. Read about this company in our News section on page 7.

Lists are my life. I greet every day with a list of what must be done, what should be done and even a list of things to do when I have checked off all the other things on my list. Twice a year, I am consumed by two huge lists, the **ACTtransport50** and the **ACTcranes50** lists that we print in the December and June issues of *American Cranes & Transport*. The thing about these lists is that in the past, we have had to pursue, persuade and sometimes plead with the companies that make up these lists to fill out our survey forms and send them back to us. The first couple of years we started compiling these lists, I have to admit it was rough going. But not this year. Word of our lists has gotten around and I'm pleased to report that our **ACTtransport50** list is overflowing with some 59 companies. That said, I've put on my list for next year the goal of changing our **ACTtransport50** to the **ACTtransport100**. Don't miss our second annual effort at compiling and ranking North America's top specialized transport companies. And thanks to those who participated in this ranking which offers interesting and insightful information about the specialized transport sector.

The buzzword in construction used to be urban sprawl but today the trend seems to be skyward sprawl. High-rise buildings are altering the skylines of large and small cities throughout North America and the lifting machines of choice for these buildings are tower cranes of every make, design and capacity. In this month's issue we take a look at the market for tower cranes and also present a special sidebar article about tower crane internal climbing systems from around the world.

This month I had the opportunity to interview Neil Perkins, president and owner of Perkins Specialized Transportation Contracting. Besides being an expert in specialized transportation, Perkins is a consummate planner. Not only has he developed a succession plan for his company, he did so in a manner that was quite compelling – aboard the luxury cruise ship *Queen Elizabeth II*. If that's not specialized transport, what is?

To all our readers we wish a wonderful holiday season and a fabulous 2008. And as always, keep those article ideas flowing – let us know about your new and old cranes, trailers, jobs and other news of your company.

D.ANN SLAYTON SHIFFLER

Editor

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From east to west, ACT returns with its ACTtransport50 roster of the top specialized transport companies in North America

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

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highlights

➔ The Association of Equipment Manufacturers (AEM) commends the US House of Representatives for its support of the U.S.-Peru Free Trade Agreement (FTA) and urges the Senate to also support this agreement at its upcoming floor vote. The House passed the U.S.-Peru FTA in November with historic bipartisan support. According to the AEM, the agreement benefits both US industrial manufacturers and American workers. If passed, some 80% of US exports of consumer and industrial products to Peru would become duty-free, with remaining tariffs phased out over 10 years.

➔ Pittsburgh, PA based Allied Insurance Brokers Inc. is celebrating its 25th anniversary providing insurance coverage. Founded in 1982, Allied is ranked by revenue in the top five percent of insurance agents and brokers in the US.

➔ Among the leading companies in Canada for export packaging and crating, Brent Packaging & Logistics Ltd. has received the Mississauga's Board of Trade Award of Excellence for Small Business of the Year for 2007.

This award recognizes business achievements and corporate citizenship that has contributed to the economic growth of Mississauga, and shows the recipient's excellence in the areas of business achievement, customer service and reliability, as well as international business development.



The first Kobelco SL 6000 was sold to Sims Crane in October. Sims Crane sold the crane to Buckner HeavyLift, which took delivery of the unit at a windmill farm in Snyder, TX

Trailer offers Miller Transfer new options in hauling

Miller Transfer recently put into service a new 2007 Nelson nine-axle trailer. Coupled with Miller's four-axle tractor the combination creates a 13-axle tractor-trailer that has a cargo capacity of 160,000 pounds. The new trailer offers the latest in "depressed well" technology, according to

the company.

The trailer well assembles from 15 to 72 feet long and can accommodate shipments by up to 19 feet wide within the well. The trailer has telescopic cross-members that are hydraulically operated allowing for minimal assembly.



Miller Transfer transports a reactor coolant pump motor from Texas to Virginia with its new Nelson nine-axle trailer. The overall dimensions of the tractor trailer combination, with the motor loaded on the trailer, were 141 feet long by 14 feet 6 inches wide by 15 feet 10 inches high. The load weighed 240,000 pounds

Kobelco Cranes donates \$25,000 to SC&R Foundation

Houston, TX-based Kobelco Cranes North America has donated \$25,000 to the SC&R Foundation, a foundation of the Specialized Carriers & Rigging Association. The donation comes as a boost to the foundation as it launches its next major gifts campaign in 2008, according to the SC&RA. The funds will facilitate foundation efforts to expand its scholarship and grant program, and industry-specific research projects.

"Business is very good at Kobelco," said Jack Fendrick, general manager. "Because SC&RA has been good to Kobelco, we thought this was a nice way to give a little bit back."

In 2007, the foundation awarded \$23,000 to students for scholarships and funded the \$20,000 Pilot Car Escort Regional Uniformity Program study.

Information on the major gifts campaign will be sent to all SC&RA members in the first quarter of 2008. Donations for the campaign can also be made in 2007. Please designate "major

gifts campaign" on the check to earmark the funds. Contact Rebecca Page at (703) 207-2582 or rpape@scranet.org for further information.

International reach

A stationary Liebherr 280 EC-H 16 Litronic tower crane and a Liebherr LG 1750 lattice boom mobile crane worked together to erect a pylon on the new Rhine Bridge in Wesel, Germany.

The LG 1750 is owned and operated by Berlin-based Grohmann GmbH, while the tower crane is owned by Liebherr distributor Gerd Wedekind Baumaschinen GmbH, based in Kassel, and operated by the project's contractor Hermann Kirchner Hoch- und Ingenieurbau GmbH, Bad Hersfeld. The 772.5 meter (2,534 feet) long cable-stayed bridge will have four traffic lanes and is due for completion in 2008. This type of bridge was chosen to meet the need for an unsupported span of at least 300 meters (984 feet) for shipping on the River Rhine.





Giuffre Bros. makes big boom truck deal with Terex

Milwaukee, WI-based Giuffre Bros. Cranes Inc., has committed to purchasing 90 end-of-run Terex 3470 and 3670 boom trucks that will be available as Terex's Iowa facility tools up for new models. The machines, which have been a mainstay in the industry since 1989 for their size and reach, will fill the gap during the transition, according to Giuffre Bros. The purchase commitment puts Giuffre Bros. in a position to accommodate other Terex dealers and large rental houses until new models become available.

Continental Crane pursues RT market in Los Angeles area

Continental Crane Co. is a new crane rental company established in the Los Angeles, CA area. The company plans to market rough terrain cranes to contractors in Southern California and the Southwestern region of the US. The company says it will build the largest, most modern and best equipped fleet of new rough terrain cranes available for bare rental.

With new cranes arriving every month, Continental Crane will have more than 30 brand new rough terrains by mid 2008, including 10 90-ton class Link-Belt RTC 8090 Series IIs, with 140 foot of main boom and a maximum tip height of 238 feet. The new company also will stock the latest rough terrain models from leading manufacturers, including Grove and Terex.

All machines have Tier III engines and are CARB (California Air Resources Board) compliant, enabling contractors in California to meet the increasingly tough engine emissions regulations imposed by the state authorities, according to the company.

Continental Crane has a partnership arrangement with Bigge Equipment, based in San Leandro, CA.

Continental Crane's rental

Continental Crane Company is a new crane rental company based in La Mirada, CA



manager, Mike Rice, said, "We can state quite confidently that no one else in Southern California has such a large, new and environmentally-friendly fleet of rough terrain cranes as Continental Crane Co. We also have factory-trained and factory-certified technicians to service the equipment and a comprehensive parts department to meet every need of all our customers."



Link-Belt names distributor in United Kingdom

Link-Belt has aimed its sights on the UK crane market, announcing the appointment of NRC Plant Ltd. as its local dealer.

"The NRC Plant personnel have a strong legacy dating back to 1953 with excellent crane service," said Brax Snyder, Link-Belt worldwide sales manager. "I know they will bring the same high level of competent Link-Belt support to crane customers in the United Kingdom."

Link-Belt officially re-introduced its brand to the European market at April's Bauma exhibition in Germany, focusing its efforts on expanding the telescopic boom range through experienced, local distribution.

Tulsa Winch Group executives broke ground on an expansion at its headquarters facility in Jenks, OK

Tulsa Winch Group to consolidate operations

Tulsa Winch Group, a global leader in the design and manufacture of standard and engineered winch, gearbox and electronic load information systems, has announced it will consolidate the operations and corporate functions of dp Manufacturing and Greer Company into Tulsa Winch

Group's headquarters in Jenks, OK.

California-based Greer Company develops electronic load information systems and accessories for mobile equipment manufacturers. dp Manufacturing produces winches for the utility and towing and recovery industries, and the government.



FCOC spins off from ABC

The Florida Crane Owners Council (FCOC) has petitioned for status as a 501 (C) non-profit organization in the state of Florida, spinning off as a separate organization from the Associated Builders and Contractors of Florida (ABC). The organization chose to separate from ABC to improve its ability to address issues specific to crane owners and operators in Florida.

"The state and national issues challenging crane owners and operators are so significant that we felt the need to be independent of any other group," said Bruce Whitten, chairman of the FCOC and president of Fred's Crane based in Orlando, FL. "This new status will allow us to focus on legislative, insurance, tax, transportation, safety and operator certification issues specific to crane owners."



highlights

➔ Southern Industrial Constructors and its wholly owned subsidiary, Southern Crane, took first place in the 2006 Summit awards given by the Carolinas AGC, the state-wide affiliate of Associated General Contractors of America. The companies won the award in the subcontractor/specialty division for working more than 90,000 hours without a lost-time incident.

➔ IronPlanet announced third quarter gross auction sales of \$47 million. In total, IronPlanet auction participants have bought and sold nearly \$153 million of equipment since January 1, 2007, a growth of 30% over the same period last year, the company reported.

➔ All Erection and Crane Rental has released a 20-page equipment guide that features the equipment the company has in its fleet. The brochure includes complete equipment lists and specs for the entire fleet, along with photos and information about the company's equipment and services. Categories include hydraulic all terrain and truck cranes, hydraulic rough terrain cranes, tower cranes, crawler cranes, industrial and carry deck cranes, aerial telescopic booms, aerial articulating booms, aerial scissor lifts, forklifts, and boom trucks.

Manitowoc Model 1015 building bridges in Georgia



A barge-mounted Manitowoc Model 1015 is drilling shaft foundations in Georgia

A barge-mounted Manitowoc Model 1015 duty-cycle crawler crane is creating drilled shaft foundations on a replacement bridge project in Brunswick, GA. The crane is working for Coastal Caisson, a specialist foundation company and subsidiary of Bauer, a geotechnical engineering company.

On the project the Model 1015 is working with 105 feet of main boom together with a Bauer B 36 crane attachment to drill the caissons. The project includes more than 420 piles with diameters of either 54 or 60 inches, which are installed to depths as deep as 150 feet.

"The 1015 has a Bauer undercarriage with the upperworks and boom from Manitowoc, so it's a good combination," said Joe Kinworthy, Coastal's rental manager. "On this job we needed a crane that would give us the extra reach from the barge to the pile positions that our traditional foundation equipment doesn't provide."

The new bridge project is part of road improvement work on Interstate 95. Work started in September 2006, and the crane arrived in February 2007. The 1015 is expected finish its work by mid 2008. Main contractor on the job is Skanska and the client is the Georgia Department of Transportation.

Manitex introduces 30112S boom truck



Manitex introduced its latest S-series boom truck at the 2007 ICUEE show held in Louisville, Kentucky in October

The newest addition to the Manitex S-series boom truck line is the 30112S, which features a 112 foot main boom with a 46 foot two-section jib option, offering the highest tip height of any crane in the company's product range.

The new machine has self-lubricating boom slider pads, ROCSolid outriggers with radio remote control for ease of crane set-up, 22 inch aluminum outrigger floats, continuous rotation feature and a 360° work area. The crane also has a Mentor full display LMI system with wireless anti-two-block

New dealers for Hirschmann

Hirschmann Automation and Control (PAT) located in Chambersburg, PA has named three new premier dealers: Cloverdale Equipment (Michigan), North West Crane, (Alberta, Canada) and RW Sales & Service (Vancouver, British Columbia). Each dealer carries Hirschmann's line of PAT and Krueger crane operator aids, including the recently introduced PRS 40 EZ indicator for mobile cranes and the Hirschmann maestro load moment indicator (LMI) upgrade. For a complete list of Hirschmann dealers visit www.hirschmann-usa.com

system, a ride around operator control station, a hydraulic pilot crane controls for the smoothest operating experience, a rotation hoist drum indicator, a fully enclosed cab with diesel heater, and an hydraulic air-conditioner option for the crane cab. The

crane also features the Manitex Uptime 24/7 comprehensive support warranty.

Manitex is based in Georgetown, TX and is a leading manufacturer of boom trucks, aerial sign cranes, trolley boom unloaders and a rough terrain forklift.

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Heavy Lifts pay the bills? The **40124SHL** provides more capacity at radius than any boom truck in the market.

If **Duty Cycle** is the key, all **Manitex S- and SX-Series** boom trucks are configured with feather soft controls for multifunction operation, continuous rotation, retracted outrigger charts and oil coolers as standard.

Payload necessary? The **26101C** weighs up to 5,000# less than competitive models and the **30102C** provides up to 10,000# payload on a 54,000 GVWR chassis.

Wireline Work? The **102WL** provides 30 ton crane capacity and the **124WL** offers 134' tip height without a jib.

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More Models...



More Markets...





