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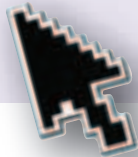
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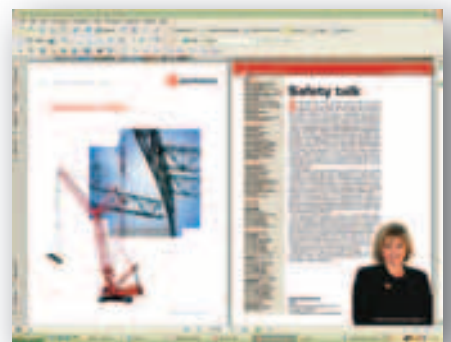
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# ACT

The magazine for the crane, lifting and transport industry

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**A safety primer**

**New crane for  
*USS Intrepid*  
Museum**

**Bridge-  
jumping  
adventure**



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**Still a rough ride out West**



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# Pushing back

Everyone in our industry has high hopes that the economic recovery has established a toe hold and that better times for the industry are just around the corner.

In the Western US, industry veterans have prepared for the worst but are hoping for the best in terms of keeping their businesses profitable.

In our Regional Spotlight: West, Mike Poppe of Precision Heavy Haul, says that since the business was started 27 years ago, his annual predictions were on the mark. But in 2008, he says things changed. "[In 2009,] we had an excellent first quarter. In the second and third quarters of 2009, our business was off 40 percent. Our fourth quarter might have been the best our company has ever enjoyed. How can you predict with such up-and-down quarters? Last year was like a yo-yo. It does seem that things are improving in the new year. We're very fortunate that our company has solid work throughout February, March and April."

To help the industry and our readers better assess the economic outlook, next month we will launch our *American Cranes & Transport Quarterly Confidence Survey*. With this new economic indicator, we hope to provide a snapshot of how the crane and transport industry views the economic prospects for 2010 and beyond. We hope that when you receive this survey, which will ask just two questions, that you will take a couple of minutes to respond. All completed questionnaires are entirely anonymous and the data collected is intended to reveal general trends only.

We were pleased to see the SC&RA continuing to push back on important issues of concern to the crane, rigging and specialized transportation sector. Beth O'Quinn, vice president, continues to press the City of New York as it works to strengthen its crane safety laws. While the SC&RA is a huge safety advocate, the organization continues to provide input to the city of New York on rules being proposed that are counterproductive to safety and, to quote O'Quinn, "We view these regulations to be onerous and impractical to modern day crane operations and unlikely to provide safety benefits."

As if you didn't notice, there's a CD-ROM mounted on the cover of your *ACT* magazine this month. We're proud to bring to our readers a digital version of our *American Cranes & Transport Sourcebook*. Thanks to NBIS for sponsoring the CD-ROM version of this new publication to the *ACT* and KHL USA family.

And finally, please let us know about the projects you are working on, large and small. We want to hear about your challenges and your solutions.

### D. ANN SLAYTON SHIFFLER

#### Editor

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### Crane portfolio



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Based in Phoenix, AZ, Precision Heavy Haul transports an agglomerate drum on its six-line Goldhofer system. Used in the mining process, the drum weighs 170,000 pounds with the gross weight of the transport at about 277,000 pounds. See page 24



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Official domestic magazine of the SC&RA

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■ Terex has sold its Load King Trailer manufacturing business to Manitex International.

Boom truck and rough terrain forklift manufacturer Manitex agreed to pay \$3.1 million for the manufacturer of specialized trailers from the Genie Industries subsidiary of Terex Corp. Load King average annual revenue is about \$23 million according to Manitex.

Andrew Rooke, Manitex president and COO, said, "We are excited to add another niche product line with a well-recognized quality brand name and accomplished management team, to the Manitex family. The acquisition brings us additional government and military relationships, outstanding manufacturing capabilities and a strong distribution network, particularly within the energy, railroad and construction industries."

■ SC&RA has submitted extensive comments to the New York City Department of Buildings (NYCDOB) addressing concerns about the city's proposed new crane safety law, Int. No. 1061. "We view these regulations to be onerous and impractical to modern day crane operations and unlikely to provide safety benefits," wrote SC&RA Vice President Beth O'Guinn in a cover letter to NYCDOT Senior Executive Analyst Michael T. Rybicki.

## Testing continues on Manitowoc 31000

The team at Crane Rental Corp. continues to monitor progress on its newest crane in development, the mammoth Manitowoc 31000. Snow, ice and wintery conditions in Manitowoc, WI have not hampered efforts to test the new machine. Crane Rental reports that the Variable Position Counterweight system's basic functionality has



The first model of the Manitowoc 31000 is undergoing testing in Manitowoc WI. Crane Rental Corp. is keeping tabs on the progress of the 2,535-ton capacity crane



been tested, and that the first load testing will take place in the coming weeks.

These photos were taken in mid January and show the most recent configuration of the machine that will have the capacity to lift 2,535 tons.

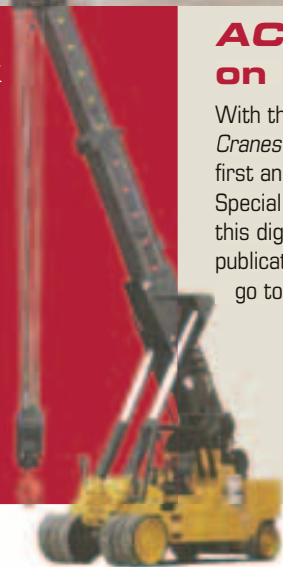
"We expect to begin load testing the first boom configuration in a couple of weeks," said Alan Ashlock, president of Orlando, FL-based Crane Rental Corp. "The crane provides some unique constructability options, which has triggered some interesting and positive meetings at the project engineering level over the past couple of weeks." ■

## Royal Tractor debuts industrial crane truck

New from Overland Park, KS-based Royal Tractor is the 75-ton capacity Rig-N-Lift BT150 Industrial Crane Truck.

