

ACT

The magazine for the crane, lifting and transport industry

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A KHL Group Publication

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Official domestic
magazine of the
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**Ranking North America's largest
specialized transportation companies**



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My top 10

One of a journalist's favorite things to do is to come up with the Top 10 headlines of the year. A lot of newspapers still publish these lists, which I love to read. Following is my informal list of the top North American headlines/articles in our industry in 2013:

10 Lots of expansion, major purchases, mergers/acquisitions: TNT Crane & Rigging, Bay Crane, Bigge, LSI Robway, Barnhart, All Erection, Allegiance Crane, Manitex International and NCSG.

9 Lots of personnel changes: Tim Ford named president of Terex Cranes; Bob Hund jumped from Manitowoc Cranes to Manitowoc Foodservice while Ingo Schiller took over as EVP of Crane Care; Ron Schad resigned from Essex; Gregg Lunsford named president of TNT Crane & Rigging; Tim Frank resigned as CEO of Sany America, to name a few.

8 Bauma 2013 in Munich gave the construction industry hope that a sustained economy recovery was underway.

7 Citadel Contractors used a Liebherr LR 1300 to install the world's widest Tilt-Up wall panel at 89-feet-wide by 30-feet-tall and weighing 130,000 pounds.

6 SC&RA's Job of the Year contest. Winners are highlighted in the SC&RA News article on page 54. And related, KHL and SC&RA released *Monumental!*, a coffee table book commemorating the contest and chronicling winning jobs over the past five decades.

5 Tons of new products: Lampson International's LTL-3000; Manitex's 70-ton TC-700; Liebherr's LR 1100; Terex's Explorer 5800, Superlift 3800 and Quadstar 1100; Goldhofer's FTV 300 wind turbine carrier; Scheuerle Kamag's K-25 Power Booster; Kobelco's TK750 telescopic crawler; Grove's RT770E, GMK 6400 AT and the MLC 165; Elliott's 45127R; Sany's SCC8500; Altec's AC45-127S; Tadano's GR-1600XL-2 RT and ATF 400G-6; and Link-Belt's RTC 8080 Series II RT and the 500th Link-Belt HTC-86100 came off the production line.

4 The Hours of Service rule, effective July 1, required major adjustment for drivers and their companies.

3 Manitowoc filed a complaint with the ITC requesting an investigation into cranes produced by Sany Heavy Industry, specifically the SCC8500. Manitowoc contends Sany infringed on its patent related to its Variable Positioning Counterweight system. Sany rejected the claims saying its designs were developed by Sany engineers using their own ideas and innovations.

2 Two M760 Favelle Favco tower cranes owned by JF Lomma Inc. placed a spire atop One World Trade Center in New York City.

1 OSHA delayed crane operator certification deadlines in order to clarify questions on type, capacity and whether certified means qualified. Well that was my list. What did I miss?

And finally, on behalf of our KHL ACT team in the U.S., the U.K and around the globe, we wish you a wonderful holiday season and a happy 2014!

D.ANN SLAYTON SHIFFLER

Editor

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Crane portfolio



ACT 100
ACTTRANSPORT50

IC50 TopLift

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**After taking a Terex Crane
Operating Safety course, ACT
Editor D. Ann Shiffler runs
a Terex RT670-1.**





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SANY.**

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SCC8200
SCC8300
SCC8500**

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Cranes**

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SRC865
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The market for self-propelled modular transporters continues to grow. See our Product Focus: SPMTs and our Transport 50 for details.



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NEWS

Counterfeit cranes a concern for Terex; Delta Rigging breaks ground on Texas facility; Ervin buys 2,000 trailers for resale; Mammoet expands fleet with 650 axle lines; and much more industry news.

BUSINESS NEWS

November saw share prices continue the impressive growth of earlier this year, but heavy equipment makers still lagged behind. Chris Sleight reports.

SAFETY/TRAINING

Daniel Erwin talks about being grateful for the current state of safety.

CERTIFICATION NEWS

OSHA's Jim Maddux says certification is probably not enough.



INTERVIEW: 23 JAMES VITEZ

James Vitez originally took on the role as president of MX International as a temporary assignment.

SITE VISIT: TEREX

D. Ann Shiffler reports that Terex Cranes' Waverly facility has been transformed.



RIGGING REVIEW

Tim Hillegonds reviews important safety issues regarding spreader bars.

SPMTs

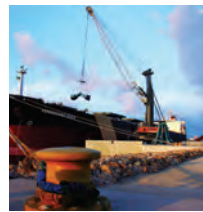
Self-propelled modular transporters offer rigging flexibility and cost efficiency.

TRANSPORT 50

ACT's exclusive ranking of North America's top specialized transportation companies by capacity and fleet size.

SITE REPORT: 43 PORT LIFTING

While the Mississippi River gets its fair share of floating cranes, ports across the Americas are seeing an increase in harbor activity. Lindsey Anderson reports on port cranes.



SITE REPORT: 45 TRANSPORTATION

D. Ann Shiffler reports on Bay Crane hauling bridge sections for a project in Cortland, NY.

SITE REPORT: 46 LIFTING

Terry White reports that after a fire destroyed a galvanizing plant, Chellino Crane was called in to help rebuild.



SITE REPORT: 49 LIFTING

Lindsey Anderson reports on a courthouse turned hotel thanks to Barcelona Equipment's new Tadano ATF 400G-6.

PEOPLE & EVENTS

Essex Rental president and CEO Ron Schad resigns; Tadano appoints Jay Shiffler; plus highlights and events.



COMMENT

You can control the value of bad press. Joel Dandrea discusses.

NEWS

Mike Chalmers provides a look back at 2013, a year filled with opportunity and enhancement for the SC&RA.

RISK MANAGEMENT

Michelle Lorenz answers the question: Does a Wrap-Up Policy protect my crane company?

MARKETPLACE

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

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■ Kalyn Siebert has partnered with De Lage Landen Financial Services to offer financing to its customers. The company will provide rental fleet and end-user financing solutions.

■ Crane Swap, a new global online trading portal for cranes and construction equipment, was launched in October 2013. Available at www.craneswap.com, the site connects buyers and sellers from around the world.

■ The Caldwell Group and J.C. Renfro have merged, creating a combined company that will offer a wider range of lifting solutions. Caldwell manufactures below-the-hook lifting equipment while Renfro produces plate clamp lifting equipment. Together, they represent a number of well-recognized brands and years of experience in the lifting industry. Caldwell, based in Rockford, IL, is an employee-owned company. J.C. Renfro, based in Jacksonville, FL, will continue to operate as an independently under the J.C. Renfro name and will also become an employee-owned company.

Counterfeit cranes a concern for Terex

Terex Cranes has begun tracking reports of counterfeit Terex crawler cranes from China. In 2011, Terex discovered counterfeit cranes in the market. The Terex CC 2500-1 lattice boom crawler crane is the latest crane model of choice for the copycat manufacturers.

The units are assembled, branded and sold as used Terex cranes “well under market value,” the company said. Also, most of the counterfeit crane models reported were painted red and use the manufacturer’s legacy Demag brand. The primary markets of concern in the most recent wave of crane pirating are the Asian countries of China, South Korea, Singapore, India and Pakistan.

“We are aware of three different ‘designs’ of the CC 2500-1 crane on the market, and there are at least nine or 10 fake cranes that have been sold, all originating from China,” said Klaus Meissner, director of product integrity



Terex has been investigating reports of counterfeit crawler cranes, specifically the CC2500 model.

for Terex Cranes. “This is a serious situation, and not only because this infringes on our intellectual property, but more importantly, it poses a serious safety risk for our customers. The use of these inferior, counterfeit cranes can result in deadly consequences.”

The pirated cranes are often assembled with a blend of older and newer technology and components that were not designed to work together, Terex said.

“These counterfeit cranes frequently exhibit poor weld quality, inferior steel structures and improperly fitted tracks,” the company said. “Additionally, many of the safety components designed into a genuine Terex crane are missing.”

Terex stressed the importance of conducting thorough inspections of used cranes by a qualified individual prior to purchasing a machine. The safety of workers and people in the area where the crane is operating depends on it, the company said.

■ For more information or inquiries email terexcranes.brandcheck@terex.com.

Mammoet expands, moves six coke drums for California refinery

Mammoet recently moved six coke drums on self-propelled modular transporters (SPMT) for the Chevron El Segundo Refinery.

At the start of the project the drums were moved 7,330 miles from Spain to the Port of Los Angeles. Each coke drum weighed 275 tons (250 metric tons) and measured 98 feet long (30 meters) and 27 feet (8.5 meters) wide.

After arriving in Los Angeles, the drums were transported to the Redondo King Harbor Marina by barge

two at a time. On arrival at King Harbor, the drums were loaded onto 12 axle lines of Scheuerle SPMT, before being transported to Herondo Street, on the West Pacific Coast Highway near the El Segundo Refinery.

The new coke drums will be used to replace existing drums at the refinery.

Mammoet recently signed a deal for 650 axle lines of SPMT from Scheuerle, bringing the total number of axle lines in Mammoet’s fleet to more than 3,000.

■ See ACT’s Product Focus: SPMTs on page 33 for more information.



Sims Crane helps emergency responders at railroad accident

Swift action by employees at Sims Crane & Equipment Co. helped emergency responders quickly locate the body of a railroad worker crushed in a train derailment on October 25 in Sanford, FL.

Chris Arnold, Sims' Orlando-based crane application specialist, said that minutes after he heard about the derailment on a radio newscast, he was in touch with his Railworks Corporation client contact at the Sun Rail accident site, and offered to send a crane to lift the derailed cars back on the track.

Arnold said he did not know then that a railroad employee had been crushed beneath one of the cars, which were carrying gravel at the Sun Rail expansion construction site.

"We work derailments regularly, but this was the first fatality for me," said Arnold.

When given the go-ahead by his Railworks contacts to send a crane to the site, Arnold contacted two nearby Sims crane operators – one with a 175-ton rig in Orlando and one with a 110-ton rig returning from a job in South Daytona.

Both headed to the site, and within 90 minutes from when Arnold first heard about the accident, the 110-ton arrived with Certified Crane Operator Bill Leonard at the controls.

"Within 30 minutes of arriving, he was set up and fully rigged for the lift," said Arnold. "As a safety concern, we had Florida Power & Light cut the power to the overhead lines before making the lift."

Leonard gently hoisted the end of the rail car – a lift of about 36,000 pounds – up and away from the spill site, and a team from the Seminole County Coroner's Office removed the body. The lift lasted 30 minutes until emergency responders could complete their investigation. In the meantime, the 175-ton rig had arrived to serve as backup if needed.

Total time elapsed from first awareness of the accident to securing from the site was about two hours, Arnold said.

A fire at the Citgo Refinery in Lemont, IL required the work of eight cranes from the fleet of Chicago-based Imperial Crane. The cranes were dispatched on October 23 after the blaze was contained. Cranes working in the refinery clean-up include a 500-ton capacity Liebherr LTM 1400, two 300-ton capacity Liebherr 1250s, two 240-ton Liebherr 1200, a 90-ton capacity Grove TMS 900 and two 90-ton capacity Link Belt RTC 8090s.



A Liebherr fixed cargo crane helps maintain boats used to tour Niagara Falls.

Niagara Falls tour boats get a new lift

Boat tour company Maid of the Mist is using a Liebherr fixed cargo crane to maintain passenger tour boats at Niagara Falls in New York.

The tour boats, which can carry up to 600 people, are used to take passengers to the bottom of the Niagara

Falls waterfall. The crane, which has been installed at a new dockside facility, is used to lift the boats out of the water during winter for maintenance and storage. It will lift the boats back into the water at the start of the spring season. The crane has a

■ Delta Rigging & Tools has started construction of a new 27,000-square-foot multi-purpose building located on 3.7 acres of land in Pasadena, TX, near Houston. The new facility will consolidate Delta Rigging & Tools' current Pasadena branch location and the corporate office building located in Pearland, TX into one location. The current Pasadena branch, which houses 29 employees within 10,000 square feet of space, is mainly used as a rigging and production shop and sales distribution office. The new facility will offer the company some 22,000 square-feet of rigging shop and warehouse space in addition to 5,000 square-feet of corporate office space. Delta Rigging & Tools currently operates 18 locations throughout the United States.

■ NC Services Group Ltd., parent company to NCSG Crane & Heavy Haul Services, has acquired the assets of Doug's Crane from Broadwater Industries. Founded in 1984 by Doug Mackereth Sr., the company is the leading supplier of operated and maintained crane services in Prince Rupert, BC. As a part of the transaction, Mackereth and other Broadwater owners will have an equity interest in NCSG, and will work with NCSG to grow the crane and heavy haul services business in the Prince Rupert region. "Doug's Crane has a 29-year history of providing crane and lifting solutions to its many customers in the Prince Rupert region and we are thrilled to be partnering with Doug Mackereth and the rest of the Broadwater management team" said Ted Redmond, president of NCSG.

lifting capacity of 200 tons at a radius of 50 feet. Maximum outreach is 78 feet.

The crane is part of a \$32 million renovation of the dockside/port at Niagara Falls.

■ See ACT's Industry Focus: Marine Cranes on page 43.



■ Mammoet Salvage is removing up to 700 tons of bunker fuel from the *Brigadier General M.G. Zalinski*, a U.S. Army transport ship that sank in 1946 off Canada's west coast, south of Prince Rupert, Canada. Although the crew survived, the wreck went down with bombs and ammunition in its holds, and the bunker fuel. The ship wasn't located for decades; oil slicks spotted in 2003 led to the Zalinski's discovery. Inspections revealed that the fuel tanks of the 252-foot-long vessel were seriously corroded. Mammoet Salvage is using the hot tapping method to extract the oil from the shipwreck. First, a hole is drilled through the hull and into the tank, and then a heat exchange element is inserted. Applying heat lowers the viscosity of the bunker fuel, and allows it to be pumped from the tanks to the surface, and stored onboard a vessel. Water is applied into the tank to equalize pressure and maintain the tanks' integrity. Mammoet's strategic partner is Global Diving & Salvage from Seattle, WA. Mammoet expected to finish the cleanup operation in December.

Manitex reports earnings and Valla Cranes purchase

On the heels of the announcement of positive third-quarter financial results, Manitex International announced that it will purchase Valla Cranes. The company said that subsequent to the quarter's end, it had reached an agreement in principle to acquire Valla SpA of Piacenza, Italy. Valla, a maker of mobile industrial cranes, posted \$7.5 million in revenues in 2012. The purchase price was not revealed.

Founded in 1945, Valla manufactures a full range of mobile cranes with capacities from 2 to 90 tons. Valla cranes include electric, diesel, hybrid, wheeled and tracked as well as fixed and swing booms.

Manitex International posted net revenues of \$57.5 million, an 8 percent rise as compared to \$53.4 million in the prior year's quarter. Revenue declined 8 percent

Manitex International will purchase Italy-based Valla Cranes.



compared to the record second quarter 2013 revenues of \$62.6 million.

The company reported that it completed the acquisition of Sabre Manufacturing on August 19 for total consideration of \$14 million. It also completed new multi-lender North American \$64 million revolving credit

facilities, including Comerica Bank, Fifth Third Bank and HSBC.

Also in the third quarter, Manitex International completed a registered direct equity offering for 1.4 million shares with net proceeds of \$14 million, which was used to repay debt.

Of the financial results, Chairman and CEO David Langevin, said "Despite a very slow overall economic environment, we posted another solid quarter of growth, putting us on pace to reach a record level of sales and profits for the full year 2013. We intend to continue to grow through the introduction of innovative niche products, such as our new 15-, 30- and 70-ton crane models along with acquisitions such as Sabre, which closed during the quarter, which fit our specialized product strategy."

Regarding the Valla purchase, Andrew Rooke, president and COO, said the Valla crane line fits in well with its niche product offerings.

FMCSA proposes regulatory changes for military drivers

A new study released by the U.S. Department of Transportation's Federal Motor Carrier Safety Administration (FMCSA) has recommended a series of regulatory changes to further ease the transition of military personnel and veterans into civilian jobs driving commercial motor vehicles.

The study looked at training, testing and licensing similarities and differences between military and civilian commercial driver's license (CDL) requirements. A number of federal and state regulatory changes were identified that would allow returning U.S. military personnel possessing extensive training and experience operating trucks, buses and other heavy equipment to more easily receive a state-issued CDL.

The FMCSA proposes:

- Extending the period of time, from 90 days to one year, in which active duty and recently separated veterans can take advantage of a Military Skills Test Waiver.
- Updating federal regulations to allow over 60,000 service members trained and employed in the operation of heavy vehicles to immediately qualify for a CDL while still on active duty.
- Allowing a service member who is stationed in one state, but licensed in another, to obtain a CDL before being discharged.

"The demand for truck drivers will continue to rise in the coming years, so we are taking action to remove the obstacles that prevent military veterans from finding employment in the industry," said FMCSA Administrator Anne Ferro. From 2010 to 2020, the need for heavy-vehicle drivers is expected to grow by more than 17 percent - faster than the national average for other occupations.

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West Coast Casing adds Manitex 3051T to fleet

California-based West Coast Casing (WCC) has taken delivery of its first Manitex 3051T boom truck from

Coast Crane Company. WCC will use the boom truck to transport materials and tools for its growing oilfield

service business. Over the last 10 years, WCC has offered full-service truck and crane services to the Bakersfield oilfield service marketplace.