Markets have been pulled backwards and forwards over the last few weeks, with the positive of a further interest rate cut being wiped out by rising oil prices and poor profits in the banking sector. **Chris Sleight** reports

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,



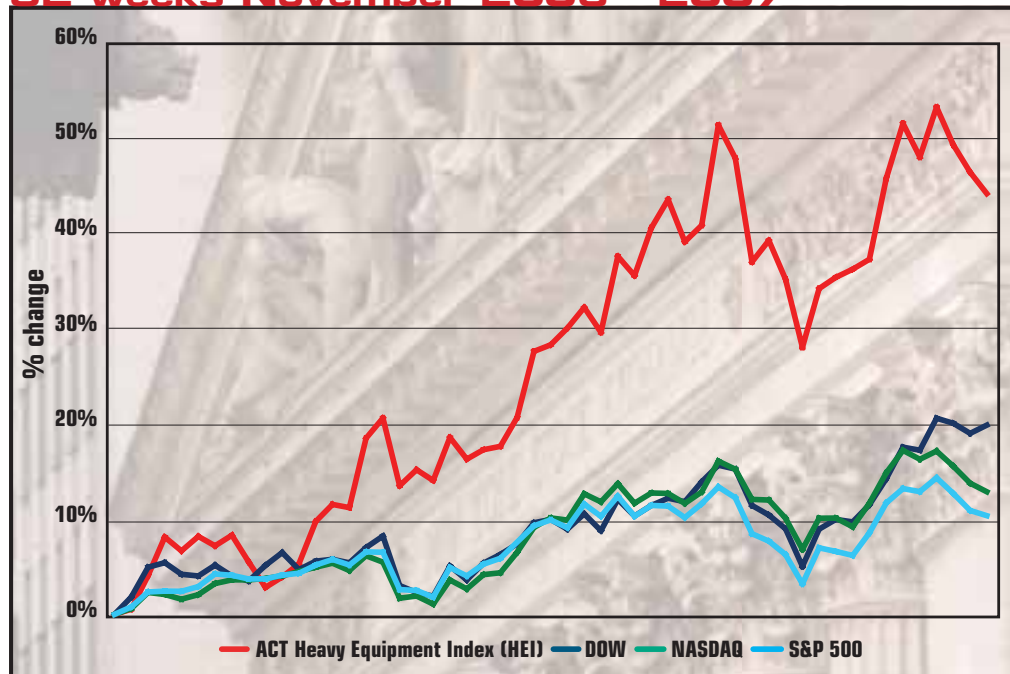
Ups and downs

Another 0.25 percentage point interest rate cut gave markets a lift in early November, but no sooner had this been announced than bad news from the banking sector took what steam there was out of the rally. Write-downs on bad loans by Credit Suisse and investor downgrades for Citigroup and Bank of America damaged confidence in the stock market as a whole.

The feeling seems to be that while the sub-prime credit crisis may not be having a huge impact on the real economy, the banking sector still has not got all of its skeletons out of the closet. This will impact on profitability this year and may lead to lower dividends, asset sales, capital increases and other things that upset investors by lowering share prices. There may also be more bad news to come in year-end financials.

Another problem that has grown over the autumn has been the rising price of oil. Low inventories and the approach of winter have seen the price creep up and threaten the \$100 per barrel mark. The cost of oil is at an all-time high, both in nominal terms, and in inflation adjusted real terms, which is to say it is above the level seen in the energy crises of 20 to 30 years ago.

52 weeks November 2006 - 2007



But this is not to say we're looking at a damaging recession along the lines of the early 1980s downturn. One reason is that there is less manufacturing in America now compared to 1980, and what there is, is more energy efficient. This means high oil prices have less of an impact on industry. Also, on the consumer side, people have more disposable income now than they did 25 years ago, so high gas and heating

prices make less of a dent in overall household incomes.

The other factors that contributed to the 1980s recession – high inflation, unemployment, tight monetary policy and sky-high interest rates – are also much smaller issues today.

Market reaction

The price of oil is still a problem, of course, and the stock market fall of mid October coincided with oil going above \$90 per barrel and staying there. As our graph shows, the September-October rally tapered off quite steeply in early November as oil prices rose and the banking sector disappointed. Just prior to this the *ACT* HEI had hit a record high of 197.16 points, eclipsing the previous record of 195.05 set on July

19, just prior to the sub-prime crunch.

But, as third quarter results showed, the real economy remains robust. There may be problems in residential building, but many heavy equipment companies said at the end of December that the slowdown in the US was more than compensated for by growth in every other part of the world. Indeed, the crane sector is still seeing order backlogs get longer rather than shorter.

So, while niggles from the summer's credit crunch and the price of oil continue to undermine optimism on the stock markets, the outlook is still positive. **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. In every issue we will report the performance of the HEI against America's headline stock market indicators, with commentary about the sector's ups and downs.



➔ **NORWAY:** Offshore winch manufacturer Odim ASA has bought fellow Norwegian companies ABAS Crane and Aker Brattvaag Winch in a NOK 80 million (\$14.9 million) deal.

Between them the two manufacturers supply a range of special cranes, lifting systems and specialized electrical winches for ships and offshore installations. Odim said together with its "unique" CTCU fiber rope winch system and other deep water installation products, the newly acquired services would provide a complete package for customers in the expanding market.

"Continued growth within all market areas, has resulted in increased activity in the after sales and service division, both nationally and internationally. This acquisition proactively adds substantial capacity and expertise to help realize the full potential within the important market area," commented Jogeir Romestrand, Odim CEO.

➔ **CHINA:** Chinese manufacturer Shanghai Sany Technology Co. Ltd. and Guangdong Power Engineering Corporation (GPEC) have agreed to jointly develop high capacity crawler cranes.

GPEC is a power engineering contractor approved by China's Construction Ministry. It purchased two 400 metric ton (448 ton) capacity Sany crawler cranes in 2006, the manufacturer said.

In addition, Liu Chengye, GPEC general manager, signed a purchasing contract for Sany's 900 metric ton (1,008 ton) capacity model SCC9000 crawler cranes to be used for the construction of nuclear power stations, according to Sany. The cooperation project and order will precipitate development of the SCC9000, Sany reported.

Larger models are also on the agenda. It said in a Sany statement that there is a joint development agreement for super crawler cranes above 1,600 metric tons (1,792 tons), which "amounts to more than a hundred million RMB. This project would change the monopoly of foreign super crawler crane in the Chinese market."

Asian high rise

CHINA: Lifting tests have been carried out on what is claimed to be the world's biggest gantry crane at the Yantai Raffles Shipyard (YRS) in China.

The \$40 million Taisun crane, named after a famous mountain in the Shandong Province, has a lifting capacity of 20,000 metric tons (22,046 tons), and at 122 meters (400 feet) is higher than a soccer football pitch placed lengthways underneath. It will be used to build semi-submersible rigs, jack-up drilling rigs, pipe-laying vessels and luxury yachts, among other items.

To date the Taisun's first beam has lifted 12,600 metric tonnes. The second beam was undergoing similar tests, with the exercise due for completion about mid-November making the crane available for commercial use.

According to YRS, there are already 10 major jobs lined up for the Taisun, with lifting requirements from 10,000 to 16,000 metric tons (11,023 to 17,637 tons), plus numerous

Management buy-out at Ainscough

UK: Following months of speculation Ainscough Crane Hire has announced that the company will be sold to its existing management team for £255 million (\$520 million).

Founded in 1976 by Gerald Ainscough and his family, the company has been run by three of his sons, Martin, James and Brendan, since 1984. It is now the UK's biggest crane rental company and employs some 1,000 people.

According to the company, its expansion follows internal growth and a range of acquisitions, resulting in a national network of



other smaller projects.

"The successful testing of Taisun will revolutionize the way major offshore projects are built in the future," said Brian Chang, YRS chairman. "Instead of small packages, modules and deckboxes

will be built to their optimized size before installing. This is expected to save two million man-hours in the building of each semi-submersible rig. The drivers are safety, quality and time, which all equate to cost." **act**

Hiab's largest knuckle boom

SPAIN: Hiab launched its latest range-topping knuckle boom loader crane at the end of October. The 92 tonne-metre model XS 1055, announced exclusively in *ACT* sister magazine, *International Cranes and Specialized Transport's* October issue News, page 8, was demonstrated to members of the press alongside the also-new mid-range XS 211 model.

The XS1055 was developed at Hiab's heavy crane facility in Zaragoza. It can have up to 10 hydraulic extensions giving a 24 meter (79 foot) outreach where capacity is 2.5 metric tons (2.8 tons). Adding the 145X-5 jib increases hydraulic outreach to 29 meters (95 feet) where capacity is 1.24 metric tons (1.4 tons).

Hiab, headquartered in Sweden, is owned by Cargotec in Finland, which also owns crane manufacturers Kalmar, Loglift Jonsered and MacGregor, among many other material handling company brands. At the 30,000m² (323,000 square feet) Zaragoza site 250 workers produced 1,256 cranes in 2006 and the forecast is higher for 2007.



25 depots, supporting the UK's largest fleet of mobile cranes, standing at 500 units.

Primarily serving the infrastructure, petrochemical

and general construction sectors, Ainscough provides cranes across a range of applications for clients that include Amec, Laing O'Rourke, Shell and BP. **act**



Back injuries are among the most common on-the-job ailments. Back injuries cost American industry an estimated \$10 to \$14 billion in workers compensation claims and an estimated 100,000,000 lost workdays each year. **Terry Young** reports



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

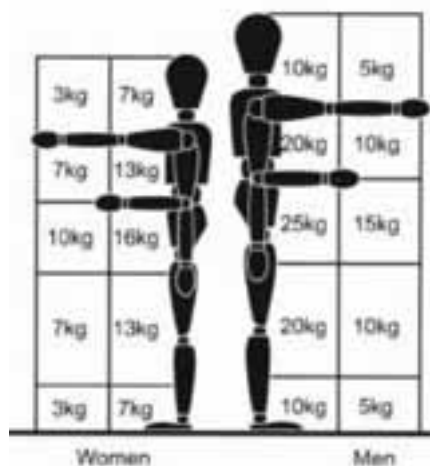
Oh my aching back

Having a company back injury prevention safety plan will give your employees the knowledge and training necessary to eliminate these costly workplace injuries. Your back injury prevention plan should encourage the use of equipment or mechanical devices to lift and move materials whenever feasible, using forklifts, dollies, hoists and the like. Also, the plan should detail the proper use of tools and equipment to lift loads safely.

The plan should set limits on objects that employees may physically lift, based on their weights and configuration. Employees should be instructed that two or more employees should work together when lifting heavy or awkward objects. Additional elements of the training plan should include proper warm up before lifting by doing light stretching and exercising before starting the work task. Supervisors should instruct employees in the proper warm-up techniques.

Training requirements

Back injuries can be prevented, but effective education is the key. The following back injury prevention guidelines will result in a safe working environment for all your companies' employees:



Relative lifting capabilities taking into account the zones around the body

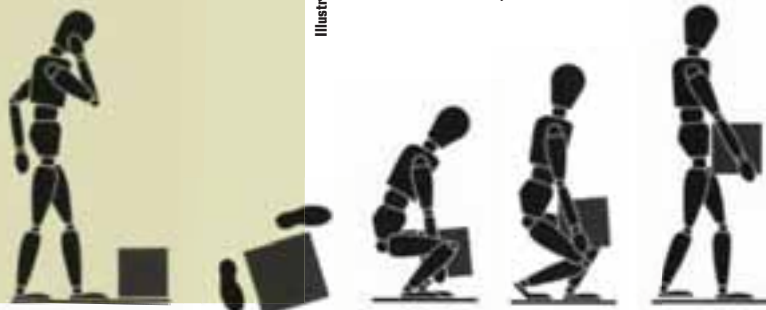
- Instruct employees of the importance of back injury prevention methods at the time of hire, and periodically remind your staff of these methods throughout the year.
- Employees should be in good physical condition and have the physical ability to perform the work task. Ask employees about their ability to perform routine lifting tasks.
- Employees must be instructed to ask for assistance when handling heavy objects.
- Coordinate and communicate the lifting plan and work task with each employee.
- Employees should be trained in the five key elements of an anatomically safe lift (see box).
- Supervisors and employees must be held accountable for implementing and following the back injury prevention guidelines established by your company.
- Avoid slipping and tripping by planning the lift and keeping work areas clean and free of these types of hazards.
- Employees should never wear a lifting belt or device unless it is approved by the supervisor. The supervisor should assure the employee is properly trained, fitted, and instructed in how to use such a lifting belt or device. Employees are often injured by the "Superman effect." This occurs when an employee is wearing a lifting belt or device and he or she believes it offers the capability to lift more weight than can safely be lifted. **act**



Proper lifting techniques

The five key elements of an anatomically safe lift include:

- 1 Plan the lift
- 2 Position yourself close to the load
- 3 Bend at the knees
- 4 Keep your back straight
- 5 Avoid twisting



Illustrations from www.phy.cam.ac.uk



Positions Wanted by Sany America

Sany Group is one of the top 50 global construction machinery manufacturers. For establishing, operating and developing the factory in Atlanta, GA. The following number of positions and personnel are wanted by the end of December, 2007.

Mechanical Engineer

- Responsible for mechanical system development and technical support for one of the products among pump machinery, road machinery, excavators, rotary drilling rigs and crawler cranes.
- Mapping out project development plan and design specifications of relevant products
- Conducting mechanical design and structural calculation of product, working out design drawings and instructions.
- Training service engineers and compiling relevant training materials.
- Collecting information on leading products and technologies at home and broad
- Familiar with the design software like AutoCAD, ProE, Ansys WorkBench, Patran.

Hydraulic Engineer

- Responsible for hydraulic system development and technical support for one of the products among pump machinery, road machinery, excavators, rotary drilling rigs and crawler cranes.
- Assisting in trial-producing and commercializing new products.
- Training service engineers and compiling relevant training materials.
- Collecting information on leading products and technologies at home and broad.

Electrical Engineer

- Responsible for electric system development and technical support for one of the products among pump machinery, road machinery, excavators, rotary drilling rigs and crawler cranes.
- Assisting in trial-producing and commercializing new products.
- Training service engineers and compiling relevant training materials.

Sales Representative:

- Accomplishing the monthly and annual sales assignments.
- Actively developing and maintaining relationships with end users and dealers, ensuring the contract quality and market reputation.
- Proposing marketing strategy in light of competitor analysis.
- Proactively collecting and giving feedback to competitors' and leading companies' competitive information.
- Contacting and tracking implementation of customer's order.

Capital Construction Manager:

- In charge of developing the project of constructing Sany America's industrial park in Peachtree City.
- Monitoring the overall construction project, covering the quality of design and plan, budget control, the period, quality and safety of construction, and so on.
- Ensuring fulfillment of the company's target and requirements.