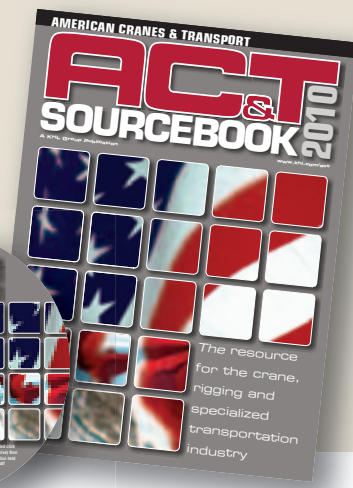
The telescopic crane's capacity is rated at a 36 inch load center. It runs on cushion tires, has wet disc brakes and drive is via a three-speed powershift transmission. In addition to operating the three-section boom, hydraulics power the extendable wheelbase frame.

Power is from a GM 8.1 liter V8 engine producing 216 hp and running on LPG (liquid petroleum gas). Diesel is an option, as are hydrostatic transmission and a winch.



## ACT Sourcebook released on CD-ROM

With the February issue of *American Cranes & Transport Magazine* is our first annual 2010 ACT Sourcebook. Special thanks to NBIS for sponsoring this digital version of our newest publication. To order more copies go to [www.khl.com](http://www.khl.com)





## Altec unveils new 'tough terrain' crane

Altec Industries has partnered with Prinoth to install telescopic cranes on its crawler-based Go-Tract range of vehicles. Among the first models is the 38-ton capacity Altec AC38-127S telescopic crane upper which has been mounted on Prinoth's GT4500 tracked vehicle, designed for



use on rough terrains.

Altec can install 18 to 38-ton capacity telescopic booms up to 150 feet long, pressure washers and digger derricks on the Prinoth track vehicles. "These unique features will allow for work in places previously not accessible by trucks, offering a significant cost reduction on operation and gain on time. Typical uses include construction of remote transmission lines and oil field applications in both boggy and permafrost conditions," according to an Altec spokesman.

There is a range of chassis options with Prinoth's tracked vehicle from the 20-ton payload Go-Tract 4500 to the 4.5 ton payload Muskeg. ■

■ Bigge Crane & Rigging has opened a new location in Houston, TX, expanding its crane rental, heavy rigging and heavy transportation services into the Southwest and Gulf Coast regions. With access to the entire Bigge fleet, the new location will emphasize the bare rental of crawler, rough terrain and tower cranes, and construction hoists, the company said. Cranes sales and service are also available. Jeff Pobanz is the rental manager at the Houston office.

■ Palfinger North American Group has formed Paltec Truck Equipment Company. The new company was formed by combining the group's Tiffin Loader Crane Co. and Omaha Standard Distribution companies. Paltec will maintain existing branches in Fort Lauderdale, FL; Charlotte, NC; Atlanta, GA; Birmingham, AL; Nashville, TN; Louisville, KY; Indianapolis, IN; and Dallas, TX as well as its Council Bluffs, IA and Tiffin, OH locations. Omaha Standard, a leading manufacturer of commercial truck bodies and equipment, operated for several decades as Fontaine Truck Equipment Company. Tiffin Loader Crane has been owned by Palfinger since 2001, and is one of the company's largest articulating crane dealers.

## Transportable re-reeving machine

Reel-O-Matic's Model RRT15 trailer-mounted re-reeving machine is used to transport reels to remote onsite job locations, for boom hoist line inspection and re-reeving applications. The RR15 integrates Reel-O-Matic's reel trailers with its re-reevers on one common framework.

The trailer mounted re-reever is available with a choice of gasoline, diesel or electric powered drive systems with standard horsepower available from 6.5 to 44 HP, weight capacities up to 15,000 pounds and reel diameters up to 96 feet.

The model pictured has a GVW of 24,000 lbs. with a 3 axle leaf spring suspension. Other models come with tandem and single axles.



## Hot topic at SC&RA's Transport Symposium

CSA 2010 – a Federal Motor Carrier Safety Administration's (FMCSA) initiative affecting the movement of cranes and overdimensional loads – will be the focus of several sessions during the SC&RA Specialized Transportation Symposium, March 3-5, at the Intercontinental Dallas in Addison, TX. In one session, Ron Kipp will rely on

his 30 years in the trucking industry, including 17 years in heavy haul, to compare the new initiative with FMCSA's Safestat program. In addition to highlighting practical differences, benefits and potential shortcomings, he will emphasize techniques for using the new program's seven behavior analysis improvement categories and

for taking a safety program beyond CSA 2010.

Last fall, Kipp became part of the Heavy Haul Risk Management Support Team at NationsBuilders Insurance Services, Inc. (NBIS), the only insurance and risk management program endorsed by SC&RA. Before joining NBIS, he worked at some of the nation's leading

trucking companies where he led and managed driver management, customer service, driver recruiting, over-dimensional permits and maintenance departments.

For more information about other sessions and speakers, go to [www.scranet.org](http://www.scranet.org) and click on "Specialized Transportation Symposium," or call SC&RA at (703) 698-0291. ■

**CHINA:** Chinese crane and construction equipment manufacturer, LiuGong, opened a new crane factory and relocated from its previous outpost in December. The new site is in the Bengbu Economic and Development district of Anhui Province. It will be able to fabricate steel onsite, produce cylinders and assemble and paint wheeled mobile and crawler cranes.

