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The magazine for the crane, lifting and transport industry

February 2006

Volume 2 • Issue 2

AMERICAN Cranes & Transport

A KHL Group Publication

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marketplace

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

products, parts & accessories **42**

equipment for sale or rent **51**

crane & transport services **63**



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



INTERVIEW



18

BOOM TRUCKS



24

DEMOLITION



28

SITE REPORT



30



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Big news

In 1896, *New York Times* publisher Adolph Ochs added a curious slogan to the newspaper's masthead: "All the news that's fit to print." This month, we considered adding a slogan to *American Cranes & Transport*: "All the news that would fit before we had to go to print." The day before we went to press with this issue, the crane and transport industry was rife with news, so much so that we had to decide what to print and what to save for the next issue. Among the news items we were following up on when the magazine was put to bed:

➤ Terex American Wilmington was in the final stages of "ironing out specs" for a new crawler crane, somewhere in the 220 to 230-ton range. Plans for the new HC series crane were being finalized by the product development staffs in Wilmington and at the ICI plant in Japan. Chances are we will be publishing the announcement for this new unit in our March issue.

➤ Terex is planning to move the full production of its Piener tower crane line from the Terex-Demag plant in Zwiebrucken, Germany to its Terex Cranes, Wilmington plant in North Carolina. The manufacturing transition process has begun, with production starting later this year.

➤ Essex Crane Rental recently finalized a deal with Tidewater Skanska to exclusively provide upwards of 20 cranes for use in the construction of an I-10 replacement bridge over Escambia Bay near Pensacola, FL. Essex already has "13 hooks in the air" on the jobsite for the initial repair of one side of the existing bridge, which was severely damaged by Hurricane Ivan. The \$242 million project is set to be completed in 2007.

➤ Manitex is not being acquired by Palfinger, although the company did inquire about the possibility.

Plus, we had a sizeable list of a other developing news items to follow up on – including corporate acquisitions, new products, new contracts, new hires, etc.

Among the biggest news in the industry that would – or would not – take place after we put this issue to bed was the mammoth job by Bigge Crane & Rigging to lift and install the first of two, 2,000-ton bridge spans on the new San Francisco Bay Bridge project. The first lift had been scheduled to take place in time for us to report on it, maybe even get a photo or two, at least. But delays caused rescheduling to January 30, according to Weston Settlemer, president of Bigge. Settlemer was confident the project would go off without a hitch, even though it would involve a highly complicated lift solution using computer controlled strand jacks. Don't miss our Interview feature with Settlemer on page 18 and our Site Report on the transport of the bridge spans on page 30.

Other interesting articles include our profile on Judith Mooncotch, president of LaGrange Crane Service on page 32; an industry report on the diminishing usage of cranes in demolition work on page 28; and an analysis of the business of equipment auctions on page 22.

D. ANN SLAYTON SHIFFLER

Editor

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An 18-ton Model 1838 Elliott boom truck with 38 feet of boom works at a rail yard.

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Produced in cooperation with the NCCCO (National Commission for the Certification of Crane Operators)



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

news

Latest lifting, transportation and crane news from across the nation including: Energy Cranes International acquires Dynamic Cranes, Terex-Demag building 3,500-ton capacity maneuverable crawler, AC 55 upgraded to AC 55-1



international news 12

Cranes and transport news from around the world, including: Cash boost for NZ Crane Hire, KCI Konecranes to acquire R. Stahl, Nooteboom acquires Floor

business news 13

The year started in the same manner as 2005 ended, with shares rallying. The Dow broke through the 11,000 point barrier, and this buoyancy was reflected in equipment manufacturers' shares

safety 15

Is your safety program really good or is your company just lucky? Terry Young reports

product news 17

The latest on lifting and transport products

interview 18

Over the past 90 years, Bigge Crane & Rigging has evolved into a full-service crane, rigging and transportation company. President Weston Settlemier discusses the company he and his brother recently bought from their father. ACT reports



auctions 22

As an avenue for sales, equipment auctions have garnered wide-scale acceptance, uniting buyers and sellers and pushing upward the price of used equipment

boom trucks 24

In today's market, with increased demand, increased capacities and an increasing range of applications, boom trucks pretty much sell themselves

industry focus: demolition 28

Cranes are still needed on demolition jobsites, though not necessarily for the applications that they were used in the past. ACT reports

8 site report 30

In the 1930s, Bigge Crane & Rigging hauled the steel for the construction of the famous Golden Gate Bridge. More than 70 years later, the company hauled the first of two, 2,000-ton transition spans for the new San Francisco Bay Bridge. ACT reports



regional focus: midwest 32

Judith Mooncotch is not daunted by the fact that she is one of a handful of women in the crane rental business. D. Ann Shiffer reports



comment 34

By Joel Dandrea

SC&RA News 35

SC&RA continually assesses new and existing OSHA regulations and, when appropriate, pushes for revisions that make good sense for the crane, rigging and transportation industry

risk management 38

Crane owners can prevail in the ever-evolving contract wars involving general contractor, subcontractor and equipment vendor. How do you win the battle of contractual risk control? Kevin Cunningham reports

people & events 40

The latest appointments in the lifting and transport world, as well as national and international events diaries

free subscription 41

How to subscribe and receive your copies of ACT

marketplace c

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

42 products, parts & accessories

51 equipment for sale or rent

63 crane & transport services



Energy Cranes International's management team (from left) Blue Lege, John Jordan and Wayne Champagne in front of a 40-ton capacity 'Bullfrog' rental crane, one of 23 cranes now in the company's fleet

AC 55 upgraded to AC 55-1

Terex-Demag has announced upgrades and improvements to its AC 55, renaming it the AC 55-1. Alterations to the crane include a new boom telescoping system that reduces the axle loads and enhances lifting capacity. The new crane has a maximum lifting capacity of 65 tons at a radius of 8.5 feet, approximately 20 percent more lifting capacity than the AC 55.

According to Terex-Demag, setup time for the AC 55-1's fully hydraulic boom is 50% less than that of a pinned boom, and the boom can be telescoped under load. Lifting capacity is increased the most on longer combination lengths at medium operating radius. A new option is a 26 to 49 foot hydraulically offsettable boom extension that can be controlled from the operator cab under full load. This option is also available on the AC 35, AC 35L and AC 55L.

The new AC 55-1 will be on display for the first time at the April 2006 Intermat exhibition in Paris. Production is set to start in the spring.

Terex-Demag AC 55-1



Energy Cranes' Mk 60 rental crane (left) aboard Talisman Energy's Claymore platform in the UK North Sea

Energy Cranes International acquires Dynamic Cranes

Offshore lifting services contractor Energy Cranes International has acquired the assets of Dynamic Cranes of Abbeville, LA, giving the company a 35% share of the Gulf of Mexico market for offshore crane rental. Following the acquisition, ECI's rental fleet will comprise 23 portable offshore pedestal cranes ranging from 2 to 120 ton capacity.

"Energy Cranes is already the largest player in the long-term contract crane rentals market," said CEO John Jordan. "Dynamic has been the largest player in the spot market. By combining the businesses we introduce efficiencies, expand the fleet and strengthen the offering to the market as whole."

Wayne "Chomp" Champagne and Dynamic's Horace Frederick will run the newly expanded

rentals division as operations manager and technical manager, respectively, reporting to Blue Lege, vice president of US operations. Former Dynamic Cranes president André Franques assumes the post of business development vice president. The deal is supported by Energy Cranes International's majority shareholder, London Merchant Securities.

Energy Cranes International was formed in Aberdeen in 2003, resulting from the merger of Sparrows Offshore with American Aero and Titan Cranes. With some 1,200 employees across six continents, ECI designs, manufactures, operates, maintains, modifies, repairs and replaces cranes on offshore oil and gas drilling rigs and platforms in all the world's major offshore energy-producing provinces.



highlight

Bob Gray, whose unique memory skills have earned him a place in the Guinness Book of World Records and a recent appearance on "Ripley's Believe It Or Not," will be the opening speaker at the SC&RA Annual Conference, April 25-29, at the Westin Hilton, Hilton Head Island, S.C. In his interactive presentation called "The Turbo Charged Brain," Gray will discuss untapped memory potential. He also will teach the practical "chain" system, a business tool for memorizing speeches, presentations, lists, complex equations and more.

Jcrane is new Koenig Crane dealer

Jcrane Inc. of Covington, OH is the newest dealer for Koenig Cranes North America. Jcrane Inc. is an established mobile crane company with over 25 years of experience in the Ohio market.

Jcrane Inc. was awarded the state of Ohio as its exclusive sales territory for the entire line of Koenig Self Erecting Tower Cranes™ as well as the entire line of Wilbert™ 200 – 420 tonne-meter tower cranes.

Jcrane Inc. owner Jack Stull is optimistic about the future of self



Koenig K-45T

erecting cranes in the US and the impact they will have on the construction industry. "We will continue to provide the same top quality customer service we've built our business on as we expand our horizons," he said. "We see the Koenig brand along with the

technical and sales support they offer as a big part of our ability to bring top value to our customers."

TM1052

DEALER ENQUIRIES WELCOME

TM1052 is a great contractor tool and ideal for municipal work.

- Available in 10-ton or 7-ton models
- Features 52.3' long boom that retracts to a short 14.5' stowed length
- Out-and-down outriggers
- Boom features continuous rotation
- No CDL required for transport
- Features high-payload capacity and low gross vehicle weight
- Highly maneuverable



MAXIMUM LIFTING CAPACITY: 20,000lbs
EXTENDED LENGTH: 52.3'

No CDL required to operate this truck-mounted crane

TM1882

TM1882 Benefits:

- Compact crane package makes more trailer space available for hauling material
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- Out-and-down outriggers
- Light weight crane maximizes payload capacity
- Fastest drum speed for crane in this class
- Radio remote control and continuous rotation available as options

The only boom truck featuring a six-section boom



MAXIMUM LIFTING CAPACITY: 36,000 lbs
EXTENDED LENGTH: 82.3'



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TEREX-Demag building 3,500-ton capacity maneuverable crawler

TEREX-Demag has expanded the product range of its CC-crane with the new 3,500 ton CC 8800 TWIN. Based on the 1,375 ton capacity CC 8800,

the new CC800 Twin achieves its 3,500 ton capacity through its twin boom system design. The booms are freely mounted onto the crawler carrier in order

to achieve full on-site mobility. The CC 8800 TWIN is fully maneuverable while carrying a load.

Even before its official market launch, the first CC 8800 Twin had already been sold to Al Jaber Heavy Lift & Transport in Abu Dhabi (United Arab Emirates). Al Jaber Heavy Lift & Transport specializes in heavy crane and transport operations primarily in oil, gas and petrochemical sectors. The CC 8800 TWIN, scheduled to be delivered in 2007, will be used in the construction of large scale projects, especially erection of vessels, reactors and P.A.U.s.

With the transport width less than 11.5 feet, and individual components weighing less than 44 tons, the new CC 8800 Twin was designed for more economical transport. The hydraulically adjustable telescoping system for the counterweight carrier and tray allow for a shorter set up time, and the modular hook block design allows for assembly options ranging from 385 to 1,375 tons for each block. The crane features a video camera system and an onboard AC power generator.



Terex Corp. realigned some of its operations to strengthen its ability to service customers and to recognize certain organizational efficiencies, according to a company press release. The mobile crushing and screening group, consisting of Powerscreen, Terex Finlay and Terex Pegson, which had been part of the TEREX construction segment, has been consolidated within the Terex materials processing and mining segment. Additionally, the European telehandlers business of TerexLift, which also had been a part of the construction segment, will now become part of the Terex aerial work platforms segment.

H&E Equipment Services of Baton Rouge, LA has agreed to acquire aerial platform rental company Eagle High Reach Equipment for a price of approximately \$57.7 million. H&E, which is one of the largest construction equipment rental and sales companies in the US, will sell up to 12.5 million of its shares to fund the acquisition as well as purchase operating leases on its fleet and repay borrowing. The sale is expected to close before the end of February. Eagle has four branches in the Los Angeles area. H&E rents and sells aerial platforms, cranes, earthmoving equipment and forklift trucks from 41 locations in the West, Southwest, Gulf Coast and Southeast regions of the US.

Eagle West orders eight new Koenigs

Eagle West Tower Crane recently ordered eight Koenig self erecting tower cranes, with delivery expected to begin this month. The company placed orders for four Koenig K45Ts and four Koenig K1545TKHs.

The eight new units will take the Eagle West Tower Crane rental fleet of self erecting tower cranes up to 40 units by the end of the 2006.

Ryan Burton, manager of Eagle West, said now is the time to grow the company's rental fleet. "The overall quality and capacity of the Koenig cranes is what sells them to us and to our customers," he said.

Eagle West has branch facilities in Burnaby, Langley, Kamloops, Calgary and Bellingham, WA in addition to its main facility, located in Abbotsford, BC.

Capco/AmQuip to partner in New England states

Capco Equipment and AmQuip have joined forces to form the Capco/AmQuip team, offering customers in the New England states the Potain and Conedil line of self erecting tower cranes as well as a complete line of hammer head tower cranes, crawler cranes, rough terrain cranes and truck cranes.