Deputy General Manager

- Executing and advancing the routine work of Sany America.
- Establishing marketing and service systems suited to American market.
- Developing and implementing annual, medium, and long term strategy for promoting Sany brand in America.
- Having a comprehensive knowledge of competitors and leading companies and putting forward creative approaches for market operation of Sany America.
- Understanding technical requirements for Sany products' entering American market and removing the entering barriers
- Making recruiting, training and incentive policies.

Capital Construction Engineers (Quality Monitoring Engineer and Budget Control Engineer): two candidates (Network) Quality Monitoring Engineer for Capital Construction

- In charge of quality monitoring during developing the project of constructing Sany America's industrial park in Peachtree City, from design and plan to quality and safety control of on-site construction.
- Examining quality of the design and plan from the perspective of construction technology
- Inspecting the constructing site and monitoring the key quality control spot everyday.
- Reviewing quality record from the contractor and regularly submitting report on quality monitoring to the quality manager.
- Checking and monitoring the overall constructing progress and safety management, providing alarm report.
- Monitoring changes in project design and construction and providing proof of on-site inspection.

Budget Control Engineer for Capital Construction

- Controlling budget in the project of constructing Sany America's industrial park in Peachtree City.
- Taking part in the prior plan and design from an economical perspective.
- Preparing budget program of the whole project and proposing suggestions on amendment.
- Drafting budget manuscript and bid packages.
- Assisting the capital construction manager in organizing bidding process and evaluating the bid documents, as well as offering advices on selection of contractor.
- Assisting the capital construction manager in examining design and implementation change files and offering data support.
- Auditing contractor's actual budget documents.

Interested applicants please mail resume, related certificates and information on references to: sanyamerica@gmail.com

We'll inform you of the time convenient for an interview.

Sany America will offer competitive salaries, health insurance and 401K match.



Load charts, load charts, load charts

How can you assist
your operators
to pass a
certification
exam?

Graham Brent
reports

Some employers have learned the hard way that only by carefully establishing the proficiency level of their operators prior to training – otherwise known as a “training needs analysis” – do they really know how much instruction may be necessary.

As an example, before you can expect an operator to accurately read and interpret a mobile crane load chart, he or she clearly needs to be able to read. Make no assumptions! Illiteracy and learning difficulties are more commonplace than you might expect.

A simple pre-training test, perhaps comprising some of the “sample questions” available from the NCCCO web site (not actual test questions but of a type and style similar to those found on the exams), can provide useful insight into an operator’s basic linguistic and comprehension skills, as well as his or her knowledge about crane operations. If remedial “basic skills” instruction in the “three Rs” is required, then clearly the best time to do this

is before valuable training dollars have been spent trying to teach crane skills.

It's load charts

Employers often ask: What areas do candidates fail on the most? Well, as far as the mobile crane written exams are concerned (and using our real estate agent’s analogy again), there are three: load charts, load charts and load charts.

Knowledgeable crane experts all agree: there is no more abused, misunderstood or just plain ignored aspect of mobile crane operations than the crane’s load chart, a fact NCCCO can confirm based on its experience of administering more than 200,000 written tests. And yet, without a thorough understanding of



NCCCO Commissioners and members of the National Commission for the Certification of Crane Operators (NCCCO) Committees and Task Forces, traveled from all parts of the nation in October 2007 for their bi-annual series of meetings hosted in Houston, TX by BP America. In addition to the regular meetings of NCCCO exam management committees, the two task forces established earlier in the year to develop programs, respectively, for rigger certification and signalperson certification convened meetings to coincide with the event. Shown accepting a recognition plaque from Kerry Hulse, NCCCO Commission chairman, in appreciation of BP America’s generosity, is Don Jordan, who also serves on NCCCO’s Commission. A celebratory fish fry, at which NCCCO’s recent accreditation by the American National Standards Institute (ANSI) was celebrated, was sponsored by Haag Engineering at the firm’s Sugar Land office. Haag’s Jim Wiethorn, second row, third from the left, serves on NCCCO’s Tower Crane Management Committee.

EDITOR’S NOTE: This is the second of two articles, the first appearing in the October 2007 issue of *American Cranes & Transport*.



a mobile crane's load chart, an operator cannot have an accurate picture of either its capabilities or its limitations.

In any case, the ASME B30.5 mobile crane standard requires operators to "demonstrate their ability to read, write, comprehend, and exhibit arithmetic skills and load/capacity chart usage." And they must do so, "in the language of the crane manufacturer's operation and maintenance materials." Foolhardy indeed is the operator who ignores the rating chart in today's high-tech, versatile machines – equally so, the candidate wishing to become a CCO-certified operator.

Pre-training tests can also be useful in achieving employee "buy-in" and overcoming any negative attitudes. Operators who express doubts about their need for training usually either genuinely believe they "know it all" or fear failing the exam and the consequences this may have

on their future employability.

Pre-tests allow an operator to discover for him- or herself the limitations of his knowledge, to gain respect for the training process, and to realize the personal benefit that his or her full participation can bring. After all, what better way to give crane operators the recognition and respect befitting a skilled occupation than through professional certification?

Pre-tests can also help to build confidence while at the same time defuse the anxiety of examinations that many people harbor from their school days. Reports from several test site coordinators and instructors point to the benefit of having students overcome this fear by repeated test-taking during training.

This is a strategy that also allows the effectiveness of the program to be monitored, and the training focus to be adjusted as necessary. Becoming completely familiar

with the details of test-day procedures (registration, rules, seating arrangements, etc.) can also help to calm nerves.

The scheduling dilemma

Incorporating training into existing work schedules with the minimum of disruption can be a challenge. Some employers find that, short of shutting their company down for a week or more, their work schedules simply rule out putting all of their operators through crane school at one time. Others, with access to more flexible programs, have been able to organize after-hours or weekend sessions of an hour or two a couple of times a week over a couple of months.

Not only does this have the least impact on work schedules, but it provides for a more measured approach to training. Operators can take the information they acquired one day and put it straight to work at the job site the next day. Experts agree:

there's simply no better method of reinforcing learning than putting new found knowledge into practice. Moreover, slower learners can use the periods between training sessions to work on their particular areas of weakness.

The bottom line

The decision on whether or not to train your employees is one that OSHA, industry standards and just plain good sense have already made for you as an employer. How to provide that training, however, requires a careful evaluation of your company's resources, and a thorough review of the options available, along with recognition of some of the "human factors" and logistical issues that training brings.

It is not a process you should rush; the safety of your employees and those they work with, not to mention the general public, will likely depend on it. **act**

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ICUEE sizzles

Despite a day of hard rain, the International Construction and Utility Equipment Exposition (ICUEE) in Louisville, KY broke records with almost 18,000 utility and construction industry professionals checking out the show's exhibitions, workshops and other activities. Several manufacturers brought their latest products or launched entirely new ones at ICUEE.



Manitowoc debuts National, Grove units

Manitowoc Crane Group showcased the National Crane 1400A boom truck at ICUEE. The crane has a 33-ton capacity rating and features a 27-foot, five-section boom, which, the company said, is the longest in its size range. The longer boom allows the operator to perform more lifts without the use of a jib, reducing setup time and improving efficiency. The unit is also available with a 100-foot, four-section boom and a 110-foot four-section along with an optional 25 to 44 foot jib. The

boom truck's maximum vertical reach is 171 feet.

The boom also has "Easy Glide" self-lubricating wear pads, which reduce the conditions that cause boom chatter and vibration, resulting in smoother crane operation, the company said. Also giving smooth operation is a pressure-compensated load-sensing hydraulic system. The 1400A has "H"-style multi-span "out-and-down" outriggers, which have a 24 1/2 foot span fully extended, but can also be set up mid-span at 17 feet.

Ideal Crane Liberator line

At ETI's booth Ideal Cranes showcased its range of electric hydraulic cranes, known as the Liberator line, which spans from 2,000 to 6,000 pound machines.

The Liberator 6000 Electro-Hydraulic crane is designed for installation on trucks of 14,500 GVW or higher rating. It comes with a 25-foot non-metallic remote control pendant, power supply with all necessary wiring harness and circuit breakers. The unit has a 6,000 pound maximum capacity and a large diameter, self-locking, all steel worm gear rotation drive mounted on a slewing ring crane bearing with 360 degree power rotation.

Ideal Crane's director of manufacturing Steve Parkhurst said the machine is unique because traditional duty cycle machines "need to rest," but the company's PowerArm booming technology reduces energy required to raise boom, which allows longer work time.

Parkhurst said the main markets for these machines are fleet users, utility contractors and construction fleets. The machines, which are built in Tulsa, OK, are available with full accessories, outriggers, stiff leg in the smaller cranes, and all have wireless remote control options.



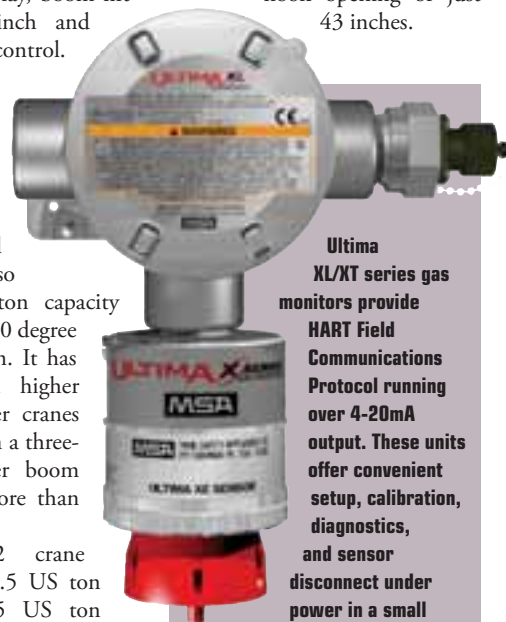
The boom truck also features a load moment indicator system with graphical display, boom lift and telescope, winch and anti-two block control. It also includes WADS (work area definition) as standard equipment.

The new Grove YardBoss industrial crane was also exhibited. The 9-ton capacity YB4409-2 offers 360 degree continuous rotation. It has longer reach and higher capacity than other cranes within its class with a three-section, full power boom that extends to more than 38 feet tip height.

"The YB4409-2 crane fits between our 8.5 US ton YB4409 and 10.5 US ton YB4411 models," explained Tom McCallum, director of industrial crane sales for MCG. "Its design comes from the cost-effective chassis from the YB4409, joined with the upper portion of the YB4411. The result is a higher capacity, more functional crane."

The crane also offers lower ground bearing pressure because of its 10% increase in outrigger pad area versus other cranes. A pivoting boom head allows for low-profile operation at boom angles above five degrees. With the boom at its maximum angle,

the YB4409-2 offers dimensions from boom tip to the base of hook opening of just 43 inches.



Ultima XL/XT series gas monitors provide HART Field Communications Protocol running over 4-20mA output. These units offer convenient setup, calibration, diagnostics, and sensor disconnect under power in a small and practical design.

A remote display is viewed through a portable handheld communicator, host DCS or laptop. Single-sensor units use catalytic, electrochemical and infrared gas detection methods for combustible and toxic gases and for oxygen deficiency. Applications for these affordable and versatile units include refineries, chemical and petrochemical facilities, steel mills, water and wastewater plants, mining and many others.



Altec's new cranes

On the fringe of Altec's massive exhibit space at ICUEE, the AC28-103B and the AC30-103S cranes were premiered. According to Brent Twombly, Altec Cranes Division sales manager, these two new models fill the gap between the company's existing 26103 S and 35103 S models.

Among the key features are the Pole Guide attachments for the 26 through 38 ton boom trucks and fiberglass jibs, which add the extra security of fiberglass when working out of a crane platform. The new boom truck cranes are available globally, with the primary difference being the type of chassis.

According to Twombly, the units are suited for general construction, as well as the electric utility markets. Manufactured in Roanoke, VA, the cranes will be available by late 2007.

Twombly said reception has been

strong for these machines, and that the company has experienced significant growth in the boom truck market. Although he said boom trucks sales as a whole have declined recently, he said there are

IMT introduces electric telescopic crane lineup

Iowa Mold Tooling Co. showcased, among its other machines, the 5005i crane, the latest addition to its range of electric telescopic models. The unit has a lifting capacity of 5,000 pounds and a maximum horizontal reach of 16 to 20 feet, depending on options.

The crane joins the other IMT electric crane models 2003i, 3203i, 4004i and 6006i that are designed for lighter lifting applications in the construction,

Mantis brings new crawler to ICUEE

Mantis Cranes showcased its latest crawler crane at ICUEE, the 20010RS, which William Mitchell, Jr., Mantis president, described as "a serious machine." The 100-ton capacity machine has a 128 foot, four section boom with a maximum jib height of the main boom at 137 feet. The unit can lift 40,000 pounds on the full main boom. It is powered by a 330 horsepower Tier 3 Cummins engine.

Mitchell said the machine is targeted for the railroad and re-railing market. He said the machine is "going head-to-head with side booms."

John Mitchell, vice president of business development at Mantis Cranes, in front of the 200RS



no plans to discontinue any of the models, nor has the availability of parts been a problem.

"The hydraulic system is what makes these [cranes] great,"

said Twombly. Other strong features include featherability of controls and safety features. Radio controls are available on all Altec cranes.

Lower profile TM-1882

Tadano's TM-1882 boom truck was on display at ICUEE with its "low profile" rear mounted unit on a short wheelbase Sterling. The unit sits 8 to 9 inches lower than a regular 1882. The non-insulated machine has 110 feet of power boom.

The four-year old model has a six section boom, which means no overhang over the cab, said Bryan Dammann, boom truck sales manager for North America. The benefit of the low profile allows the unit to fit under bridge clearances in certain areas, and the TM-1882 is NY certified. As standard with

Tadano machines, it has out-and-down riggers.

The units are manufactured in Japan. Baskets are available and are provided by Diversified.