**SOUTH KOREA:** Junjin CSM is developing a 55 metric ton capacity truck crane as the first in a series. Formerly Soosan Special Purpose Vehicles Co. Ltd, Junjin Construction & Special Purpose Machinery Co. Ltd, has built and is testing a prototype of the JK550T telescopic boom truck crane. In addition to domestic sales, the South Korean construction equipment manufacturer is aiming the new five axle crane at export markets.

**UK:** Ainscough Crane Hire in the UK has added four new 300 metric ton capacity mobile cranes to its heavy lift division. It has taken delivery of three new Terex AC300/6 wheeled telescopic mobile cranes with the fourth to follow at the end of January. One is in the colors of Scotland-based James Jack Lifting Services, acquired by Ainscough in early 2008. Application will focus on oil & gas and wind turbine work.

**GERMANY:** German rental company Bäumer has been using its new 450 metric ton capacity Grove GMK7450 all terrain crane to erect a wind turbine in private land in Reinsbuttel. The crane was configured with a mega-wing-lift attachment to erected the Enercon E-70 wind turbine which stands 113 meters tall and has a 71 meter diameter rotor.

# ALL offers A1A lift planning software

ALL Erection & Crane Rental Corp. has implemented the 3D Lift Plan Internet-based application developed by

A1A Software. The 3D lift-planning and crane selection application will be available on all-onboard crane computers

in the ALL fleet.

The application allows the planning of complex, multiple-crane lifts, even including tower cranes. With the increased ability to calculate and view every detail, the company said its lift-planning experts can find the most economical crane and rigging configurations for a specific pick, plan around obstructions on a jobsite, and view the site from all angles, saving time and increasing efficiency on the job.

Lift-planning services are free to ALL customers. ■



**The first Grove GTK1100 crane to arrive in Asia has completed its first tasks.**

Manitowoc delivered the GTK to China Power Equipment Installation Engineering Co. Ltd. (CPIE) at the end of June 2009, accompanied by two of the company's most experienced service personnel. The crane's first job was to install two Shengguotongyuan 1.5 MW windmills with 254-foot towers and turbines weighing 82 tons in Ganqika, Inner Mongolia, China.



# New schnabel rail car for HLI

HLI Rail & Rigging has recently added an interesting, new heavy hauler to its fleet. It's a 500-ton capacity schnabel rail car which also has a 45-foot flat deck insert with the same capacity.


"It's the biggest one in the country," claims Ross McLaren, one of the principals in the company. "We just got it and we're looking forward to using it for its first load in February 2010."

HLI Rail & Rigging will use the rail car primarily to transport transformers from ports to power plant facilities around the country, McLaren said.

For more information about HLI and a recent project, see our Site Report: Transport on page 34 of this issue. ■







Using 3-yard concrete buckets, Linden Comansa tower cranes work on the Bank of America project

## Pouring it on at WOC

Linden Comansa will be the only tower crane manufacturer represented at World of Concrete this month in Las Vegas. North American Sales Manager Eddie Sidenstricker said that historically the show has been a good one for company.

"While tower cranes may not be a focus for many of the attendees, those who are familiar always make their way to our booth," he says. "Being the only one out there is pretty nice for us."

Sidenstricker said that even though the economy has had a negative impact on most industry tradeshow, his company still views them as viable marketing avenues. "What we are seeing is that the major players are showing up and we're getting the exposure we need with them."

While Linden Comansa will not display a crane at WOC, the company will be talking to concrete contractors about the benefits of tower cranes in lifting and placing pre-cast concrete and in pouring place concrete.

"In the concrete realm,

tower cranes are very effective tools," he said. "They can handle larger concrete projects and the smaller projects too. We see WOC as a good show to educate people about the effectiveness of tower cranes in concrete construction."

A large amount of concrete work is pouring in place. Tower cranes are very effective at lifting buckets of varying sizes full of concrete.

"We sell all ranges of tower cranes for concrete work," he said. "The benefits of a tower crane on a jobsite are exponential. People don't always realize all the capabilities."

Linden Comansa also has a relationship with Putzmeister America, a company that sells a concrete placing boom system using Linden Comansa tower section. "They have a system that utilizes our tower sections for their concrete placing and pumping system," Sidenstricker said. "It's been a good partnership for both companies."

Sidenstricker said that even in a down market, users are still interested in the work that a tower crane can do. "When you are talking concrete, you are talking about heavy objects. Tower cranes are a genuinely useful tool in this type of lifting." ■



Linden Comansa America has recently introduced the 21LC750, a 48-ton maximum capacity tower crane that will lift up to 105,600 pounds

■ As of January 31, 2010, Arizona requires escort vehicle operators to obtain four hours of traffic control training to be considered fully certified and to have Arizona's certification recognized by other states. The statute became effective October 1, 2009, but the Arizona Trucking Association (ATA), negotiated an enforcement grace period with the Arizona Department of Public Safety (ADPS) until December 31, 2009, to allow all currently certified escort vehicle operators wishing to comply to obtain this training. On February 1, enforcement officers will begin checking pilot car operators' credentials to determine that they have received the training. For additional information about the training call ATA at (602) 850-6000.

■ SC&RA joined the New York State Motor Truck Association (NYSMTA) and 29 other business groups in opposing proposed amendments to 17 NYCRR 8000, Regulation of the Use of Highways by Large Trucks. This regulation would restrict a percentage of the population of fully legal trucks that the public highways were designed, engineered, constructed and maintained to accommodate, in response to the complaints of a vocal minority in the Finger Lakes area of the state. "While NYSMTA understands the need to balance freight transportation with quality of life issues in our communities, we are unequivocally opposed to the proposal which would restrict truck traffic on seven routes located in the Finger Lakes Region of Central New York," wrote NYSMTA Executive Director Kendra Adams, in a January letter to Yomika Bennett, director of state and local relations.