"The most important part of my business is service. I believe the investment in the Manitex 3051T will help my growing business while continuing to exceed my customer expectations," said Mike Hazen, owner of West Coast Casing. ■

WCC bought a 30-ton tractor-mount boom truck to transport materials and tools for its growing oilfield service business.



Manitowoc notches strong Q3

Third-quarter 2013 net sales in Manitowoc's crane segment were \$612.6 million, up 10.4 percent from \$555.1 million in the third quarter of 2012. Primary drivers were continued growth in the Americas and in crawler crane sales. Also reported was ongoing success with the Manitowoc Crane Care product support division.

Crane segment operating earnings for the third quarter of 2013 were \$55.7 million, up 110.2 percent on the \$26.5 million in the same period the year before. The operating margin was 9.1 percent for the third quarter of 2013, up from 4.8 percent in Q3 2012.

Order backlog was \$568 million on September 30, down by \$158 million from the end of the previous quarter. Third quarter 2013 orders, at \$450 million, were 23 percent lower than the third quarter of 2012.

Growth in the crane segment was largely responsible for the combined Manitowoc Company (cranes and foodservice) increase of 7.1 percent. Sales were \$1.015 billion, up from \$947.5 million in the same period a year earlier.

TNT sold to First Reserve

TNT Crane & Rigging will be acquired by its management team and global equity firm First Reserve. Financial terms of the deal with the First Reserve Fund XII were not disclosed. The sales was set to be completed by the end of 2013.

TNT, owned by Odyssey Investment Partners, has a fleet of more than 400 cranes and specializes in the oil and gas and industrial infrastructure industries.

"First Reserve's investment is an important milestone for our company," said Mike Appling, TNT CEO. "Our partnership will create additional opportunities for our employees and advance our capabilities to service our customers. We believe the outlook for our business has never been better, and we are excited to partner with First Reserve in the next phase of our growth. Our management team is highly confident that First Reserve's strategic vision, energy industry knowledge including relationships, and

deep experience in providing companies like ours access to growth capital will benefit us as we continue to execute on our growth strategy."

Tim Day, First Reserve managing director, said, "We have a long and successful history of supporting and growing businesses providing services to the energy infrastructure end markets.

TNT represents a continuation of that theme, and we are excited to partner with the highly talented management team of TNT and support them in their ongoing growth initiatives. We believe this platform is uniquely positioned for continued growth, both in terms of its existing served geographies and new markets." ■

Soft market hits Terex in Q3

Net sales at Terex Cranes for the third quarter of 2013 were \$453 million, down \$63 million or just over 12 percent from the \$516 million in the same quarter of 2012. Better was the MHPS segment that includes port cranes. Net sales there were \$461 million in Q3 2013, up 3.5 percent from \$445 million in the same quarter of 2012.

"Our Cranes segment continues to experience soft market conditions," said Terex Chairman/CEO Ron DeFeo. "Geographically, the global economy is best described as lacking a clear direction. North America remains the most stable market overall. Europe has seen slight improvements in certain products, mostly in our AWP segment, and the Middle East continues to provide growth. However, overall weakness in Europe and Australia have offset growth we have experienced in other markets."

DeFeo said operating margins have remained consistent. "However, we expected 2013 to be a year of significant sales growth, and this has not occurred. Our businesses that have a significant portion of products dependent on non-residential construction have not recovered as quickly as we had expected. Businesses that are less dependent on non-residential construction, such as our Port Solutions and AWP businesses, are seeing improving business conditions."

Net sales for the whole of Terex Corp. were \$1,811 million in Q3 of 2013, down .6 percent from \$1,822 million in the same period a year earlier. Income from operations was \$140.9 million in the third quarter of 2013, an increase of \$9 million on the \$131.9 million for Q3 a year before.

■ Ridewell Suspensions has launched the new RAR-266 Series trailer air ride suspension, a completely new product designed to provide an optimal balance of light weight and value. A 5 3/4-inch large diameter axle with short brake cams is used to minimize weight and increase strength. The captured axle design ensures a durable axle connection and is an important part of the strength of the overall assembly. Initial offerings include both narrow and wide pivot bushing models as well as 23k and 25k capacities.

■ American Heavy Moving and Rigging announced the issuance of U.S. Patent No. 8,424,897, known as the "897 patent." The invention covers the overall concept of AHM's dual-lane heavy haul transporter "Alpha 1." The full text of the 897 patent can be viewed at www.uspto.gov. The Alpha 1 went into operation in 2002. With the issuance of the 897 patent, AHM has the exclusive right to employ the heavy haul transporter claimed therein, the company said.



JB Hunt will deliver the 2,000 units to multiple locations across Ervin Equipment's network across North America.

Ervin buys 2,000 trailers for resale

Toledo, Ohio-based Ervin Equipment has purchased 2,000 pre-owned Wabash Duraplate trailers from JB Hunt Transport, with a plan to sell them through its network of 12 locations.

Jeff Weber, Ervin's vice president of sales and marketing, said that because Ervin can store equipment in or close to customers'

facilities, the Wabash trailers will be a staple in a variety of storage and basic cartage applications for manufacturers, particularly those that perform short, regional hauls.

"It has become difficult to obtain pre-owned equipment in and around a desired location in a short period of time, but our company was

founded to address these glitches," he said.

Ervin Equipment also has been named the official dealer of new Talbert Manufacturing trailers in South Texas and Mexico.

Ervin has a facility in Laredo, TX and has been growing in international sales through its three locations in Mexico, the company said. ■

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November saw share prices continue the impressive growth of earlier this year – particularly the tech sector – but heavy equipment makers still lagged behind. **Chris Sleight** reports.

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

Broad growth

A quick look at this month's graph shows that share prices continued to enjoy a pretty much uninterrupted growth trajectory in November.

Give or take a few ups and downs, this has been the case for the broad market indicators for the last 12 months. As a result, the Dow is up nearly 20 percent compared to a year ago, the S&P 500 has gained some 25 percent and the tech-heavy NASDAQ has moved ahead by more than 30 percent.

Compare that to the ACT Heavy Equipment Index (HEI) for lifting and construction equipment manufacturers. That has gained only about 10 percent compared to a year ago, and most of that is due to the sudden rise at the end of September from the formation of CNH Industrial. This move saw construction and agricultural equipment maker CNH merged with a sister company, Fiat Industrial,

which makes trucks, engines and power train components.

CNH Industrial is worth about twice as much as CNH was, and this is why the ACT HEI shot up. If it were not for this merger, the index would likely be wallowing around where it was just prior, with little or no net gain compared to a year ago.

Unfortunately, the ACT HEI probably paints a more realistic picture of the world economy at the moment. GDP growth is sluggish, and although there is clearly a recovery underway, it is gradual, and the return to full health will be a slow journey.

One symptom of this is relatively weak commodity prices, which has hit companies like Caterpillar, which makes mining equipment besides general construction machines. It was primarily the weakness in its mining business that saw Cat's revenues fall some 19 percent in the third quarter, compared to a year ago.

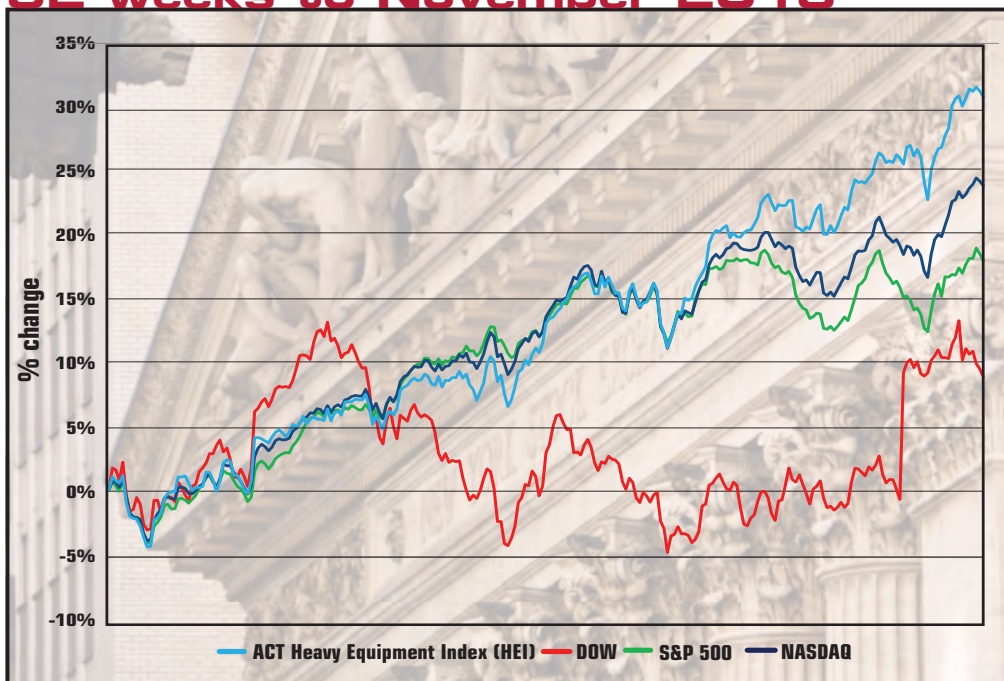
But weak metals prices –

which of course includes gold – has been a driver for the Dow. With low interest rates meaning there has not been much to be gained from investing in bonds, and the classic 'safe haven' of gold in retreat, investors have looked to other instruments to provide a limited return and limited risk.

The answer this year has been the Dow, which in terms of equities is about as safe as you can get. The index is made up of 30 of America's largest corporations – although Cat is one of them – including the household names of business, such as Boeing, Microsoft and Walmart. The benefit of being large, stable corporations that offer a dividend to shareholders seems to have become the new safe haven in 2013.

As the economic recovery continues, shares in the ACT HEI will find momentum of their own, but there is not much sign of that at the moment. ■

52 weeks to November 2013



AUTHOR:

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



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Daniel Erwin
talks about being
grateful for the
current state
of safety.

Grateful for safety

The holidays are upon us. I think people seem to be more grateful and even gracious this time of year; work generally slows down a bit and many of us have more time to spend with family and friends. I don't think it is a mystery for anyone who has regularly followed this safety column that I have expressed some other than grateful opinions about some of the safety initiatives taking place today. In the spirit of this time of year, I will take this article in a different, more grateful direction. I will focus a few reasons I am grateful for the current state of safety.

Continued reductions in workplace fatalities and injuries. Before 1970 in America, safety was up to individuals, contractors, or assorted industry groups. Numbers were improving, but slowly. OSHA was formed in 1970 after studies determined a need for some beefed up motivation for employers. It is easy to look at increased compliance and enforcement as a negative; however, we should not lose sight of one big fact.

As taken from the OSHA website the following statistics are very telling:

Since 1970, workplace fatalities have been reduced

by more than 65 percent and occupational injury and illness rates have declined by 67 percent. At the same time, U.S. employment has almost doubled.

Worker deaths in America are down – on average, from about 38 worker deaths a day in 1970 to 12 a day in 2012.

Impressive stats

Worker injuries and illnesses are down – from 10.9 incidents per 100 workers in 1972 to 3.5 per 100 in 2011.

There is no way that the credit for all these positive statistics can be attributed only to the formation of OSHA, (or any of the other regulatory agencies formed since). Increased technology, training and individual company initiatives have all greatly contributed.

However, the OSHA era of safety, as it is called, opened a door for companies to have some incentive to work safely other than it simply being “the right thing to do.” The days of eating lunch on steel beams 80 stories up sans fall protection, and construction estimators adding funds to each high-rise project for fatalities and injuries, have ended. This is definitely something to truly be grateful for.

The true value of safety programs being noted. I remember wishing years ago, (in the commercial construction world), that general contractors would pay more attention to safety performance in the choosing of their subcontractors instead of just picking based on price. I recollect being frustrated

at hearing we lost a project over a small amount of money when I distinctly remembered the other contractor suffering public, large-scale accidents and incidents. The current world of ever-increasing safety data collection by potential customers, (while never fun to compile), is a sign of how far this has gone the other way.

Contractors in our business are literally removed from projects over incidents, and one point in a TRIR can make the difference in who gets a project, in spite of the monetary issues. High level managers realizing the true value and money saved due to an effective safety program is definitely something to be grateful for.

Increased value of the safety professional position. Finally, the increased attention on the matters above continue to make the career of a safety professional more valuable. More degree and certification programs seem to pop up all the time, and with that increased knowledge and professionalism comes an increased value to employers.

I have personally not seen a time in my career that I feel it is better to be a safety professional than right now. Some of the things I have written about in the past in a negative light are those same things that make a safety professional more valuable. With added value comes increased salary potential and job security. These are definitely things to be grateful for.

In closing, as we approach the time of the year that goals are set and progress is reviewed, let's look with a grateful eye at where we are safety wise and where we want to be both as companies and an industry. ■

“Let's look with
a grateful eye at
where we are safety
wise and where we
want to be.”

THE AUTHOR



Daniel Erwin
is director of
safety for TNT
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OSHA to Industry: “Certification probably not enough”

“The vast majority of the crane industry thinks that while it is a useful thing to have certification, it is probably not enough.”

JIM MADDUX
OSHA Directorate of Construction

Crane operator certification took center stage last month at the 35th Biannual Meeting of the Commission of the National Commission for the Certification of Crane Operators (NCCCO).

Jim Maddux, director of OSHA's Directorate of Construction, speaking to more than 60 NCCCO Commissioners and guests at the Maritime Institute, Baltimore, MD, confirmed that OSHA was seeking a postponement to the effective date of the new operator certification/qualification requirement so it could fix the issues that the construction industry had brought to its attention.

“The vast majority of the crane industry thinks that while it is a useful thing to have certification, and it has a really important place, it is probably not enough,” Maddux said. “That we also need to make sure that

the employee is qualified to operate the crane they are operating.”

So while certification could be an important component of qualification, it was not, in and of itself, the same as qualification.

In anticipation of the rule re-opening, OSHA would continue to conduct interviews with employers (23 had been completed or were scheduled to occur, Maddux said) in order to build an “information base that we need to know how to move forward.”

Maddux also presented an updated list of the “Top Ten” crane standards being cited by OSHA, noting that fully six of them related to rigging, signaling or inspection. “Documentation continues to be a big issue,” he noted, “with cranes without load chart manuals and proper hazard warnings.”



Five great reasons to visit “CCO at CONEXPO”

With registration now open, it's time to make plans to attend the once-every-three-years equipment showcase and conference to be held March 4-8, 2014 in Las Vegas.

- 1 LIFT SAFETY ZONE (G-1817)** – dead center of the Gold Lot, with live CCO practical exam demonstrations, crane and aerial lift safety tips, and a “try-your-hand” crane simulator.
- 2 INFORMATION BOOTH (GL-3000)** – located in the North Hall Lobby, just across from the Gold Lot, with full information about all CCO certification programs and all of NCCCO's activities around the exposition.
- 3 CERTIFICATION EXAMINATIONS** – CCO written, practical, and recertification exam administrations. *Come to CONEXPO – Leave CCO Certified!*
- 4 PRACTICAL EXAMINER ACCREDITATION** – workshops for crane operator, rigger, and signalperson programs before and after the main exposition.
- 5 EDUCATIONAL SEMINARS** – seminars delivered by internationally renowned experts delivering solid advice for best practices in crane and rigging safety.

■ Full details of NCCCO's largest-ever participation at CONEXPO can be found at: www.nccco.org/conexpo2014.

Compliance directive nears publication

The lack of a Compliance Directive had certainly had the effect of “holding back” the full “qualitative and quantitative” effects of the new rule, Maddux said and, as a result, it hadn't hit its “full stride” in terms of the safety effects it could have. However, with all the responses from its regional offices now in, the draft Directive was now nearing publication, he said, having passed through the Directorate for review by the Solicitor's Office.

And, perhaps good news for employers and OSHA compliance officers alike, the final draft has been reduced in size from about 260 pages to slightly less than 200.

■ For a complete report of Maddux's presentation go to www.nccco.org/oshadoc2013

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— Joshua Cotton, Equipment Service Manager and
Ken Burke, Fleet Operations Manager
at **Bechtel Equipment**

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— John Winn, Equipment Superintendent
at **Skanska USA Civil Southeast**



"LSI wireless products perform to Rowan's demanding harsh standards. One of the keys to maintaining safe, reliable cranes is standardization across our fleet worldwide. When it comes to **safety, reliability, service** and **responsive solutions**, LSI delivers 24/7."