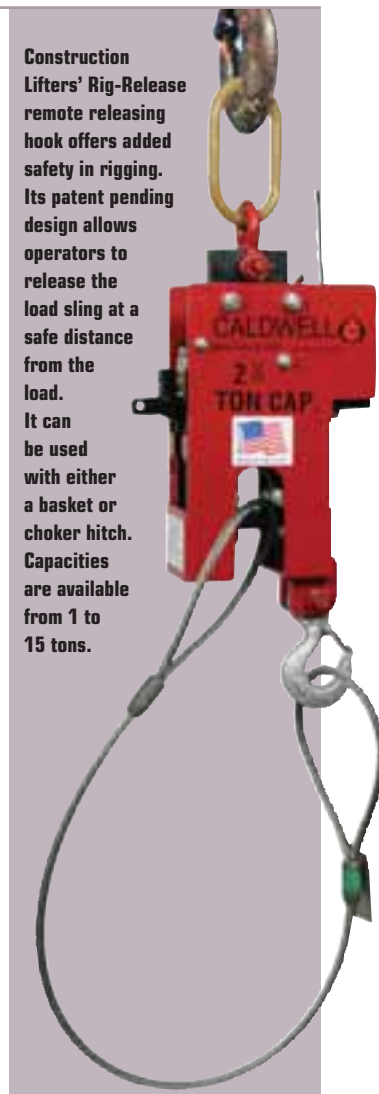
A low-profile TM-1882 non-insulated vehicle at work at Broadway and 58th, in New York City, NY



utility, public works, energy and railroad markets.

The mechanical and hydraulic systems on the 5005i (as well as its other electric telescopic cranes) has advanced design features, for example, the mechanical system includes an electric planetary winch and an all steel gear rotator, while the hydraulic system has low hydraulic flows, larger cylinder and lower system pressure and a hose break cartridge in the cylinder ports.

Construction Lifters' Rig-Release remote releasing hook offers added safety in rigging. Its patent pending design allows operators to release the load sling at a safe distance from the load. It can be used with either a basket or choker hitch. Capacities are available from 1 to 15 tons.



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ATF90G-4	(110 tons)	167.9' Boom Length / 59.0' Jib Length
ATF110G-5	(130 tons)	170.6' Boom Length / 98.8' Jib Length
ATF160G-5	(200 tons)	196.9' Boom Length / 122' Jib Length
ATF220G-5	(250 tons)	223.1' Boom Length / 122' Jib Length
ATF360G-6	(400 tons)	196.9' Boom Length / 236.2' Jib Length

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Rough Terrain Cranes

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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

GR-800XL-1



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In the realm of real estate, success is generally attributed to location, location, location.

Using this analogy, Neil Perkins says the key to the **SUCCESS** of Perkins Specialized Transportation Contracting is focus, focus, focus.

D. Ann Shiffler reports

The right

Neil Perkins gives a lot of thought to what he does and to doing it right. For this reason, his company is considered among the best in the business of hauling oversized and overweight loads throughout North America.

"We are one of a few companies purely focused on specialized transportation," he explains. "One-hundred percent of our capital and resources are dedicated to moving super loads over the highway. It's not a part of what we do; it's the only thing we do."

But this was not always the case. The Northfield, Minnesota-based company was started by Daryl Perkins, who spent his lifetime running the business. The company was mainly a truckload carrier utilizing vans and flat-bed trailers. The younger Perkins worked in the shop during the summers.

"I never was totally engaged in the business growing up," says Perkins, "although I always knew I had a desire to be in business for myself. It didn't matter if it was farming, or construction or trucking, just something where I owned the business and I was my own boss." After high school he went into the US Air Force and then on to college after that. While in college Perkins worked for a concrete company. His first association with the family business was suggesting that his father talk to the concrete company about hauling some of their products. And that he did.

Soon afterward Perkins' father asked him to join the business as a partner. He joined in 1972 with the goal of learning the business from his dad, but unfortunately, the elder Perkins passed away a couple months later. "I didn't get to learn too much from him," says Perkins.

But he forged ahead during a time when the trucking business was heavily regulated. "You needed operating authority to haul anything," says Perkins. "A lot of our focus was obtaining operating authority." In 1977 Perkins bought a company that had operating authority in 10 Midwestern states. This move was a milestone and growth opportunity for the small company.

Within three years the industry was completely deregulated, causing more adjustments to be made. Growth opportunity was abundant and the company grew its fleet to 120 trucks and some 160 employees by the early 1980s. The company chugged along throughout the decade until another milestone, or turning point, which refocused the company's services and strategy.

This month I was able to talk with Perkins about his company, his business philosophy and his take on the business of specialized transport. Following is an excerpt from our discussion, which I found to be interesting and inspiring.

Tell me about how a case of toilet paper led to a change in focus for Perkins Specialized Transportation Contracting. In other words, how did the company make the transition from the company your father started to the one you run today?

There have been several milestones in the company's history, like there are in most companies. One was when we purchased a company, which extended our operating authority and the next was deregulation, which caused us to go into a growth mode. At that time, everyone was out to grow market share in their respective markets. We went from 12 trucks to 120 trucks. We had a good business with good customers and good employees. But in 1988, I was in my office reviewing the year-end statement and for the amount of work we had been doing, I wasn't pleased with the results. We hadn't made as much as I thought we should have, and although we didn't lose money, I just wasn't pleased. About that time, my secretary came into my office and announced that we were out of toilet paper.

Was this something I really needed to get involved in? She explained that she had bought a case of toilet paper the day before. "So are you telling me it's disappearing?" I asked her.

I guess to me this was a milestone moment. I sat back in my chair, and in between not liking the performance of the company and realizing that someone was stealing from us, I decided it was time for a change in the business. That's when we started the methodical redirection of the company's resources from doing generic heavy hauling to reallocating our resources to doing nothing but the super load category type of work.

We basically looked at our business and got rid of the least profitable business first and began to sell off the least profitable assets, the step deck trailers, the double drops and flat beds and reallocated those resources into a very specialized type of equipment. We went from 160 employees down to 20 in 1989 and focused in on the business of extreme heavy haul.

So I guess the point is, this had nothing to do



Neil Perkins says his company's success can be attributed to its sole focus of offering specialized transportation of oversized, overweight and over dimensional objects

focus

with the toilet paper, but that's when the process started. It was a point in time and recalled to me simply because that's what happened. As far as the choice, I wasn't forced to do anything. It became a point of what I'd like to be doing.

In looking at the work and what we did best and the one thing I liked the most and enjoyed the most was the larger, oversized, overweight hauling we had been doing. It didn't happen overnight but as we started to refocus it has become our only business.

What keeps you engaged in this business?

First of all I enjoy it. I enjoy it a lot. I don't feel like I even go to work. It's like going to a recreational activity every day. That goes back throughout my career. Just recently my mother asked me, "Neil why do you keep working so hard and doing what you do?"

I'm playing with trucks. Like I did in the garden dirt as a kid. It doesn't feel any differently now than it did at that time. The only regret I have is that time is marching on and there will be changes down the road.

Almost three years ago I asked my wife to find a quiet place for us to go so I could plan my career path for the balance of my working days. She scheduled us a trip on the *Queen Elizabeth II* from New York to London and back. I spent almost every hour on that trip planning the balance of my career – what I wanted our business to do and for the time when I am no longer engaged. It was one of the best things I've ever done. I came off the ship with a plan for the business. I have a plan and I'm on a mission to do some things with the business between now and six or seven years from now and that keeps me totally engaged.

Do you have a succession plan for the business?

Yes, that is part of the strategic plan. Sometime between now and the next six to seven years, the business will be sold. We are positioning and organizing to be a good acquisition for a larger company. There's actually been quite a bit of interest in our business, and when the time comes, it will be sold as an on-going business. It will not be kept in the family. The next generation of company management is already on board and will be running the business. We have a good company to sell, it's just a matter of when.

What are the biggest challenges to running your business?

Trying to figure out how to get this crystal ball to work – that's the biggest challenge. The crystal ball came with lot of detailed instructions, predicting where the market will go. It's an ever-changing scene out there. Is it wind power, ethanol, power plants? The market is always in a constant state of change. Choosing which wave to ride is one of the most challenging things there is to do. We have a fairly large appetite for super loads and major investments in equipment and personnel to do the job. You want to have steady sources of work – minimizing business peaks and valleys – trying to get that crystal ball to work is the biggest challenge for me.

What is the most memorable job that comes to mind in your career?

If there was a job that absolutely was in that category it would jump out and it didn't. We've done many interesting jobs over the years. There's not one I'd identify as most memorable. I think that it's yet to come.

boiler haul

Perkins Specialized Transportation Contracting hauled five industrial boilers from Nebraska into a tar sands project in northern Alberta, Canada. The transporter used is a dual lane loading suspension system that is pulled by a 600 hp Kenworth C500 and pushed by a counterweighted 475 hp KW C500. The GVW of the combination is 440,000 pounds, is 211 feet long by 20 feet 11 inches wide by 17 feet of loaded height.



Above: The loaded transporter sits staged in an aggregate yard prior to the beginning of the move

Below: The fully assembled configuration pulling out of the staging area heading out toward Alberta



How has the business of specialized transport changed? What are customers looking for in a heavy haul company?

Customers are the driving force that keeps raising the bar for heavy haulers and I feel we have positioned ourselves well to meet their demands. I think the time has finally arrived where customers due diligence requirements have started flowing down to trucking companies. For years buyers of crane services have stated in contracts that vendors cannot lift more than 85% of crane chart capacity. Until recently, this type of directive has not been a part of equipment and operations provided by the trucking industry but we're starting to see it more often.

In the crane business the customer often tells the contractor by what standards they want the work done and we're seeing that more and more in transportation. Personally I welcome it and I think it's a good thing for the industry.

What do you think distinguishes your fleet and your services in the heavy haul market?

We are one of a few companies purely focused on specialized transportation. One-hundred percent of our capital and resources are dedicated to moving super loads over the highway. It's not a part of what we do – it's the only thing we do. We think that distinguishes what we do from those that do a combination of cranes and rigging and transportation and super sized loads mixed in with other transportation.

It's not uncommon for us to receive a packing list with 100 items and we'll pick the one or two that fit our scope of service and quote those items only. We do not broker out the smaller loads. We're better off leaving that type of work to the experts in that field and we focus on the big items.

I think a lot of our customers have a good understanding of the role that we play and respect us for the effort we put into just the super loads. We are not going to haul the other 98 loads because it will dilute our resources and time to do the big loads correctly. We feel super loads require an extraordinary amount of attention to detail, and we can't dilute these efforts.

What would you say is the niche of Perkins Specialized Transportation Contracting?

Perkins certainly isn't alone in the specialized transportation business, there are some very good competitors in the market, but generally we try to stay in a market niche that has a limited number of players qualified to do the business. Our company is technically and operationally very strong and we focus on business opportunities that maximize the use of those resources.

Our market niche is small and our marketing efforts have to be laser focused on finding

opportunities that fit our mission. Our marketing department does a great job finding and contracting business that capitalizes on our abilities to design, engineer and execute professional transportation solutions.

Perkins engineering capability includes 3D modeling, finite element analysis, and other highly technical features that allow us to present professionally engineered plans to our customers. With over 4,000 different equipment configurations to choose from, our engineers are able to optimize the equipment design for every move.

After a project manager has detailed an approved transportation plan the Perkins operations department is charged with its execution. The niche we are dedicated to serve requires highly trained and experienced personnel to safely execute on challenging projects.

All of our services are supported by equipment maintenance, fabricating, MIS, and financial departments that are all focused on one thing: oversized loads.

So what's Perkins' niche? it's easy – moving stuff that's hard to find, difficult to organize, risky to move, has elevated customer expectations, and pays the bills.

What gives your company an advantage?

It's probably our unified focus on what we've chosen to do in specialized transportation. Everyone in the company knows exactly what our business is and what the vision is for the future. There are no gray areas.

We've established a professional business culture and environment that attracts and retains great people. We've got an experienced talent pool to advance our business and they're all headed in the same direction.

Our customers and our work force have high expectations when it comes to a safe working environment. Safety is a part of our culture and is reflected in our record. One day of lost time has been recorded since 1985 for a finger injury. We can't un-ring that bell but we can do better. Safety is an advantage.

Attorney expense for the last 22 years totals less than \$5,000. I think this figure says a lot about a companies' business culture. This is an advantage. And, good customers that have continued to place their business with Perkins for many years.

Perkins handled the highway transport of a turbine from a Mississippi River terminal in Minnesota to a power plant site in South Dakota. The transporter used is a 14-line Goldhofer THP/DL dual lane loading hydraulic platform trailer with an 18-foot wide deck. The GVW of the combination was permitted at 656,767 pounds and was pulled by a counterweighted 600 hp Kenworth C500 and pushed by a 475 hp KW C500 mounted with a 28-ton capacity hydraulic crane. The combination was 217 feet 11 inches long (with pusher) by 18 feet wide by 18 feet 5 inches loaded height.



Pulling around a corner inside the facility where the turbine skid had been loaded and secured



The loaded transporter pulling up a hill to be prepped for the road haul



The transport is pulled and pushed en route to its power plant destination

What's the best business advice you can offer the next generation of leadership in the company?

I'm not sure I can call it business advice. I have a simple philosophy that life isn't all that difficult and neither is business. Just always do what you know is the right thing to do and things will always work out fine.

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Climbing higher

With the increase in high-rise building projects throughout North America, the demand for large-scale “European style” tower cranes has catapulted. **ACT** reports

Tower cranes are the rising star in the realm of high rise construction throughout North America. Tower crane usage has catapulted upward over the last decade with rental rates and demand all on the up and up. In addition, there are a host of new players in the North American tower crane market, including brands from Italy, Germany and China. ➔



AmQuip's new MR605B Potain is working on the new 50 story Ritz Carlton Hotel in Philadelphia, PA

AmQuip's customer on the Ritz Carlton Hotel project is B. Petrini & Sons. When the crane tops out in mid 2008, it will be on 542 feet of tower working with 164 feet of jib



Lewis Equipment Co., based near Dallas, is among the largest tower crane rental companies in the US. The company reports that it maintains the youngest equipment fleet of tower cranes available.

In 2006, Lewis introduced the SunCrane flat top tower crane series into the US. Manufactured in China, this modular style tower crane is offered in six different models, ranging from 4 to 24 ton lifting capacity and equipped with the latest drive and control technology, according to Jeff Pedigo, marketing manager.