AmQuip president Joseph Wesley said the partnership will offer customers of both companies the most extensive, complete and modern crane rental fleet in the Northeast US.

"We have worked closely with AmQuip for the past several years and formed a strong relationship based on safety, trust and performance," said Mike Caparco.

AmQuip's general manager Frank Bardono termed the partnership "the most productive one-stop-shop in the crane rental industry."

In 2005, AmQuip invested heavily in the tower crane rental market with a \$60 million purchase of new tower cranes. Last year the company opened a new tower crane facility in Birmingham, AL, headed up by Dennis Bates.

CapCo is based in Providence, RI and AmQuip is based near Philadelphia.

Long-time crane industry professionals, Caparco and Wesley combined represent almost 100 years of experience in the crane rental business.

The American Rental Association will hold its 2007 rental show in Atlanta, reversing its previously announced commitment to remain in New Orleans. The board of directors made the decision at its January board meeting. The 2007 Rental Show will take place at the Georgia World Congress Center on new dates, February 7-10.

The US Supreme Court issued a ruling on January 10 in favor of Volvo Trucks North America in a dispute with one of its dealers regarding competitive pricing practices. In the case of Volvo Trucks North America vs. Redder-Simco GMC, the court upheld the practice of competitive pricing in the heavy-duty truck industry in a 7-2 vote.

MCG launching new GMK4100 all terrain

Grove's latest all terrain crane model, the new GMK 4100, will replace the existing four-axle model GMK4075-1. While retaining some of the design features of its predecessor, the GMK4100 will pick 7.3 tons with its six-section, Twin-Lock Megaform boom fully extended to 167 feet and set at a radius of 65.6 feet. With a hydraulic luffing jib and 19.7 foot extension, maximum tip height is 246 feet. This new model comes on the heels of Grove's launch of the GMK5275 in late November.

The GMK4100 can be configured in 'Taxi' or 'Maxi' modes. In 'Taxi' mode, the crane

is within 13.2 tons per axle with 10.2 tons of counterweight, 49.2 foot hydraulic swing away, and 17.6 ton hook block. In 'Maxi' configuration, capability is increased by an extra 19.7 foot hydraulic swing away insert and counterweight to a maximum of 21.2 tons. Eight counterweight configurations are possible.

"The four-axle AT market is a busy one and, as always, we respond to market needs with continuous product development," said Philippe Cohet, executive vice president of Manitowoc Crane Group's EMEA region. "The GMK4100 is very versatile, with compact dimensions, and is complemented with an excellent lifting chart and impressive reach."

The new GMK4100 features a driveline modified from the older model, including the same ZF ASTRONIC transmission and 389 HP Mercedes-Benz OM 501 LA engine. However, the GMK4100 includes a two-step transfer case, to allow better agility



New Grove AT, GMK4080-1

at lower speeds.

The GMK4100 has a front overhang of only 5.9 feet, making it 10.3 inches shorter than the GMK4075-1. Total length is 43 feet.

The crane's air-conditioned cab is tilttable to an incline of 20 degrees, and its multi-function remote control allows for convenient operation of the outriggers and swing away jib. Other standard features include all-wheel drive and steer, MEGATRAK suspension, Grove's ECOS operating system and an EKS5 Light, load moment indicator.

A number of GMK4100s (known as the GMK4080-1 outside of the US) have been ordered by European customers, with the first two destined for Grohmann, a German haulage firm, according to MCG.

Nixon-Egli Equipment implements Accruit's like-kind exchange program

Link-Belt Cranes dealer Nixon-Egli Equipment Co., based in Ontario, CA, has engaged Denver-based Accruit, LLC to design, implement, and service a repetitive Like-Kind Exchange (LKE) program. This process will allow Nixon-Egli to improve cash flow by deferring taxes on the sale of the company's rental and leased equipment.

"We expect to keep growing at a fast pace over the coming years, and a Like-Kind Exchange program gives us the additional cash flow we need to make that happen," said Steve Nixon, president of Nixon-Egli. "Accruit's tailored program offers us a fully-integrated service without impacting our core business process or headcount."

Accruit's CEO Craig McSweeney said that given the volume and high residual value of the equipment sold by Nixon-Egli, the LKE program is well suited for them. "Improving cash flow through LKEs is rapidly becoming mainstream for equipment dealers," he said.

Accruit was established specifically for the heavy equipment industry and now actively manages over \$2 billion in assets through its repetitive LKE services. Accruit is the Like-Kind Exchange Preferred Provider for the Associated Equipment Distributors (AED).



Stevenson Sales & Service now carrying Carrydeck

The latest advancements in the Carrydeck line of industrial cranes from Shuttlelift, Inc. are now available for purchase, lease or as manned rentals from Stevenson Sales & Service, based in Bolingbrook, IL. Carrydeck cranes are available from 8.5 tons through the newly released 22-ton capacity model. Stevenson Sales & Service stocks both Dual-Fuel and diesel-powered units.

Kurt Minten, Carrydeck product manager, said Shuttlelift has been

working on dealer development throughout the country. "We are especially pleased with the recent addition of Stevenson Sales and Service. [Their] knowledgeable staff and first rate service facility make them an asset to Shuttlelift's dealer network."

Stevenson Sales & Service, LLC is an authorized dealer for Alimak construction hoists, Terex cranes and boom trucks, Gehl construction equipment and Manitou telescopic handlers.

Nothing plain about plane removal

Bridgeview, IL based Lifting Gear Hire and Imperial Crane Services joined forces at the end of last year to remove a Boeing 737-700 jet from a Chicago intersection, after the Southwest Airlines plane skidded off a runway at Midway Airport. Imperial Crane used Lifting Gear Hire's Modulift 50 spreader beam system to move the stranded jetliner.



To move the plane, Imperial set the Modulift beam at 13 feet. The top rigging included 25 feet of 40,000 lb. round slings, doubled. Two 12 foot round slings, each with a 66,000 lb. capacity, were used on the sides. In addition, 50 foot, 90,000 lb. round slings hooked to each landing gear for towing the plane backwards.

Imperial's Ricky Bohne, who supervised the job, said his crews were able to move the airplane back over the curb, through the fence and into the hangar without causing damage to the plane or nearby facilities. The move took about nine hours to complete.



Cash boost for NZ Crane Hire

New Zealand: New Zealand Crane Hire Ltd., based in Auckland, has received a NZ\$13 million (\$9 million) investment from two private capital funds managed by investment houses Pencarrow Private Equity Limited and AMP Capital Investors (New Zealand) Limited.

New Zealand Crane Hire Group CEO Deane Manley said the company aims to use the investment to become a NZ\$100 million (\$68 million) operation in five years' time, "offering a world class, one-stop lifting solutions provider across the country."

"We have taken the company from being a

NZ\$4 million (\$2.8 million) business six years ago to a NZ\$25 million (\$17 million) business today," said Manley. "The AMP/Pencarrow investment gives us a strong capital base and capacity to grow that makes what we have achieved in the past six years pale in comparison to the opportunities ahead of us."

New Zealand Crane Hire is the flagship company of the New Zealand Crane Hire Group, which includes New Zealand Access Hire and New Zealand Tower Cranes. The group operates from Auckland, Hamilton, Tauranga and Wellington.

China: Beijing based TianDieWeiYe Construction Equipment Rental Company has ordered four new Potain MC 475-M20 tower cranes to assist

with the construction of facilities for the 2008 Olympics. Wang Yansheng, president of TianDieWeiYe Construction, said "The

approaching 2008 Olympic Games are providing huge opportunities for construction companies, and the post 2008 market is looking good too. In fact, work is likely to start on even more projects, particularly those that have been postponed for the Olympics."

TianDieWeiYe recently rented a Potain MC 475-M20 to contractor Beijing Jiangong Group for the construction of the world's second largest IKEA store just outside Beijing, in the Wanjiang area of the city. The largest tower crane manufactured by Manitowoc at its Chinese factory in Zhangjiagang, the 22 ton capacity MC 475-M20 (known as the MC 480-M20 in China) has been working around the clock, lifting a variety of materials including concrete blocks and steel frames. The crane is fitted with 230 feet of jib and was erected at a free standing height of 200 feet.

Potain MC 475-M20 tower crane at IKEA jobsite in Beijing



CTE's UK sales company **CTE UK** will take on the sales of Effer cranes in the UK following CTE's acquisition of Effer Holding. Preferred Marine Cranes Ltd will continue to act as dealer for Effer marine cranes in the UK and Ireland. CTE UK, which sells CTE's aerial platforms in the UK, will create a new crane sales division called Effer UK, to be officially launched at the SED show next May. The company will, however, start to appoint dealers and speak to crane customers early in 2006.

Faymonville, the Belgian manufacturer of heavy and specialized trailers, is expanding into Poland. Construction has started on a production and sales facility in Goleniow, in northwest Poland.

The € 3.5 million (\$4.2 million) investment includes a 5,000 square meter production facility due for completion by the April 1. Initially a workforce of about 50 will produce trailer components for delivery to existing production facilities in Belgium and Luxembourg. Sales and distribution for the strong Polish market will also be based there.

B&B Plant and Equipment has been appointed distributor for Unic mini crawler cranes in the Republic of South Africa. Headquartered in the Richards Bay area on the Indian Ocean coast with a branch in Durban, B&B will supply and service the full range of Unic mini crawler cranes. Bob Fogg, B&B managing director, said, "South Africa is in a boom period. There is massive foreign and internal investment and construction is the industry that stands to benefit the most. The country hasn't been an international backwater for some time now and the restricted access capabilities of Unic mini cranes are a developing technology that many of my customers are interested in."

KCI to complete Stahl purchase

Finland: R. Stahl AG and KCI Konecranes have signed a definitive agreement concerning KCI's acquisition of Stahl's material handling division, R. Stahl Fordertechnik. The €30.5 million (\$35 million) deal, announced last October, will be completed early this year, following approval by the German competition authorities. It will reflect in KCI's financial results in 2007.

Pekka Lundmark, KCI president and CEO, said, "We are convinced that R. Stahl Fordertechnik and its people are a great asset for KCI Konecranes and our customers. The transaction brings together some of the crane industry's strongest brands and most innovative

technologies and also accelerates KCI Konecranes' strategic initiative to advance its positions on the German market."

Konecranes has also announced it will sell a 46% share in Zaporozhye Kran Holding, the

Ukrainian crane manufacturer it acquired last year to Finnfund, the Finnish Fund for Industrial Cooperation. The company said its intention had always been to own a stake of 50% or less in the Ukrainian manufacturer.

Nootboom acquires Floor

Netherlands: Specialized trailer manufacturer Nootboom has acquired Floor Trailers. Netherlands-based Nootboom Holding, owner of Royal Nootboom Trailers, made the announcement in early December.

Floor is a long established, family-owned manufacturer of specialized trailers for niche markets, especially brick hauling trailers with traveling loader cranes and drawbar trailers. Nootboom said the company regards the acquisition as a logical step because Floor's product range complements that of Nootboom. In addition, there is the practical advantage that the companies are located adjacent to each other in Wijchen, the Netherlands, so both manufacturers can optimize production through synergy and innovation.

Floor will continue to produce its existing product range under its own brand. Nootboom plans to significantly increase Floor's turnover by applying its expertise in manufacturing and marketing and by using its existing national and international sales and dealer network.

Marc de Leeuw, general manager of Royal Nootboom Trailers, and Marcel de Jong, general manager of Floor Trailers, will work together, sharing their knowledge and expertise and reporting to the Nootboom Holding Board.



CHRIS SLEIGHT is one of the world's most internationally renowned construction business writers, with specialist expertise in financial markets and stock market analysis. He is editor of KHL's market-leading *International Construction and Construction*

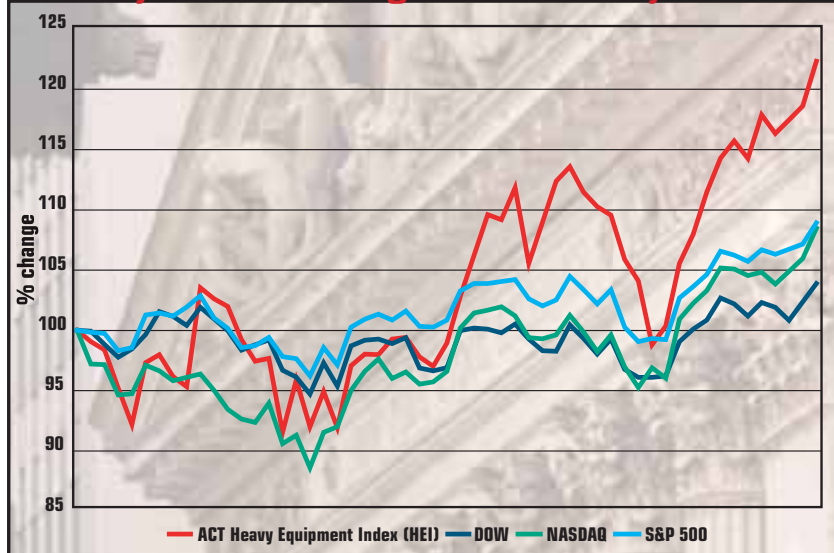


Europe magazines, and is a regular contributor to *ACT's* sister publication, *International Cranes and Specialized Transport*.