— Jeff Townlin
Director-Field Support
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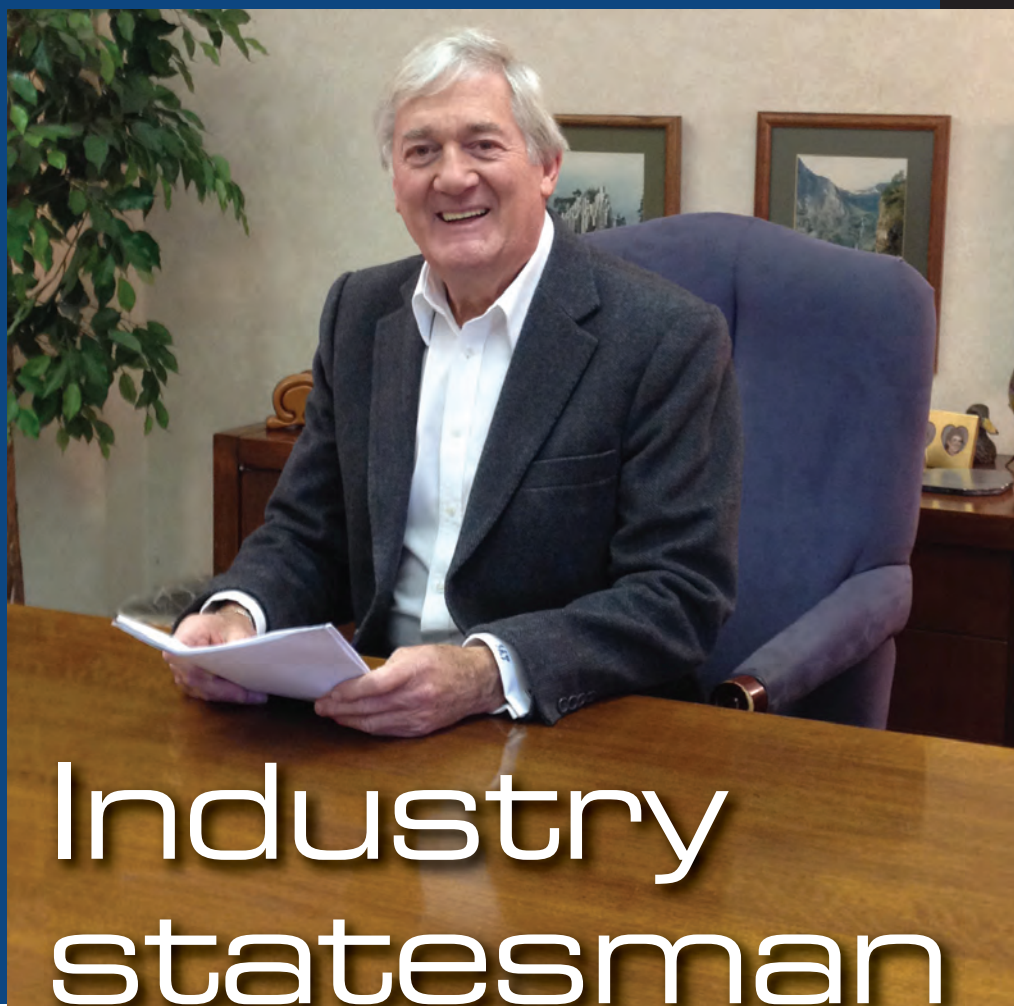


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James Vitez, president of KMX International, became president of Kreitz Motor Express when he was 25 years old.

James Vitez originally took on the role as president of KMX International as a temporary assignment. More than 30 years later, Vitez owns the company, which is one of the country's most successful specialized carrier and rigging companies.



Industry statesman

KMX International was started in 1964 as Kreitz Motor Express (KMX) at a Heavy Specialized Carriers Conference (HSCC), which evolved into the organization now known as the Specialized Carriers & Rigging Association (SC&RA).

Kreitz Motor Express was founded by Bob Kreitz, owner of Morris Kreitz and Sons (MKS), and Hal Wiseman, who was on the staff of the HSCC. Wiseman worked for Allen Shirley, director of HSCC.

"MKS had an Interstate Commerce Commission (ICC) operating authority, and Mr. Wiseman was heavily involved in the HSCC *Red Book Interchange Agreement* between all hauling members of the HSCC," explained James Vitez, president of KMX International. "The *Red Book Interchange* allowed member carriers to augment other member's operating authority under the ICC. It allowed members to move cargo well outside their own region through the *Red Book Interchange Program*. It was truly unique to the membership of HSCC."

Vitez has been in the transportation business most of his life. After graduating

high school and starting college, he said he ran out of money. He went to work for the Chicago Burlington and Quincy Railroad Company, now known as Burlington Northern Railroad. He aspired to get experience in the realm of rail tariffs and rates.

"I enjoyed the freight traffic, rates and the railroad business, but I decided I wanted to end up in industry," he said.

So he took a job at Eazor Express based in Pittsburgh, PA. Eazor was a general commodity motor carrier with service between New York City and Chicago and throughout most of the Mid-Atlantic and New England regions.

"Employment at Eazor would give me the motor carrier experience to go along with my railroad experience," he said. "I started in the rate department again, in tariffs and regulations."

During the time of the Vietnam War, he was offered a position with Birdsboro Corp., located in Birdsboro and Reading, PA. Birdsboro manufactured large, heavy rolling mill machinery, as well as very large castings for the ocean vessel industry.

"It was completely different from the

railroad and general commodity van transportation," Vitez said. "Besides, my goal was to be employed as a traffic manager in industry. Kreitz Motor Express was one of the carriers that moved the oversized, overweight machines manufactured by Birdsboro."

In time, Kreitz Motor Express offered Vitez a job as a dispatcher.

"It was difficult to move from all the offers to play golf and baseball to dispatching trucks," he recalled. "I didn't know what a 'fifth wheel' was. I struggled through that for couple of years. Hal Wiseman decided he wanted to do something else, and Bob Kreitz offered me the job of president until he found a buyer of the company."

Vitez, who was just 25 years old, took the job and began cutting the company's expenses drastically – the automobiles, the country club memberships and expense accounts.

"We started to generate profits and soon Bob Kreitz offered me the ability to purchase the company," Vitez said.

"I was in the Army Reserve at the time on Selected Reserve Force ready to be called up to active duty any time."

Two professionals also in the Army Reserve, 310th Transportation Company, one an attorney and one a CPA, worked for the company. Vitez chose his fellow Reservists to assist in the purchase of Kreitz Motor Express, Inc.,

“Leaning on that professional talent, we struck a buy/sell agreement with Bob Kreitz to purchase 10 percent of the stock and was the voting trustee for the balance 90 percent,” Vitez said. “I had five years to steer the business to the

balloon fifth year and make the original deal ‘bankable.’ That five years is another story for another time.”

We caught up with Vitez to talk about his history in the business and the current super heavy haul market.

WHAT DISTINGUISHES KMX INTERNATIONAL?

In our start-up business, we could only get cargo destined to or from the ports. No regular motor carrier wanted that business. The delays at the port were

all day, versus a shipper or consignee facility where the loading or unloading was much quicker. One could invoice for unloading or loading time at an industry facility.

No one would entertain an invoice for loading or unloading at a port. Knowing that, we needed to continue to take that business and do the best we could with it. From that, we capitalized on our geographic location in Berks County, PA, which is equidistant to the Port Newark/New York piers, the Port of Philadelphia, PA/Camden, NJ and Baltimore, MD. We entered the export boxing business early on with our property, its buildings and assets such as overhead cranes, gantry cranes and with agreements with various freight forwarders. We offer the total ‘door to door’ export services – inbound heavy hauling from our customer’s facility/unloading at a KMX facility/export boxing and packing/reloading/port delivery, heavy hauling as well as containers/stevedore crane handling/ship loading/ocean transportation/port handling at port/country of import and inland delivery.

With the dollar weaker than the Euro, we have been able to handle the exports most industries are trying to enter when the U.S. domestic economy slows down. The reverse applies with our import

NASA challenge

For most cargo, 6,600 miles is a long trip, but it’s just a small step for a satellite on its way to outer space. When conditions on the ground changed in early 1990, KMX International helped make sure NASA’s 79th Upper Atmosphere Satellite (UARS) got into space on time.

Previous UARS were trucked 50 miles from General Electric Aerospace in East Windsor, NJ to McGuire Air Force Base for a flight to Kennedy Space Center aboard an Air Force C-5A. But when Saddam Hussein’s invasion of Kuwait in August 1990 ended availability of the air transport, NASA consulted with KMX on how best to transport the \$633 million satellite – the most expensive, largest and heaviest yet.

As in previous moves, the UARS would travel in a clean room container that was 40 feet long, 20 feet wide and 13 feet, 8 inches high. The temperature would have to remain between 68 and 72 degrees F, there could be no prolonged vibration, no exposure to weather and minimal handling of the container. There also was a tight window of just 24 days to move the empty container from Florida to New Jersey, load the satellite and get it back to Florida.

Highway transport was eliminated when every state on a highway route denied permits for a rig and cargo that would measure 85-feet long, 20-feet wide, 16-feet high and weigh 100,000 pounds. Rail transport was ruled out due to width restrictions and potential for vibrations and shocks. Water was the only option, and NASA’s strict requirements for vessels narrowed the choice to a Navy YFNB barge with all-steel construction and a cargo cover. The barge would be towed by an ocean tug floating 70 miles off the Atlantic Coast. A multi-axle trailer that would carry the container from start to finish.

The transport of the empty container from Florida to New Jersey provided a trial run to work out final details. The real move began on May 7, 1991 and concluded without incident six days later. The satellite was launched on September 2, 1991 – 18 days earlier than originally scheduled. The project won KMX a SC&RA Job of the Year award in 1992.



KMX International transported a \$633 million satellite for NASA.



of capital goods/machinery, pick up at the port, uncrate, deliver to a plant site and perform the crane and rigging installation. Again we have job import to the United States, door to door.

From that specific export or import niche we are contacted to handle domestic moves as well as plant rigging, installations and maintenance.

THERE'S A LOT OF TALK ABOUT THE CRANE AND RIGGING INDUSTRY FACING A LABOR SHORTAGE IN THE NEXT DECADE OR SO. HAVE YOU EXPERIENCED CHALLENGES WITH FINDING GOOD LABOR? HOW CAN INDUSTRY BETTER SELL ITSELF TO THE YOUNGER GENERATIONS?

KMX is a very small business and yes, we compete with larger businesses for employees. We have been blessed. Many of our employees have been with KMX for 15, 20, 25 and over 35 years.

It's about recognition, compensation and effective communication – and not necessarily in that order. Don't get locked behind closed doors.

WHAT SEEMS TO BE DRIVING YOUR HEAVY HAUL AND RIGGING BUSINESS CURRENTLY? WHAT TYPE OF WORK IS PREVALENT IN YOUR REGION?

Our export boxing and packaging is going strong. We have a one-year

plant expansion project that has some delays and will continue into 2014.

We are quoting more and more super move import cargo. We see more plant expansions here in the United States as compared to the past four years.

We have a Baltimore, MD operation to support the Port of Baltimore activities. Our 80,000-square-foot Baltimore facility is operated independent of KMX International. Our Hamburg, PA facility geographically serves the Port of New York, Port Elizabeth, Ports of Camden and Philadelphia, PA while Baltimore serves the Port of Baltimore and Norfolk, VA.

WHAT IS THE MOST CHALLENGING JOB YOUR COMPANY HAS PERFORMED RECENTLY?

The most recent project was a new steel mill expansion in western Pennsylvania and involved moving 25,000 metric tons of equipment imported into the United States. The job involved over 1,250 loads off the East Coast and over 1,550 loads from the local warehouse to the jobsite. There were more than 100 loads in the 'Permit Super Move Category.'

Daily, the job required a nine-man warehouse crew and one to two cranes with crews. It was a one year contract and subcontractors included SC&RA members Fagioli, Houston, TX; Ohlco, Pittsburg, PA; Keen Transport, Carlisle, PA; Selinsky Force, North Canton, OH; and Barnhart Transportation, Erie, PA.

WHAT ARE THE BIGGEST CHALLENGES IN RUNNING YOUR BUSINESS TODAY?

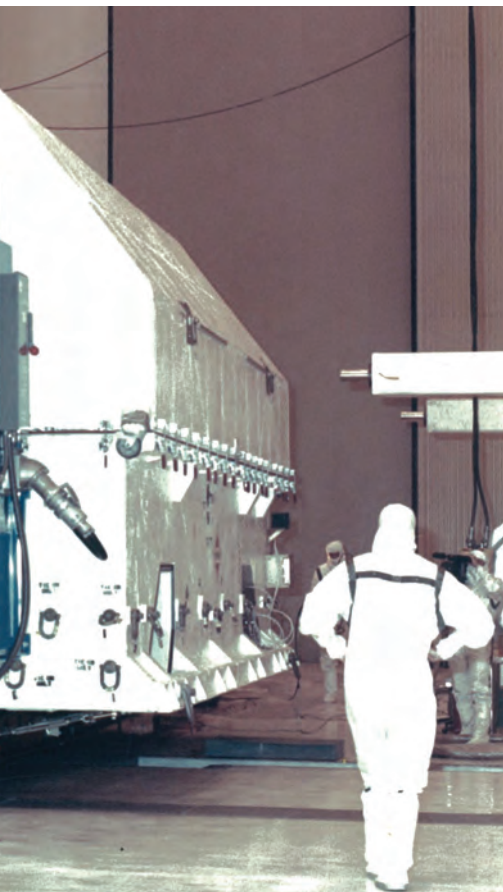
It's over regulation, both personal and professional. There are increasing liabilities in every job performed. More insurances to be added, including healthcare.

The political climate of uncertainty and our 'do nothing' Washington D.C. provides many challenges.

WHAT DO YOU LIKE TO DO WHEN YOU ARE NOT WORKING?

Certainly, that starts with family. Children and grandchildren.

Then if there is any time off, its fly fishing and riding my motorcycle. Also time along the Jersey Shore and in Montana, I enjoy that.



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Terex Cranes' Waverly facility has been transformed from old and out-of-date to lean, modern and efficient. **D. Ann Shiffler** reports.

Turnaround in Waverly



Since it was built in 1945, the Terex Cranes manufacturing facility in Waverly, IA has seen a lot of construction equipment pass out of its doors, ranging from the classic truck-mounted Bantam cranes to Koehring-Bantam excavators to Simon-RO Stinger boom trucks to today's Crossover 4500 truck cranes and Quadstar 1100 rough terrain cranes.

Today, the old plant has a new look that has been evolving since 2005. At that time, the Waverly facility started the process to becoming a lean manufacturing facility, according to Dan Slater, vice president and general manager, Terex Cranes North America. The transformation to lean is almost complete, although with this manufacturing process, lean is always ongoing, always improving.

"In 2005, this facility was not producing enough cranes for the market and was not meeting customer's schedules," said Slater, on a cool day in October, which saw the first dusting of autumn snow. "The lines

were not dedicated and the backlog was huge. They could not get machines out the door."

Slater, whose career had centered on implementing the lean manufacturing model, was recruited to turn things around.

"It was a long process, and each year we implemented more lean principles," he said. "In 2008, we had record rough terrain crane production and delivery – triple digits in a month at one point."

Continuous improvement

While the lean manufacturing model keys on eliminating waste and the constant creation of efficiencies, it also has a huge quality component, which Slater said is the final piece of the puzzle.

"We started tracking deficits and implementing counter measures," he said. "I would put the quality of our rough terrain cranes up against any RT produced."

Quality initiatives have centered on fixing the root of a problem through training. For instance, one of the common defects the company tracked was loose fasteners.

The Quality Team assessed the problem and recommended a solution. A "witness mark" system was developed in which

each bolt or hose is tightened and then a witness mark applied with a Sharpie marker, proving every bolt or hose is tightened to the right degree.

But it didn't stop there. A training program was developed to school workers on how to properly tighten fasteners and the witness mark system. Everyone on the line went through the training, and quickly there was a huge decrease in the percentage of loose fasteners. As I toured the plant, I saw lots of workers using hydraulic tools to tighten bolts. With each one, they stopped and completed the witness mark, as they had been trained to do.

Michael Hovanec, director of purchasing and quality, has been with Terex Cranes a little more than five years, and his strategic mission, and that of the Quality Team he leads, is to assure continuous improvement in the realm of producing high quality cranes.

"We track defects on everything, including our suppliers, and we develop corrective action plans for each defect," said Hovanec. "It's an unusual mix, a value proposition that involves a quality delivery culture at a reasonable cost."

Seeking customer input

The Quality Team meets weekly with the Product Support team to discuss any and all issues that arise from the cranes produced in Waverly. Some of the work of the Quality Team involves talking to customers.

"The Voice of the Customer (VOC) is important," Hovanec said. "The larger part



In 2005, the facility was not producing enough cranes for the market and was not meeting customer's schedules. In 2008, the plant had record rough terrain crane production and delivery – triple digits in a month at one point.



Terex Waverly's transformation to lean is almost complete, although with this manufacturing process, lean is never finished, according to Dan Slater, vice president/general manager, Terex Cranes North America.

of quality assurance is a good design."

He points to a 'Graveyard of Issues' bulletin board that shows quality issues that are now dead.

"Quality starts with a good design and good suppliers," he said. "One of the lean manufacturing disciplines is that you build in quality, not inspect it in."

Each crane that is ordered starts with a serial number and a Green Book, which contains a paper trail of the assembly of the machine.

"The Green Book is a machine's assembly log," he said. "The size of the Green Book has doubled and even tripled over the years because of our quality system."

Another large-scale improvement instituted by the Quality Team dealt with paint quality. Using warranty feedback and VOC information, it was assessed that corrective action was needed.

"We didn't have consistency in our paint performance," said Hovanec. "We did a lot of research and testing and came up with a solution to use one supplier, Valspar, for all our paint, both powder and liquid. We've seen marked improvement in our corrosion resistance. Our new paint mixture was enhanced five times for its corrosion resistance. The performance of our paint is much, much better."

The Quality Team assesses every part and parcel in the cranes produced in Waverly. "It's a never-ending process," Hovanec explained.

Response to the evolution of the Waverly facility has been altogether positive, although there's much more to be done, Slater said.