Although 2009 will be remembered for all the wrong reasons, it was a year of unusual growth for the stock markets.

**Chris Sleight**  
reports

**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, Joy Global, Manitowoc and Terex.**

# Happy 2009?

In years to come, few people will look back on 2009 with any sense of fondness. It was a year characterized by recession, rising unemployment and some of the toughest business conditions seen for a generation or more.

It is odd then that it was actually a rather good year for the stock markets. This month's graph shows the markets' movement in 2009, and illustrates that following the low in March, it was a year of almost uninterrupted growth. Despite the sharp dip at the start of the year, the Dow ended up about 18 percent overall in 2009. More impressive was the NASDAQ, which achieved more than 40 percent growth.

These are strong growth figures by any standard. The last time the Dow achieved a percentage climb of this magnitude was 2003.

But this is of course only half the story. The big gains of 2009

followed on from the even bigger losses in the previous year – 2008 saw the Dow lose more than 30 percent of its value, most of it in the second half of the year as the credit crunch unfolded leading to the collapse of Lehman Bros.

## Heavy equipment

The pattern was similar for the heavy equipment sector. Despite gaining some 33.6 percent in value over the course of the year, and, like the other indexes, finishing 2009 at or near a 12-month high, the ACT Heavy Equipment Index did not climb anywhere near as far in 2009 as it fell in 2008.

But that is not to say that there weren't some excellent performances over the course of 2009. Bucyrus, Caterpillar, CNH, Deere, Joy Global, Manitowoc and Terex all saw their share prices climb over the course of the year. In fact, the only component of the ACT HEI that didn't

see an improvement over the course of the year was Astec Industries.

At the other end of the scale, Bucyrus saw its share price rise a massive 207 percent over the course of the year, with a little boost towards the end of December on the news that it was acquiring Terex's mining equipment businesses for \$1.3 billion.

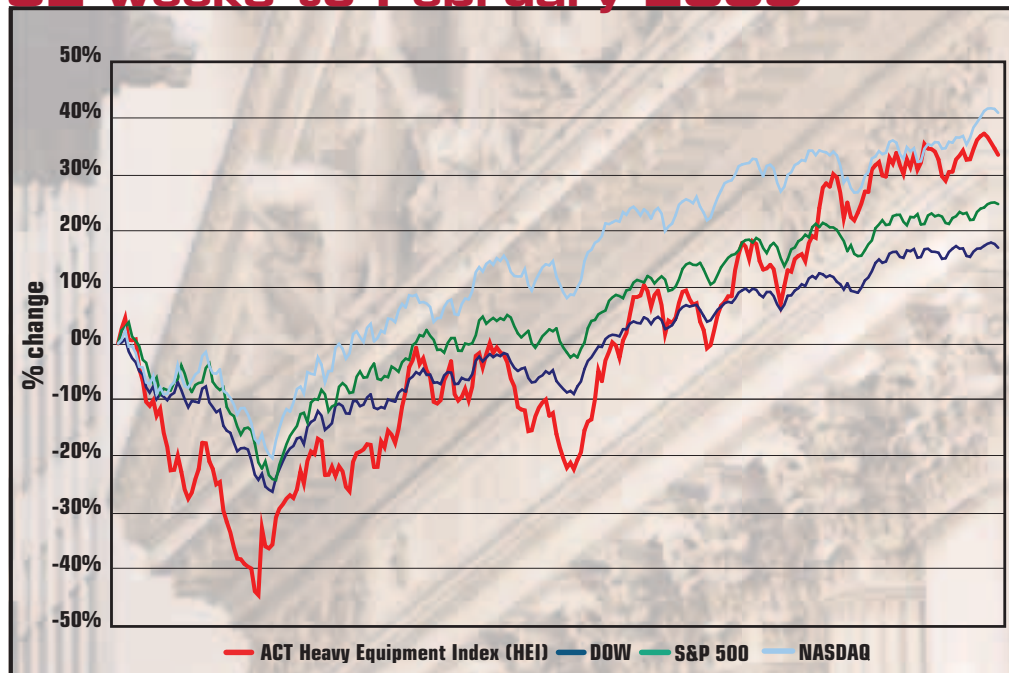
## More to come?

So if you bought at the bottom of the markets back in mid-March, you'd probably be more than happy with the gains over the course of the year. But the fact still remains that the mainstream indexes and the heavy equipment sector have a long way to go to get back to a more convincing state of health.

At its year-end close of 117.84 points, the ACT HEI is still well below its pre-Lehman levels of 140 points. Similarly, the Dow was above 11,000 points prior to the bank's collapse, but it closed-out 2009 at 10,428.

As ever, all eyes will be on the full-year financial data that was due to be published as ACT went to press.

## 52 weeks to February 2009



**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*.





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OSHA offers  
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resources for  
small businesses.

**Terry Young**  
reports

# A strong resource

**T**he OSHA federal and state department of labor Consultative Services Bureau provides safety services free of charge. The main focus of this program is to help the small business employer in the private and public sector. Safety professionals provide recommendations to reduce or eliminate hazards and will evaluate your health and safety program.

The records kept by the Consultative Services Bureau are not shared with other state or federal agencies. Companies who have 500 employees or fewer are eligible for the services. You are provided a confidential, comprehensive report of the findings and recommendations.

## Services

Services of the Consultative Services Bureau include:

- On-site safety and health surveys or specific surveys tailored to your request
- Technical assistance
- Safety and health program assessment and assistance
- Ergonomic evaluations
- Air sampling and analysis
- Noise measurements
- Recognition and exemption programs

## Employer obligation

Under the agreement with Consultative Services, the employer promises to correct within a reasonable time all hazards identified by the

bureau. This commitment is made in advance. The employer must also agree to post the list of hazards that accompanies the bureau's report. If an employer refuses to correct or verify correction of a serious hazard, the bureau chief may refer the information to a compliance inspector.