Prior to 2006, Lewis Equipment's fleet consisted of a variety of makes of tower cranes, but a few years back the company made the strategic decision to sell and rent the SunCrane brand exclusively. Sticking to one brand offers many advantages, according to the company, mainly because parts are interchangeable, and

The 100 metric ton capacity Favelle Favco M1280D tower crane is the largest luffing tower crane the company produces for the North American market



Two Favelle Favco M760D tower cranes working at the Freedom Tower site in New York City



set up and maintenance is easier when service personnel are dealing with just one brand of crane.

"In the more than 20 years since we opened our doors, we have refined the ability to seek out and locate the most technologically advanced manufacturers of rugged construction equipment that the world has to offer," says Pedigo. "Lewis Equipment offers the most complete range of tower cranes to meet nearly all project requirements. We provide tower crane equipment to your job site on a bare rental or with an operator. Currently we operate eight offices throughout the US, with our newest office in New Zealand. Lewis also serves Mexico, Central and South America, and the Caribbean."



Assessing that the demand for tower cranes would increase, AmQuip Corp. based in Bensalem, PA made the strategic decision in 2004 and 2005 to build up a substantial tower crane business, investing in a new fleet of Manitowoc Potain and Terex tower cranes, and acquiring two companies with significant tower crane fleets. To handle this segment of the business AmQuip

established a separate tower crane division in Birmingham, AL.

Dennis Bates, vice president of AmQuip's tower crane division, says things slowed down a bit in the tower crane market in the summer of 2007 due to project delays. "But things are not slow now," he says. "We are covered up getting orders fulfilled and our 2008 backlog of work looks extremely good."

Bates says his team's goals are to "get them out, get them up and to make some money."

AmQuip has tower cranes on small- and large-scale projects throughout the country, especially in the Northeast and Southeast. "We



Bigge Crane & Rigging recently started a tower crane division, selling and renting Terex Peiner cranes. Power plants have been big business for tower cranes in the western US



A standard San Marco SMTTH crane fitted with hydraulic climbing assembly



A standard San Marco 600 series crane assembled for testing and certification at the San Marco factory in Borgomanero, Italy

continue to see strong growth in our luffer market in Boston, New York and Philadelphia," Bates says.

AmQuip recently erected a new Manitowoc Potain MR605B on the new 50-story Ritz Carlton Hotel in Philadelphia, PA. The crane is leased to B. Petrini & Sons. When the crane tops out it will be on 542 feet of tower working with 164 feet of jib, Bates says. "This project will top out mid-2008," he reports.

James Lomma of Lomma Crane & Rigging, based in New Jersey, has found a market niche renting and selling the Favelle Favco brand of tower cranes. These cranes are especially suited to build the very tall buildings, such as the new Freedom Tower under construction at the Ground Zero site in New York City, as well as the new Goldman Sachs building in that same Battery Park vicinity.

Lomma tells *ACT* that this segment of the market has done very well for his company and that the diesel-powered Favco machines are well suited for mid and high-rise construction in cities throughout the US.

"We bought them and began using them when no one else was using them or knew



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A Wilbert WT 200 e.tronic working on the Bastion construction site at the University of British Columbia

about them," he says. "We were able to get in our orders early with Favco, and we are getting most of the new machines being brought in for the next few years. We are able to get cranes when no one else could get them."

Lomma rents out other brand tower cranes as well, including Krøll and Manitowoc Potain luffers.

"The domestic tower crane business has been growing stronger," he says. "Tower cranes are relatively new to the US market, compared with other parts of the world."

Michael Khoo of Favelle Favco, says Favco luffers are renowned for their high speed and heavy lift capabilities. "We continue to see a growing demand for the Favco luffers particularly in large scale industrial and power plant projects," Khoo explains.

On the subject of the two Lomma-owned Favco 760 tower cranes now working at Ground Zero, Khoo says, "We are proud to be a part of the reconstruction effort [of the new Freedom Tower,] just like we were during the construction of the original towers."

Eagle West Cranes, based in Abbotsford, BC, Canada has been among the most aggressive companies in bringing new tower crane brands to North America. Over the past two years, the company has introduced the Wilbert range of tower cranes to the market and more recently



A Wilbert WT 200 e.tronic with shortened jib working on a poured concrete mid-rise project in North Vancouver, British Columbia

the San Marco line.

Wilbert produces a range of tower cranes rated from 150 to 650 ton-meters, as well as a 205 ton-meter luffing tower crane. Wilbert cranes are manufactured in Stromberg, Germany. The company is finishing up a new 215,289 square foot production plant that will open in the next few months. Annual production capacity at the new facility will be 500 tower cranes a year.

Eagle West has also begun selling and renting the San Marco brand of tower cranes, which comprises a range of city and tower cranes from 37 to 150 ton-meters.

San Marco has been manufacturing cranes in Borgomanero, Italy since 1961 and has an annual production capacity of 450 units.

Eagle West's Gerry Wiebe says the market for tower cranes remains strong and the new brands in the market are getting a good reception in markets throughout North America. **act**



Supplied by Morrow, two Liebherr 420 EC-H 16 Litronic cranes work on the Trump International Tower and Hotel in Chicago. Contractor is James McHugh Construction. Full hook height will top 1,100 feet

Zachry International is constructing three tanks for a liquid natural gas facility in Freeport, TX. On the job are six Liebherr 316 EC-H 12 Litronic tower cranes supplied by Morrow



Lewis Equipment distributes the China-made SunCrane exclusively in North America





ACT's sister publication *International Cranes and Specialized Transport* recently ran a comprehensive two-part series written by Heinz-Gert Kessel about tower crane evolution and design and an overview of the types of internal climbing tower cranes on the market. Following is an excerpt from those articles. To read the entire series, see the September 07 and November 07 issues of *IC*.

Tower crane operation and design varies

among manufacturers with each working to perfect their systems for better performance, heavier lifting capacities and ease of operation.

Heinz-Gert Kessel reports

Liebherr has developed a new internal climbing tower for use in narrow lift shafts. Depending on the upper crane, the outer dimensions are just 1.9 by 1.9 meters (5 foot 2 inches by 5 foot 2 inches) or 1.6 by 1.6 meters (6 foot 2 inches by 6 foot two inches). In addition, the space saving climbing hydraulics are safely located inside the base tower section

The BIG climb

A number of different systems have been developed by manufacturers to raise tower cranes from one operating level to the next. While in the old days rope systems were used, sometimes even relying on the crane's hoisting winch, modern devices use one or more hydraulic rams. The main difference among them is in the means employed to overcome the limited height of a typical hydraulic cylinder's stroke.

Most systems are developed by the tower crane manufacturers and work with that tower. Especially in the US and Japan, however, specialized crane accessory manufacturers have developed their own systems suitable for cranes of different brands. The various types of internal climbing system include:

Stationary crane with rope operated jumping frame

In the late 1970s, large capacity tower cranes for heavy high rise steel erection work were only available as customer-made machines. American Bridge and Manitowoc developed a simple but effective way to convert Manitowoc 3900W2 and 4100W crawler cranes into self climbing tower cranes.

The upper cranes were installed on Favco towers, connected to the so-called jumping frame. The frame was supported by a column bracket and pinned members (flippers) that could be rotated for clearance during jumping. Beams with electric hoists were erected and connected to the tops of the columns in the bay where the crane was located.

Next, the crane, free standing about 30 meters (98 feet 5 inches) high on the jumping frame, was hoisted to a higher set of column brackets. Originally this hoisting process was done by steel riggers simultaneously operating hand winches at each column corner under the supervision of an engineer who had to keep an eye on the crane to make sure that it was kept in balance.

A similar jumping platform with integrated retractable support outriggers and electric winches based on top of the edge columns of the bay of the crane is still provided by Cornell for its TG luffing jib crane range. The main benefit of the system lies in the absence of any second upper support frame typical for European style internal climbing cranes. In addition, climbing steps can be easily adapted to the building requirements as well as the actual size of the jumping frame.

Floor climbing system with yoke and hydraulic ram

Typically for European construction crane design, like BKT, Manitowoc Potain and Linden for example, one or two hydraulic rams at the lower climbing collar lift the crane by a yoke (climbing traverse) that grips into lugs at the tower. Due to the limited extension of the hydraulic rams, several climbing steps are used to reach a new working level. Reinforced mast sections must always be located just opposite the climbing collars, setting limits to the freedom of the climbing distances from one working level to another. While the crane is on two climbing collars, a third set has to be installed ahead of further jumping the crane. In addition, the whole hydraulic jacking system has to be reinstalled on the second climbing collar.

Climbing ladders

This system is widely used by European manufacturers, for example, BPR-Richier, Liebherr and Wolff. In contrast to the floor climbing system with yoke and hydraulic ram method, the hydraulic jacking system remains located in the base section of the crane tower. A pair of steel ladders is hung on opposite sides of the crane tower, supported from the upper climbing collar. Dogs in the special base tower section engage on rungs, or slots, of these ladder devices, moving up the ladders and engaging new slots as the central lifting cylinder is actuated.

Before jumping the crane from one working level to the next, the climbing ladders have to be relocated and a new climbing collar has to be installed. Driven by recent high rise concrete building projects, Liebherr has developed a new 200IC internal climbing tower with outer dimensions of just 1.6 by 1.6 meters (5 foot 2 inches by 5 foot 2 inches) and a 256/355IC tower with 1.9 by 1.9 meters (6 foot 2 inches by 6 foot 2 inches) square size. The outer dimensions of these towers are smaller than the standard Liebherr HC tower system to cope with small lift shafts.



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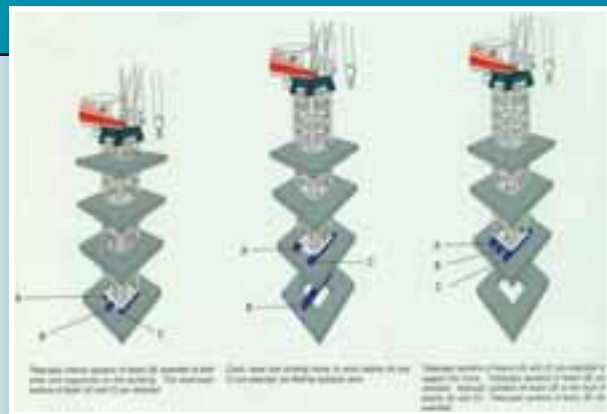
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Long stroke rams are used by Favelle Favco and Cornell cranes to jack the crane from one floor level to the next

upper crane climbs the tower to its full free standing height.

The crane can climb alongside the whole, usually 30 to 45 meter (98 to 108 foot) tower, so this system is

not tied to strictly rising by the height difference of a floor level. In addition, the climbing system is identical to the external climbing procedure, where tower sections are added through the turntable and the crane just climbs up again alongside the tower to the very top.

Long stroke rams

Cornell in the US and, originally, Favelle Favco, use a hydraulic extension of rams sufficient to raise the crane one entire typical floor height. If over-height floors must be climbed, intermediate steps must be arranged. At the tower base there are three telescopic beams. The middle one is connected with the hydraulic rams to raise the whole crane before the two outer ones are extended at the next level to support the crane.

Lifting column climbing system

This jacking device is realized on Kodiak cranes and can also be used for climbing inside an outer tower system as for floor climbing. A long column rests atop a beam that supports the crane at the old climbing level. Inside the crane tower hydraulic cylinders with a lifting saddle move alongside that column furnished with holes where, for every climbing step, a pin is inserted. Despite the fact that the climb is limited to the column's length, the fast working Kodiak jacking system enables a four-floor climb.

Japanese-style floor climbers

In contrast with most European climbing cranes, on Japanese tower cranes new tower sections are inserted through the slewing ring. The upper crane, therefore, can also climb alongside the crane tower, providing a real benefit for layout as an internal climbing crane. In operation mode, Japanese cranes are connected to the crane tower with an upper and lower lifting frame by pins hydraulically inserted into holes on the tower. By withdrawing the upper pins, and extending two main cylinders working alongside the tower, the upper frame elevates itself. Then the upper frame is locked again by pin and the lower frame is unlocked. By compressing the main cylinders the lower frame elevates itself.

As the tower elevates in small steps the connected foundation frame with retractable or foldable outriggers is lifted from the ground to the next suitable floor level. During that period the crane tower passes through the turntable and, usually, a hole in the boom foot section, while the machinery deck is resting with support beams connected to the upper climbing frame on the already built floor. As soon as the tower crane foundation frame rests on the designated floor level, the complete

No investment is needed in extra equipment to transform the crane into an internal climbing type. In general, the tower crane base can be easily adapted to the actual building bay using additional support beams with extendable shoes and even can be designed in a special way to accommodate the crane tower outside the centre of the bay.

The specialized tower crane base, working as a sole support of the elevated crane, is not always designed by the manufacturer of the crane upper. Yoshinaga Manufacturing Co. Ltd is the market leading company in highly sophisticated upper support beam and tower crane foundation frame construction with retractable outriggers in all crane capacity classes.

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Adaptation of external climbing cage for internal climbing procedure

For the construction of the new 229 meter (751 foot) high Seven World Trade Center in New York, Falcon Steel, a daughter company of Helmark Steel, used specially adapted Link-Belt TG series internal climbing tower cranes beside an external conventional Pecco SN355 climbing crane.

The quickly erected steel structure provided large bays for the two TG cranes. To climb the cranes in a fast and economical manner they were based on a jumping frame with extendable outriggers that span the building bay opening. A conventional external climbing cage is mounted below the upper support beams, again equipped with extendable outriggers.

The crane tower above and below the upper support beams stretches over four floor levels in each way. When the external climbing cage hydraulic ram is operated the whole crane upper, including the crane tower, the upper support beams and climbing cage, are lifted. As soon as the upper support beams are resting on a higher floor level, the hydraulic rams are retracted to let the base crane follow up.



Falcon Steel adapted the TG tower crane external climbing cage for internal climbing by adding a jumping frame and upper support beams, both grey and equipped with extendable outriggers

Adaptation of internal climbing devices for external climbing

As high rising building structures become more complex due to architectural freedom, it may even be desired to jump a crane outside the core of the building under construction or alongside large openings that can't be economically spread with a jumping frame.