The year started in the same manner as 2005 ended, with shares rallying. The Dow broke through the 11,000 point barrier, and this buoyancy was reflected in equipment manufacturers' shares. **Chris Sleight** reports

Strong start

January 2005 through mid-January 2006



Although 2005 was a fairly nondescript year for shares, the markets managed something of a rally in the final few weeks. This buoyancy continued into 2006, with the Dow putting together a few weeks of gains to take it through the 11,000 point mark for the first time in more than four years.

Up-beat consumer spending data was the key driver behind this rise. It seems from this information at least that the high price of commodities such as oil, and continually rising interest rates, are not having a detrimental effect on the economy. With oil prices looking relatively stable around the \$60 per barrel mark, worries about on-going inflation are diminishing, and this is helping the general economic outlook.

Heavy equipment manufacturers are certainly seeing this in their share prices. *ACT's* Heavy Equipment Index has followed a similar pattern to benchmarks like the DOW, NASDAQ and S&P 500, with the added bonus that the rise has been much steeper. While these mainstream indicators have risen 8 to 12% since late October, the HEI is up more than 20% over the same period, and hit a new high of 122.32 points in mid January.

The only real weakness in the sector is with Deere and

CNH, which are both clearly suffering from weak demand for agricultural equipment. These were the only two companies to see their share prices record a net fall over the course of 2005, while other companies recorded double-, and some even triple-digit gains over the year.

Key to this surge in share prices has been corporate profitability. Although sales revenues have been rising since mid-2003 in the sector, the sudden jump in

demand, combined with rising steel prices made it difficult for companies to increase profits in the early part of the up-swing.

That changed to some extent in 2005, with a succession of list price rises. However, long order backlogs are still an issue that is holding back profitability, as many companies admitted in their third quarter earnings releases.

Against this backdrop, there is still scope for more share price rises in the early part of 2006. Underlying profit growth in the industry is running at an impressive 9% per quarter, based on Q3 numbers. Although this rate of increase is slowing, there looks to be a good few more quarters of growth before the market turns.

This of course is the crucial

question for 2006 – will the market turn, and if so, when? What happens at home in the US will be a big factor of course, but what makes the current cycle different to those that have gone before is the influence of China. Demand for heavy construction equipment in China is booming again, following a period of cooling in 2004. With the market for wheeled loaders well above 100,000 units per year, and excavator sales around the 30,000 mark, China is much bigger in volume, or tons of iron (although not in dollar terms) than the US market.

act

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

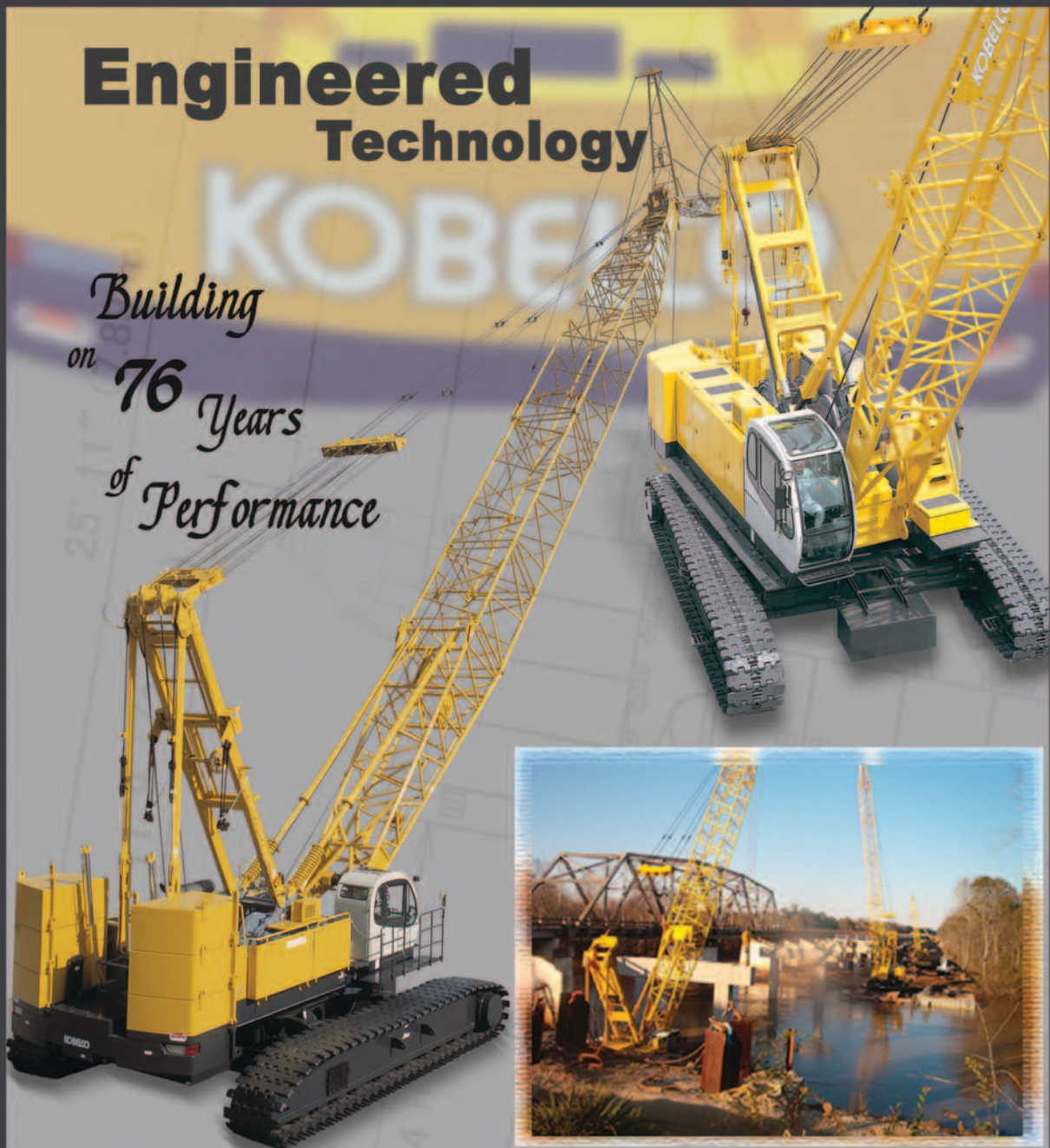


about the index

ACT's Heavy Equipment Index (HEI) tracks the performance of 10 of America's most significant, publicly-traded construction equipment manufacturers – Astec Industries, Bucyrus, Caterpillar, CNH, Deere & Company, Gehl, Ingersoll-Rand, JLG, Joy Global, Manitowoc and Terex. In every issue we will report the performance of the HEI against America's headline stock market indicators, with commentary about the sector's ups and downs.

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TERRY YOUNG is president of Construction Safety Experts Inc. and a member of the board of directors of the SC&RA. He can be contacted at 919-625-4040 or terry@safety-xperts.com



Is your safety program really good or is your company just lucky? **Terry Young** reports

Measuring safety performance

Traditionally, companies measure safety performance by using national result indicators. These are results from OSHA accident rates such as frequency, lost time, restricted duty, fatalities, first aid, and total cases. Other measures may include costs evaluated by your insurance underwriters' losses related to damaged equipment, workers compensation claims, general liability claims, auto claims, losses each year, losses the last five years, frequency, severity, experience modification rate, and many more.

It is important that senior management evaluate their national results indicators. Be sure the data is valid, statistically reliable, and is provided with ensured integrity. The problem with these criteria is that you may be measuring luck.

Is your safety program good? Or are you lucky? Unfortunately, this information is easily manipulated and is not a true diagnostic measurement. All the information is recorded after the fact and the information only measures failures and the subsequent results of these failures. It does not tell you why you are getting better or worse results. And it gives you very little indication of what is wrong or how to fix the results.

You may have all the key elements of a safety program in place, but you need to realistically look at your "safety culture." Where are you at today? Where do you want to be? And how do you get there? A pro-active safety system obtaining safety excellence only occurs when supervisors, managers, and senior management demonstrates their

values through actions, and their credibility by communicating with all employees including hourly workers to improve the system. All levels of management must be held accountable for their actions.

Employees, supervisors, middle management, and upper management should be held accountable for upstream safety activity and result measurements. Remember what gets measured is what gets done. A pro-active safety or business culture focuses on continuous improvement before losses occur. Focus on what can be achieved before the accident occurs. The best way to measure your safety performance is to use perception surveys and scored assessments

or audits of employees at each level of management. Measure the presence rather than the absence of safety.

Traditional safety programs normally assign a safety manager to police the program, train the employees and provide feedback to management. A Pro-Active Safety System uses the Safety Manager to administer the

program. Employees, supervisors and all levels of management participate in a safety system approach. This establishes a safety culture that is continuously improving, prevents accidents and injuries, sends your employees home to their families at the end of the day, and affects one of the largest bottom line costs your company incurs each year. **act**



Measuring the effectiveness of safety programs usually becomes an assessment of accident statistics. This is basically an exercise in measuring luck.



DAN PETERSEN



sample activity and results criteria

activity		results	
EMPLOYEE	SUPERVISOR	EMPLOYEE	SUPERVISOR
Attend training	Number of inspections	Behavior	Inspection results
Certifications	Number of people trained	Activity results	Safety sampling
Inspections	Quality investigations	Rewards	
Attend safety meetings	Positive reinforcement		
Participation	Observations		
Scan (Survey Consider	Hazard analyses		
Analyze Notify)	Coaching		
	Tool box meetings		
	Incident reports		
	Safety activity report		

activity		results	
MANAGER	SYSTEMWIDE	MANAGER	SYSTEMWIDE
Objectives met	Perception surveys	Safety sampling	Safety sampling
Group involvement	Safety system audits	Indirect/direct costs	Estimated costs
Positive reinforcement	Interviews	Property damage	Near-miss frequency
Job Safety observations		Total cost	Cost benefit ratio
Job Safety analyses			Total cost
One-on-one coaching			First-aid frequency
			Severity rate

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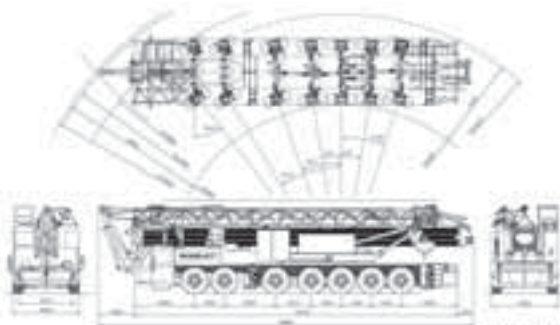
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Spierings goes to seven axles

On the drawing board at Spierings in the Netherlands is a 240 tonne-metre mobile folding tower crane on a seven axle carrier. The SK2400-AT7 will extend the range upwards from the current flagship model SK1265-AT6 on six axles. At the time of writing in early January, fabrication of the first prototype was due to start in the next few weeks and the first unit should

be ready towards the end of 2006, explained Spierings' Bob Bruijsten.

Maximum load at the end of the 42 m (137 foot) jib is 5.5 tons (on two falls of rope) and the maximum load of 20 tons (on four falls) is shown on the chart out to 13.4 m (44 feet) with the three section lattice jib horizontal. While the available specification is preliminary, the numbers are

"more or less definite, and if any change they will only be more," Bruijsten explained.

Orders have been received for five units, Bruijsten said, and typical buyers are large mobile crane rental companies. Applications will include "heavy lift tower" work, for example, placement of concrete precast elements at maximum radius.

Between the outriggers, where there are five axles, the chassis is like the six-axle model, the difference being that there are two axles at the front on the new model instead of one on the SK1265. Running at 13 tons per axle, including outrigger pads, etc., the additional axle allows more counterweight to be carried on board for more lifting capacity. Overall length is 16.865 m (55 feet) compared with 16.279 m (53 feet) for the six-axle – a smaller increase than might be expected, due to less boom head overhang at the front.

act

Desktop-Crane V 3.1 now available

The new Desktop-Crane Version 3.1 software includes a number of upgrades including support for guayed telescoping booms, extension jibs and fixed jibs on luffing jibs and other enhancements. Existing Desktop-Crane users can upgrade their software by downloading a trial version of the new 3.1 version at the company's website <http://desktopcrane.net/Desktop-Setup31.exe>. The trial version is identical to the full version except for the restricted time period of use. For more information email marketing@desktopcrane.net



CARL system installed on EZ Lifter gantry



Riggers Manufacturing Company has installed the first Computer Assisted Remote Lifting (CARL) system on two EZ Lifter gantries owned by Belding Walbridge, a heavy lifting and rigging company headquartered in Chicago.

Belding Walbridge used its EZ Lifters with the new CARL system to install a large stamping press in Chicago.

Designed to assist the operator with safe and efficient gantry operations, the CARL system includes radio or portable remote operation of all functions, which gives the operator freedom to observe the lift from the most advantageous location. Important operator information such as height, weight of load and distance traveled, as well as a long list of warnings, are displayed on the remote controls. Automatic synchronization of lift keeps the two (or four) gantry legs at the same height at all times from a starting point.