## OSHA SHARP

SHARP is OSHA's Safety & Health Achievement Recognition Program. The program recognizes small and mid-size employers who have developed and maintained effective safety and health programs.

SHARP is a process for getting employees involved in driving improvements in the safety and health program as well as in quality and productivity. SHARP is also a system of exemptions from planned OSHA compliance inspections for those employers who comply voluntarily with the applicable standards.

## Accreditation benefits

Benefits of SHARP include:

- Free professional safety and health mentoring
- Employee involvement in keeping costs down and quality and productivity up
- Reduced worker's compensation costs
- Reduced OSHA compliance inspections
- Community recognition

## Program requirements

To get involved in the SHARP program, you must:

- Fill out an application

requesting the SHARP full-service safety and health consultation visit

- Abate all hazards identified by the safety consultant
- Score well on the safety and health assessment conducted by consultants
- Maintain injury/illness rates below the national average
- Submit a written request for SHARP participation

Contact your Federal or State OSHA office for additional information or visit [www.osha.gov](http://www.osha.gov).

## THE AUTHOR



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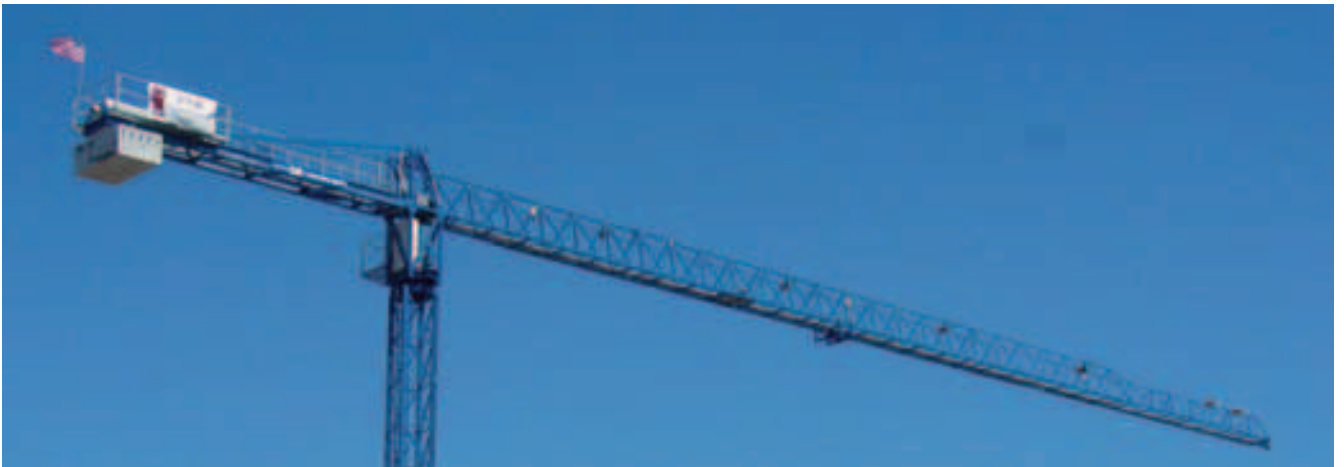
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# NCCCO elects new commissioners

**T**en new industry experts have been elected by the National Commission for the Certification of Crane Operators (NCCCO) to serve five-year terms on the commission.

The elections followed a decision a year ago by the NCCCO Board of Directors to expand the commission in order that all stakeholders within the industry continued to be appropriately represented. "Rapid expansion of the range of the certification programs offered by NCCCO required a review of the commission structure," explained Commission Chairman Kerry Hulse.

Following the increase in the total number of commissioners from 25 to 30 and a reorganization of the membership categories, NCCCO elected the 10 new commissioners, along with three alternate commissioners, at its fall meeting, held

November 13, 2009, in Atlantic City, NJ.

The new NCCCO Commissioners are:

- Tim Arkilander, Articulating Crane Council of North America (ACCNA)
- Len Hull, IUOE (Local 825)
- Peter Juhren, Morrow Equipment Co.
- Charles Lemon, Washington Dept. of Labor & Industry
- Beth O'Quinn, Specialized Carriers & Rigging Association (SC&RA)
- Roger (Skip) Ohman, Crosby Group
- Charles Parker, IUOE (Local 132)
- Charles Sager, ExxonMobil
- Carlo Spitaleri, LyondellBasell
- Douglas Stegeman, IUOE (Local 139)

Three commissioners also nominated alternates, and they were also duly elected. They are: Frank Bardono, AmQuip; Larry DeMark, ETS; and Bill Davis, Zurich.

The NCCCO Commission is comprised of representatives from crane

manufacturers, contractors, insurance companies, non-profit associations, labor, government and regulatory bodies, consultants, and international users. The commission oversees the work performed by NCCCO volunteers who contribute their time and expertise to the committees that develop and manage the CCO certification programs.

"The fact that the Commission comprises such a diverse group of industry experts and represents literally hundreds of years of crane experience ensures that NCCCO will remain on the cutting edge of issues concerning crane operations and that affect crane users, owners, and the general public," observed NCCCO Executive Director Graham Brent.

## NCCCO internal procedures commended by ANSI

The American National Standards Institute (ANSI) has issued several commendations to the National Commission for the Certification of Crane Operators (NCCCO) for procedural excellence.