On several prestigious projects under construction in China, special solutions were found for Favelle Favco tower cranes climbing alongside cores with sets of climbing collars mounted on specially designed outriggers. At first glance the "hanging" cranes look like external climbing cranes. They are jumped, however, in internal climbing mode, with the

great benefit that no tower reaching down to the building base is interfering with the construction process below the crane level.

In some cases the building shape calls for a transformation of a conventional internal climbing crane into an external climbing crane with climbing cage. It can be, for example, to top out the building where space is restricted in the roof area. This repositioning of the crane is often associated with a removal from the centre to the edge of the building under construction. In this case the complete crane has to be derigged and rigged at another place on the building. This can be more easily done when a pair of cranes is engaged because then one crane is used as an assist crane.

Internal jumping frame

Creative solutions for internal climbing systems adaptable to upper cranes from different manufacturers have a long tradition in the US. One of the most successful is the 2002 patented flexible climbing device developed by Federated Equipment Company.

This device has already been used for jacking Favco cranes of different sizes, as well as Link-Belt /Cornell tower gantry cranes from the TG range, on prestigious high rise steel projects. The system is applied at, for example, the New Goldman Sachs headquarters and Freedom Tower developments in New York.

On high rise steel construction projects the bay of a building under construction is normally larger than the cross section of a crane tower system with collars. This means that the floor area of the bay has to be filled up with temporary structures to accommodate the crane tower, which means there is a substantial amount of additional construction material and labor.

In addition, conventional crane lifting systems often require an entire day or even more to jump the crane causing severe down time in the construction process. Federated Equipment developed an improved lifting device in which the crane load is not distributed to horizontal beams of the building so the lifting can be performed rapidly. The system consists of an upper basket, a lower basket and a rectangular lifting frame for jumping the tower. The upper basket and the lifting frame are vertically sliding alongside the tower. The tower is attached to the lower basket that supports a tower crane and sits within a bay, formed by the vertical columns of the building under construction.

The basket has four outriggers with hydraulically operated sliding foot members resting on support stubs attached to the vertical building columns. Each outrigger consist of two arms leading from two edges of the basket to one column of the building bay, allowing best distribution of the forces generated by the crane tower. The lateral and vertical load is distributed vertically to the vertical columns rather than horizontally so no reinforcement of the building structure is needed.

Considering a typical 45 story steel building



Steel erector Canron used a similar climbing device with an upper and lower basket (blue) for the Times Square Tower construction in New York. Note the sliding foot members at their outriggers

the savings in steel cost and labor is estimated to be between \$500,000 and \$1 million. For increased fall protection during operation of the crane and to allow workers to walk on the baskets during climbing operation, a platform fixed with the horizontal arms of the basket can cover the entire building bay.

The crane tower has to be slightly modified. Angle pieces are welded to the mid-points of the diagonal bracings of the crane tower where hydraulic jacks fixed to the upper basket can grip for climbing operation. Climbing is done in two steps. First, using the lifting frame, the upper basket is raised alongside the tower and seated on support stubs at the desired level. Then, using the upper basket as support, as well equipped with outriggers and sliding foot members, the lower basket, including the tower, is raised. By repeating these climbing steps different floor level heights can be used to accommodate the crane. Its main restriction is the free standing tower capacity of the crane. The whole jacking operation is efficiently completed in just a few hours.

Like the outriggers of a mobile crane the lower basket gives enough lateral support so that the upper basket may not be needed when the crane is in operating condition.

At the initial construction stage, therefore, the crane can be installed as a free standing tower, with just the lower basket, before it becomes a climbing crane later on in the construction process. As a further benefit in this condition no concrete foundation for the crane tower is needed. Instead, just the first steel grid of the building under construction is needed, which, in North America, is usually rigged by mobile cranes.

To cope with different shapes of the building bay, variable long outriggers can be rigged at the baskets. Even one arm can be longer than the other three.

A similar climbing device, but rope operated and equipped with a tower integrated lifting column as climbing unit, was engaged at the 212 meter (698 foot) Times Square Tower project in New York by steel erector Canron. **act**

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A r e Y o u R i d i n g o n R i d e w e l l ?



American Cranes & Transport Magazine's 2007 ACTtransport50 includes 59 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 focus 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 29,378 pieces of equipment or vehicles.
- The total capacity in US tons of the entire ACTtransport50 is 1,268,874 US tons.
- The ACTtransport50 employs some 8,669 industry professionals.
- ACTtransport50 companies own and operate approximately 5,990 tractor/truck units.
- The ACTtransport50 represents a total of 1,362 headquarters and/or branch locations throughout the world.
- Some 22 of the firms on the ACTtransport50 report that their scope of work in the specialized transportation sector as international.
- Thirty-one companies in the ACTtransport50 listing consider their scope of work to be national and seven categorize themselves as regional.
- Some 10 companies out of the 59 listed are not headquartered in the US, with the company headquarters either in Canada, Mexico or the Caribbean.
- 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.



On a roll

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

Starting from scratch, last year at this time the editors at *American Cranes & Transport* created its benchmark **ACTtransport50**. The goal in 2006 was to produce a credible listing of North America's largest specialized transport companies. And that we did with some 40 companies making that first list. This year we are proud to bring to our readers a much expanded list with 59 companies represented and ranked by fleet size and capacity. Our second attempt at this list gave us 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 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.

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.

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

RANK	COMPANY NAME	HEADQUARTERS	# OF TERMINALS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT	WEBSITE
1	Landstar Carrier Group	Jacksonville, FL	1,000	International	1,200	Jay Felladori, vice president	www.landstar.com
2 ^{5*}	Mammoet USA	Rosharon, TX	5	International	167	Jan Kleyn, COO	www.mammoet.com
3	ATS Specialized	St. Cloud, MN	18	National		Gary Ascione, VP, GM	www.atsinc.com
4 ^{1*}	Fagioli	Pearland, TX	20	International	500	Eduardo Asciong, president USA	www.fagioligroup.com
5 ^{2*}	Lone Star Transportation	Fort Worth, TX	20	Continental	225	Doug Miller, vice president	www.lstinc.com
6 ^{3*}	Bennett Motor Express	McDonough, GA	110	International	207	David Lowry, president	www.bennettig.com
7 ^{4*}	Keen Transport	New Kingstown, PA	12	Continental	510	William Keen, president	www.keentransport.com
8 ^{8*}	Bigge Crane & Rigging	San Leandro, CA	7	International	600	Weston Settlemier, president	www.bigge.com
9	Combined Transport Inc.	Central Point, OR	6	International	450	Mike Card, president	www.combinedtransport.com
10 ^{9*}	Miller Transfer & Rigging	Rootstown, OH	17	International	77	James Unger, president	www.millertransfer.com
11	Turner Brothers	Houston, TX	9	National	450	Jack Schubert, CEO	www.turnerbros.com
12	Mullen Transport	Aldersyde, AB Canada	1	International	260	Wayne Sellers, vice president	www.mullentrucking.com
13	Bellemare Group	Tross-Rivieres, Quebec City, Canada	7	International	425	Jean-Luc Bellemare, president	www.transportbellemare.com
14 ^{7*}	Barnhart Crane & Rigging	Memphis, TN	18	National	680	Alan Barnhart, president	www.barnhartcrane.com
15 ^{6*}	Emmert International	Clackamas, OR	3	International	120	Terry W. Emmert, president	www.emmertintl.com
16 ^{10*}	J.F. Lomma	South Kearny, NJ	5	National	300	James Lomma, president	www.jflommainc.com
17 ^{11*}	Lampson International	Kennewick, WA	8	International	275	William N. Lampson, president	www.lampsoncrane.com
18 ^{19*}	J. Supor & Son Trucking & Rigging	Harrison, NJ	1	National	96	Valerio Colonna	www.jsupor.com
19 ^{13*}	Hodges Trucking Co.	Oklahoma City, OK	6	Regional	220	Justin Hodges, director of safety	www.hodgestruckandcrane.com
20 ^{38*}	Midwest Specialized Transportation	Rochester, MN	2	National/Canada	85	Allen J. Koenig, president	www.midspec.com
21 ^{12*}	Heavy Trans	Long Beach, CA	4	National		Chris Bragg, manager	www.braggcrane.com
22	Sterett Crane & Rigging	Owensboro, KY	5	National	85	William L. Sterett III, president	www.sterettcrane.com
23 ^{39*}	TransPort S.R.S.	Montreal, Canada	2	National	112	Daniel Provost	www.transportsrs.com
24	Marino Crane	Middletown, CT	2	National	102	Carl Marino	www.marinocrane.com
25	Palletized Trucking	Houston, TX	2	National	65	Mike King, president	www.palletizedtrucking.com
26 ^{20*}	Erickson's	Muskegon, MI	3	National	70	Steve Erickson	
27 ^{14*}	Burkhalter Specialized	Columbus, MS	4	International	125	Delynn Burkhalter, CEO & president	www.burkhalter.net
28 ^{18*}	DST Inc.	Milwaukee, WI	4	National	40	Wayne P. Kokta, manager	www.dawescrane.com
29 ^{15*}	McTyre Trucking	Orlando, FL	2	National	63	John McTyre, Sr., president	
30 ^{27*}	White Brothers Trucking	Wasco, IL	5	International	55	Don Renner, president	
31 ^{40*}	Energy Transportation	Casper, WY	3	National	100	Dan McGlade, president	www.energytran.com
32 ^{21*}	Southwest Industrial Rigging	Phoenix, AZ	3	National	125	Harry Baker, owner	www.swirusa.com
33 ^{26*}	Jimmy T. Wood	Memphis, TN	1	National	50	Dan T. Hale, operations manager	www.jimmytwood.com
34 ^{22*}	Trans-United Inc	Burns Harbor, IN	1	Worldwide	45	Jeffrey S. Fleming, president	www.transunited.com
35	MSA Delivery Services	Canton, MI	4	International	60	Jerry Rozum, president	www.msadelivery.com
36 ^{23*}	Rigging International	Alameda, CA		International	50	Vic Rollandi, chairman	www.rigginginternational.com
37 ^{16*}	Transportes Telleria	Santa Julia, CP Mexico	3	National	90	Guillermo Arce, CEO	www.transtell.com.mx
38	Transpalux	Weiswampach	3	International	20	Peter Adams	
39	Berard Transportation	Loreauville, LA	1	Regional	14	Johnny Berard, president	www.berardtrans.com
40 ^{34*}	Superior Transportation	Charleston, SC	1	Regional	45	Pat Barber, President/owner	www.superiortransportation.us

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 CAPACITY (US TONS)	TOTAL # IN FLEET
CAPACITY (US TONS)	# IN FLEET	CAPACITY (US TONS)	# IN FLEET			
						3,707
98,322	3,220	10,925	358	100	109,247	3,678
		66,725	2,180	900	66,725	3,080
58,174	1,471	12,236	1,070	112	70,410	2,653
0	0	46,300	1,752	700	46,300	2,452
475	4	39,560	1,059	700	40,035	1,063
4	200	25,335	639	335	25,535	978
22,970	680	8,100	171	52	31,070	903
	47		404	350		801
		16,941	505	184	16,941	689
2,800	92	8,340	209	302	11,140	603
240	3	10,820	390	190	11,060	583
660	122	9,915	261	125	10,575	508
9,826	238	8,269	138	131	18,095	507
16,295	355	6,490	72	65	21,680	480
660	18	18,860	342	105	19,520	465
8,486	320	2,359	36	60	10,845	416
5,208	210	3,750	116	40	8,958	366
		10,000	220	120	10,000	340
			185	150		335
4,000	122	6,180	140	61	10,180	323
1,800	63	5,900	173	70	7,700	306
	37		246	60		306
4,512	130	3,400	111	32	7,912	273
1,500	43	2,875	105	120	4,375	268
1,620	84	4,455	98	36	6,075	218
4,349	98	4,639	56	37	8,988	191
500	2	6,020	129	60	6,520	191
1,095	20	5,175	119	44	6,270	183
		4,620	122	47	4,620	169
1,050	28	5,530	97	40	6,580	165
1,107	40	2,635	76	46	3,742	162
		3,811	112	47	3,811	159
		4,450	78	65	4,450	143
		2,300	92	50	2,300	142
4,320	114			4	4,320	118
2,828	96	710	20	18	3,528	116
2,600	86	1,200	17	12	3,800	115
3,134	82	875	17	13	4,009	112
		3,650	77	29	3,650	106

RANK	COMPANY NAME	HEADQUARTERS	# OF TERMINALS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT	WEBSITE
41	Edwards	Shelbyville, KY	3	Regional	40	Mark Edwards, president	www.edwardsmoving.com
42 ^{32*}	Whitewood Transport	Billings, MT	2	National	20	John Hanson, vice president	www.whitewoodtransport.com
43	Intermountain Rigging	Salt Lake City, UT	1	National	90	Ron Montgomery, president	www.intermountainrigging.com
44 ^{24*}	Perkins Specialized Transportation	Northfield, MN	1	International	40	Neil Perkins, president & CEO	www.heavyhaul.com
45 ^{25*}	Precision Heavy Haul	Tolleson, AZ	1	International	24	Mike Poppe, president	www.precisionheavyhaul.com
46 ^{35*}	Henry A. Selinsky	Canton, OH	1	National	100	John Selinsky, president	www.selinsky.com
47 ^{29*}	Continental Machinery Movers	Nashville, TN	2	National	36	Steve Simpson, transportatoin manager	www.cmm-TN.com
48	DG Equipment Company	Brookville, OH	1	National	45	Russ Gilmore, president	www.dgequipmentco.com
49 ^{30*}	H. Brown Cranes & Rigging	Eunice, LA	1	Regional	55	Maurice Brown, operations manager	www.hbrown.com
50 ^{31*}	George Young Group	Philadelphia, PA	2	National	66	George S. Young, president	www.gyco.us
51 ^{33*}	Grand Davo Crane Service	Kalamazoo, MI	2	Regional/National	35	James T. Chamness, president	
52 ^{36*}	Coast Machinery Movers	South El Monte, CA	2	International	60	Larry Beard, CEO	www.coastmachinerymovers.com
53	Fikes Truck Lines	Hope, AR	4	National	53	Andy Jones, specialized operations manager	www.fikes.com
54	Primetime Trucking	College Point, NY	1	Regional	10	Joe Sceppa, president	
55 ^{28*}	Diamond Heavy Hall	Shandon, OH	3	International	30	Steven J. Engel, president, CEO	www.diamondheavyhaul.com
56	Centurion Heavy Haul	Smithville, ON, Canada	1	International	12	Frank DeVries	www.centurionHH.com
57 ^{37*}	Transportes Y Gruas	Querétaro, Mexico	5	National	110	Jose Perez, president	www.auriga.com.mx
58	Gruas ABC	Mexico	4	National	145	Bernabe Cortez, president	www.gruasabc.com
59	Caribbean Heavy Lift & Transport	Aruba	1	National	25	Marco van Daal, operations director	www.atcoaruba.com