"This company used to be one in which the factory told the users what they needed, and we've flip-flopped that," said Slater. "We now focusing on several new initiatives, one, which is enhancing service and providing customer quality; and two, reducing complexity."

Take booms, for instance. The company produces 35 to 40 different types of booms. Right now he has assigned a team to look at booms and assess how to reduce the amount and complexity.

"We will ultimately reduce what we offer but it will be what the market wants and needs," he said. "We want to be easier to do business with."

A component of being easier to work



Leaders of the Terex Waverly Quality Team include Lee Linderkamp, senior quality engineer; Andrew Hall, quality manager; and Mike Hovanec, director of purchasing/quality. This team tracks deficits from the moment they are reported until they are put to rest in the 'Graveyard of Issues.'

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Company historian



Tom Limbach assisted in the creation of a custom-designed History Wall that is a historical timeline of the Terex Waverly plant.

Tom Limbach, manager, sales support and training, has worked in a variety of roles at Terex Waverly from engineering to sales. And unofficially, he's the company historian. In the photo (left), Limbach is standing in front of the Terex Waverly History Wall, a custom-designed graphic timeline (etched and cut out of steel) that chronicles the history of the Waverly facility, the equipment produced there and the key people associated with its culmination into Terex Waverly. Limbach leads customers and visitors down the History Wall all the time, and his enthusiasm for the company in which he works is genuine and impressive.



Fred Backer works in the Terex Waverly quality department, and when it comes to crane operation, he's the plant safety guru. For those who want to run a crane at the plant, Backer has developed a crane operator safety course for Terex Waverly.

with is providing information and access to the dealer network, Slater explained.

"Our customers are the key to our success," he said. "We want to give our customers the support they need. We want to give our Terex team the support they need. We want to protect our workers and their future."

And speaking of people, that's one of the most impressive aspects of the Waverly

facility. Most employees have been with the company for many years, and several for more than 40 years. That said, Slater said he needs to keep "building the bench" to assure an influx of new workers and new talent in every area of operation.

With the current Terex Cranes organization in place, including Tim Ford as president, Slater is encouraged that Terex Waverly is poised for success.

"We have gotten ready for the next big uptick," he said. "We have a system in place for ramping up; we've reduced our time for product development; and we are continually training our people on quality. A down market is the perfect time to improve in these areas. Again, it's about reducing complexity. When you do that, you can get up and down with the market."

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Raising the bar

Tim Hillegonds reviews important safety issues regarding below-the-hook lifting devices such as spreader bars.

It might be easy to look at the rigging gear stacked up inside a crane company's shop and potentially overlook the risks associated with below-the-hook lifting devices. After all, there are employees to manage and job safety requirements to meet, as well as insurance certificates that need to be requested. Even when unintended, companies can compromise on safety issues pertaining to lifting devices such as spreader bars.

ASME B30.20-2010, the standard for below-the-hook lifting devices, defines a below-the-hook lifting device as "a device used for attaching loads to a hoist. The device may contain components such as slings, hooks, and rigging hardware..."

The spreader bar, a frequently used below-the-hook lifting device, is commonly utilized when it's necessary to protect a load from rigging materials and enable multiple pick points that ensure a certain sling angle is maintained throughout the hoist. According to Sam Meyer, vice president, Marco Crane & Rigging Co., Phoenix, AZ, they are an essential piece of lifting equipment.

"A large portion of our work requires some type of spreader bar," said Meyer. "I would estimate over 60 percent of our jobs require one."

Critical lifting gear

Spreader bars have long been a critical piece of lifting equipment. Bill Smith, former crane operator and executive vice president of risk mitigation for NBIS, a heavy equipment program underwriter

based in Atlanta, GA, spends a great deal of time walking through crane yards on audits and still sees spreader bar practices that make him grimace.

"There are times where we see old steel piping and I-beams that have been welded for one particular job or one-time use," Smith said. "They might be a quick fix, but the problem is that they aren't properly engineered, welded, rated or load tested. I saw it in the 1970s and I still see it now. Companies that do that are looking for trouble."

What Smith means is that spreader bars – just like slings, hooks and booms – need to adhere to certain standards, both during the manufacturing process and when they're being used. According to B30-20-1.2.2 Construction (10) "The manufacturer shall verify that structural and mechanical lifting devices are designed by or under the direct supervision of a qualified person. The design shall be in accordance with ASME BTH-1 and shall consider the stresses resulting from the application of rated load plus the weight of the lifting device."

When pipes, I-beams, or any other material that's just lying around the crane yard is welded on and turned into a spreader bar, there's a significant amount of risk that's being created. These temporary solutions – which certainly don't adhere to the recommended standards and load-testing requirements – are a proverbial crapshoot. The dice might roll in your favor once, but the next time could be a disaster.

"Spreader bars should always be purchased or manufactured with engineering behind it to meet current OSHA safety factors, which are three to one for yield," says Meyer. "The bar should be clearly labeled with the weight of the bar, length and safe working load. They should also be inspected prior to use for any damage."

Tandemloc conducts an average of 3,521 tests a year on its below-the-hook products.



Meyer's point is well taken. There's a certain level of inspection and knowledge that's required to be able to properly use and select spreader bars. And since spreader bars play an important role in many of today's lifts, the National Commission for the Certification of Crane Operators (NCCCO), an organization dedicated to improving performance standards through the independent assessment of knowledge, has developed a certification program that tests a candidate's level of proficiency relating to spreader bars. These certifications are obtained by passing the Rigger Level 1 and Rigger Level 2 exams.

"[Using spreader bars] is a common crane and rigging practice, and the committee felt it was important to test that knowledge set," said Joel Olivia, manager, program development and administration for NCCCO. "The NCCCO rigger exams cover a broad scope of rigging activities, including the identification, selection, inspection and execution of rigging, while using safe rigging practices and applications throughout. Each of these areas is applied to spreader bars, along with slings, hardware and other rigging devices."

When it comes to testing, Tandemloc,



THE AUTHOR

Tim Hillegonds spent 10 years in the heavy construction insurance industry before founding Thrive Creative Services,

a creative copywriting agency dedicated to helping businesses tell their stories.



The spreader bar, a frequently used below-the-hook lifting device, is commonly utilized when it's necessary to protect a load from rigging materials and enable multiple pick points that ensure a certain sling angle is maintained throughout the hoist.

stated a number of things, including how frequently it would be used: "When purchasing a new spreader bar, we consider how often we would use it and the safety it will bring to our operations. Does this particular bar reduce our exposure of loss due to injury or property damage? If it's a large, expensive bar, we would also consider how much revenue

might be gained by having that particular accessory in our inventory."

Other factors he mentioned were how much revenue they could produce using the bar and which spreader design would give them the highest capacity with the lowest amount of weight.

Though spreader bars are just one part of a complicated and demanding daily crane operation, it's important to know what issues revolve around their manufacture and use.

By knowing the issues and striving to act in accordance with the standards, we can continue to perpetuate best practices and overall crane safety. ■

Inc., a designer and manufacturer of lifting equipment based in Havelock, NC that has produced thousands of spreader bars and other lifting products since 1984, believes strongly that it is incumbent upon the manufacturer – for ethical, professional, and safety assurance reasons – to proof-test every below-the-hook lifting device.

Tandemloc's president, John DiMartino, explained how their belief has influenced the structure of their manufacturing plant.

"We have a dedicated testing department that is manned full time, and have built a very large, very capable, patented test stand to handle the large volumes we generate. From 2007 through 2012 we conducted and recorded an average of 3,521 tests annually."

But it's not just testing that Tandemloc is concerned with, it's finding new ways to approach old problems, as well. One of Tandemloc's innovations, the telescopic spreader bar, offers a wide range of minimum and maximum lengths in convenient increments of only a few inches. However, unlike some telescopic spreaders, the Tandemloc spreader bar maintains the load rating no matter how much the spread increases.

Purchasing advice

DiMartino explains that telescopic spreader bars are simply more versatile.

"A traditional or 'fixed' spreader bar is designed for one spread and therefore is limited in use for lifting a variety of objects," he says. "Telescopic spreaders, as the name implies, offer a multitude of spreads allowing the user a greater range of lift points."

When I asked Sam Meyer of Marco Crane & Rigging what he looks for when purchasing a spreader bar, he

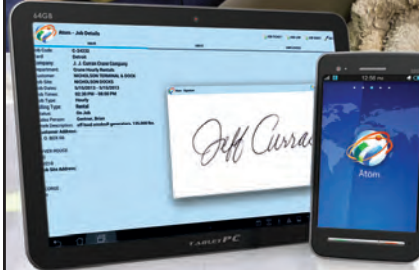


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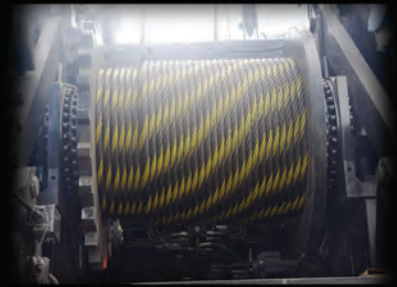
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A Berard Transportation project shows the steering capabilities of a SPMT system making a tough turn into a plant near Baton Rouge, LA. This vessel was about 185-feet-long, 14-feet in diameter and 480,000 pounds.

SPMTs offer rigging flexibility and cost efficiency. And the market is hot.



Along the Gulf Coast region of the United States, industrial work is vibrant with constant activity supporting marine and offshore fabrication, refineries and the petrochemical industry.

Based in New Iberia, LA, Berard Transportation is in the thick of this business, providing super heavy transport services including barge load-outs/offloads, waterway transport, over-the-road super loads, strand jacking and turnkey project management.

Berard Transportation specializes in moving the biggest things one can imagine, ranging from huge modular structures to giant vessels to ships and barges. Among the most useful tools in the company's fleet are its SPMTs, according to Brett Berard, vice president of operations/engineering.

With a 144-axle fleet of SPMTs and 14 power packs, Berard has a "day-to-day" market for the equipment.

"We keep them very busy," he said. "We have some jobs that will require all 144 axles. But a typical job requires 20 to 24 axles. We are very fortunate to have a day-to-day market along the Gulf Coast and in Louisiana."

Among the most popular usage for Berard's SPMTs is rolling equipment on

and off barges.

"With so many navigable waterways in Louisiana, typically over-the-road moves for this heavy equipment aren't as frequent."

Cost effective tools

Beyond their roll-on and roll-off capability, Berard says SPMTs are cost effective, because often their use can alleviate the cost of a crane or more than one crane.

"Lots of innovation can be applied to SPMT usage," he said. "They really allow us to do things and minimize using cranes for load out. We did a project recently that the customer assumed we would need a crane. We proposed a plan using SPMTs rather than need a floating crane, saving the client substantial cost. SPMTs are the workhorse of our business."

Steering capabilities of SPMTs allow for maneuvering heavy objects into very congested spaces.

"While our customers don't always understand how amazing the equipment is, they appreciate the results," Berard said. "Every day we have greater challenges of fitting massive pieces of equipment and vessels into spaces they are not designed to fit."

Berard's fleet of SPMTs are Goldhofers.

"We've found their service and design to be great and we are extremely satisfied with this brand," he said. "We have three models in our fleet: the 10-foot-wide (40-tons per axle); the 8-foot-wide (55-tons per axle); and the traditional mechanical steer 10-foot-wide model. All three types can be combined under one load all with the use of a single operator."

Technically, SPMT has become a generic term for self-propelled modular transporter, although there are actually two types, the self-propelled mechanical steer and the self-propelled electronic steer. The difference is the range of turning and the ability to change the steering configuration, meaning mechanical versus hydraulic. The range of steering, high load capacity and ease of assembly give users a wide range of rigging methods.

Jim Taylor, president of Taylor Crane & Rigging (TCR), recently took delivery of 32 lines of Scheuerle/Kamag K-25 trailers. The company also just received a new Kamag K-25 Power Booster unit, which the manufacturer bills as a "five in one" rigging solution.

Introduced and demonstrated to U.S. customers and the media at the facilities of Precision Enterprises in Cocoa, FL on September 16-17, the K-25 Power Booster offers users the ability to transform their conventional fleets into SPMTs.

"These new Scheuerle Kamag trailers will expand TCR's ability to perform heavy



Customers take a look at the new Scheuerle Kamag K-25 Booster that was demonstrated at Precision Enterprises in Florida in September. Taylor Crane & Rigging purchased the first one delivered to the U.S., along with 32 lines of Scheuerle SPMT.

haul services throughout the U.S.," said Taylor. "We took a team to the Scheuerle/Kamag facility in Germany in July to learn the operational features of the K-25 trailers and K-25 Power Booster."

Power Booster demo

For demonstration purposes, the K-25 Power Booster was coupled to an old Goldhofer transporter and a new K-25 transporter, showing its compatibility and adaptability. The K-25 Power Booster was demonstrated in several configurations, including as a push truck, on public roads as a trailer combination and as a self-propelled transporter.

"What is great is the versatility of usage for the K-25 Power Booster," said Taylor. "It can be used as a push truck behind a prime mover, or once the drive gear is switched off, it can be part of a trailer combination."

The K-25 Power Booster was also designed for in-house transports. The drive unit with the PPU can be controlled as a self-propelled transport combination using a mobile control unit.

"For example you might need to pick up a transformer at a facility and use the K-25 Power Booster to move it through the plant," said Taylor. "Then you connect with a prime mover to haul the transformer on public roads and use it as a push truck on steep hills, so you don't need to go to the expense of another prime mover. Then once you get to the power



Using a Goldhofer system, Bay Crane moved the Space Shuttle Enterprise from JFK International Airport to the Intrepid Sea, Air and Space Museum in New York.

plant, you disconnect from the transport system and move through narrow roads to the installation site without mobilization of cranes or other equipment."

"We think the K-25 Power Booster will be a top product in the U.S. and Canada," said Roland Fischer, area manager of sales for TII Sales. "Many of our customers are interested and so are the customers of our competition. It is a versatile product that offers many advantages in transport and moving services."

Stephen Crawford, sales manager of Precision Enterprises Inc. (PEI), said reception to the K-25 Power Booster has been huge.

"We call it a mini SPMT, but it can be driven or dragged home," he said. "When you get to the jobsite with the K-25, you don't have to worry about how to get the prime mover out of the way. With the Power Booster, you unhook the prime mover and park it in the parking lot. That's a major selling point, is that you can eliminate the need for the prime mover

once you get to the jobsite. Plus, with the SPMT, there's a lot more hook up than just pushing a button, which is what you do with the Power Booster. It's not a big transition to unhook the Power Booster, just one guy to push a button and unhook a couple of hoses. It's a time-saving device."

Heavy lift and transport company Mammoet recently signed a deal for 650 axle lines of Scheuerle SPMT. This will bring the total number of axle lines in Mammoet's fleet to more than 3,000.

"We meet a lot of demand for intelligent transport solutions around the world," said Jan Kleijn, CEO, Mammoet. "This substantial acquisition is a strategic investment in Mammoet's fleet."

Herman Smit, Mammoet COO, said SPMTs play a pivotal role in engineering solutions and safe delivery of services.

"We are convinced of the quality Scheuerle has delivered for the past 30 years," Smit said. "The purchase supports our project requirements for 2014 and thereafter."

Bay Crane recently purchased 20 axle lines of Goldhofer SPMT to go with six lines it already had, for a total of 26 lines.

"SPMTs are probably the most versatile transport tool on the market," said Gregg Barry, vice president, Bay Crane, based in Long Island City, NY. "The difference is that these trailers can literally go sideways, which is quite convenient when doing rapid bridge replacement [and other jobs]. You can put a very large piece in a very tight area. The maneuverability they offer is the key when you have to thread the needle and are dealing with a very high center of gravity. The SPMTs all you to do this with great precision."

Fagioli uses a Cometto SPMT system to move a bridge structure.



Mammoet transported one of the world's largest nacelles designed by Siemens, which weighed close to 308 tons. For the transport, Mammoet used 30 InterCombi axle lines from Scheuerle. The total length of transport, including two tractor units, was 223 feet. The nacelle measured 54 x 21 x 22.5 feet.