The CARL system also maintains a log of operation for post-lift analysis, and has a direct wireless link to Riggers technical staff for troubleshooting.

Belding Walbridge also has operations in Detroit, MI, Kokomo, IN and Georgetown, KY. Riggers Manufacturing is based in Dixon, IL.

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Brothers Weston and Reid Settlemier, who together own Bigge Crane & Rigging, say they agree on most everything when it comes to running the company

Over the past 90 years, Bigge Crane & Rigging has evolved into a full-service crane, rigging and transportation company with strong expertise and a clear business philosophy.

Weston Settlemier discusses the specifics of the diversified company that he and his brother Reid Settlemier recently purchased from their father and that was started by their grandfather Henry Bigge in 1916



The Bigge picture

California-based Bigge Crane & Rigging is approaching its centennial year, and yet the average age of its management team is just 41 years old. But even though they may be young, Weston and Reid Settlemier combined share many years of experience working together as a team to strengthen their company's position in the market.

Moreover, the two brothers and the three vice presidents that comprise their executive team share the same passion for the industry and for Bigge, says Weston Settlemier, president of the company.

In January, the company was set to undertake one of the most interesting and complicated lift and transport jobs the company has ever faced, the transport and installation of two 2,000 ton bridge spans on the new San Francisco Bay Bridge.

ACT recently had the opportunity to catch up with the Settlemier brothers, to discuss the state of the company since they took it over. With input from his brother Reid, Weston Settlemier answered our questions, giving us a closer look at the diverse company, and offering perspective on its past, present and future.

It's been more than a year and a half since you and your brother Reid purchased the company from your father. How has the company changed (if any) since the change in ownership took place? Is the company managed any differently?

We have seen the need to change remarkably little, which is hardly surprising considering that our purchase of the company was the culmination of a gradual process. We may still be young for the industry, I am 35 and Reid is 40, but we have been in the business for almost 30 years between us during which time we were fortunate to hold several jobs with significant responsibility and we learned the ropes from one of the greatest, our father Brock.

Last fall, Bigge announced it had acquired American Heavy Rigging & Hauling Company, located in Richmond, VA. How has this acquisition affected Bigge's business strategy?

Bigge has three primary operations: crane rental, heavy rigging and hauling, and equipment sales. For our rigging and hauling business, the acquisition of American Heavy Rigging & Hauling is very significant. Although our rigging business has been active all over the East Coast for many years, this purchase significantly strengthens our presence. Having a full service East Coast operation allows us to better serve our customers.

Our crane rental strategy is very different, however. While we compete on a national and even international level for specialized rigging work, we deliberately stay much closer to home when it comes to crane rental. However, where we do see opportunities is offering ourselves as a strategic partner for other crane rental companies around the country. We believe that we can partner with all kinds of crane and rigging companies across North America – companies with whom we don't normally do business – and provide them with the equipment and expertise to enable them to compete for jobs that might otherwise be beyond their scope. That being said, we are also happy to rent from a competitor or rent to a competitor because there are many situations



where this makes good business sense. This rent-to-rent market offers our potential partners opportunities to win additional work and improve their bottom line profit.

Do you envision other such acquisitions in other parts of the country over the next year or so?

Over the past 10 years we have acquired Shaughnessy in 1996, Concord Crane & Rentals in 1997, Santa Fe Equipment in 2000, American Heavy Rigging & Hauling in 2005 and Solveson Crane in 2005. It's a dynamic business and things are always changing. For example, we started up an aerial work platform rental company in 1998 in Stockton, CA, and divested of it in 2003 when we found it wasn't quite the fit that we had anticipated.

A growing company like Bigge, with a strong balance sheet, is always going to be interested in good business opportunities, wherever and whatever they might be.

We are also very interested in partnerships where we can offer expertise to local companies.

What is the scope and focus of Bigge's operations (number of employees, locations, services offered, scope of equipment owned – i.e. fleet of cranes, trucks, trailers, etc.)?

We have 250 employees working out of locations in San Leandro and Concord in California, as well as Salt Lake City, UT; Auburn, WA; and Richmond, VA. We have approximately 200 cranes, including RTs, boom trucks, truck cranes, all terrains up to 600 tons capacity and crawlers up to 500 tons. For numbers of mobile cranes, that puts us in the Top 10 in the country.

We own 20 tractors and a few hundred over-

the-road trailers. We also have 12 hydraulic gantries for rent or sale, heavy lifting hoists, girders and portable bridges up to 1,000 tons capacity. Additionally we own more than 100 lines of platform trailers, 12 prime movers and a unique inventory of other special equipment engineered and built by Bigge.

Under the Bigge umbrella is Bigge Equipment Company, which distributes new and used cranes and other equipment? What is the scope and purpose of this division?

Part of our strategy is to be a full-service crane industry enterprise, not just a rigger or a rental company. Bigge Equipment Company is a separate division, run by Reid, that covers all of our dealerships – Terex, Tadano, Liebherr Crawler Cranes, Broderson Industrial Cranes and Hydrospeex gantries, strand jacks and hydraulic jacking equipment. It also includes our used equipment trading operation. Equipment Sales generates 25% of our annual volume, and in 2005 we sold more Terex cranes than any other dealer in the U.S. If you look at our website, you will see that at any given time we have between 20 and 30 different models of new cranes in stock for sale and probably more than 50 used cranes available.

The Hydrospeex dealership is our newest enterprise, secured just last year. Hydrospeex is a Dutch hydraulic specialist that we have learned makes the best, the most advanced and the safest hydraulic equipment that we have ever come across. To be their exclusive partner for the Americas is a tremendous opportunity for us and, with our help, we see Hydrospeex making quite an impact on the market. We are extremely excited about the Hydrospeex gantries. Bigge Equipment Company took a booth for the first time at the SC&RA Crane & Rigging Workshop last year to showcase the advantages of this innovative equipment.

We will display again at the SC&RA annual conference at Hilton Head in April.

As brothers, you own and manage one of the largest and most diversified heavy rigging, hoisting and hauling companies in the United States. Are there particular dynamics to working together? Who does what in terms of organization, and how do you handle differences of opinion in terms of business strategy?

Sharing the same business background, we have similar business philosophies and strategic aims. We agree on most items and haven't come across a situation that couldn't be resolved. This arrangement has been key to the success of our business. We are co-owners of the group and share responsibility for all major decisions, but on a day-to-day basis, Reid runs Bigge Equipment Company, and does it very successfully.

Reid also manages the family's real estate business, which is outside of the crane and rigging industry.

What are Bigge's strengths in the markets it serves?

We combine the energy and vigor of our comparatively youthful management team with the depths of experience and expertise that comes from more than 90 years history in the business. A key market for us continues to be the power market where we have developed a wealth of experience and recruited some of the best professionals in the field. We have a subsidiary, Bigge Power Constructors, that specializes in serving the heavy lift and transportation needs of the nuclear power industry.

Since 1959 when Bigge performed the work at PG&E's Humboldt Bay Facility, the first nuclear facility in California, Bigge has



Weston Settlemier, 35,
is president of Bigge
Crane & Rigging



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Bigge Crane & Rigging has been involved in bridge construction since the 1930s when they hauled steel in to build the Golden Gate Bridge. More recently they are heavily involved in the construction, crane erection and lifting required on the new San Francisco Bay Bridge

pioneered, planned, engineered, developed, and fabricated specialized equipment to meet the heavy lift and transportation needs of nuclear power plants. We have planned and provided specialized transportation and heavy rigging services to every nuclear power plant in California and to 70 of the 103 power plants in the United States. Bigge Power Constructors services include nuclear head replacement, decommissioning, single failure proof hoist supply, consulting engineering, steam generator replacement, marine operations and specialized heavy transportation. For nuclear rigging and heavy rigging, we are at the forefront in the field. Many times we compete with companies on a job, but after the contract is awarded, we may rent a piece of equipment from them or they may rent a piece of equipment from us. We feel this rent to rent strategy should be embraced by the industry as generally it improves the utility of equipment and the P&L of both companies.

We also have a refinery services group that focuses primarily on servicing Northern California refineries.

Then there is our heavy construction work, where we provide cranes, rigging, custom engineered lifting solutions and transportation services for projects that range from setting bridge girders to replacing heavy components in industrial plants.

We operate the largest fleet of operated and maintained cranes in Northern California. We service the commercial construction, power and petrochemical markets from our San Leandro and Concord terminals. We also bare rent rough terrain and crawler cranes throughout the Western United States. We are committed to developing lasting relationships with local contractors focusing on adding value to their lifting needs.

That all sums up our expertise. However, I feel that our business philosophy is also a major strength.

Bigge has always been a good corporate citizen in the industry, participating in SC&RA and other organizations and being an advocate for safety? What do you see as the major concerns for the crane and rigging industry?

I believe that the larger companies in this industry, along with the SC&RA, have an obligation to keep the industry strong, and we take this seriously. A key component of this is in increasing safety, reducing risk and maximizing the profitability for the value we add to the construction industry.

I am proud of our safety record but I know it can and must always be better. Last year we had our best ever safety record, with no lost time accidents and just two OSHA recordable incidents. With more than 550,000 man hours worked, our 2005 projected TRIR (total recordable incident rate) is 0.73 and our projected EMR (experienced modification ratio) is 0.59.

As well as pushing the safety message, our industry must stand their ground financially and contractually to protect industry margins. We as an industry need to be conscientious in reading contracts, understanding our risk, protecting our insurance underwriters, and thus protecting the industry and our net worth. We are willing to bear the risk for things that are under our control but we don't believe we should let others force us to accept risk and responsibility for things which are outside our control.

The big story right now is the San Francisco Bay Bridge project. What is the history of Bigge's involvement in this project and explain how your team engineered the plan for lifting and putting into place the first transition span, linking the concrete skyway bridge deck section with the yet-to-be-built suspension bridge?

Our involvement with the new Bay Bridge

began with erecting 15 tower cranes and selling equipment to contractors working on the project. We have been actively involved in the heavy equipment specialized lifts as well. We also won the contract to transport and install a pair of 2,000-ton bridge deck sections that measure 200 feet long by 85 feet wide. (See the Site Report detailing the transport of these spans on page 30.)

For the lift itself, we devised a solution based on strand jacks operating from a Bigge-engineered lift system. A barge-mounted crane would not have had the required stability to place the tubs precisely enough and there isn't a crane in the world that you could set up on the deck, reach out and lift 2,000 tons.

For this project, you are using lifting technology that has never been used in bridge construction on a scale of this magnitude. How did you assure that your plan would work and what types of models did you use to develop this plan to assure it is/was fool proof?

From the beginning, we recognized the benefits of strand jacks over any other lifting equipment for this job and, in an effort to provide the most competitive pricing to the contractor, we utilized our existing equipment inventory of modular girders. Following the contractor's guidelines, we upgraded our inventory of strand jacks to the Hydrospeck brand because of their advanced capabilities.

Precision movement was critical and the computer control and safety features offered by Hydrospeck made them the only choice. Concurrently, we also applied our existing girder inventory to the job application and began the intensive process of the critical load cases which the girders could see. This required some minor improvements to the girders. All of our engineering has been evaluated by three parties – Bigge, the contractor and an independent engineering firm. After a complete evaluation and revised engineering, the lift system was qualified and tested on site to 115% of the expected worst case load scenario.

act

As an avenue for sales, equipment auctions

have garnered wide-scale acceptance, uniting buyers and sellers and pushing upward the price of used equipment

For several months last year a 1997 Grove GMK150 truck crane was advertised for sale for \$500,000. Located at a crane yard in North Carolina, the crane was in excellent condition, ready to work. Prospective buyers from all over inquired about the machine, but for one reason or another decided it just wasn't right for purchase at that time.

But just last month that same crane sold for \$525,000 in a matter of minutes at a liquidation auction in North Carolina. Soon after the end

of auction, the crane's new owner hauled it to Texas where it is now at work on a large-scale job in Houston.

"Auctions are the yard stick for establishing equipment values," says Myron Bowling of Myron Bowling Auctioneers, based in Hamilton, OH. "They are the arms length transaction. Auctions are a very accepted retail marketplace [for cranes and other types of construction and industrial equipment.]"

Bowling says that the buyer of the Grove crane was pleased with the purchase and the price because he had a well-paying job for which he needed the crane. "For one guy, that might be too much to pay, but if you need the crane, you buy it," he says. "The time lag between when you need a crane and the delay if you have to order a new one can be up to a year."

Sold!

Bowling specializes in one-owner sales, mostly auctioning off equipment at plants, crane rental yards or other operations that are closing or liquidating. In January, Bowling auctioned off the assets of Inco Inc., based in Rocky Mount, NC, which included the sale of more than 15 cranes. Sellers are attracted to this sort of auction because they don't have to invest in the cost of moving equipment to an auction event, he says. As well, equipment is sold as it is, rather than painted, Bowling says.

"We don't paint the equipment so you get a better idea of what you are buying, you are not buying paint, you are buying the equipment," he says. "You also don't have as many dealers and equipment jockeys involved like you do with consignment sales."