First, NCCCO's Recertification Outreach Program received a commendation for "repeated mailings to certificants who do not respond to the initial recertification packet." ANSI was impressed with this proactive contact because it helps ensure that current CCO-credential holders do not let their certification expire after five years. If certificants recertify before their current certification expires, they can recertify by taking written recertification exams only, as long as they can attest to at least 1,000 hours of crane related experience during their certification period. There is no grace period, however, so if they do let their certification expire, they have to re-take both written and practical exams to be reinstated.

ANSI also commended NCCCO's internal procedures, including its "record-

keeping logs of logo use violations." Improper logo use infringes on NCCCO's intellectual property and diminishes the value of the NCCCO brand, as well as the value of ANSI accreditation in general.

"Given ANSI's rigorous accreditation requirements, receiving these commendations for our internal procedures is very gratifying," said NCCCO Executive Director, Graham Brent. "These management systems improvements are geared towards ensuring a trouble-free testing experience, and protecting the investment of scores of subject matter experts who have volunteered their time and expertise over the better part of two decades."

ANSI's audit of NCCCO occurs annually as a requirement of its accreditation to ISO 17024, with an on-site inspection by ANSI auditors every other year. In previous years ANSI has commended NCCCO on its practical exam procedures, including last year, when it called NCCCO's high inter-rater reliability on its practical exams "exemplary of the best practices in performance testing."

## CBT proves popular for CCO tests

Computer based testing (CBT) has proven to be quite a hit with test takers for the CCO national certification exams. More than five times as many candidates opted for the CBT option in 2009 compared to the previous year.

While NCCCO still provides all of its tests in the traditional paper-and-pencil format, computer delivery has been progressively introduced for the mobile crane program as an alternative throughout the country following a successful launch in California in 2008. More than 250 test centers are available in all 50 states through NCCCO's CBT provider, PSI/LaserGrade.

While many opt for CBT because of its ease of scheduling and instant results (candidates leave the test center with their scores), an increasing number of candidates are finding they prefer the calmer environment that taking tests on a computer can provide.

"We feel it's important to retain both options for testing," said Graham Brent, NCCCO executive director. "Test-taking is a stressful process and if test delivery via computer helps to alleviate some of that anxiety for the candidate, then we are all for it."

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# LIEBHERR

**The Group**



Load Systems International's **Dave Smith**, a consummate entrepreneur, loves his job so much that to enjoy downtime he has to 'will' his brain not to think about the business.

**D. Ann Shiffler** reports

# Well done

**N**ow I don't normally eat steak at lunch, but when in Rome... Well, actually I was in Houston, on a stunning November day, interviewing Dave Smith, president of Load Systems International, which designs, manufactures and distributes wireless weighing systems for cranes, lifting equipment and other custom applications.

The steak was great and the conversation about the company's evolution interesting and enlightening. Smith shared the story of the 11-year old start-up company that is finally making it big, thanks to innovative thinking and entrepreneurial perseverance.

LSI's crane indicator and wireless anti-two block products have gained widespread acceptance in the crane and rigging industry. Smith attributes the company's success, first and foremost, to

discovering the right wireless technology.

"When you buy a system from LSI, you are investing in a market leading innovator," Smith says. "We invest heavily in R&D, and this is reflected in our product features and capabilities."

Once the wireless platform hurdle was overcome, it has been about bringing its products to the market and supporting the customer network, Smith says. Today LSI is enjoying yearly sales increases of up to 30 percent, a huge feat, especially in these challenging times.

Smith, like many in this industry, grew up in the crane business. His father sold cranes, including such brands as Grove and Koehring. Earlier in his career Smith sold attachments for heavy equipment. He started a bar code data collection company in the mid 1980s and sold it in the early 1990s. He got started in the crane indicator business in 1992. And the rest is history.

## How and when did you start LSI?

It was back in 1997 when the three of us, original founders of the company, met while working for a crane indicator manufacturer. A sales manager, a production manager, and an electrical

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“My business philosophy is not to fear technology, but to embrace its capabilities as a measure to improve our customers' productivity and provide them with long-term value added tangible benefits from the use of our technology.”

**Dave Smith, president, Load Systems International**

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engineer, we each had a diverse background but shared one common vision “simplifying the installation method of crane indicators. The solution? Getting rid of the cables. Doing the research, we quickly realized the advantages of making them wireless.” And the rest as they say – is history.

### Have you always been an entrepreneur?

I guess so. It's one of those things where you wake up in the morning and you sense that you can do it differently, more progressively, than the guy you are working for. When I sold attachments, I worked with a lot of entrepreneurs. You have it in your blood or you don't. Actually my wife may say it's a curse. But it's also a lot of fun.

My favorite games are Monopoly and Risk. That's sort of what an entrepreneur is. You have to be willing to take risks. And then a lot of days it's like sitting at a chess board. Do I move the pawn or the knight? Most of our decisions at LSI have been the right ones.

Also we have great people working for us – a strong team. You have to have a team who has their colored glasses on and that sees the world in different ways. I can't see everything from every direction or perspective. We have to rely on our key people to see what we don't see. We need input. You don't know that the guy in the far corner of the office may see that you are not seeing. You have to embrace his ideas and input.

### What distinguishes LSI from its competitors in the crane and lifting market?

Our customers are our top priority and we make every effort to ensure their wants and needs are met. Staying on top of the latest technological advances, we focus on developing products that our customers actually want to buy versus products we want to sell. In fact, much of our R&D strategy originates from some sort of customer request. It is this kind of attention to detail and customer service that has allowed us to grow and to become so successful. And at the end of the day, our client's success is our success.

### How has the product changed in 11 years?

It has definitely been an evolution, and we continue to evolve today. The first product we developed we were buying off-the-shelf radio chips. What we found



was that this chip didn't always work on a crane. The crane boom can act as its own receptacle for the radio signal. This is especially true with lattice boom cranes. The lacings grab the signal and absorb it into the boom.