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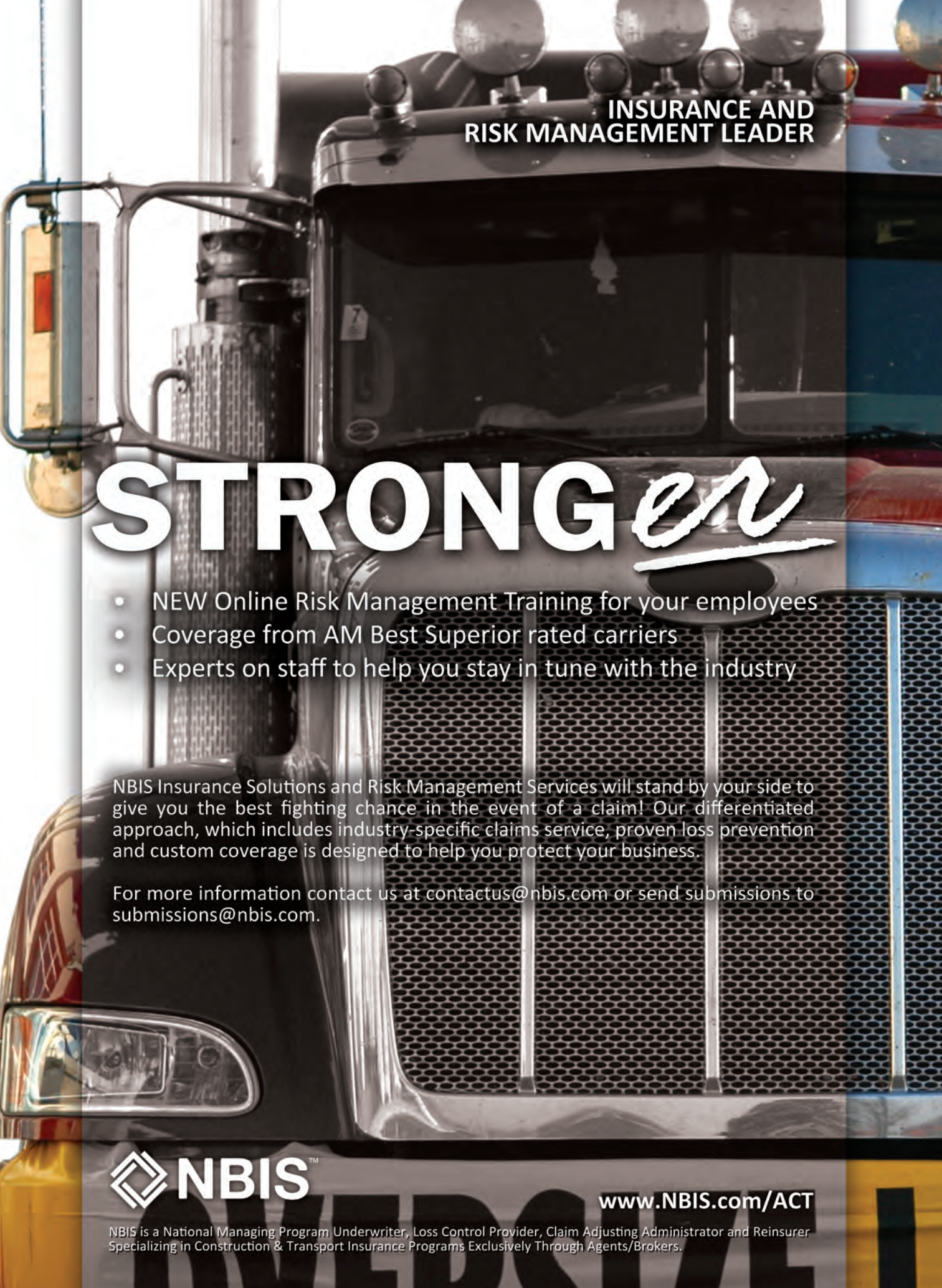


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ACT presents its 8th annual TRANSPORT50 ranking of North America's largest heavy and specialized transportation companies.



Super sized

BY THE NUMBERS

American Cranes & Transport Magazine's 2013 TRANSPORT50 includes 80 companies that do business on a regional, national and international basis. Most of the firms are purely transportation services firms, although many, especially the top 30, offer lifting and rigging services. This year's ACTTRANSPORT50 listing offers some interesting conclusions and observations about the business of specialized transport.

- The ACTTRANSPORT50 encompasses a fleet of **41,588** pieces of equipment or vehicles, up from **39,617** in 2012.
- The total capacity in U.S. tons of the entire ACTTRANSPORT50 is **2,834,129** U.S. tons, up significantly from **898,739** in 2012.
- The ACTTRANSPORT50 employs **23,285** industry professionals, up from **15,696** in 2012.
- TRANSPORT50 companies own and operate approximately **17,946** tractor/truck units, up from **16,781** in 2012.
- The TRANSPORT50 represents a total of **388** headquarters and/or terminal locations throughout North America.
- Thirty-three of the firms on the TRANSPORT50 report that their scope of work in the specialized transportation sector as international. Thirty-three companies in the TRANSPORT50 consider their scope of work to be national, and 15 categorize themselves as regional.
- One company is new to the TRANSPORT50 in 2013.

Specialized transportation companies successfully rolled through 2013 without much fanfare, although some of the cargoes this sector hauls and rigs are quite spectacular. Based on our 2013 ACTTRANSPORT50, most companies added employees, trailers and vehicles. The biggest trend we noticed was that quite a few companies that did not have modular/hydraulic platform trailers or self-propelled modular transporters in their fleets now do.

Sustained growth

It appears that there has been a sustained, modest growth experienced by the larger companies and the smaller ones are holding their own, also adding employees and adding to their fleets. Companies that transport oversized, overweight cargo achieve monumental tasks, rigging and hauling objects and equipment that would have been considered unmovable even 10 years ago. The effort to haul these items requires extreme planning, sophisticated engineering and expensive trucks, trailers and specialized hauling equipment. Plus there are all sorts of other hurdles, including the route planning, acquiring permits, dealing with weather issues and other challenging obstacles. But they get it done, and they get it done safely and without incident.

We first introduced our ACTTRANSPORT50 in 2005, and the list has grown incrementally each year. This year, just one company is new to the list. While most of the major players

in the North American specialized transportation sector are on the list, we also realize there are some companies not represented. Most of these companies choose not to be on our list.

The ACTTRANSPORT50 is ranked by fleet capacity and then by total maximum transport capacity by weight of all relevant equipment in a company's fleet (in U.S. tons). The ranking is based on information supplied by the companies on 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. The integrity and honesty of those who fill out our surveys is what we rely on to assure our lists are accurate and complete. 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 reached out to more than 750 companies by regular mail, email and the internet.

Additionally, firms included on our list last year did not re-submit information this year. In these cases we included their 2012 information. In some cases, when data wasn't available or updated, we mark these listings as ACT estimates. As with all our Top List databases, we made every effort to ensure the accuracy and completeness of this information but the editors and staff take no responsibility for errors, omissions or incomplete information.

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

RANK	COMPANY NAME	HEADQUARTERS	# OF TERMINALS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT	WEBSITE
1	¹ Landstar Transportation Logistics	Jacksonville, FL	2	International	1,300	Jay Folladori, vice president	www.landstar.com
2	² Challenger Motor Freight*	Cambridge, Ontario	5	International	2,200	David Feinwechter, general manager	www.challenger.com
3	³ ATS Specialized	St. Cloud, MN	16	National	1,310	Gary Stang, vice president, general manger	www.atsinc.com
4	³² All Erection & Crane Rental (DST Inc.)	Cleveland, OH	34	Continental	1,500	Wayne P. Kokta, manager	www.allcrane.com
5	⁵ Bennett Motor Express	McDonough, GA	18	International	262	Len Johnson, president	www.bennettig.com
6	¹⁰ Mammoet USA	Rosharon, TX	5	International	5,000	Richard Miller, CEO	www.mammoet.com
7	⁴ Lone Star Transportation	Fort Worth, TX	16	International	461	David Ferebee, vice president, marketing	www.lonestar-llc.com
8	⁷ Bigge Crane & Rigging*	San Leandro, CA	10	International	350	Joseph Nelms, vice president	www.bigge.com
9	⁸ Keen Transport	New Kingstown, PA	15	International	525	Chris Easter, president	www.keentransport.com
10	⁹ Daily Express	Carlisle, PA	9	National	175	Mark Eyer, vice president	www.dailyexp.com
11	¹¹ Entrec Corporation	Calgary, Alberta Canada	11	International	500	John M. Stevens, COO	www.entrectransport.com
12	¹³ Emmert International	Clackamas, OR	3	International	125	Terry W. Emmert, president	www.emmertintl.com
13	¹² Sammons Trucking*	Missoula, MT	4	National	70	Tim Burke, president	www.sammonstucking.com
14	¹⁴ Deep South Crane & Rigging	Baton Rouge, LA	5	International	450	Mitch Landry, president	www.deepsouthcrane.com
15	¹⁵ Bellemare Group	Quebec City, Canada	5	International	650	Jean-Luc Bellemare, president	www.transportbellemare.com
16	⁶ Barnhart Crane & Rigging	Memphis, TN	25	National	1,000	Alan Barnhart, CEO	www.barnhartcrane.com
17	¹⁶ Miller Transfer	Rootstown, OH	18	International	76	James Unger, president	www.millertransfer.com
18	¹⁷ Tradelossa	Durango, DGO, Mexico	6	International	230	Rafael de los Santos, business manager	www.tradelossa.com.mx
19	²² Heavy Transport Inc.	Long Beach, CA	3	National	200	Bob Weyers, general manager	www.braggorane.com
20	²³ Sterett Heavy Hauling	Evansville, IN	6	National	45	Tres Sterett, owner	www.sterettheavyhauling.com
21	¹⁸ NCSG Crane & Heavy Haul	Edmonton, Alberta Canada	15	International	650	Ted Redmond, president/CEO	www.ncsg.com
22	¹⁹ Lampson International	Kennewick, WA	10	International	345	Bill Lampson, president/CEO	www.lampsoncrane.com
23	²⁸ Fagioli Group USA	Manvel, TX	2	International	33	Edoardo Ascione, president	www.fagioli.com
24	²¹ J. Supor & Son Trucking & Rigging*	Harrison, NJ	1	National	140	Joseph Supor III, president	www.jsupor.com
25	²⁴ Contractors Cargo Company	Compton, CA	2	National	133	Gerald Wheeler, president	www.contractorscargo.com
26	²⁷ Totran Transportation Services	Calgary, Alberta Canada	2	International	92	Rob Miller, president	www.totran.ca
27	²⁵ Energy Transportation	Casper, WY	3	International	150	Dan McGlade, president	www.energytran.com
28	²⁶ Southwest Industrial Rigging	Phoenix, AZ	4	International	200	Harry Baker, president	www.swirusa.com
29	^{new} Rigging International (dba Sarens)	Alameda, CA	4	International	140	Jim Hennessy, market group mgr	www.sarens.com
30	²⁹ Burkhalter Rigging Inc.	Columbus, MS	5	International	175	Delynn Burkhalter, president/CEO	www.burkhalter.net
31	³⁰ Edwards Moving & Rigging	Shelbyville, KY	4	National	80	Mark Edwards, president	www.edwardsmoving.com
32	³¹ Edwards Crane*	Spring Hope, NC	5	Regional	350	Forrest Boone, vice president	www.edwardsinc.com
33	³³ Trans-United Inc.	Burns Harbor, IN	24	International	43	Jeffrey S. Fleming, president/CEO	www.transunited.com
34	³⁷ Erickson's	North Muskegon, MI	3	National	60	Steve Erickson, president	www.ericksonsg.com
35	³⁴ DG Rigging Inc.*	Brookville, OH	4	National	75	Dennis Sargenti, owner	www.dgrigging.com
36	⁴⁰ Berard Transportation	Loreauville, LA	4	National	50	Johnny Berard, president	www.berardtrans.com
37	⁴² MSA Delivery Services	Canton, MI	3	International	65	Jerry Rozum, president	www.msadelivery.com
38	⁴³ T.J. Potter Trucking	Becker, MN	1	National	35	Todd Potter, owner	www.tjpottertrucking.com
39	³⁸ Midwest Specialized Trans	Rochester, MN	2	National	65	Sean Claten, vp, general manager	www.midspec.com

* ACT estimate

Specialized Transportation Insurance and Risk Management **EXPERTS**

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			
1,490	23	98,665	3,458	8,437	100,145	11,918
0	0	79,785	1,502	1,500	79,785	3,002
16,315	263	70,045	1,833	905	86,360	3,001
925	15	60,695	1,486	1,205	61,620	2,704
1,072	32	21,080	1,503	865	22,152	2,400
1,867,563	2,120	8,000	100	45	1,875,563	2,265
0	0	50,940	1,237	603	50,940	1,840
25,390	740	13,190	246	58	38,580	1,044
0	0	26,400	541	310	26,400	851
1,275	18	23,190	536	300	24,465	841
15,840	452	10,220	182	313	26,060	787
23,335	509	9,440	112	87	33,185	709
0	0	10,794	350	350	10,794	700
10,819	308	11,225	318	59	22,044	685
5,212	120	15,930	305	170	21,142	595
20,624	107	14,270	274	203	32,894	534
0	0	13,750	340	147	13,750	487
9,650	231	5,721	125	116	15,371	472
7,600	182	4,000	184	100	11,600	466
7,095	178	6,730	174	61	13,825	413
7,520	227	4,297	89	68	11,817	384
8,806	244	1,877	61	60	10,683	365
13,744	364	0	0	0	13,744	364
4,656	174	6,025	129	55	10,681	358
1,780	68	7,010	192	50	8,790	310
12,346	590	7,591	170	75	19,937	305
2,100	62	8,850	152	80	10,950	294
1,944	51	9,960	153	88	11,909	292
10,748	292	0	0	8	10,748	292
6,441	152	5,243	83	38	11,684	273
10,452	133	6,217	104	20	16,669	257
0	0	1,500	182	52	1,500	234
480	15	5,140	123	88	5,620	226
3,754	106	3,454	82	37	7,208	225
42	78	2,795	98	34	2,946	210
7,052	148	1,620	28	30	8,672	206
0	0	3,705	131	55	3,705	186
0	0	4,965	124	60	4,965	184
0	0	4,155	110	74	4,155	184

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

RANK	COMPANY NAME	HEADQUARTERS	# OF TERMINALS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT	WEBSITE
40 ³⁵	McTyre Trucking	Orlando, FL	2	National	54	John McTyre, Sr., COO	www.mctyret trucking.com
41 ³⁹	White Brothers Trucking*	Wasco, IL		International	55	James White, president	www.whitebrotherstrucking.com
42 ⁴¹	Link Truck Service*	Sparta, IL	1	National	25	Rob Link, president	www.linktruckservice.com
43 ⁵⁶	Intermountain Rigging	Salt Lake City, UT	1	National	90	Ron Montgomery, president	www.intermountainrigging.com
44 ⁴⁴	Integrated Wind Energy Services*	Cape Girardeau, MO	2	National	65	Hugh Gilmore, president	www.integratedwind.net
45 ⁴⁵	WL Byers Trucking Inc.*	Wampum, PA	2	National	38	David L. Byers, president	www.byersheavyhaul.com
46 ³⁶	Omega Morgan	Hillsboro, OR	6	International	350	Troy Tallent, v.president, heavy specialized	www.omegamorgan.com
47 ⁴⁶	Vic's Crane & Heavy Haul*	Rosemount, MN	1	National	80	Paul Newman, vice president	www.vicsco.com
48 ⁴⁸	UniGroup Logistics	Fenton, MO	1	National	925	Jim Powers, president	www.unigrouplogistics.com
49 ⁴⁹	Yarbrough Transfer Company	Winston-Salem, NC	3	Regional	65	Jim Yarbrough, exec v.president	www.yarbroughtransfer.com
50 ⁵⁰	Crane Rental Corp.	Orlando, FL	5	National	112	Alan Ashlock, president	www.cranerental.com
51 ⁵¹	Transportes Telleria*	Santa Julia, CP Mexico	3	National	90	Guillermo Arce, general manager	www.transportes-telleria.com
52 ⁵⁴	Precision Heavy Haul	Tolleson, AZ	2	Regional	30	Mike Poppe, president	www.precisionheavyhaul.com
53 ⁵²	Perkins Specialized Transportation	Northfield, MN	1	International	85	Ron Donahoo, v.president marketing/contracting	www.heavyhaul.com
54 ⁵³	Superior Transportation*	Charleston, SC	1	Regional	45	Pat Barber, president	www.superiortransportation.us
55 ⁴⁷	Jimmy T. Wood	Memphis, TN	1	Regional	40	Dan T. Hale, Sr., operations manager	www.jimmytwood.com
56 ⁵⁵	Northwest Logistics Heavy Haul*	Oklahoma City, OK	2	National	60	Johnny Mefferd, manager	www.northwestcompanies.com
57 ⁵⁷	Debrick Truck Line*	Paola, KS	1	National	22	Kevin Debrick, president	www.debricktruckline.com
58 ⁶⁸	Continental Machinery Movers*	Nashville, TN	2	National	36	Terry Clyne, owner	www.cmm-TN.com
59 ⁵⁹	Sheedy Drayage*	San Francisco, CA	3	International	130	Thomas Hart, manager, heavy haul	www.sheedy crane.com
60 ⁶⁰	H. Brown Cranes & Rigging	Eunice, LA	3	Regional	75	Maurice Brown, operations manager	www.hbrown.com
61 ⁶¹	C/J Trucking	Shrewsbury, MA	2	Regional	19	Chris Muello, owner	www.cjtrucking.com
62 ⁶²	Selinsky Force	North Canton, OH	5	National	250	Jim Chapman, president	www.selinskyforce.com
63 ⁶³	Cara Dawn Transport	Regina, SK, Ontario	2	International	45	Dave Wellings, president	www.caradawntransport.com
64 ⁶⁴	Wilhelm Trucking Company*	Portland, OR	1	National	400	Bob Wilhelm, Jr., president/CFO	www.wilhelmtruck.com
65 ⁶⁵	Allstates Rigging Inc.*	Manitowoc, WI	1	Regional	32	Jonathan Thompson, vice president	www.allstatesrigging.com
66 ⁶⁶	George Young Group	Philadelphia, PA	2	National	73	George S. Young, president	www.gyco.us
67 ⁶⁷	Process Group Inc.*	Cambridge, Ontario	3	International	300	Cliff Snyder, president	www.processgroup.ca
68 ⁶⁸	Primetime Trucking*	Islip, NY	1	Regional	20	Joe Sceppa, president	www.primetimetruckingny.com
69 ⁶⁹	Caribbean Heavy Lift & Transfer	Aruba	1	International	50	Marco van Daal, managing director	www.atcoaruba.com
70 ⁷⁰	Duffy Crane & Hauling*	Henderson, CO	1	Regional	60	Jeff Cummings, president	www.duffy crane.com
71 ⁷¹	Diamond Heavy Haul*	Shandon, OH	2	National	3	Tom Gallagher, operators manager	www.diamondheavyhaul.com
72 ⁷²	Star Intermodal Trans*	Green Cove Springs, FL		Regional	25	Kenneth E. New, owner	www.starintermodal.com
73 ⁷⁶	Doug Davidson Trucking	Salem, OH	1	National	19	Doug Davidson, owner	oldtruck@sbcglobal.net
74 ⁷³	Mansfield Crane SVC*	Mansfield, PA	1	Regional	20	Trapper Wyman, president	www.mansfieldcrane.com
75 ⁷⁴	American Transfer & Storage	Tulsa, OK	1	Regional	24	Steve Montgomery, owner	www.americantransferok.com
76 ⁷⁵	Industrial Riggers Inc.	Waterbury, CT	1	Regional	36	Kimberly Sfarza	www.industrialriggers.com
77 ⁷⁷	PSC Crane & Rigging*	Piqua, OH	3	National	100	Randy Sever, executive vice president	www.pscind.com
78 ⁷⁸	Industrial Maintenance & Service Corp.	Richmond, VA	1	Regional	28	John Bierolinski, president	www.imscomonline.com
79 ⁷⁹	Southwestern Industrial Contractors	El Paso, TX	1	International	91	Bill C. Fiske, president	www.southwesternindustrial.com
80 ⁸⁰	Otto's Crane & Rigging	Missoula, MT	1	Regional	8	Roger Bachman, president	roger@ottocrane-rigging.com