Breaking records

In today's market, all equipment auctioneers are thriving. Ritchie Bros., the largest equipment auctioneer in the world, sells a broad range of used and unused industrial equipment including equipment utilized in the construction, transportation, material handling, mining, forestry, petroleum, marine, real estate, and agricultural industries. The company conducts some 150 unreserved public industrial auctions every year, and has 110 offices in 25 countries, including 31 auction sites worldwide.

"For Ritchie Brothers the auction sales business is very good," says Denis Prevost, vice president of national accounts. "Our system of sale is definitely gaining more and more acceptance with local and international crane and heavy haul buyers and sellers."

Ritchie Brothers is the world's largest equipment auction company, holding auctions around the world. This one in Orlando set a record for sales in 2005

The market for new and used cranes and construction equipment is very strong and buyers appreciate the ability to have transparency in their transactions and the unreserved auction method supports this ability, Prevost says. The company's biggest auction to date was held in Orlando, FL in February 2005. The four-day unreserved auction drew more than 4,600 registered bidders from 62 countries, and generated more than \$79 million in gross auction sales.

Internet impact

Large scale auctioneers like Ritchie Bros., and smaller scale companies like Brooklyn, MS-based Durham Auctions are all experiencing heightened interest in their auctions, heightened sales and higher prices. Auction sales are being stimulated by the Internet.

"We have tens of thousands of equipment searches on the Internet, and we have inventory all over the world, and our internet website allows potential buyers to see the type of equipment that is available for sale," says Prevost. "Sometimes [buyers] travel to the auction, however they can still bid over the internet with our live, real-time bidding process."

Some 10 percent of the equipment sold by Ritchie is done by Internet transaction, Prevost says. Ron Robertson of Durham Auctions says his company is capitalizing on the Internet as well.

"We also offer live real-time audio/video auctions online," he says. "Our last equipment auction had 1,640 registered buyers from 29 states and three foreign countries. Our clients can sit at the computer in California and see on screen the equipment for sale and the auctioneer. They can bid live against the house as if they were here."

Durham Auctions is likely more advanced than some of its like-sized competitors, getting as many as 7,000 hits per day on its website from those looking for equipment and vehicles. Who would have ever thought that equipment buyers would resort to such high tech tactics?

"It's worldwide," says Robertson, whose company hosted 52 auctions last year. "I'm sure everyone is upgrading and getting into the 21st century as far as auctions and online bidding." Some auctioneers are solely Internet based and don't offer live sales. Robertson says most of his customers still prefer live sales. They like to touch the equipment, see it, put their hands on it.

In terms of cranes, Robertson says his company sells as many as they can get their hands on, drawing used equipment consignors from municipalities, dealerships, rental companies and contractors who want to update their old fleets but first need to sell their older units. "We recently bought a large package of cranes, 15 to 20 ton range – cherry pickers, truck cranes and crawlers," he says.

But with cranes, Robertson says that they are

"a different kettle of fish." He says if he has a Mack or Peterbilt truck in a sale, a prospective buyer will come out and spend 15 or 20 minutes looking at the truck, raise the hood, look at the engine, start it up, check the oil, kick the tires and the like.

"But an educated crane buyer will spend three days looking at a crane," he says. "It's a whole different area. You can't lump cranes in with trucks or even excavators or dozers. Crane buyers spend much more time assessing the machine. They know exactly what they want. You may have two cranes side by side, and they may look identical, but they may have absolutely nothing in common to a crane buyer."

An auction and evaluation company, Dovebid Auctions sells a lot of equipment over the Internet. Most of its buyers send out inspectors or agents to preview the equipment ahead of the actual internet auction.

"We focus basically on surplus asset disposition," explains Dovebid's Romie Castelli, whose company works for a number of Fortune 1,000 companies, liquidating and disposing assets. They sell equipment through live auctions and web cast auctions. Every 60 to 90 days they host what Castelli termed "corporate swap meets," or "corporate garage sales," where they run an E-bay style auction.

"The business is definitely growing," he says. "As we build a bigger marketplace, we are attracting buyers. Right now there is a huge demand, and as we aggregate it into one place we make it easier for the buyer to find us, which makes for a more vibrant market, which leads to higher prices."

Florida follies

Peter Clark, president of Yoder & Frey Auctioneers, operates one of the most well known auction companies in the US, serving the needs of heavy construction equipment buyers and sellers since 1964. Clark says the auction market is favorable for a number of reasons. "Interest rates are down and equipment is hard to get," he says, "so the numbers come out to be pretty favorable."



The hurricanes in the Gulf Coast last summer significantly impacted demand for cranes and other construction equipment

Yoder & Frey hosts the "grand daddy" of all equipment auctions, held each year for the past 30 years in Kissimmee, FL. In 2005, Yoder & Frey sold more than \$67 million worth of equipment at the Kissimmee event, with 20 percent of the sales coming from non US buyers. More than 10,000 pieces of new and used heavy and construction equipment, trucks and trailers are sold at the eight-day event, making it the world's largest annual heavy equipment auction.

Katrina fallout

Most of the equipment at Yoder & Frey auctions is consigned equipment. In 2005, prospective buyers from all 50 states and 40 countries attended the Yoder & Frey Kissimmee auction.

Clark says the only time he can remember a better market was back in the early to mid 1970s. Backlogs by manufacturers are also stimulating auction sales worldwide.

Last year's hurricanes in the Gulf Coast also impacted demand. "In certain types of equipment, the hurricane has taken a big amount of that equipment out of circulation," says Clark. "Dump trucks, loaders, back hoes, skid steers and cranes. Anything needed to help clean up and reconstruction is in demand, especially boom trucks and bucket trucks."

Robertson with Durham Auctions knows firsthand about the impact of Hurricane Katrina. The eye of the storm blew right through the small town in which his company is located, although fortunately, Durham's facility was spared major damage.

"The demand is probably a little more dramatic in this area, due to the hurricane," he says. "A tremendous amount of equipment was lost in the storm. We are still in the clean up business. Everything from forklifts, sky tracks and cranes to road equipment and timber equipment is needed."

act

A new respect

In today's market, with increased demand, increased capacities and an increasing range of applications, boom trucks pretty much sell themselves

Since its inception in the early 1960s, the boom truck has been a product with many attributes, but conversely, didn't generate much excitement. Versatile, flexible and cost-effective, the boom truck is a simple machine that is easy to operate, maintain, maneuver and rent. And even though the market has always been relatively stable, the boom truck was still positioned at the bottom

of the crane totem pole – until recently. Until this latest boom truck boom.

"Every day we get a new industry and a new part of the construction sector interested in the boom truck," says Dominic Giuffre, Sr, co-owner of Giuffre Brothers Cranes, a Terex boom truck dealer that sells some 300 boom trucks a year and maintains a rental and lease fleet of some 135 units. "It seems like there's no end to the types of contractors interested in this machine. You can't just target one industry. We sold a boom truck to an elevator contractor who installs elevators in small apartment houses."



A boom truck customer can be found in every conceivable market in the construction and industrial sector, says Giuffre, a pioneer in the distribution and sales of boom trucks. With the upswing in the economy, the boom truck is an even hotter commodity, he says.

"The manufacturers can't keep up with demand," says Giuffre. "We have suffered with the same backlog [as other dealers], except we have put in big orders and on any given day we have 50 machines in stock and ready to go. Right now we probably have 350 machines on order."

Outstanding market

Todd Elkins, boom truck product specialist for H&E Equipment, says his company's boom truck sales and rentals are "outstanding" and he is "betting on it getting substantially better."

"I don't know if you can average 100 percent utilization, but we have had a problem growing our rental fleet because retail demand has been so strong," he says. "We intended to grow our boom truck rental fleet, but we've been selling off used pieces and the new units we anticipated going into our rental fleet went to retail. I guess it's a good problem to have."

While Elkins says that sales are diversified, close to 50 percent of H&E's boom truck sales are to the oil and gas industry. "Oil field service is big business for us," says Elkins. "Mainly, the boom trucks are used to go out and service the wells, wire line work and coil tubing."



"The larger capacity boom trucks are taking the place of the smaller rough terrain cranes and truck cranes and I think that is pretty exciting. It saves the contractor a lot of money and it puts the boom truck guys on the map also."



Bryan Dammann, Tadano America

Elkins points to National's and Manite's 26-ton and 30 ton rear-mount boom trucks on which auxiliary winches are mounted onto the bottom of the boom, especially for the oil and gas market. "These units are particularly suited for wire line and coil tubing work," he says.

While there have been boom truck booms in the past, the difference about this one is a "new respect" for the lowly boom truck, according to Randy Robertson, director of sales and marketing for Manite's. With higher lift capacities, longer booms and more operator conveniences, the boom truck now appeals to a wider segment of the market, although the core boom truck customer is still sold on the machine as well, he says.

"I don't know if everyone will agree with me, but I feel like that by and large our biggest customer base is still the owner/operator, the husband/wife teams who started the business with the wife as the dispatcher/bookkeeper and the husband as the crane operator," says Robertson. "They do general hook work, maybe setting an air conditioning unit one day, helping an arborist with tree trimming the next





- **Booming construction and remodeling market.** Many construction firms are purchasing their own boom trucks to ensure timely completion of jobs rather than rent or hire out the work.
- **Catastrophic storms in the Gulf Coast area.** Boom trucks have been instrumental in the clean-up and reconstruction in these areas. Rebuilding is expected to continue in this area for several years to come.
- **Steel shortages, rising fuel costs, price increases and manufacturer backlogs.** Boom truck buyers are choosing to make purchases sooner before anticipated increases in costs. The market for used boom trucks is also strong.
- **New markets comprised of customers who haven't traditionally purchased boom trucks.** Boom trucks are now being sold to specialty companies, such as hot tub and spa manufacturers, tree services, signage firms and modular home builders.
- **Larger capacity boom trucks are now competing with small truck cranes.** Boom trucks can compete in the 30-ton plus class, and are being designed with longer booms and operator amenities. Boom trucks are often the machine of choice in this class.

Source: Scott Blair, Heartland Wisconsin Corp. Financial Services



day, setting signs for a sign company the next day, working with homebuilding contractors setting trusses on another day."

For the most part, the owner/operator customer toils in the small to mid-range capacity of boom trucks. These machines are reasonably priced and can perform a wide range of jobs, often three or four applications a day, allowing the owner to quickly see a return on investment.

Easy to finance

Heartland Wisconsin Corporation specializes in financing boom trucks/truck cranes, and president Scott Blair says his company has seen equity loans for boom trucks steadily increase each year. Heartland finances most of its boom trucks to the owner/operator customer purchasing a unit in the 17 to 23-ton capacity range. "The most recent trend we see is a great number of business start-ups with operators leaving the companies they are with to start their own business," he says. "We're seeing an increased number of first-time buyers." Because they are mounted on conventional trucks, boom trucks are often easier to get financing on than other cranes and equipment, he says.

With the 17 to 23-ton capacity boom truck considered the mid-range of the market, boom truck manufacturers have worked to create markets on either end of the spectrum, with Terex, Elliott and Tadano America doing very well with small boom trucks and Altec, Manitex, National, Elliott, and Terex also making waves with the higher capacity boom trucks, in the 30- to 40-ton capacity range.

"For us, the 17-ton capacity boom truck is by far the best seller," says Scott Smith with Terex, which manufactures eight models ranging in

capacity from 10 to 35-tons. "This is our most popular rental machine. It's a machine that every crane rental fleet has to have."

A newcomer to the boom truck market, Tadano America has been successful with its 5-ton, 7-ton, 10-ton and 18-ton boom trucks. Tadano's Bryan Dammann is eagerly awaiting the introduction of a 20-tonner that he hopes to be "on the street," by April or May.

"It does seem that with boom trucks, bigger is better," he says. "The larger capacity boom trucks are taking the place of the smaller rough terrain cranes and truck cranes and I think that is pretty exciting. It saves the contractor a lot of money and it puts the boom truck guys on the map also."

Bigger is better

Jim Glazer with Elliott Equipment, also a newcomer to the US boom truck market, says the trend is that customers are shifting to higher capacity boom trucks in each particular class, and they are looking for more fully featured products that bring certain efficiencies. For this reason, Elliott is willing to customize its boom trucks and do things a little different from its competitors, Glazer says.

"Our 28 to 32-ton machines are the best sellers," he says. "At this higher end, we are competing with the conventional cranes." Elliott sells boom trucks with capacities ranging from 10 to 32-tons, with its latest model the 32117, just released in late December.

Manitex is very

forthright that they are gearing their product development dollars on "the big end," says Robertson. "We're not convinced that 40 tons is the limit you can get on a three-axle truck," he says.

Manitex's boom truck line ranges in capacity from 17 to 38-tons. National still officially builds the largest boom truck with its 40-ton capacity 1800 model, Robertson says.

"We do have a 40-ton capacity machine that we sell in the oil field," says Robertson. "For a niche market in Canada we have rated our 38-ton to a 40-ton capacity for one of our tractor mount units."

The 35 to 40-ton capacity boom trucks with ride-around cabs are getting the attention of those who never gave the boom truck the time of day.