We are now on our third generation of radio chip and our fourth generation is around the corner. We engineer and build the radio chips in-house; this is why it works so well. The US Navy buys our radio technology. Ship's radar can interfere with hard-wire technology. We have developed a radio chip that so far is interference free. We have not run into an application that our technology will not work.

### What is the innovation that has brought LSI the most success?

Innovation has brought us success. We couldn't have had this success without the right wireless technology. It is because of the protocol we use with digital addressing and direct sequence spread spectrum. Other companies are still using a frequency hopping spectrum, a 20-year-old technology. It takes more engineering to do what we've done but it's a much more robust technology. Actually, we had to do twice the engineering work to do the direct sequencing and it requires a lot more processing and more math logic.

### 2009 has been a tough year for the industry? How has LSI fared?

2009 was indeed a challenging period for our industry, no question. Keeping informed of the market trends, one would hear of contracts being canceled, projects coming to a halt, some operations even shutting down all together.



**LSI designs, manufactures and sells engineered wireless crane indicator systems. The company will be releasing a new Wireless Slew Sensor and transmitter that will wirelessly transmit the position of the crane house to either a GS550 or GS820 displays**

Fortunately, our company philosophy has always led us to take on a more proactive approach, uncovering opportunities even during the darkest of times. Don't get me wrong, we adjusted our business practices like everyone else, we were just fortunate enough to have the vision, the know-how, and the financial backing to make the appropriate decisions that allowed us to continue to grow and expand our business.

So much so that we managed to close out 2009 with an increased business upwards of 25 percent over the previous year and have consistently grown 30 percent each year prior. It's like a waltz and we've got it down to a fine art. We know the market. We have a strong team and we continue to hit our budgets.

We did see a downturn in April but then an upswing in the fall. October 2009 was our best month ever! We believe that the upswing was due in part to being able to provide solutions that customers see as a value added and necessary towards their own success.

### How do you balance innovation/engineering and sales?

We are in a high liability business. We need to weigh risk. For us it means sitting down every six months to analyze market demand. Where can we best put our research and development dollars? So far, we've been able to keep it all in balance.

### What keeps you engaged in this business?

This is a business of big boy toys. We have some of the greatest customers you could

&gt;22

**Smith says being an entrepreneur is something you wake up knowing you have to do. To get away from the business, he enjoys taking his boat out with his family**

want. They are demanding and know what they want. And there's nothing but opportunity when you walk in their door, and it's like that all day, every day. That's what I like. You can't beat crane people. They are down to earth and direct. It's a great industry to work in and there's never enough time in the day to do all you need to do.

### **Why are your customers buying LSI products?**

At the end of the day, they are looking for a solution that will save them time and money. With our technology we can support 99 percent of our products over the phone. We have a solution that ultimately, in the long-term life cycle, will save money and offer an advanced set of features compared to others in the market.

### **What is your business philosophy?**

Not to fear technology, but to embrace its capabilities as a measure to improve

our customers' productivity and provide them with long-term value added tangible benefits from the use of our technology.

In the end our customers provide us with the revenue to grow the business, and we are here to ensure that they receive value for each dollar spent with LSI. As we embrace new technology, we have in the past and will in the future face hurdles to bring this technology to the market, but we are steadfast in our commitment to lead our technology sector.



## **About Load Systems International**

**Founded:** 1998

**Locations:** Houston, TX, Quebec City, Quebec, and Dubai

**Number of Employees:** 80

**Services:** Manufactures engineered wireless technologies for the crane and lifting industry. In 2010 LSI has started its Wireless Technology Division to sell its wireless technology to general industry sectors that want to eliminate cables.

### **Do you work all the time? Do you ever get any downtime?**

Yes and no. I'm constantly working on the next best thing that will revolutionize our business. But I do take time to be with my family. I have a boat and we enjoy spending as much leisure time as we can on the lake. Being on the water is extremely calm and relaxing to me, but I'm not going to lie, I still have to will my brain to stop thinking about the business.

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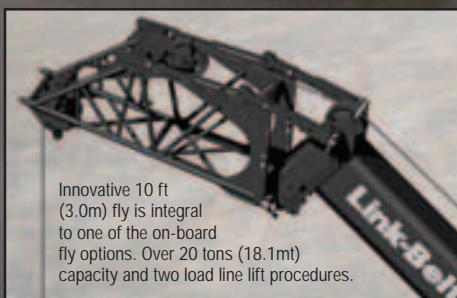
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Speculating on the economic outlook for the western US has become risky, if not impossible. It's even hard to plan ahead, **Hal Lundgren** reports

**C**all his task confusing. No. Impossible. Mike Poppe has been heading Precision Heavy Haul for 26 years. Each year, he would accurately forecast the next 12 months for his company. Then, less than two years ago, his crystal ball frosted over. It became inexplicably worthless.

"My annual predictions had been on the mark since we started in business," Poppe says. "Then, in 2008, I couldn't predict anything right. I didn't know what to expect then. I still don't. Last year, we had an excellent first quarter. In the second and third quarters of 2009, our business was off 40 percent. Our fourth quarter might have been the best our company has ever enjoyed. How can you predict with such up-and-down quarters? Last year was like a yo-yo. It does seem that things are improving in the new year. We're very fortunate that our company has solid work throughout February, March and April."

Poppe says he doesn't know what will happen after that. "I won't even try to predict the rest of 2010. Not with how the last two years have been. We hold planning meetings each month. The way things are, making firm decisions based on a prediction would be a big gamble."