* ACT estimate

Specialized Transportation
Insurance and Risk Management

EXPERTS

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			
1,330	24	5,570	105	50	6,900	179
0	0	4,620	122	47	4,620	169
1,860	22	3,010	106	38	4,870	166
730	24	2,790	52	85	3,520	161
0	0	2,500	76	68	2,500	144
125	6	150	84	30	275	140
3,265	200	4,464	80	50	7,729	135
2,083	46	1,135	38	48	3,218	132
0	0	1,400	65	65	1,400	130
		3,397	82	53	3,397	126
2,030	60	1,612	30	23	3,642	120
2,828	96	710	20	18	3,528	116
504	14	4,965	92	18	5,469	114
1,400	80	825	10	23	2,225	113
0	0	3,650	77	29	3,650	106
0	0	2,920	65	40	2,920	105
793	34	1,755	50	48	2,548	102
20	2	500	32	55	520	89
0	0	1,657	45	43	1,657	88
1,680	48	910	17	16	2,590	81
544	16	1,645	27	23	2,189	66
200	10	745	44	12	945	66
700	24	1,985	38	26	2,685	61
0	0	3,000	28	30	3,000	58
0	0	2,500	57		2,500	57
0	0	1,530	37	19	1,530	56
748	22	805	17	10	1,543	49
720	16	428	11	12	1,148	39
0	0	1,080	19	20	1,080	39
408	12	460	12	15	868	39
990	40	1,230	19	16	2,220	37
0	0	2,500	22	12	2,500	34
0	0	500	22	10	500	32
0	0	650	17	14	650	31
0	0	20	6	22	20	28
20	2	150	13	12	170	27
0	0	470	16	10	470	26
235	6	340	10	9	575	25
0	0	115	7	8	115	15
0	0	565	13	9	565	23
0	0	240	8	4	240	12

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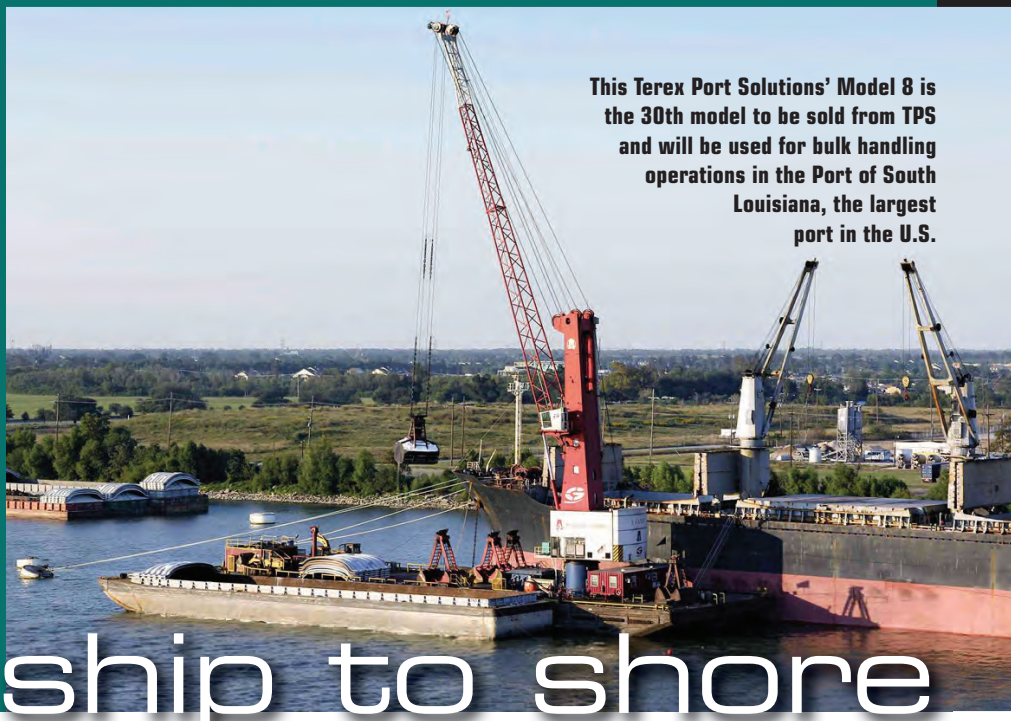
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While the Mississippi River gets its fair share of floating cranes, ports across the Americas are seeing an increase in harbor activity. **Lindsey Anderson** reports on port cranes.



This Terex Port Solutions' Model 8 is the 30th model to be sold from TPS and will be used for bulk handling operations in the Port of South Louisiana, the largest port in the U.S.

From ship to shore

With constantly increasing freight volumes mixing with rising costs, Gary Poirrier, director of Associated Terminals LLC in Louisiana had to address his customers' needs.

"Customers expected us to handle their freight without delay," Poirrier said. So to address their needs – and his own – Associated Terminals purchased a Model 8 floating crane from Terex Port Solutions (TPS).

The Model 8 is the 30th model to be sold from TPS and will be used for bulk handling operations in the Port of South Louisiana. The crane will be configured as a G HPK 8400 B four-rope grab variant. It will join seven other Terex Gottwald floating cranes in AT's fleet as well as a total of 19 Terex Gottwald floating cranes on the Mississippi River.

"Since TPS transferred its high-performance mobile harbor crane technology to floating cranes, AT has been able to keep abreast of requirements," Poirrier said.

The increase of floating cranes on the Mississippi is a clear indication of how cargo is being handled on the river and in ports across the U.S.

"The Mississippi River has contributed its own special chapter to this story, but we have also been able to demonstrate very successfully the benefits of our floating cranes to operators in other parts of the world," said Giuseppe Di Lisa, vice president of sales and service at Terex Port Solutions.

According to Terex Port Solutions,

Gottwald floating cranes are suitable for all types of cargo and a wide range of handling scenarios. The high-performance machines come into their own in ship-to-ship transshipment as well as ship-to-quay handling, whether in ports, on-shore waters or on the open sea. The cranes are approved for and able to work in wind speeds of up to 24 m/s and wave heights of up to 2.5 m (8.2 feet).

Mexico's West Coast

With the emergence of Asian markets and exports, port terminals on the west coast of Mexico are becoming increasingly important. German crane manufacturer Liebherr-Werk Nenzing has used this momentum to deliver several of its mobile harbor cranes (LHMs) to strengthen the infrastructure of terminals in the region.

In Lázaro Cárdenas, Mexico, Liebherr supplied a LHM 550 mobile harbor crane in 2011. This year, the port opted for three more LHM 600s. One of the new machines will be the first LHM in Mexico equipped with Liebherr's hybrid power booster Pactronic, allowing for up to 30 percent more turnover in combination with reduced fuel consumption and lowered emissions of about 30 percent, Liebherr said.

Also, more LHMs were delivered to Manzanillo, Mexico's busiest port, achieving a throughout of 1.99 million TEUs in 2012. TEUs (the 20-foot

equivalent unit) are an inexact unit of cargo capacity often used to describe the capacity of container ships and container terminals.

It is based on the volume of a 20-foot-long intermodal container, a standard-sized metal box which can be easily transferred between different modes of transportation, such as ships, trains and trucks, according to sources.

Manzanillo is located close to various metropolitan areas. The newest crane, having been delivered only this year, is also an LHM 600, which, according to Liebherr, represents the biggest container handling mobile harbor crane in Manzanillo with a 190-foot outreach.

Liebherr has also seen demand for its mobile harbor cranes continue to grow in Latin America, as ongoing economic development in the region drives demand for cargo handling equipment.

In 2011, Liebherr delivered 16 mobile harbor cranes to Latin America. Demand remained constant in 2012, with 15 LHMs delivered to the region. ■



In Lázaro Cárdenas, Mexico, Liebherr supplied a LHM 550 mobile harbor crane in 2011.

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Bay Crane's crew hauled out two sections at a time, using a six-axle steerable dolly, a four-axle tractor and a six-axle jeep.

Bay Crane hauled four bridge sections for a Rapid Bridge Replacement project in Cortland, NY.



Quick bridge haul

Scores of bridges have been deemed insufficient in the United States, which means bridge replacement is big business. Bay Crane has been involved in several bridge replacement projects, most recently in Cortland, NY.

The scope of the job was to transport four sections, two interior spans and two exterior spans with walls. The exterior sections weighed 100 tons each and the interior sections weighed 90 tons each.

Falling in the category of Rapid Bridge Replacement, the four sections, put into place, means a complete bridge, according to Gregg Barry, vice president for Bay Crane, based in Long Island City, NY.

"It used to be that a bridge would be closed down and traffic diverted until a new one could be built, which could be a long time," he said. "But today, you can put up a 42-foot-wide, 90-foot-long bridge and do it completely in two weeks.

For this bridge, the four main pieces were put in place in 48 hours, and complete bridge replacement was done in two weeks. It's way less grief for public users."

Bay Crane's crew hauled out two sections at a time, using a six-axle steerable dolly, a four-axle tractor and a six-axle jeep, he said.

"We had both rigs set up the same way," he said. "We hauled the first two on a Wednesday and then went back and delivered the second two sections on a Friday."

Leading bridge fabricator

The route was 223 miles from the Fort Miller Company in Easton, NY to the bridge site at Interstate 81 over Preble Road in Cortland.

"Fort Miller is one of the leading type of fabricators who are addressing this type of need for rapid bridge replacement," he said.

The interior sections were 12-foot, 6-inches in width and 87-feet-long while the exterior sections were 87-feet-long but 10-feet, 6 inches in width.

Two escorts, a state police escort and a service truck were a part of the convoy, which was allowed to travel during normal business hours.

The sections were loaded onto the trailer system at the Fort Miller plant by two cranes owned and operated by the company.

At the bridge site a 500-ton AC Terex Demag 550 unloaded and placed the bridge sections.

"It was a great project," said Barry. "When you start a job like this, your adrenalin is up. It's like getting ready for a big football game. The demands are tough but once you are done there's a feeling of satisfaction for what was accomplished.

Within a week of the job being completed Bay Crane received a letter from the client thanking them for their work.

"Your guys busted their [butts] while here and once on the road. They are good men. Hardworking, dedicated, well mannered. They are welcome here any time. You can be assured that they represent Bay Crane very well, both at our plant and on the jobsite."

Two escorts, a state police escort and a service truck were a part of the convoy, which was allowed to travel during normal business hours.





**Chellino Crane President
Greg Chellino and AZZ
Galvanizing Sales Manager
Scott Matalone.**



Terry White reports that after a fire destroyed a galvanizing plant, Chellino Crane was called in to help rebuild.

Good neighbors

When rebuilding efforts began, AZZ Galvanizing called on its neighbor, Chellino Crane, for assistance in replacing a number of tanks.



When the first of the firefighters began arriving at the AZZ Galvanizing Plant in an unincorporated area of Joliet Township, IL at about 1:30 a.m. on Sunday, April 29, 2012, flames and smoke engulfed the 300-foot-long building. For well over five hours, six fire departments worked to control the flames.

Despite their efforts to save the factory, it “was reduced to rubble, crumbled aluminum walls and caved-in roofs,” according to an article the next day in the *Joliet Herald News*. Investigators estimated damages at \$20 million. Fortunately, none of the 64 employees were on duty at the time of the fire, and no injuries were reported among the firefighters.

The galvanizing plant was one of 34 operated by the Fort Worth, TX-based company, which calls itself the nation’s largest galvanizer. Among those plants are two other Illinois plants in Dixon and Peoria.

Adjoining the Joliet plant was the well-stocked yard and the offices of Chellino Crane, Inc. Founded more than 60 years ago, the family-owned business prides itself on the quality of its 8 1/2- to 600-ton capacity cranes and its highly qualified,

experienced crane operators, mechanics and technical representatives.

“We were lucky that the fire didn’t spread to our building,” said Chellino Crane President Greg Chellino. “It was a really nasty fire – one of the worst we’ve ever had around here.”

Calling in the neighbor

When rebuilding efforts began, AZZ Galvanizing called on its neighbor for assistance in replacing a number of tanks. The largest, most significant piece of work involved the settling and placement of a new kettle tank used for galvanizing steel. The 150,000-pound tank measured 50-feet-long by 12-feet-wide by 12-feet-high.

“We talked about slipping and sliding the tank into the building, but we decided to use our SL6000 Kobelco crawler crane and go in through the top after they reset some beams,” said Chellino. “We knew that crane would do the job with enough safety built into it. Using the crawler crane instead of gantries saved our customer a couple of weeks. That was important to them because they wanted to finish the roof and walls and get the plant up and running again as soon as possible.”

Kobelco designed the SL6000 model

The largest, most significant piece of work involved the settling and placement of a new kettle tank used for galvanizing steel. The 150,000 pound tank measured 50 feet long by 12 feet wide by 12 feet high.



Using the crawler crane instead of gantries saved the customer a couple of weeks.

for being so cooperative and completing the project smoothly and successfully without complications," he said. "We had used them before on several occasions for smaller jobs, and we've always been impressed with their friendly, fast service."

Because the crane never traveled over public roadways, no transport permits were required. Nor was travel time required for Chellino and his staff.

Chellino Crane completed the project setting the large kettle tanks in late July 2013.

Rewarding project

The job was rewarding in several ways, Chellino said. It was completed profitably at a firm-fixed price while helping a good neighbor save time and money.

"You don't get many of those kind of jobs in your own backyard," he noted.

Indeed, shortly after Chellino Crane completed the job for AZZ Galvanizing, the company disassembled the SL6000 and loaded it up for a transport of more than 500 miles to the John E. Amos Power Plant in Winfield, WV.

The three-unit coal-fired power plant has a nameplate rating of 2,933 MW, and is the largest utility owned and operated by Appalachian Power, a subsidiary of American Electric Power.

After two months of work helping to bring one of the units back online after an extended power outage, Chellino and his colleagues again disassembled the crane and transported it back to its home in Joliet in November.

from the ground up for reliable operation, convenient maintenance and easy transport.

The SL6000 features a mast-mounted boom hoist winch and boom-mounted hoist winches to minimize the labor associated with assembly and disassembly, Chellino said.

The Kobelco SL6000 also features advanced safety devices, a wide cab for enhanced visibility and high structural strength with reduced weight for outstanding lifting capabilities.

For the AZZ Galvanizing job, the crane was equipped with 396,000 pounds of counterweight, 110,200 pound car-body counterweight and 217-feet of main boom at an 83-foot radius.

"We assembled the crane in our own yard, took down the fence between our properties, and put down mats to build a big dance floor for our crane," said Chellino. "We waited for a calm day with no wind or rain before walking the crane into their yard and setting the tank into place."

AZZ Galvanizing Sales Manager Scott Matalone praised the job after its completion.

"Chellino Crane should be commended



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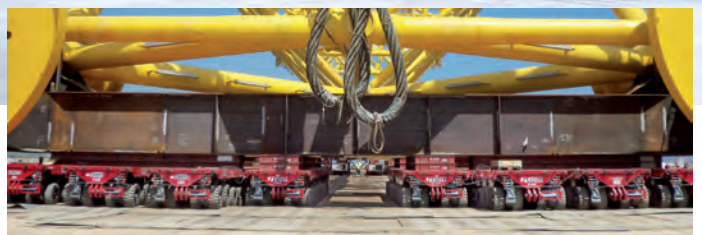


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General contractor Beck said the Barcelona team provided one of the most professional crane lifts and experiences they had ever seen.



Lindsey Anderson reports on a courthouse turned hotel thanks to Barcelona Equipment's new Tadano ATF 400G-6.