"We're seeing these units replacing some of the traditional truck cranes," he says. "The bigger boom trucks have cabs and air conditioning and amenities that operators at crane rental houses are looking for, and didn't realize are now available in a boom truck."

Several years ago, a conventional crane operator wouldn't consider stepping down from a Grove or Terex or Link-Belt and running a boom truck from stand-up controls, Robertson says. "But now we are offering, and our competitors are offering, some of the amenities and capacities that attract these operators,

like the rider seat machines. It's going to be a big year for boom trucks."

Another market that US boom truck manufacturers are assessing is those outside the United States, Canada and Mexico, traditionally the only boom truck markets in the world.

"In the last 45 days, we've had double the number of international inquiries than we typically do," says Robertson. "We have inquiries coming from the Middle East, Europe and South America."

Imagine that, an American boom truck in Europe.

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Cranes are still needed on demolition jobsites, though not necessarily for the applications that they were used in the past.

ACT reports

Razing the roof

Twenty years ago, a crane with a wrecking ball attachment might have been the centerpiece on a large-scale demolition job. But with the advent of implosion technology, long-reach excavators, specially designed claw and crushing attachments and fewer demolition jobs in general, the use of cranes in large-scale demolition is diminishing.

"There is a market for cranes in demolition, but it is rapidly shrinking," says Bill Moore, vice president of marketing for Brandenburg Demolition, the largest demolition contractor in the nation. Specially designed excavators have taken over much of the work on a demolition jobsite that a crane with a wrecking ball used to do, he says.

"Some municipalities and customers do not want us [or allow] us to use wrecking balls, any more, and excavators are easier to move, create less vibration and there are more attachments being designed specifically for this type of work," says Moore.

But that is not to say that cranes have been shut out of demolition work, and in fact, a crane is needed at some point on almost every demolition jobsite involving a building over two or three stories (and in many cases several cranes).

"We still use cranes, and there are instances where a wrecking ball is still effective, maybe on a three- or four-story building that is built of heavy concrete," says Moore. "We might use a clam bucket for moving debris, but now there are excavators and loaders with buckets that are much larger and can move debris much faster."

Specially-designed demolition

excavators can move around a jobsite quickly and long-reach booms allow them to reach up and out, completing demolition tasks much more efficiently. Demolition excavators are typically built using stronger or reinforced parts to be able to take the abuse they will receive on a demolition jobsite. Plus, demolition work is very hard on cranes, with the jobsite typically very dusty and dirty, to say the least of being very precarious with jagged materials such as rebar and concrete not conducive to crane setup and a very large swing radius.

Power lift

Among the most useful jobs for a crane on a demolition site is actually lifting excavators and other equipment to the top of a building to dismantle it floor by floor, explains Moore. It takes quite an effort to lift and place a sizeable excavator seven or eight stories high, and cranes are needed quite often for this task.

Cranes are also needed to lift HVAC units, tanks and other mechanical systems out of buildings that are being demolished. They are also used to lower slabs that have been dismantled.

Implosion technology has also reduced the need for cranes at a demolition jobsite. Implosion, while expensive, is often the safest and certainly the quickest method of bringing down a structure. Buildings can be imploded felling thousands of tons of steel and concrete gently to the ground without harming nearby buildings.

Among the emerging markets for cranes on a demolition jobsite is dynamic compaction, Moore



A 150-ton Liebherr crawler crane lifts a demolition excavator to the top of a building

says. "We own cranes that we use specifically for dynamic compaction," he explains. "It's an added service when a demolition contractor completes a demolition."

Essentially, dynamic compaction prepares the site for the next structure that will be built. In many cases, the soil at such a site is not suitable for rebuilding, and dynamic compaction can remedy this situation. Dynamic compaction involves scientifically lifting and dropping a heavy steel weight from a crawler crane on a

pre-determined grid, according to Moore. The weight dropped can range from six to 30 tons and the drop height can range from 30 to 100 feet, he says. The site is then backfilled with predetermined fill material, sometimes recycled from the original demolition.

In most cases, duty cycle cranes are used for dynamic compaction. Liebherr has developed cranes that are used in this capacity, namely their 100-ton machines.

"This type of work is hard on a crane but we have developed an automated system to tell the crane to drop the weight the first time from this height, the second time from this height and then the last time from this height," explains



A 500-ton truck crane places an excavator on top of a building slated for tear-down



Wolfgang Herzog, general manager for Liebherr Nenzing, "Then the crane remembers the [sequence] and calculates each drop."

In 2005, Essex Crane Rental purchased four Liebherr duty cycle cranes with the intent of adding a duty cycle niche to their rental operations.

"We've done some demolition, some dynamic compaction and slurry wall work," says Bill O'Rourke vice president of sales and account management for Essex Crane Rental Corp. In terms of large-scale demolition work, O'Rourke says it's simply not a big market for his company.

"We do get some of this work," he

says. "We have rented to a specialty demolition contractor who was knocking down a building and needed to get 200 feet of boom in the air. In Pennsylvania we rented a crane to a contractor who was demolishing a power plant. But truthfully, we see very little quote activity in the demolition area."

Hybrid machines

In the future, the industry may see new "hybrid" machines that mate a crane with an excavator. Just last fall, Kobelco Construction Machinery announced it had designed and had orders for a demolition machine with the world's highest working range, the equivalent of a 21-story building. At this point, the Kobelco SK3500D is marketed only in Japan. The machine is comprised of a three-piece boom and four-piece attachment that is mounted on a 200-ton crawler crane carrier. **act**

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Monumental

In the 1930s, Bigge Crane & Rigging hauled the steel for the construction of the famous Golden Gate Bridge. More than 70 years later, the company hauled the first of two, 2,000-ton transition spans for the new San Francisco Bay Bridge. **ACT** reports

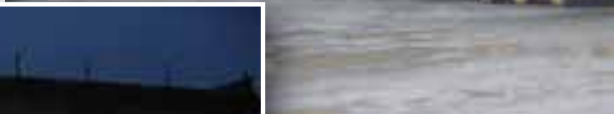
Bigge Crane & Rigging has long been involved in the construction and maintenance of bridges in California, and the spectacular new San Francisco Bay Bridge currently being built is no exception. From the beginning, Bigge has been involved in the monumental project, last year erecting some 15 tower cranes in the San Francisco Bay and this year playing a major role in the transport and lifting of the huge transition spans that will link the concrete skyway bridge deck sections with the yet-to-be-built suspension bridge.

In early January, Bigge started the effort to move the two, 2,000-ton transition spans from Portland, where they were fabricated, to the San Francisco Bay, where they were to be lifted and placed, according to Pete Ashton, vice president of major projects for Bigge.



It was a cold and rainy morning when the first tub was rolled onto the barge for shipment to the San Francisco Bay

"Our contract is working for the bridge contractor to load them out in Oregon, put them on a trailer and roll them onto a barge," he explains. "While they are in route, meanwhile, we are erecting the lift system that is on a couple of girders on the east end and a couple on the west end with a jacking system."



The strategy to move the transition spans, which Aston says they call "tubs," from where they were built to the jobsite has taken months of planning and required a separate contract that involved staging the 200 foot tubs.

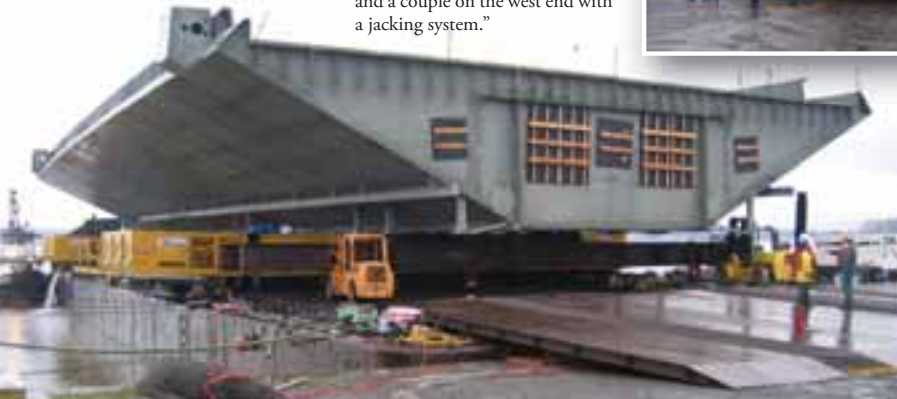
"We had a separate contract with the fabricator," says Aston. "The tubs were fabricated in sections, and each section varied in weight, about 400 tons a piece.



When a section was completed, they would use a smaller trailer take them out of the fabrication shop and out to the yard in front and stage them there."

Each piece took about six to eight weeks to build. Once they were all built, USI, the fabrication company, then placed them end to end and welded them together into one big piece. Fortunately the fabrication plant is located right on the Columbia River.

The first completed tub was





move

The "tubs" are staged in the yard in front of the fabrication plant



loaded onto a barge using 48 axle lines of Scheuerle self-propelled hydraulic modular trailer (SPMT). After it was loaded the week of January 2nd, the barge was towed out to the mouth of the Columbia River where it sat for a week or so waiting for a "weather window," Ashton says. By mid-January, the first barge was on its way, a bit behind schedule. Crews at the jobsite were doing load testing on the lift plan, also engineered by Bigge, to lift and place the tubs.

"There are so many logistics," says Ashton. "We are self performing almost everything, contracting out a little fabrication here and there."

The barge was set to follow the coast line to the San Francisco Bay and then travel under the Golden Gate Bridge to the site wharf in Oakland.

Once the first tub arrived in the Bay, Ashton says there would be more hurdles. Because of the bridge piers, the erection towers



The rendering depicts how the new San Francisco Bay Bridge will look when it is finally finished

and other obstacles, there was not room for the barge to bring the tub into the bay in the correct orientation. The tub would need to be positioned at 90 degrees to the bridge. They planned to use the SPMT again to rotate the tub to correct its positioning for the lift.

At press time, the first tub was scheduled to be lifted sometime between January 30 and February 3, Ashton says. Once that span is up, the second one will be put in place.

"One will go up on the west end and one will go up on the east end," says Ashton. "There

Bigge Crane & Rigging engineered a plan using computer-controlled Hydrospeck strand jacks to precision lift the 2,000-ton steel San Francisco Bay Bridge spans off a barge to a height of approximately 200 feet.

Strand jacks have never been used on this scale before in bridge construction, according to Pete Ashton, vice president of major projects for Bigge.

On the Oakland side, strand jacks were to be mounted on a mobile jacking platform supported by a pair of 60 foot girders, cantilevered 28 feet off the bridge deck. For this span, Bigge is using four strand jacks, each of which has a lifting capacity of 365 tons. Each jack pulls on a bundle of 31 strands, with each rope 0.62 inches in diameter.

On the San Francisco side, two steel lifting towers were constructed. Bigge is furnishing two jirders that span 125 feet across the top of the lifting towers, and strand jacks were being mounted on top of a mobile jacking platform that sits on the girders.

Both of Bigge's jacking platforms are capable of synchronized 8-inch longitudinal and transverse movement. For this span, six jacks of 235-ton lifting capacity were to be used. These jacks have 19 wire rope strands, each 0.62 inches in diameter.

All of the jacks will be synchronized for simultaneous operation and load control within 1/32 inch. "No traditional crane, particularly a barge-mounted one on the water, could do this job with the required combination of lifting capacity and precision," says Ashton.

Based in San Leandro, CA, Bigge is the exclusive representative of the Dutch manufactured Hydrospeck strand jacks.



is a concrete skyway that leads out from the shore a ways and then there's going to be another portion that will be built, the self anchored suspension span. That portion is set to be bid in February."

Chances are Bigge will be involved in many more aspects of constructing the new bridge, which will significantly alter the look and the transportation system in the San Francisco/Bay area.

Ashton anticipates that his company will start taking down the tower cranes in late spring.

"They will start coming down one by one this spring and through the summer and probably into next fall," he says.

Ashton doesn't downplay the significance of his company's efforts in building the new bridge, claiming that work on the bridge from start to finish is a "significant operation," and asserting that Bigge is unaware of such a heavy load from a barge ever being lifted so high in the United States. **act**

➔ Don't miss the Q&A Interview with Bigge Crane & Rigging president Weston Settlementier on page 18 of this issue.



The crane lady

Judith Mooncotch is not daunted by the fact that she is one of a handful of women in the crane rental business.

D. Ann Shiffler reports

When you walk into the offices of LaGrange Crane Service on the outskirts of Chicago you quickly realize that there's something special about this company. Lush tropical plants accent the tastefully appointed, atrium-styled lobby. The soothing sound of water trickling from a fountain can faintly be heard above the soft music emanating from the sound system. In various glass-walled offices that flank the lobby, well-behaved dogs lounge around happily, waiting for the opportunity to greet newcomers who walk through door.

While experiencing this pleasant scene in the front office, it's hard to imagine that the adjoining shop and yard house a fleet of some 40 powerful cranes, ranging in capacity from 30 to 250 tons, and which hang steel and pick and place heavy loads at jobsites throughout the Chicago-area each day.

For more than 25 years the company has garnered the respect of Illinois and Indiana contractors, all of whom know they can trust LaGrange to provide them with expert operators and modern, well-maintained cranes.