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



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

top 10 modular/hydraulic/trailers/ dollies by capacity

1	Mammoet USA	98,322
2	Fagioli	58,174
3	Bigge Crane & Rigging	22,970
4	Emmert International	16,295
5	Barnhart Crane & Rigging	9,826
6	Lampson International	8,486
7	J. Supor & Son Trucking	5,208
8	Marino Crane	4,512
9	Burkhalter Specialized	4,349
10	Rigging International	4,320

top 10 specialized trailers (all multi-axle) by capacity

1	ATS Specialized	66,725
2	Lone Star Transportation	46,300
3	Bennett Motor Express	39,560
4	Keen Transport	25,335
5	J.F. Lomma	18,860
6	Miller Transfer & Rigging	16,941
7	Fagioli	12,236
8	Mammoet USA	10,925
9	Mullen Transport	10,820
10	Hodges Trucking Co.	10,000

MODULAR/HYDRAULIC/TRAILERS/DOLLIES		SPECIALIZED TRAILERS (ALL MULTI-AXLE)		# OF TRUCK/ TRACTORS	TOTAL CAPACITY (US TONS)	TOTAL # IN FLEET
CAPACITY (US TONS)	# IN FLEET	CAPACITY (US TONS)	# IN FLEET			
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
1,500	54	2,075	20	16	3,575	90
200	6	4,290	70	12	4,490	88
647	21	1,314	57	80	1,961	80
		1,900	47	28	1,900	75
		1,760	38	25	1,760	63
939	25	960	19	17	1,899	61
950	28	656	13	13	1,606	54
		1,390	34	16	1,390	50
		20	500	10	500	30
		3,800	29		3,800	29
		300	8	15	300	26
		3,200	9	14	3,200	23
215	2	340	12	8	555	22
250	2	170	3	6	420	11
				14	1,069	
				16	771	

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 2006 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**



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Finding the right route was the biggest challenge for Bigge Crane & Rigging transporting a 400,000 pound transporter from Seattle through the mountains to a power station in Cashmere. **ACT** reports

Cascade cruise



The overall dimensions of the tractor and trailer combination was 200 feet long, 16 feet wide and 17 feet tall and, including the trailer, weighed 574,000 pounds

The day Bigge Crane & Rigging loaded the 400,000-pound transformer onto its rig was the official start of the project to haul the over-sized cargo some 200 miles across the mountainous Washington state terrain. But the job had actually started months before, with Bigge's Seattle-based division challenged with finding the perfect route for the transformer that had arrived into the Port of Seattle via barge from Asia. Bigge would handle the transport from the port to Andrew York Power Station in Cashmere, WA.

Route challenges

"Our biggest problem or challenge for this project was finding a route that the state would let us travel," says Jimmy Throne, Bigge project manager. "We were denied a permit four times before finding the route that would work for the state and all the other [entities involved]."

Throne says it took him about three weeks of work to chart out the route that the state would agree to and that all the counties involved would also approve. At issue were small county roads through the Cascade Mountains



Among the special conditions that complicated over three months of planning and permitting for this long distance haul were police escorts, pilot cars, disruption of traffic, a multitude of bridges, major interstates and railroads, overhead traffic signals and utilities, and steep mountain grades

at Snoqualmie Pass and Bluet Pass.

The route was finally approved when Throne found a route combination that involved turning off from I-90 and traveling down a county road to avoid construction, traffic, clearance and load-axle issues.

Bridge analysis

The route bypass did require that the company hire a bridge engineer to make sure one particular bridge on the county road could accommodate the weight. Once it was

determined the bridge could handle the load, it was "all systems go."

The transformer was loaded onto Bigge's specialized 12-axle beam and dolly trailer, which was powered by two prime movers. The overall dimensions of the tractor and trailer combination was 200 feet long, 16 feet wide and 17 feet tall and, including the trailer, weighed 574,000 pounds.

The trip began in Seattle at midnight and included a convoy of police escorts and pilot cars. The crew traveled an average of 40 miles a day through the metropolitan areas of Seattle and Bellevue, and then on through the Cascade Mountains.

Daily adventures

Throne says things went according to plan, but it was slow going with each day a new adventure due to the time of day they were allowed to roll.

"We could only travel after midnight in Seattle and from 02:30 to 06:30 a.m. through the Bellevue district," he says. "Once we left

that district, we were required to travel during the daytime and then back to midnight to 5 a.m. when we reached the pass at Cle Elum, WA."

The trip started on a Saturday and culminated at the power plant the following Thursday. Each day had a different requirement: some allotted time in the night hours and some allotted time in the daylight hours.

At one point, the team parked the rig all day for the crew to get the rest needed to carry on.

"There were certain areas along the route where we would need escorts from Washington state troopers," says Throne. "Our load was 200 feet from bumper to bumper using a pull truck and push truck."

Once at the power station the transformer was offloaded using a jack and skid process.

"We don't use cranes at power stations for the most part," Throne says. "There are usually too many overhead obstructions. For this unit, we jacked it up and put it on a slide system moving it to the pad."

act

START:

Port of Seattle, WA
(transformer had arrived by barge from Asia)

FINISH:

Andrew York Power Station, Cashmere, WA

TOTAL DISTANCE:

Approximately 200 miles

TIME SPAN:

Saturday through Thursday

WEIGHT OF TRANSFORMER:

400,000 pounds
Total weight (including trailer) 574,000 pounds

DIMENSIONS OF TRACTOR AND TRAILER COMBINATION:

16 feet wide, 17 feet tall, 200 feet long

TRACTORS UTILIZED:

Two prime movers: one push, one pull

TRAILER:

Specialized 12-axle beam and dolly trailer



LEFT: Each day was different depending on the stage of the route traveled. Some stages required night travel and others required daytime travel only

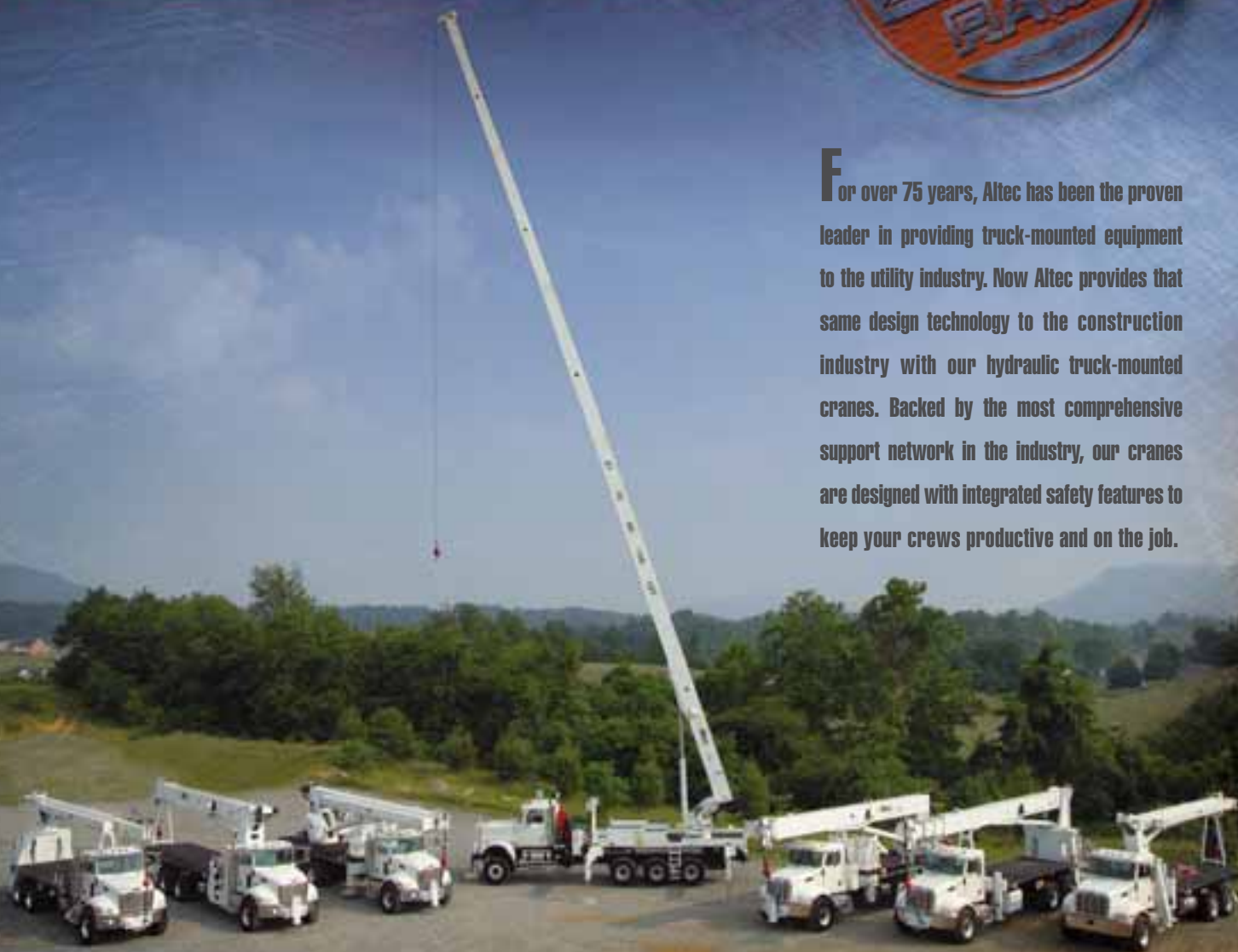
BELOW: The transformer was loaded onto Bigge's specialized 12-axle beam and dolly trailer, which was powered by two prime movers



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An association can sometimes be most effective when serving those benevolent interests of members which cannot be met effectively by individual action. Sometimes, opportunities arise in which SC&RA can become even more powerful by forming partnerships with other associations

By association

Significant benefits flow to society from the work of associations. Representing an enormous collective presence, associations impart social and economic benefits that touch untold millions of Americans every day.

For the nearly 60 years of its existence, SC&RA has taken seriously its role as a good corporate citizen. For example, programs to enhance safety on the highway or the worksite have always been of the utmost importance to the association and its membership.

Our association is most effective when serving those benevolent interests of members which cannot be met effectively by individual action. Sometimes, opportunities arise in which SC&RA can become even more powerful by forming partnerships with other associations.

Such is the case with our efforts to support a program of the Edison Electric Institute (EEI), an association of shareholder-owned electric companies. EEI's Spare Transformer Equipment Program (STEP), approved earlier this year by the Federal Energy Regulatory Commission, is a vehicle that helps utilities and utility representatives to work together through a sharing agreement to be better able to restore service to customers in the event of deliberate destruction of utility substations. Of course, STEP could also be a viable program following a hurricane or other natural disaster.

On October 17, SC&RA executive staff met with EEI representatives to discuss ways that SC&RA and its members can support STEP. Toward this end, EEI is seeking SC&RA members to serve on a STEP task force to consider potential possibilities for cooperation. EEI plans to establish this task force before the end of 2007.

SC&RA's involvement in this effort makes good sense because our association's members generally are the companies called upon to transport, lift and position large transformers. Three of the six winners in the association's most recent Hauling and Rigging Job of the Year competitions involved work in power plants.

We feel confident we can help keep STEP moving in the right direction. These efforts will build on a tradition initiated with Highway

Watch. This highway sector's national safety and security program is administered by the American Trucking Associations (ATA) under a cooperative agreement with the U.S. Transportation Security Administration.

Highway Watch prepares America's transportation workers to prevent commercial vehicles or their cargo from being used as weapons and to protect the nation's critical infrastructure and other potential terrorist targets. Participating truckers add an important layer to our national security as they watch for suspicious situations and behavior along our nation's highways every day.

Making many SC&RA members an even more valuable resource in this endeavor is their familiarity with the targets favored by terrorists. If something looks out of the ordinary, these members most likely will notice.

SC&RA also participates in other ATA initiatives, as well as those of the U.S. Chamber of Commerce and other powerful organizations. Although the results these alliances deliver frequently benefit the general public, we generally favor programs that can have a positive impact for our members.

A prime example is the Drug-Free Workplace Alliance. SC&RA is one of 13 contractor associations and unions participating in this alliance organized by the U.S. Labor Department to focus on improving workplace safety and health in the construction industry through substance abuse prevention and intervention.

A study released July 16 by the Substance Abuse and Mental Health Services Administration (SAMHSA) found that illicit drug use among construction workers was 15.1%, second only to food service workers at 17.4%. Substance abuse often leads to accidents, injuries and lost workdays.

As the association continues to seek out new alliances, we encourage members to become active participants. A great opportunity now exists for members interested in becoming involved with the STEP task force. For more information on STEP or other SC&RA important initiatives, contact the association at (703) 698-0291 or send me an e-mail to jdandrea@scranet.org

Membership rolls are growing. **Terry White** reports

Rewarding growth

SC&RA takes great pride in its record of membership growth and retention. During the past 20 years, the association has grown over 225 percent.

The association crossed the 1,200 company member mark for the first time in 2006 and is now making a push for 1,300 members by the end of this year.