Barcelona's crown jewel

Barcelona Equipment can't keep its hands on its new Tadano America ATF 400G-6 all-terrain crane – but not that it wants to. Since the crane's delivery in late fall, it has been out on numerous jobs and just recently finished working at the Old Federal Courthouse in Tampa, FL.

The 108-year-old courthouse is being reconstructed into a 130-room boutique hotel. The \$25 million project will take about 14 months to complete, but in the end, it will open as Le Meridien Hotel.

According to reports, the main courtroom will be turned into a restaurant; the Judges' chambers will become guest rooms; the front lawn will feature outdoor dining and the ceremonial courtroom on the upper floor will be converted into a 2,400-square-foot ballroom.

In order to get started on the rehabilitation, Barcelona Equipment's Tadano America ATF 400G-6 needed to remove steel frames and cooling towers from the courthouse's roof.

Rigged right

The crane was rigged with 132 feet of main boom and a 76.9-foot luffing jib at a 40-degree offset. The general contractor, Florida-based Beck, had a requirement for the crane to lift under 75 percent of its capacity, and Barcelona came in at 72 percent (lifting 13,000 pounds).

Scott Russell with Barcelona Equipment worked with Beck and ECI for three months of meetings and planning to remove two chiller units weighing 10,750 pounds and 9,500 pounds. The team worked for two days on cooling towers and then used a third day to remove from the roof a steel frame that weighed 13,500 pounds.

"Beck said we did one of the most professional crane lifts they had ever seen," said Russell with Barcelona Equipment. "Greg Pantaleo with Beck came down and said we were one of the most organized crane companies he had ever seen because everything was down to a T."

Barcelona Equipment rigged and



The ATF 400G-6 was rigged with 132 feet of main boom and a 76.9-foot luffing jib at a 40-degree offset.

signaled the entire lift. NCCCO certified rigger Scott Mak oversaw the rigging for the lift.

"This product has been really solid so far," said Justin Steiner, sales manager with Barcelona Equipment. "It's a really versatile crane for its size. It's easy to move. It's user friendly. Our operator is comfortable."

"It's our first Tadano ever bought and it's the perfect size for a big crane," said Bob

The team worked for two days on cooling towers and then used a third day to remove a steel frame that weighed 13,500 pounds.



The new ATF400G-6 is Barcelona Crane's first Tadano crane.

Steiner, president of Barcelona Equipment. "We can't wait to see it on other jobs."

Jack Swan was the Tadano dealer in the transaction. "Barcelona purchased the new Tadano ATF400G-6 because they were constantly over booked with their 225-ton and wanted a larger crane," said Swan, president of Exact Crane & Equipment, based on Solon, OH. "This 450-ton Tadano is very mobile and can be used with less counterweights and rented as a smaller crane very easily."

The transportation of this crane and the flexibility of the different load charts makes it very easy to rent as anything from a 200-ton up to its full capacity of 450-tons just by shipping less loads of counterweights. This allows for excellent utilization of the crane and allows Barcelona to compete in the 450-ton hydraulic crane market."

Swan said the ATF400G-6 also gives Barcelona an additional crane in the 200-ton market by simply down renting.






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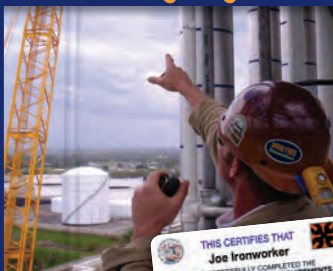
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2014 ECONOMIC & INDUSTRY FORECAST

Every industry is analyzing 2013 and looking ahead to what is in store for next year. This webinar will provide information on the 2014 global economic trends that will impact the crane market and specialized transportation sector. Chris Sleight, Editor of International Construction magazine will provide a general economic forecast as well as take a look at construction markets and the specific factors that determine the business climate for owners and operators of large fleets of cranes and associated equipment. As you establish business plans for 2014, start by attending Mr. Sleight's informative forecast for relevant business intelligence to reference in your decision-making. There is a Q&A portion at the end of the webinar and participants are encouraged to ask questions.



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The views and opinions expressed are those of Mr. Juhren, and are not necessarily those of the American Society of Mechanical Engineers or the B30 committee.

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Is all PR good PR?

Certain celebrities and public relations authorities might have you believe that all PR is good PR. Leaders in our industry would tend to grit their teeth at this suggestion. The last thing anyone needs in the specialized carrier, rigging and construction industry is PR that suggests we're not operating effectively, safely or ethically. In fact, most of our day-to-day efforts as professionals in this business aim to achieve as positive a result as possible with each endeavor we undertake. But recent marketing trends propose that, in a media-centric world, professionals across a landscape of global industries often find themselves in the crosshairs of negative publicity – whether they deserve to be there or not. And there's only one way to handle it. Turn a negative into a positive.

Let's face it: when times are good, we want all the publicity we can get. When the tide turns, we head for the shadows. Being in the spotlight is a slippery slope for any company. The current can change quickly, and what you once craved, you now detest. But negative media coverage and publicity (across a range of mediums) doesn't have to cripple our business. We can learn from it, and even strengthen our processes as a result.

The media can be crafty, to say the least. As much as positive news reports can elevate your company's status, the same scrutiny can ebb and then reappear by taking your management and operational practices into question. Because of this variation, business leaders keep a cautious eye on the media – to the extent that undesirable coverage is often disregarded, or even studied with contempt. However, upper management professionals should look at the media as neither a friend nor an enemy, but instead, a key source of outside (and free) analysis.

News outlets can provide evidence that allows a company to assess its practices from top to bottom. Especially with negative coverage, leaders too often look to distance themselves from information that could prove quite relevant in determining where and how such results

came about. Negative exposure is an announcement to upper management that current strategies need to be reviewed, even changed, if a company is to not only move away from said exposure, but bounce back and progress accordingly.

Another recent finding, concerning the media's impact on business success or failure, is the discovery that governing boards made up of representatives with only familial and/or business ties are less likely to entertain outside perspectives, which certainly includes the media. In other words, the more tight-knit the leadership at the top, the less they consider (or believe) anyone's analyses of their company – often in spite of themselves. It's being proven more and more that even one outsider in a boardroom greatly increases the likelihood that negative media coverage could be converted into strategic adaptation.

Researchers warn, however, that negative media coverage can be ignored in additional ways – one being fairly easy to recognize: when times are good. When stock prices are high, awards are being handed out and projects are completed on time and under budget, it's easy for a company to get a little lost in its own reflection, so to speak, and choose to catalogue any negative press as white noise, or even the "cost" of doing business. Again, this is a time when leaders need to focus on the coverage in its entirety, both good and bad, and see each for the value within.

Winning isn't a very good teacher. Not that this quote is going to win any popularity contests. But it should be noted for its deeper message – that some adversity, when addressed strategically, can offer up valuable results. ■

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Mike Chalmers provides a look back at 2013, a year filled with opportunity and enhancement for the SC&RA.



More than 700 attended the Annual Conference in April.



A sold out Exhibit Center broke records in both number of booths and attendance at the 2013 Annual Conference.



Educational sessions continue to be a key attraction at SC&RA annual events.



THE AUTHOR

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

Year in

As we count down the remaining days of this holiday season, we do it with yet another important year for SC&RA and its many valued members productively in place. With nearly 1,300 member companies from 46 nations around the world, 2013 proved itself as both a challenge and an opportunity for SC&RA to continue its commitment to bringing members together and addressing the issues that industry professionals are most connected and concerned with today. And what a year it was.

Membership value remained at the top of the priority list for the Association this year, as it has for over six decades. Working with a multitude of organizations, SC&RA members and staff fight to keep regulations less burdensome, while creating and maintaining a safe and healthy business environment. Representatives work tirelessly to advocate for a fair environment in which companies compete on a level playing field without unnecessary government policy or taxation.

Such advocacy serves to strengthen an already-extensive collection of membership benefits and services. SC&RA's four-way commitment to members around the world through advocacy, education, networking/partnering and awards programs stands as a continuous symbol of the lengths to which the Association will go to serve as the eyes and ears of the industry, and the voice of its participants. Once again, 2013 stood as a reminder that there's no better time to be an SC&RA member.

700 strong

A perfect example of this value was on display in the first quarter of the year with the Annual Conference in April, in Scottsdale, Arizona. The numbers speak for themselves, with 707 attending, 63 of whom were first-timers, including 68 international members from nine different countries. Meeting rooms and speaking engagements enjoyed packed audiences, and the exhibit floor was a hub of activity

Events in 2013 included the Specialized Transportation Symposium, the Annual Conference and the Crane & Rigging Workshop.



and interaction, with 90 exhibitor booths.

But that didn't stop attendees from also enjoying the near-perfect Arizona weather. The sold-out golf tournament boasted 144 participants. The 5K Run/Walk saw a new attendance record with 61 partakers. Even the tennis tournament became a competitive affair, with 18 members taking part.

Membership value and recognition was again on full display this year with 36 Longevity Awards given to member companies. Additionally, five founding members were present to receive the 65-Year Longevity Award. And the 249 members who enjoyed the Foundation

Winners of the SC&RA 65-year Longevity Awards were Robert Wilhelm, Wilhelm Trucking & Rigging; Bill Fiske, Southwestern Industrial Contractors & Riggers; Christopher Vlk, Dobson Industrial; and Steve Freckmann, Dawes Rigging & Crane Rental.



review

Gala showed their appreciation by donating \$44,000 back to the SC&RA Foundation for scholarships and research.

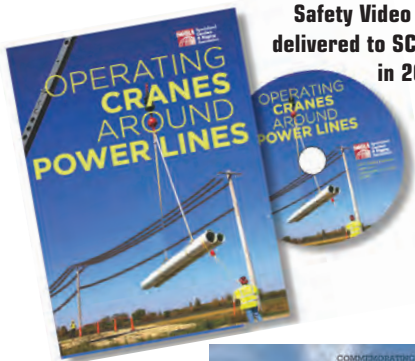
JOY Award recognition

A monumental token of recognition also took place in April, as SC&RA proudly delivered *Monumental!* – in honor of 65 years of excellence in the industry. The coffee table book chronicles more than 50 years of SC&RA's revered Job of the Year awards program. *Monumental!* features photographs and descriptions of every winning job since the program was started in 1967. From moving lighthouses to hauling sensitive space equipment to installing components in nuclear plants, *Monumental!* covers the most incredible feats accomplished by the lifting, rigging and specialized transportation sector.

Power Line Safety video

The Power Line Safety Video was another instrumental publication by SC&RA in 2013, and continues to give members a key resource onsite or in the training room. In response to the growing number of reported fatalities in the industry involving power lines, SC&RA produced the video

A key training resource, the Power Line Safety Video was delivered to SC&RA in 2013.



Rigging Job of the Year winners were Judson Parker, Barnhart Crane; Delynn Burkhalter, Burkhalter; and Rafael De Los Santos, Tradelossa.



Hauling and Moving Job of the Year winners were Patrick Suttle, Sarens; Doug Miller, Burkhalter; and Ed Bernard, Precision's Specialized Division.

and companion booklet: *Operating Cranes Around Power Lines*. The video provides a visual demonstration of safe operating procedures, in accordance with the Occupational Safety and Health Association (OSHA) standard for mobile cranes near and around power lines – to be used during training and the planning process. The booklet contains an in-depth look at how employers and operators can conform to the OSHA standards now in effect, 29 CFR 1926 Subpart CC. The booklet offers a comprehensive guideline, complete with relatable graphics, developed to educate and easily accompany operators on the road or onsite.

Monitoring HOS

The new Hours of Service (HOS) regulations emerged as the hot topic of the summer, and the new provisions to the Federal Motor Carrier Safety

The *Monumental!* coffee table book made its debut in 2013, detailing 50 years of SC&RA's Job of the Year awards.

Advocate of education

The Scholarship Committee of the SC&RA Foundation supported ongoing education for employees and their children by awarding nine scholarships and two grants totaling \$30,000. The awards were announced during the Closing Night Awards & Recognition Dinner at the Annual Conference. Since 1986, the SC&RA Foundation has awarded over \$350,000 in scholarships and grants. Nine \$3,000 scholarships and two \$1,500 grants were given to eleven worthy recipients in 2013. In alphabetical order, this year's scholarship recipients were:

- **Jared Bigby** (H&E Equipment Services/ DeVry Keller Graduate School)
- **Darin Blair** (TNT Crane and Rigging/ Kilgore College)
- **Caleb Brack** (The Citadel/Heavy Iron Cranes)
- **Samson Meyer** (Arizona University/ Marco Crane and Rigging Co.)
- **Mitchell Nettinga** (Dordt College/ Berghorst & Son, Inc.)
- **Candice Parrish** (Yarborough Transfer Company/Baker College)
- **Anna Rivas Gonzalez** (South America at Mammoet USA/American Intercontinental University)
- **Ryan Stammen** (PSC Crane & Rigging/ Indiana Wesleyan University)
- **Alexander Zartman** (Penn State University/ Zartman Construction, Inc.)

Receiving grants were:

- **Rocky Wilson** (RMS Cranes, LLC)
- **Eduardo Hernandez** (Tradelossa)



SC&RA Foundation Scholarship winners included Samson Meyer (Arizona University/Marco Crane & Rigging); and Ryan Stammen (PSC Crane & Rigging/ Indiana Wesleyan University).





Administration's (FMCSA) 2011 Hours of Service rule (which went into effect on July 1st), while disputed in earnest by a small army of industry leaders, including SC&RA, will no doubt require a steady amount of adjustment for drivers and the many companies that now find themselves in the position of having to comply with the new more restrictive regulations – including the substantial cost that such compliance is going to induce. The new training costs will be significant, and have been estimated at as high as \$320 million. These charges, coupled with the state-by-state permit restrictions, lend an even greater burden on specialized carriers. But despite these significant challenges, the adjustments must be made by companies in order to continue operating on a productive level, and SC&RA will continue to advocate reasonable adjustments.

The future is now

The SC&RA Permit Manual remained the most comprehensive reference tool in the industry in 2013, spelling out requirements for: procedures, fees, contacts, restricted travel, escorts,



weekend travel, state regulations for mobile cranes and pilot car certification requirements. The manual includes information for all 50 states and Canadian provinces. Updates are provided as the changes are received – up to 15 times per year – thus allowing members to plan jobs and submit accurate bids. With numerous states making permitting changes on a regular basis, members will consistently stay ahead of companies relying on outdated resources. So far in 2013, the SC&RA permit manual has recorded and notified subscribers of over 220 changes in 12 categories of permit restrictions.

In many ways, the future is now, as SC&RA excitedly launched its social media presence this year via Facebook,

SC&RA debuted its social media presence in 2013 through Facebook, Twitter and LinkedIn.

Twitter and LinkedIn. The goal is to give members a closer “instant” connection to industry news, events, staff attendance at meetings and the host of interactive benefits available through videos and pictures. Event photos will only be posted on Facebook in the future, and member participation is strongly encouraged. An example would be a monthly photo contest – allowing three companies per month to win, based on an established theme.

As we look back on a year filled with high marks and pivotal decision making, we appreciate the opportunities that were created in 2013, and look forward to enhancing member experiences through continued education and support. As one door closes, another one opens, and SC&RA plans to enter 2014 with the same determination that has defined the last 65 years of success. As always, we eagerly anticipate what the next year brings for both the SC&RA and its treasured members. ■



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Wrapped Up?

Michelle Lorenz answers the question: Does a Wrap-Up Policy protect my crane company?

In this litigation-crazed era, when workers are injured on a construction site, not only do they collect against a worker's compensation policy but they often attempt to sue multiple parties: Project Owners, Project Managers, General Contractors and many of the subcontractors on the site. In response to this, many owners, contractors and municipalities resort to insurance alternatives such as OCIPs or CCIPs, which are types of Wrap-Up Policies.

What is an OCIP, CCIP or Wrap-Up? A Wrap-Up is an insurance policy that consolidates or "wraps up" all the insurance on a construction project under one insurance program. It provides uniform coverage with high limits for all companies enrolled in the Wrap-Up and working at the construction site. Instead of having a typical one year policy term, the Wrap-Up policy lasts the life of the construction project, most often ranging from two to five years. They can cover only one specific construction site or multiple sites. Wrap-Ups can include various types of insurance but the most common purchased are: 1) a first-party Builders Risk policy for damage to the ongoing construction, 2) a worker's compensation policy that covers injuries to employees of any contractor on the site, and 3) a third-party general liability policy that covers property damage or bodily injury claims that occur on the site. Additionally, there is typically a significant layer of umbrella or excess coverage with at least \$50 million up to amounts of several hundred million in limits.

Both OCIPs and CCIPs are types of



Wrap-Up policies. OCIP stands for Owner Controlled Insurance Program where an owner buys & administers the insurance program; a CCIP is a Contractor Controlled Insurance Program where a contractor (generally the GC) purchases and administers the Program. While OCIPs and CCIPs have been around for more than 40 years, they are increasing in popularity because of large capital improvement projects, big energy projects like wind farm work, as well as increasingly strict anti-indemnity statutes and the risks of tenders not being accepted by the carrier for a contracting party.

A Wrap-Up Program Administrator often requires all subcontractors working on a site to participate in the OCIP or CCIP. However, crane companies are often given the option of whether they want to participate. Let's review common coverage gaps in Wrap-Ups as well as some things you should discuss with your agent before participating financially in a Wrap-Up.