And they also know that at the helm of LaGrange Crane is not your average crane man. President Judith Mooncotch calls

the shots at the company that she and her husband started in 1981. She was a partner in the business until 1998, when she took over the top job, managing the people and purchasing the equipment needed to keep the business competitive.

"We work hard in this market to build and maintain our relationships with our customers," says the soft-spoken, yet gracefully confident Mooncotch. "It's a competitive market. We have bought several new cranes recently to satisfy market needs, to continue to tap our full market potential."

Most recently, Mooncotch directed the investment of more than \$5 million in new cranes, including a Grove GMK6250L, a 250-ton all terrain crane, now the largest unit in the LaGrange fleet. She also bought two 60-ton Grove GMK3055s, bringing to nine the number of Grove units purchased since 2003.

Mooncotch purchases her Grove units from Walter Payton Power Equipment, based in Riverdale, IL. "LaGrange Crane is a great company and Judith is great to work with," says Ken Martinek, crane specialist for Walter Payton Power Equipment. "Judith and her team are very knowledgeable about the market and in knowing what they need in terms of cranes."

Top-notch people

The LaGrange fleet also includes several Terex units as well as Manitex boom trucks, although Mooncotch says she and her mechanic are partial to the Grove product in recent years. Keeping their cranes in top condition is a priority.

"My mechanic, he's a phenom, and I trust his knowledge to assure we get machines that are well built and won't fall apart," says Mooncotch.

Out in the immaculate shop, not a drop of oil

LaGrange Crane Services' new GMK6250L places a 29,000 pound water tank.



is visible on the concrete floor. The machines being serviced in the shop are freshly washed and painted.

"We have a maintenance program to make sure our cranes are well taken care of and ready to roll for the next job," she says. "I hate downtime. My employees know that."

Mooncotch readily admits that as a woman, she runs the business a bit different than a man.

"When I became president, I made some changes," she says. "The operators loved it. They were very encouraging to me."

She's proud of the work environment she has created, even if it has a few feminine touches here and there. If an office employee wants to bring his or her pet to work, so be it, whatever makes them the most productive.

Mooncotch is very in tune with her employees and realizes that like the cranes she owns, her employees need to be top-notch to stay competitive. Assuring employees are happy in their jobs and being productive is an important part of her day to day routine.

"I know every aspect of this business, and I solve the problems," she says. "I stay close to our operators. I know that operators can make or break a business. I want to assure we have the best operators out there, that they are well trained, have good quality equipment to work on, that they have the tools they need."

Recently she discovered an operator was



Judith Mooncotch is president of LaGrange Crane Service, based in Hodgkins, IL

unhappy because the heater in the crane he worked in each day didn't always work properly.

"It's cold in Chicago and our heaters have to work," she says. "It was a little thing, but I need to keep high quality operators. Our guys know I am looking out for them."

As well, she is intent on renting her cranes with operators rather than doing bare rental, which accounts for less than 5 percent of their annual business.

"These cranes are expensive pieces of equipment and our operators know how to operate them safely and in the most productive manner. That's what we focus on," she says.

On any given day LaGrange cranes are out on jobs all over the Chicago area, which is booming with commercial construction. Steel hanging work is the company's "bread and butter," says Rick Garry, LaGrange project estimator and a nephew of Mooncotch.

Garry is anticipating even more opportunity for the company since LaGrange Crane has been officially designated a WBE/DBE enterprise.

"This certification process was difficult but we think we can grow the business as a result," says Garry.

"Rick is young and he sees things in the market I don't always see," says Mooncotch. "If he feels there's a market for a larger crane, then we will get a larger crane and he will go out there get the business."

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Ultimately, effective safety procedures – backed by policies to ensure they are **enforced, evaluated and modified** as necessary – should result in enhanced health for both your company's workforce and its bottom line

Serious about safety issues

Because of numerous changes in the association and the industry it serves, we periodically reevaluate our mission and long-range planning. One aspect that stays the same is SC&RA's commitment to safety.

At its core, the SC&RA-endorsed property/casualty insurance coverage has a very strong risk management component. These ever-improving risk management services have been successful in curtailing accidents, resulting in better insurance products at better prices.

Last year, SC&RA greatly expanded its safety product line by offering 11 new technical and reference materials through a partnership with J. J. Keller & Associates, Inc., the nation's leading supplier of safety and regulatory compliance solutions for transportation, manufacturing, construction, human resources, security and general industry. SC&RA members receive significant discounts.

SC&RA also continued to offer its own new safety tools in 2005, including:

- a video, produced in cooperation with the Construction Safety Council, that covers ladder safety, personal protective equipment and personal fall arrest systems
- a comprehensive pilot car best practices training program, produced in partnership with the Federal Highway Administration and the Commercial Vehicle Safety Alliance
- steel cargo securement and protection guidelines that strive to minimize deaths, injuries and property damage that can result from substandard loading practices and securing devices
- a video that stresses safe procedures for using telescopic hydraulic gantry systems

The association constantly emphasizes safety through articles in *American Cranes & Transport*, including an update in this month's issue on relevant regulatory developments within the Occupational Safety & Health Administration. You'll also find articles on safety in *ACT's* sister magazine, *International Cranes & Specialized Transport*; the weekly *SC&RA Newsletter*; and the quarterly *Safety & Management Newsletter*.

As always, SC&RA will focus further on safety at its major meetings in 2006: the Specialized Transportation Symposium, March 9-11, in St. Louis, MO.; the Annual Conference, April 25-29, in Hilton Head, S.C.; and the Crane & Rigging Workshop, September 21-23, in Atlanta, GA. Speaking at each of these meetings will be some of the nation's most respected safety experts. Additionally, exhibits at the meetings will help suppliers of new and improved safety products and services interact with their customers.

Still another way SC&RA encourages safety is through its extensive awards program. The majority of these awards recognize achievements in safety by individuals and companies. The most obvious reason for safety programs remains compassion for the industry's workforce, but the financial impact on employers looms large. Recent surveys conducted by Liberty Mutual, one of nation's most respected insurance groups, revealed that each \$1 invested in injury prevention returns \$2 or more.

The stakes are growing more significant. Despite a decline in the rate of growth in the number of the most serious workplace injuries, the sheer financial impact of workplace injuries grew almost \$1 billion per year between 1998 and 2003 when adjusted for inflation, according to Liberty Mutual.

SC&RA will continue to work with you to provide valuable safety tools, but it's up to you to use them properly. Ultimately, every member company needs to implement effective safety procedures, backed by policies to ensure they are enforced, evaluated and modified as necessary.

The result should be enhanced health for both your workforce and your bottom line.

Joel Dandrea, executive vice president



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SC&RA continually assesses new and existing OSHA regulations and, when appropriate, pushes for revisions that make good sense for the crane, rigging and transportation industry

Priority push

SC&RA continually monitors Occupational Safety and Health Administration (OSHA) regulations that are under review or development. In some cases the association takes a more active role in helping to shape workplace rules that protect its members' employees. A particularly noteworthy example is the proposed safety standard for cranes and derricks (Subpart N of 29 CFR 1926).

There have been considerable technological changes since the standard was developed in 1971, based in part on industry consensus standards from 1958, 1968, and 1969. Industry consensus standards for derricks and for crawler, truck, and locomotive cranes were updated as recently as 2004.

After a cross-section of the industry asked OSHA to update Subpart N, the agency determined that the existing rule needed to be revised and established a negotiated rulemaking committee to develop a draft proposed rule. The Crane and Derrick Negotiated Rulemaking Advisory Committee (C-DAC), which included a representative from SC&RA, met nearly every month for a year before achieving consensus on July 9, 2004.

Additionally, a five-member delegation from SC&RA presented public comments to the labor department on July 7, 2004. And the association's 13-member C-DAC Task Force provided continual direction and guidance relative to SC&RA's position on issues pertaining to the development of the proposed rule.

More than eight months after C-DAC finished its task, SC&RA learned that the Occupational Safety and Health Administration (OSHA) had yet to begin the economic analysis of the rule's impact. In fact, an independent consultant to conduct the analysis had not yet been selected. On February 24, 2005, SC&RA wrote to Labor Secretary Elaine Chao to express disappointment concerning the lack of progress in efforts to update the safety regulation.

"To allow the rulemaking process to delay, after such a positive start, would be a disservice to the entire industry," wrote SC&RA. "Throughout our nation, lives and property will continue to remain at risk because of OSHA's inaction."

Soon the economic analysis was

underway. Progress was delayed because OSHA's Directorate of Evaluation and Analysis, already working with limited time and resources, was forced by a court order to respond to concerns about occupational exposure to hexavalent chromium and was also addressing beryllium.

During the Advisory Committee on Construction Safety and Health (ACCSH) meeting in early December in Washington, D.C., it was reported that the revised standard could prevent approximately 30 to 50 fatalities and 15,000 injuries annually. On January 10, 2006, a preliminary draft of the economic analysis was formed and sent to OSHA's Construction Directorate. SC&RA anticipates that based upon the analysis, OSHA will decide to form a Small Business Regulatory Enforcement Fairness Act (SBREFA) panel. This panel will have 120 days to issue a report, which OSHA will then use to consider changes to the C-DAC draft standard.

The standard next goes to the Solicitor's Office while the Office of Construction Standards and Guidance concurrently works on the Preamble. Once these steps are completed, the proposed standard, with revisions, will be listed in the Federal Register for Public Comment. Although OSHA has made no predictions concerning the completion for the regulatory process, the agency has indicated that the standard is a top priority because of its commitment to the project and to the individuals who participated in the C-DAC Negotiated Rulemaking process.

"SC&RA, along with other organizations, is frustrated with how long this process is taking," said Beth O'Quinn, SC&RA vice president-crane and rigging. "But we also appreciate that OSHA is unwilling to take shortcuts that could result in a flawed regulation. We would like to see the standard receive more priority treatment throughout the agency."

act



focus on: Labor Department regulations

SC&RA monitors various OSHA regulations that are under review or development, including:

➤ OCCUPATIONAL EXPOSURE TO HEXAVALENT CHROMIUM

The information gathered in the rulemaking process indicated that employees exposed to Hexavalent Chromium Cr(VI) well below the current permissible exposure limit were at increased risk of developing lung cancer. Occupational exposures to Cr(VI) may also result in asthma, and damage to the nasal epithelia and skin. Consequently, OSHA proposed to lower its permissible exposure limit (PEL) for hexavalent chromium and for all Cr(VI) compounds in construction, shipyards, and general industry from 52 to one microgram of Cr(VI) per cubic meter of air as an 8-hour time weighted average. OSHA also proposed other ancillary provisions for employee protection such as preferred methods for controlling exposure, respiratory protection, protective work clothing and equipment, hygiene areas and practices, medical surveillance, hazard communication, and recordkeeping. Written comments were accepted through January 3, 2005, and public hearings were held in Washington, D.C. from February 1 through February 15. OSHA estimates that a final rule, expected early this year, will prevent an average of 44 to 167 cases on cancer per year, and will have monetary benefits of \$25 million to \$701 million per year.

➤ EMPLOYER PAYMENT FOR PERSONAL PROTECTION EQUIPMENT

Generally, OSHA standards require that protective equipment, including personal protective equipment (PPE), be provided and used when necessary to protect employees from hazards that can cause them injury, illness, or physical harm. In 1999, OSHA proposed requiring employers to pay for PPE, with a few exceptions. The Agency continues to consider how to address this issue and reopened the record in July 2004 to get input on issues related to PPE considered to be a "tool of the trade." The comment period ended July 23, 2004. Final action is expected in March 2006.

➤ WALKING WORKING SURFACES AND PERSONAL FALL PROTECTION SYSTEMS (1910)

New technologies and procedures have become available to protect employees from these hazards since OSHA proposed a rule (55 FR 13360) in 1990 addressing these hazards. The Agency has been working to update these rules to reflect current technology. OSHA published a notice to reopen the rulemaking for comment on a number of issues raised in the record for the Notice





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focus on: continued

of Public Rulemaking or related to technological advances. As a result of the comments received on that notice, OSHA plans to develop a new proposal by October 2006 that will reflect correct information, as well as re-assess the impact.

HEARING CONSERVATION PROGRAMS

OSHA issued a section 6(b)(5) health standard mandating a comprehensive hearing program for noise-exposed workers in general industry in 1983. However, no rule was promulgated to cover workers in the construction industry. A number of recent studies have shown that many construction workers experience work-related hearing loss. In addition, the use of engineering, administrative, and personal protective equipment to reduce exposures to noise is not extensive in the industry. OSHA published an advance notice of proposed rulemaking to gather information of the extent of the problem in different trades in this industry, current practices to reduce this hearing loss, and additional approaches and protections that could be used to prevent such loss in the future. Work continues on collecting and analyzing information to determine technological and economic feasibility of possible approaches.

LEAD IN CONSTRUCTION (SECTION 610 REVIEW)

On June 6, OSHA began a review of the Lead in Construction Standard (29 CFR 1926.62) in accordance with the requirements of the Regulatory Flexibility Act and section 5 of Executive Order 12866. The review considers the continued need for the rule; impacts of the rule comments received from the public; the complexity of the rule; whether the rule overlaps, duplicates or conflicts with other Federal, state or local regulations; and the degree to which technology, economic conditions or other factors may have changed since the rule was last evaluated. The review is expected to end in September 2006.