Helping to make such growth possible has been the association's impressive overall member retention rate. In 2006, SC&RA enjoyed a 94 percent retention

rate. The average retention rate for all associations is under 87 percent, according to the American Society of Association Executives.

The majority of SC&RA members have belonged to the association five years or longer, and 15 percent have belonged 20 years or longer. Thirty-nine members (3 percent) have been with the association for 40 years or more.

Since 1995, SC&RA has

recognized member loyalty by presenting Longevity Awards during the Annual Conference. Companies receive these awards at five year intervals, beginning at 25 years.

Rewarding longevity

At the 2008 Annual Conference, April 15-19, Bonita Springs, FL, SC&RA will honor six of its founding members with 60 Year Longevity Awards. Those companies are Dawes Rigging & Crane Rental, Dobson Industrial, Hastings Truck Company, Main Trucking & Rigging, Southwestern Industrial Contractors and Wilhelm Trucking & Rigging.

It should be noted that long-term statistics about membership are somewhat deceptive because they do not reflect mergers of member companies with other member companies. Although the merged companies may become larger and stronger than those they replace, the net effect is a reduction in the SC&RA membership total.

John Ward, SC&RA president and president of All States Freight System, Twinsburg, Ohio, says the unique nature of the membership instills loyalty to the association.

"This association and much of our industry were built by family-run companies," he points out. "In a sense, the whole association has become

like a family. Members within SC&RA go to great lengths to foster business partnerships, and many of these have developed into lifelong friendships."

Like the businesses themselves, association membership often flows smoothly from generation to generation. Jim White, president of White Brothers Trucking, remembers attending SC&RA meetings with his father while still in high school. In 2006, White completed his term as SC&RA president and received his company's 50 Year Longevity Award on the same evening.

While placing a high value on its long-time members, SC&RA also makes a point of making new members feel welcome. The free meeting registration included with each new membership encourages members to become involved. Once at the meeting of their choice, they are greeted warmly during first-timer orientation sessions.

Retention pays

SC&RA efforts in recent years to attract new members and get them involved are paying off. The percentage of members who renewed after the first year jumped from 54 percent in 2001 to 87 percent in 2006.

Indeed, the association has made a concerted effort to improve the value of membership for all members. SC&RA has worked particularly



President's Award

Each year about a fifth of SC&RA's new members are recruited by other members. SC&RA acknowledges its most successful recruiters with the President's Award.

Any SC&RA member can win this award by helping to recruit three new members by the end of the year. This award is a glass plate etched in gold against a blue velvet background, handsomely framed in walnut to be a constant reminder of SC&RA support. A larger version of the award goes to members who help to bring in at least five new members.

SC&RA honors President's Award winners during the Annual Conference and lists them in the Membership Directory. The association greatly appreciates members who recommend SC&RA to prospective members, and very little extra work is required on the part of members. "Member-to-member recruiting has been a key component of our program of growth," says Jackie Roskos, SC&RA director of marketing and membership. "We wish to thank every member who assisted in these efforts to ensure the continued strength of the association."

Members are asked to simply supply the association with basic information about a company they work with that could benefit from all SC&RA offers. The Association does the rest.

■ For additional information on membership, contact Roskos at: 703-698-0291 or jroskos@scranet.org.





TERRY WHITE is president of T&S White Company, a writing, editing and graphic design firm in Burke, Virginia. He has written for organizations that include: Brick Institute of America; Finishing Contractors Association; Ironworker-Management Progressive Action Cooperative Trust; National Erectors Association; and US Chamber of Commerce. His relationship with SC&RA dates back to 1991.

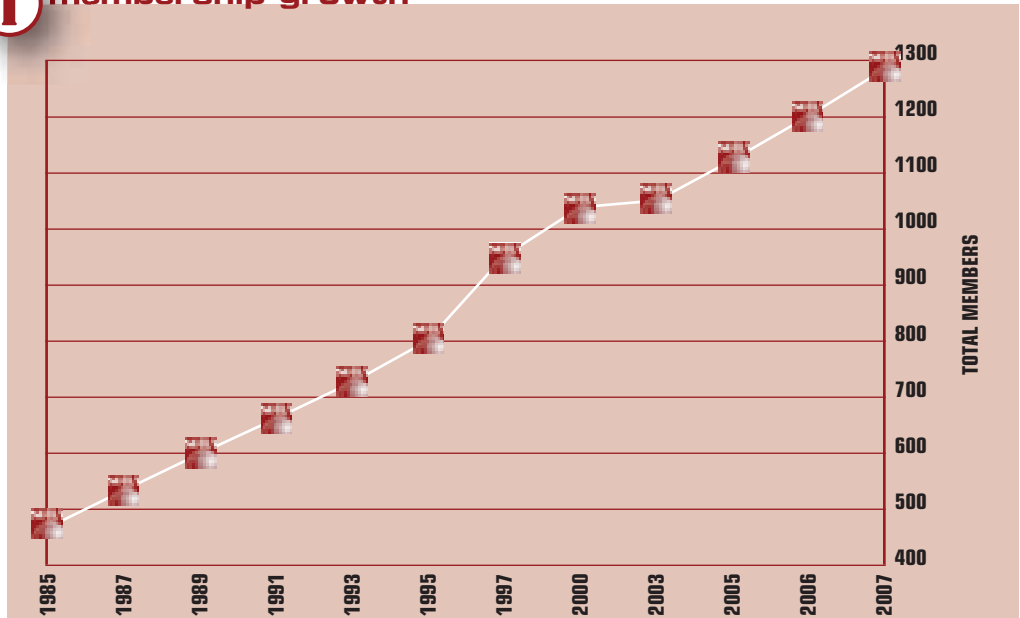


membership growth

hard to improve the quality of speakers, sessions and ambience of all major meetings. For example, the recent Crane & Rigging Workshop became more comprehensive with the addition of several marketing sessions. Similarly, SC&RA continues to seek improvements in its publications, government relations programs, safety products and more.

"Our association's numbers look good, but they don't tell the whole story," says SC&RA Executive Vice President Joel Dandrea. "What counts most is that we have an extremely dedicated staff and involved membership that take an active role and great pride in working for the best interests of the entire industry."

act



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Being overtired might seem like an inconvenience and sorry excuse for poor performance, but it is much deeper and more complex than that. Employees are just not as good at what they do when they do not get enough rest

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.



According to the National Transportation Safety Board, fatigue is attributed to 30 to 40 percent of all fatal heavy truck accidents.

Tim Hillegonds reports

Rest assured

In a typical scene around my parents house during the holidays, I walk into the living room after Sunday dinner and see my father sitting in his chair – feet up and football game on the television loud enough to do a small amount of hearing damage – and seconds after popping his eyes open and seeing me he says, "I wasn't really asleep, I was just meditating on unconsciousness."

It is a comical way to put it, and I laugh every time I hear it, but fatigue and sleep apnea, and America's every growing appetite for working harder, faster, and longer are starting to turn some heads. Experts have studied sleeping patterns and the like for about as long as people have been doing it, but when the automobile, and later the truck, were introduced to society, these studies took on a whole new meaning. Sleeping and the lack thereof all of the sudden took a prominent role in accident causation studies.

Fatigued drivers were falling asleep at the wheel and people were dying. In 2001 the Washington D.C. National Sleep Foundation (NSF) took a poll that revealed that 63% of American adults do not receive the recommended eight hours of sleep necessary for good health, safety, and optimal performance – an alarming percentage considering the consequences of fatigue which include, among other things, higher instances of motor vehicle and work-related accidents,

decreased productivity, and adverse health effects. Daniel O'Hearn, a John Hopkins University sleep disorder specialist, observed, "People don't respect sleep enough. They feel they can do more – have more time for work and family – by allowing themselves less time for sleep." But we couldn't be more wrong.

Got sleep?

According to the National Transportation Safety Board, fatigue is attributed to 30 to 40% of all fatal heavy truck accidents, and there are more than 100,000 accidents on our nation's highways that are the direct result of sleep deprivation.

To take it a step further, perhaps the most noteworthy disaster resulting from fatigue is the Exxon Valdez Alaskan oil spill. On March 2, 1989, 10.8 million gallons of oil (this number is disputed) spilled into the Prince William Sound near Valdez, AK. The third mate, who shared a substantial amount of the blame for the accident, had only had six hours of sleep over the previous forty-eight hours. The National Transportation Safety Board found that "the third mate failed to properly maneuver the vessel, due to the ship being on autopilot." Consequently, the spill generated a cleanup bill in 1989 alone of almost \$2 billion – an unbelievably expensive lesson on the importance of sleep.

But if we take that lesson back down to the

level of the everyday Joe, the kind of guys that are not commandeering multimillion dollar ships through icebergs off the tip of the Alaskan coast, we can still see that fatigue is seriously affecting us. So much so that studies have confirmed that sleep-deprived drivers can be just as dangerous as drunk drivers.

A study by the *British Journal of Occupation and Environmental Medicine* found that people who drive after being awake for 17 to 19 hours performed worse than those with a blood alcohol level of .05 percent. Statistics confirm that the only way to truly improve the safety of US highways is to significantly reduce the number of sleep-deprived drivers.

So what does this mean to us? It means that as employers we need to be cognizant of what is really going on and who is really being affected. Being overtired might seem like an inconvenience and sorry excuse for poor performance but it is much deeper and more complex than that.

Consider this: Since the advent of the light bulb people sleep 500 hours less each year. Before modern technology revolutionized the daily time allotments we gave to specific activities, people enjoyed a daily "sleep diet" of about 10 hours. With most Americans, getting between five and seven hours of sleep at night, it seems that our current "sleep diet" is noticeably less than evolution intended. And maybe that is okay if you work in a



Each year, more than 100,000 accidents are considered the direct result of sleep deprivation

library or lick postage stamps for a living but when you are hauling a D8 coast to coast, it just doesn't cut it.

When you think about it, it's the same message that we preach to our employees. Be responsible. Be accountable. Work hard. Care. But we need to take our own suggestions and apply them to our managerial roles as well. If your best driver, your most trusted employee has not gotten the full 10 hours of rest he needs as required by the FMCSR, you have got to keep him home. Yeah, it might be an inconvenience. Yes, he might be the only driver available. But when he is finally rested and he gets back on the road and makes another successful trip, you will know you did the right thing.

In essence, it is saying the words "sleep tight" ...and really meaning them. **act**



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Cornick named CFO of Southern Industrial and Southern Crane

John Cornick has been named chief financial officer of Southern Industrial Constructors and Southern Crane based in Raleigh, NC. In his new capacity, Cornick will oversee the day-to-day accounting operations of offices in Raleigh and Wilmington, NC and Columbia, SC.

"John has many years of experience in the construction industry and will serve an

important role managing internal needs and outside relationships for Southern Industrial," said Earl Johnson III, president. "I'm delighted he has joined our team."

Cornick earned his bachelor's degree in business administration from the University of North Carolina at Chapel Hill. He has 10 years of public accounting experience and more than 15

**John Cornick**

years of experience working in the construction and real estate industries.

Founded in 1962, Southern Industrial provides a wide range of services throughout the Southeast, including turnkey industrial construction, industrial electrical construction, turnkey plant installations and relocations, turnkey rigging and plant maintenance service, and specialized metal fabrication. Southern Crane provides state-of-the-art crane and rigging services, and has been a leader in a national safety movement to encourage the certification of all crane operators. **act**

Piva takes on new role at Cattron

Cattron Group International, global manufacturer of remote control products and professional services for the industrial, mining, commercial mobile and railroad markets, announced the appointment of Marlon Piva as industrial sales manager for Cattron-Theimeg Americas Ltda. Piva is responsible for sales of the company's industrial products throughout Brazil.

Piva earned a degree in mechanical-electrical engineering and previously worked with hydraulic equipment, sales and guaranty services for Germany-based Bosch Rexroth and Robert Bosch.

Celebrating over 60 years of radio frequency and industrial remote control experience, Cattron Group companies have a total installed base of over 125,000 remote control systems around the world. The Cattron Group International subsidiary companies have operations in the US, Canada, UK, South Africa, Brazil and Europe, and are supported by a sales and distribution network in North and South America, Europe, Asia, Africa and Australia. World headquarters are in Sharpville, PA.

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(Please check one box only)

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- 4 ☐ Dockside/Offshore
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What type of equipment/products/services do you purchase, specify, use or sell?

(Please check applicable boxes)

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- ☐ Hydraulic gantries
- ☐ Dockside/Offshore cranes
- ☐ Specialized transport
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- ☐ Components

- ☐ None of the above
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What is the annual sales of your company?

- ☐ Under \$1 million ☐ \$1-3 million
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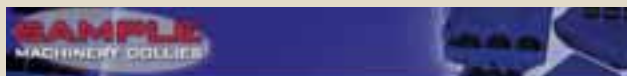
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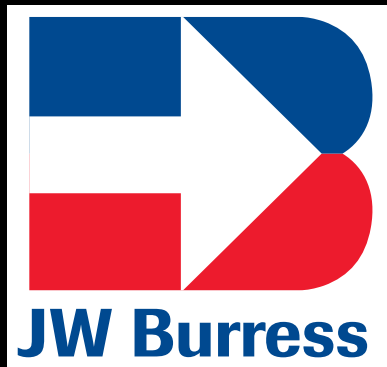


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Unit 6093 New 2007 Link-Belt RTC-8050II

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Link-Belt 2008

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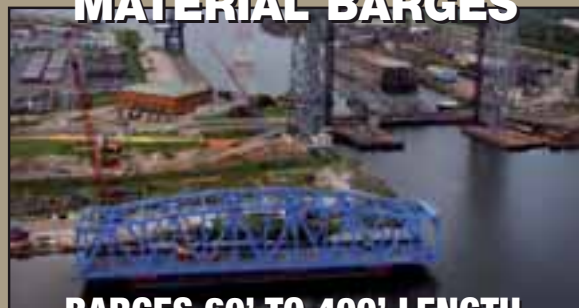


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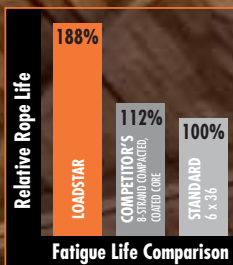
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