Gaps/traps of Wrap-Ups

Participating in a Wrap-Up insurance program can be a great alternative for a crane company because of the protection of one's own loss history, higher available limits and the ability to insulate the crane company from subrogation claims by other subcontractors enrolled in the Wrap-Up. But, if you participate, you

need to understand the gaps in general liability insurance coverage provided by a Wrap-Up. Wrap-Up coverage is typically provided with a standard insurance industry policy form entitled CG 0001. But crane companies need unique coverage's that your own GL carrier should provide via endorsements that modify the coverage in the CG0001 form. Wrap-Ups don't have this additional protection for crane companies. Following are the most common gaps in coverage:

HOOK COVERAGE. If you drop and damage a load you are lifting, the Wrap-Up has no coverage for that property damage or the lost profits emanating from the property damage. This could be a several million dollar claim.

CONTRACTOR'S EQUIPMENT. Wrap-Ups have no coverage for contractor's equipment. If you are erecting a tower crane and it's damaged during that process, the Wrap-Up has no coverage for the property damage or lost profits that result from that.

POLLUTION COVERAGE. The CG0001 form has a standard exclusion for pollution claims & thus a Wrap-Up has no coverage for most pollution claims. Many crane policies have limited pollution coverage for "sudden & accidental" exposure or pollutants such as hydraulic fluid that leak from a piece of mobile equipment. Wrap-Ups don't.



ABOUT THE AUTHOR

Michelle Lorenz is manager of litigation and claims for NBIS.

PROFESSIONAL LIABILITY. Crane companies often have limited Professional Liability coverage via a form like the CG 2280. Your GL policy should provide coverage for engineering related services when doing things like lift plans. So if a piece of equipment is damaged or someone is injured because of an improper critical lift plan, the Wrap-Up likely wouldn't have coverage for this or any other professional liability services.

OFF-SITE EXPOSURE. Wrap-Up policies only cover losses that arise on the construction site. If you are doing fabrication work off-site or picking up a load at a dock to bring onto the site, claims arising at that off-site

location are not covered under a Wrap-Up and could create exposure on your own GL policy.

AUTO ACCIDENTS INVOLVING CRANES. Form CG0001 has several edition dates. Most crane coverage is issued on the October 2001 edition date (10/01), which gives "over the road" coverage for mobile cranes involved in collisions. Other edition dates of the CG0001 may not have coverage for auto accidents on a construction site.

COMPLETED OPERATIONS CLAIMS. Although cranes aren't typically involved in construction defect claims, if such a claim occurs, courts in some states have said the damages occurred over multiple policy years and thus the losses can be spread over each of those policy years. Some of those claims may fall outside the term of the Wrap-Up and your own GL policy might have exposure.

DEDUCTIBLES. Most Wrap-Ups have a large deductible payable per insured. A \$250,000 deductible is not uncommon. Most crane companies have deductibles of much smaller amounts. If there is damage on the construction site, the Wrap-Up often won't pay until you satisfy your deductible amount. So in addition to the money you pay to participate in

the Wrap-Up, you also have to pay a significant amount when there is a claim.

Discussions with your agent

The only way you will know about these coverage gaps is to get a copy of the policy from the Wrap-Up Administrator. If they won't give you the policy, at least get a copy of the Schedule of Forms & Endorsements. As an insured under the policy, you are entitled to know what coverage you are buying. Provide a copy of this Policy or Schedule to your agent so they can help you discern the differences in coverage between your GL policy and the Wrap-Up policy.

Then, when you are getting ready for renewal, have a discussion with your insurance agent about the amount of Wrap-Up work you do. Ask about how that work impacts your Application to the carrier and whether your GL and other policies have coverage when you are enrolled in a Wrap-Up. And, if there is coverage, does the Wrap-Up Policy pay first or does your own policy pay first? Make sure you discuss a Difference in Conditions policy with your own agent to ensure you have proper protection when you participate in a Wrap-Up program. ■

“ A Wrap-Up is an insurance policy that consolidates or ‘wraps up’ all the insurance on a construction project under one insurance program. ”



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■ The American Association of State Highway and Transportation Officials Board of Directors voted at its annual meeting to elect Kentucky Transportation Cabinet (KYTC) secretary **Mike Hancock** as the association's president.

John Cox, director of the Wyoming Department of Transportation (WYDOT), was elected AASHTO vice president. As president, Hancock will emphasize three areas: Updating the AASHTO Strategic Plan; promoting innovation as it relates to state DOT and industry practices; and participating directly in AASHTO's effort to pass the next surface transportation reauthorization bill.

■ Talbert Manufacturing has hired **Jennifer Koepke** as its sales manager for its west region. Koepke works directly with Talbert dealers in the western United States and Canada to help them market, specify and sell Talbert trailers to meet their customers' application needs. Koepke brings many years of equipment and trailer experience to her new role, including positions in business leadership, management, sales, marketing and economic development. Most recently, she was the general manager at Sidump'r Trailer in Plainview, NB.

■ Scott Powerline and Utility Equipment has announced the hiring of **Mick Gerber** as its account manager for the Mid-Atlantic and Northeastern portions of the United States. Prior to joining Scott Powerline, Gerber was employed with NESCO where he worked in sales and rentals as well as equipment procurement for NESCO's rental fleet.

Essex Rental president and CEO Ronald Schad to resign

Ron Schad has resigned as president and CEO of Essex Rental Corp. The board of directors has begun the search for a successor, and Schad will remain as CEO until a replacement is appointed.

In the search for a replacement an executive recruiting firm and the Essex Board of Directors will assess internal and external candidates, the company said. Schad will continue to serve on Essex's Board of Directors and will remain a significant stockholder of Essex, the company said.

Schad joined Essex in 2000 and has served as the CEO for more than 13 years. During his tenure, Essex has expanded both its market position and product offerings in the North American construction industry, the company said.

"I am pleased with the accomplishments of Essex Rental Corp.," Schad said. "I am especially proud to have worked with our dedicated employees who are focused on serving our customers and building value for our shareholders. As a public company with a tremendous foundation of people and assets, we are uniquely positioned to grow our company's offering to our customers. It is with this in mind that I have decided it is an opportune time for me to consider my next steps and professional future. I see great upside for this company, and believe that the time is right for a new CEO to build upon the strategies we have developed to drive our growth opportunities."

Schad's resignation comes



Ron Schad has resigned as president and CEO of Essex Rental Corp.

after the release of down third-quarter financial results for Essex Crane Rental on November 5. Equipment rental segment revenue was \$14.4 million for the three month period ended September 30, 2013 versus \$17.3 million for the same period in 2012. Equipment rental segment revenue includes rental, transportation and used rental equipment sales.

The company said the \$2.9 million decrease is primarily driven by a \$1.9 million decrease in used rental equipment sales and an \$800,000 decrease in equipment rental revenue. Used rental equipment sales in the third quarter of 2012 included approximately \$300,000 associated with aerial work platform units, which Essex completed the divestiture of in January 2013. The decrease in equipment rental revenues was driven by a decrease in utilization for rough terrain, boom truck and tower crane fleets, partially offset by an increase in utilization of crawler crane equipment, the company said.

For more on the financial report and Schad's resignation, visit www.khl.com. ■

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Shiffler takes on marketing role for Tadano America

Tadano America has named Jay Shiffler vice president and general manager of marketing. He will direct the marketing efforts of Tadano America rough terrain and all terrain cranes.

"I am very excited to return to the manufacturing realm of the crane business,

where I started my career," said Shiffler, who was vice president of business development for WHECO Corp. for the last nine years. "I have always been impressed with the quality of Tadano cranes and the brand loyalty they receive. The level of satisfaction by those who own

Tadano units is unbelievably high, and I'm looking forward to being a part of the Tadano team."

Shiffler will report to Tadano America President Yo Kakinuma.

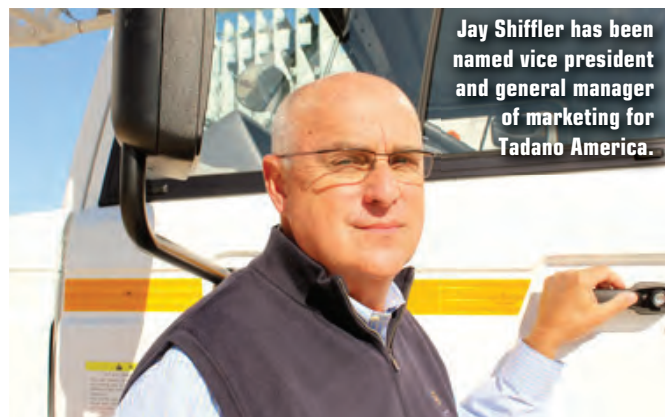
"We are pleased to have Jay join the Tadano team and help us take our marketing efforts to a higher level," said Kakinuma. "His experience, knowledge and relationships in the crane industry will bring added strength to Tadano."

Before taking the position at WHECO, Shiffler was vice president of sales and marketing at Manitex and also the general manager of sales for Kobelco America. He started his career in the crane business in 1979 with Link-Belt.

Jay Shiffler has been named vice president and general manager of marketing for Tadano America.

■ **Southern Industrial Constructors (SIC)** was recently presented the 2013 Supplier Award for Innovation by GE Hitachi Nuclear Energy. A leading provider of turnkey industrial construction and plant maintenance services, SIC is a subsidiary of EMCOR Group, Inc. SIC was presented the award for obtaining the Carolina Star Safety Award during SIC's first year on site; implementing cost savings programs that met GE's goals; implementing new improvements/software for tracking costs, time and accounts; creating written procedures for data, safety, workflow and productivity programs; implementing productivity measures utilizing vending machines for tools, consumables and materials; and creating cost avoidance programs and customer surveys.

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Dealer Locator 65

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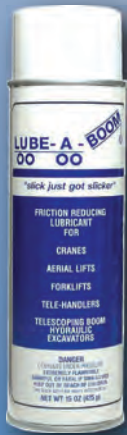
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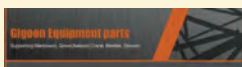
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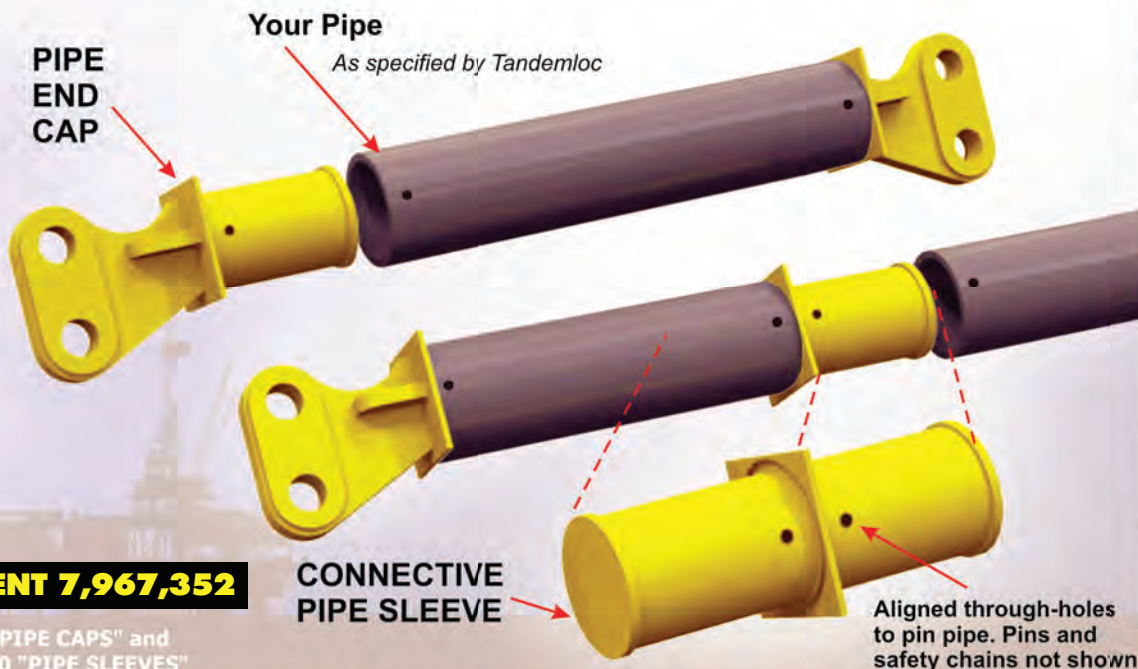
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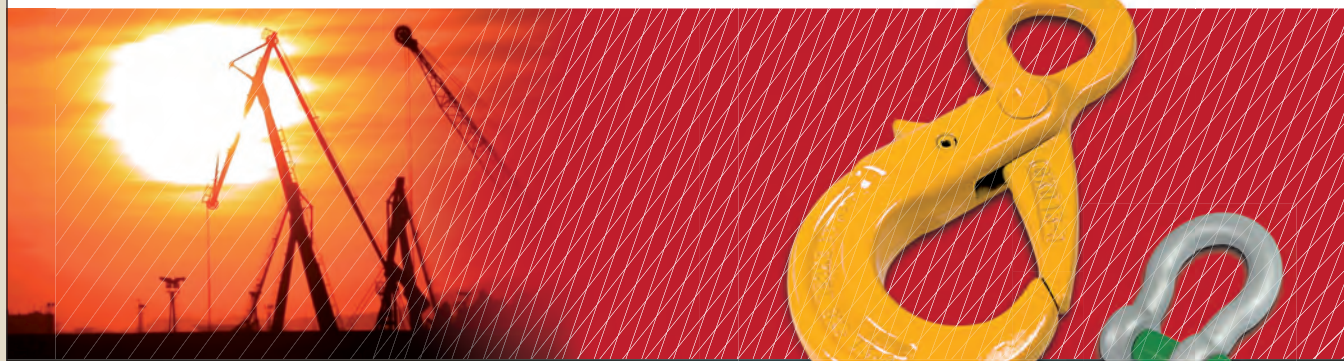
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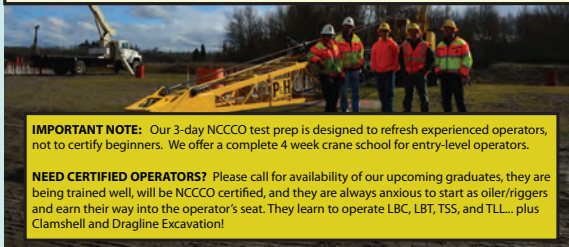
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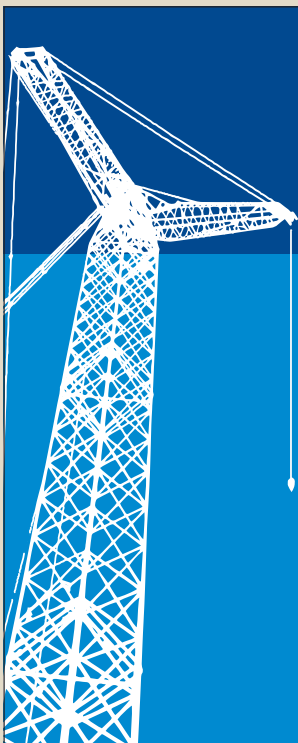
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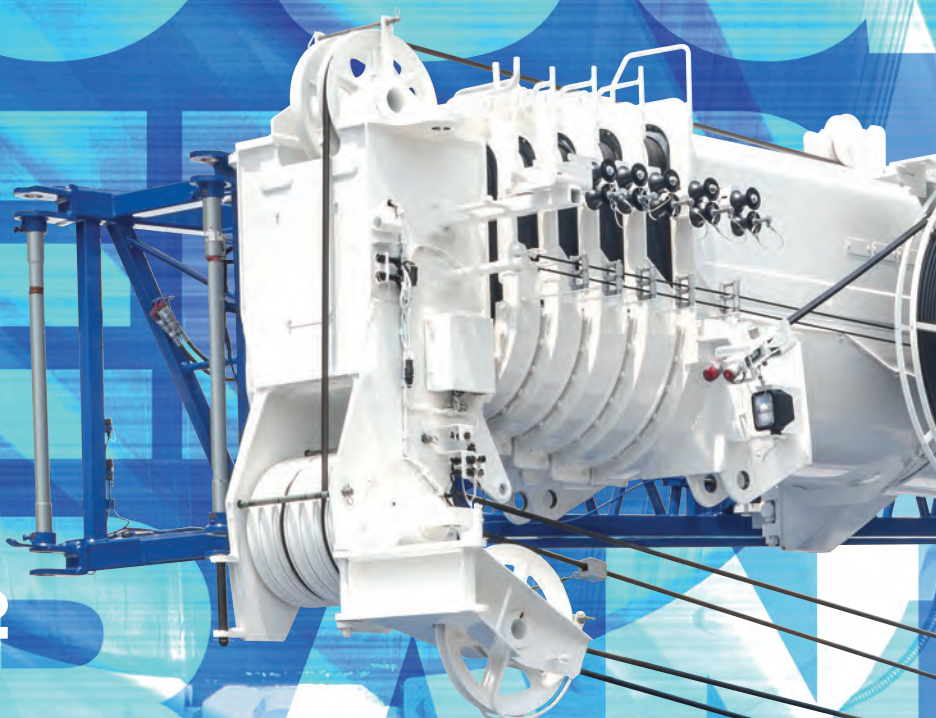
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