PREVENTING SUFFOCATION/EXPLOSIONS IN CONFINED SPACES


In January 1993, OSHA issued a general industry rule to protect employees who enter confined spaces (29 CFR 1910.146). This standard does not apply to the construction industry because of differences in the nature of that industry. In discussions with the United Steel Workers of America on a settlement agreement, OSHA agreed to issue a proposed rule to extend confined-space protection to construction workers appropriate to their work environment. OSHA intends to issue a proposed rule addressing this construction industry hazard this year.

UPDATING OSHA BASED ON NATIONAL CONSENSUS STANDARDS

In the 30 years since the adoption of national consensus standards as OSHA standards, the organizations responsible for these standards have issued updated versions. However, in most cases, OSHA has not revised its regulations to reflect later editions of the consensus standards. OSHA standards also continue to incorporate by reference various consensus standards that are now outdated and, in some cases, out of print. The Agency has undertaken a multi-year project to update these standards. A notice describing the project was published in the Federal Register on November 24, 2004 (69 FR 68283), along with a direct final rule and notice of proposed rulemaking on the first set of standards to be addressed. The direct final rule has been withdrawn because a significant adverse comment was received, and a final rule based on the NPRM has been prepared. The next set of standards also is in preparation.

STANDARDS IMPROVEMENT

OSHA is continuing its efforts to remove or revise duplicative, unnecessary and inconsistent safety and health standards. Phase I was published on June 18, 1998 and Phase II on January 5, 2005. The Agency believes such changes can reduce compliance and the paperwork burden associated with a number of its standards without diminishing employee protections. An advance notice of proposed rulemaking will solicit input from the public on rules to address in Phase III.

A white Elliott BoomTruck crane is shown in operation at a construction site. The crane's boom is extended high into the air, lifting a small platform or bucket. The truck is parked on a dirt surface, and the background shows the steel framework of a multi-story building under construction. The sky is clear and blue.

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Borrowed servant

Crane owners can prevail in the ever-evolving contract wars involving general contractor, subcontractor and equipment vendor. How do you win the battle of contractual risk control?

Kevin Cunningham reports

When a general employer loans an employee to another employer (the "special employer"), the employee in most jurisdictions across the U.S. marketplace, becomes the employee of the special employer. Essentially, your employee becomes the "borrowed servant" of the employer who leases your equipment.

Under the "borrowed servant doctrine," an employer, who has "borrowed" an employee from another, can be held liable for the negligence of the employee working under the employers' direction and control. (Standard Oil Co. v. Anderson, 212 U.S. 215 (1999)). If the employee was the borrowed servant of another at the time of the employee's (alleged) negligent conduct, the employee's general employer can avoid liability.

There are many factors to take into account when the courts determine whether an employee was actually the "borrowed servant" of another. These factors include:

- Whether the special employer has the right to hire and fire the employee
- Whether the borrowed servant is a specialist
- Which employer provided the supplies and (all) of the instrumentalities for the work-causing the claim
- Length of employment
- Whether the special employer has control and direction over the employee and the

manner in which the operator performs their work

- Whether the special employer has control and direction over the employee and manner of work

Applicability to crane operations

In a construction setting, the applicability of the borrowed servant doctrine is particularly prevalent. However, it is important to note that when a lessor leases machinery along with an operator to another party, it is sometimes a difficult burden to shift the liability from the lessor to the party leasing the equipment and operator. Many actions can be taken to lessen this burden, including adding specific contractual language to address borrowed servant issues.

Ideally, in a crane operation setting, the borrowed servant doctrine would be applicable as follows: Crane lessor supplies a crane operator with the crane for the duration of the lease. Lessee of the crane and operator directs and controls the actions of operator and crane completely, such that the lessor of the crane is relieved of liability for the acts of the "borrowed servant" (operator).

While the applicability of a borrowed servant situation can be bolstered by contractual language, many states recognize a common law borrowed servant doctrine, outside the parameters of the contractual language.

Applicability of doctrine

It is important to note that certain states do not readily accept the borrowed servant defense. In the states that recognize the borrowed servant defense, various elements, supra, can affect the determination by a court or jury of whether there is in fact a borrowed servant situation.

Certain states, including Indiana and Louisiana, may rely more heavily on a combination of factors to determine a borrowed servant situation (e.g., look at ability to hire/fire, payroll issues, supplier of tools/equipment, work boundaries, right to control). Other states place greater weight on only one factor, that is, which is in control of the work being done, under whose direction is the work being completed and whether that direction and control is exclusive.

It is fair to say that in all the states that recognize the borrowed servant defense, the building block to development of the defense is the determination of who controls the method and means of the work being completed.

Claims investigation

When a claim occurs involving a crane and operator, the company should identify potential borrowed servant defenses. Field investigators should be instructed to gather witness statements and information with the borrowed servant issue in mind.

For example, investigators are always asked to identify how the job was being done and who was directing and flagging the operator. If it is an employee of the lessee, you obtain more detailed information from other witnesses and the crane operator to position the claim for litigation.

An example of the proper positioning of the borrowed servant defense would be on a recent loss for "XYZ" Crane, Claim # SRS-1234. The insured leased a crane and operator to "ABC" Carpentry for work on a home construction site. The insured's operator, John Doe (operator), was the only employee of "XYZ" Crane working on the jobsite. "ABC" carpentry employees secured plywood bundles and rigging onto the crane, which John Doe lifted to the second floor of the home. "ABC's" signalman directed John Doe where to lift and position the bundles. The operator was operating in the blind once these loads were lifted to the second story. As "ABC's" signalman directed Mr. Doe where to place the bundle, an "ABC" employee located himself between the bundle and the wall. The load struck the employee, causing severe head injury. However, the claim was positioned in the proper manner for the following reasons:

1. The "XYZ's" Crane work ticket from the date of the accident indicates that the operator is working under the exclusive jurisdiction and control of the lessee
2. The facts of the accident and witness



Examples of case law from states and districts that have applied the borrowed servant doctrine to crane operations

MCCULLUM V. SMITH, 339 F.2D 348 (9TH CIR. 1964)

Crane operator whose movements were directed by employees of lessee was loaned servant of lessee with respect to act causing plaintiff's injury because lessee controlled where and when crane was to be used. **TIM'S CRANE & RIGGING, INC. V. GIBSON, 6-4 S.E.2D 763 (GA. 2004)**

Lessee of crane and operator held liable for crane operator's negligence resulting in injury to lessee's employee when the contract for the hire of the crane specifically stated that the lessee had complete control and direction of operator, lessor had no control, and lessee had exclusive right to discharge operator. **NEW YORK CENT. R. CO. V. NORTHERN INDIANA PUBLIC SERVICE CO., 221 N.E.2D 442 (IND. APP. 1966)**

Crane operator was loaned servant of lessee when operator contacted high tension line, killing railroad employee, because operator's movements were directed by lessee. **NEPSTAD V. LAMBERT, 50 N.W.2D 614 (1951)**

Although lessor continued to pay crane operator's wages, could discharge crane operator and direct how truck crane was to be maintained, operator was a loaned servant to the lessee because lessee's employees directed operator's movements by hand signals.



This article is the first in series of SRS Contractual Risk Management features that have been developed over the past 10 years from writer KEVIN CUNNINGHAM's experience working with the SCSRA Insurance and Risk Management committee. This first piece focuses on the "Borrowed Servant Doctrine," a very simple solution to a fairly complex business litigation environment.



statements indicate that the operator was being signaled at the time of the loss by the lessee; this was consistent throughout the long-term project as well. Further factors that position this more favorably for borrowed servant include:

- No other "XYZ" Crane employee was on-site (no rigger, signalman, oiler)
- The lifting was not highly specialized and did not require any special expertise of the crane operator to make the lift
- Although the crane and operator were supplied by "XYZ", the rigging and other supplies were provided by "ABC" Carpentry. As another defense to borrowed servant, the insured's work ticket contained valid indemnification allowing this loss to be tendered to the party who directs and controls the crane owners' activity.

As a side note, many of the more sophisticated policyholders (those with large crane operations) recognize the importance of payroll disbursement in the use of the borrowed servant doctrine.

The claimant has since become attorney-represented, and litigation is sure to follow. However, because of the positioning with borrowed servant defenses, our defense is as strong as possible.

In the evaluation of each claim involving a crane and operator, during the initial phase, the company should examine the following questions to determine whether the borrowed servant defense will be viable:

- Was our operator the only insured employee on site?
- Who was directing and controlling the operator (who told him where to set up, what to lift, how to lift)?
- Was the operator being signaled by the lessee or another subcontractor?
- Are there any contractual terms and conditions that enhance a borrowed servant position?

The borrowed servant defense is another method whereby a risk can be transferred to another contractor. However, because of the particular nuances of state law regarding the doctrine, and because the issue of borrowed servant is most often considered a question of fact for the jury, it is important to develop a strong borrowed servant defense on the onset of a claim in order to position the litigation properly.

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Terex announces personnel changes at Wilmington, Westport operations

Terex Corp. recently named Kevin Barr senior vice president of human resources, and appointed Katia Facchetti to the newly created position of senior vice president and chief marketing officer, both in the Westport, CN office.

Before joining Terex in 2000, Barr worked in the human resources departments at companies including DBT Online, Nabisco Asia/Pacific, Dun and Bradstreet and Chase Manhattan.

Prior to joining Terex, Facchetti was president of Fusion5, a marketing innovation consulting firm. She also held senior marketing positions with Nabisco and Kraft/General Foods. Facchetti holds a BS degree in hotel administration and an MBA from Cornell University.

Jennifer Fox is the new human resources manager for Terex Cranes' Wilmington operations. Fox started her career with Terex as a paralegal in 2002. In 2005, Fox earned her MS degree in organizational development and human resources from Manhattanville College. **act**

In memorial

Mitch Liddell, owner and president of Liddell Trailers, passed away suddenly in early January. A respected professional in the transportation and heavy haul industry, Liddell was an innovator in the custom trailer manufacturing sector, and he will be missed by his family, employees, colleagues and customers.

Hawkins named president of Jake's Crane

Sam Hawkins is the new president of Jake's Crane, Rigging and Transport International as well as subsidiary companies Jake's Wire Rope and Construction Management Corp.

Hawkins has managed operations throughout the world and most recently was on assignment in Iraq with Fluor Global Services. As senior director of international operations for Fluor's AMECO, he managed fleet asset management, estimating, logistics, procurement, international customer service, specialized operator training for lifting equipment and operations cost controls.

Based in Las Vegas, Jake's Crane celebrates its 60th year in business in 2006 in the heavy lift, heavy haul and rigging industries.

Inam named new VP for Cattron Group

Haroon Inam is the new vice president of global engineering for Cattron Group International. He joined the company in January and reports directly to John Paul, CEO and president of Cattron Group International.

Prior to joining Cattron, Inam was with Hamilton Sundstrand, a unit of United Technologies and prior to that he was director of engineering at Honeywell Power Systems and vice president of engineering at Best Power. Inam

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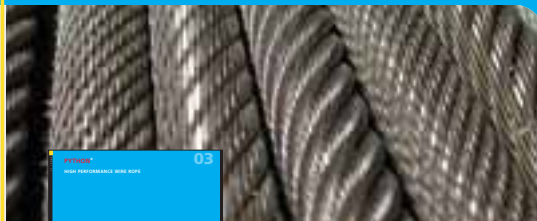
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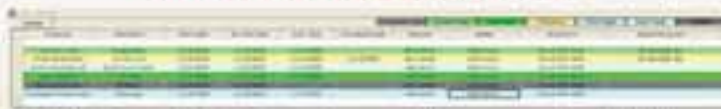
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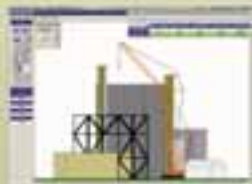


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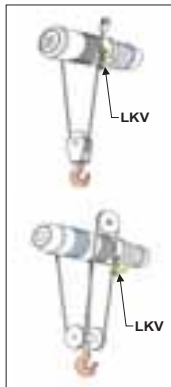
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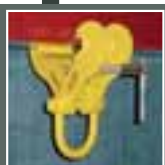
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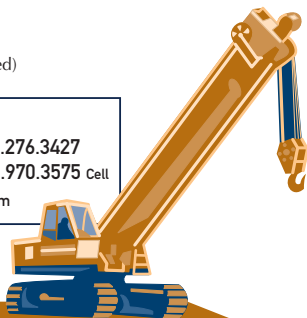
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ROUGH TERRAIN CRANES: Grove RT640E 40 Ton, Grove RT635C 35 Ton.
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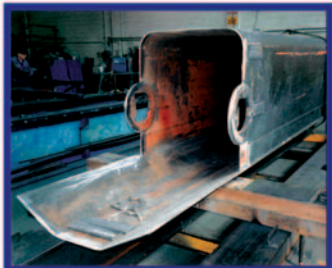


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