Based in Tolleson, AZ, outside Phoenix,



Precision Heavy Haul grew steadily as the state's construction industry prospered. Then recession tanked both the national and Arizona economies, pulling down construction. Precision rapidly adjusted, moving to more promising service areas.

"Construction used to account for about 80 percent of our business," Poppe recalls. "It's down to about 25 percent. It will rebound, but not any time soon. Utilities and mining companies have become our biggest customers. That's an example of being prepared to go where the markets are, then serving those customers well."

### Versatility helps

Poppe says that versatility, one of the company's specialties, has paid off.

"Our safety statistics are also important. We have one of the nation's best safety records," he says.

Poppe believes two consecutive SC&RA Hauling Jobs of the Year awards made his company better known. Far more successful, too.

Precision hauled a massive telescope mirror to an Arizona mountain top for one of those awards. The company also earned fame – and the SC&RA award – for hauling roof components for University of Phoenix Stadium in nearby Glendale. It's home field for the NFL Arizona Cardinals. The 42nd Super Bowl was held there two years ago.

"We've struggled before, and we'll struggle again," Poppe says. "You've got to be versatile, and we're very versatile. That's one reason I'm so positive about the outlook for our company."

For some companies, avoiding recessionary quagmire came down to keeping the balance sheet conservative. Seattle-based Nelson Trucking is one of those lean companies.

Led by Peter Whitehead, the 110-year-old, fourth-generation company has no "overhanging debt," according to the owner's son, Lukas Whitehead.

"We own the land we're on," says Lukas Whitehead, a company director. "We've not had to borrow. We also own all our equipment."

The younger Whitehead has served the

**Mike Poppe, Precision Heavy Haul**

# Who



family's company for five years, "doing everything they ask me to do. They say that I was wearing a Nelson Trucking hardhat since I was a fetus."

### Staying conservative

Peter Whitehead explains, "In times like we've been through, being conservative can do nothing but help. We're looking at better times now. Our company is more Main Street than Wall Street. I think the economy is getting better for Main Street, and that's us."

He says that in Seattle, winters are usually slow, but this winter has been a little better. "Nothing to write home and brag about," he says. "Just some improvement. We also believe the outlook is getting better for the spring. We have a full complement of equipment, so we're ready for that improvement. We're probably in much better shape than companies that borrowed too much and are not quite ready to go forward."

Lukas Whitehead, 21, adds, "When you're prepared to haul almost anything, and customers know it, you have an advantage. They know about our diverse fleet. They know we provide any kind of trailer a job needs. Most of our people are very experienced, too. We don't have a bunch of young guys like me."



# knows?



## Precision hauls massive cargo throughout the western US

In the Reno area, LSI Crane-Lift Services continues to combat a dreadful housing slump.

"We serve northern Nevada and northern California," says owner John Davis. "Those areas experienced strong growth from 2003 through about 2006. Homes. Condos. Resort property. Vacation rentals. We even had strong revenue in 2008."

That's when the wheels came off. "Things came to a screeching halt last year," Davis says. "Our business was off by about 25 percent. I think we'll be down 40 percent in 2010."

Davis says his company used to serve transient companies, those that were getting out of California and relocating to Nevada. "That part of our business has



**John Davis, LSI Crane-Lift Services**

slowed, too," he says.

Low demand for Lift Services' tower cranes and construction elevators means, to Davis, at least three slow quarters in 2010.

"I'm expecting some rebound by the fourth quarter," he says.

"You realize how hard construction companies have been hit when you see a 30- or 40-year-old company laying off 25-year employees. It has been a difficult time."

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What's happening in the boom truck crane arena?

**Lindsey Anderson**

provides a round-up of new and familiar units

# Boom town

A bevy of new boom trucks were introduced to the market last year, thanks in part to the 2009 International Construction and Utility Equipment Exposition. Elliott, Tadano and National all introduced new units at the show, amongst other new cranes introduced recently for the upcoming Bauma exposition.

Elliott Equipment Company's latest boom truck is the 40142, which is a 40-ton capacity at 6-foot radius crane with 105-feet of main boom and a 142-foot tip height. "This new long boom 40-ton model demonstrates Elliott's commitment to developing the best performing line of material handling solutions in the industry," says Jim Glazer, Elliott's president.

The unit has a work platform height of 203 feet, a two-piece jib with the ability to attach a work platform, a load moment indicator system and a 12-month parts and labor warranty, as well as a 5-year limited structural warranty.

## Breaking the barrier

Manitex has been making waves with its new 50155S crane. The unit, which was on

display at ICUEE, as well, has a powered boom and single piece jib that breaks the 200-foot marker. The crane is made for power line construction and other high-reach markets, the company says. It has a lifting capacity of 8,500 pounds at a tip height of 164 feet.

"[The 50155S] does a lot of Southern California Edison work," says Craig Lane, outside sales for Manitex. "It has a lot of reach for powerlines and has a bed for telephone poles, so you can put your payload on the bed and put poles on the bed."

When the crane is configured with a 39-foot single piece jib, it can lift 4,500 pounds to a lift capacity of 202 feet. It can also be outfitted with a personnel basket, allowing up to 1,000 pounds for personnel and payload capacity to 209 feet.

Lane says the 50155S offers the transmission folks all the reach they need, the installation people all the capacity that would be needed and for the maintenance workers, the payload options is there, too.

Brand new for Bauma from Altec Industries will be improvements to the AC38 crane. The company has added a 15,000-pound capacity auxiliary winch as an option plus a 15,000-pound grooved drum primary winch with tensioner and third wrap indicator. Also available is a 55-foot, two piece jib for the AC38-127S, giving the unit a maximum working height of 192 feet.

Terex's BT4792 boom truck crane has a lifting capacity of 47,000 pounds and a total weight of 60,000 pounds. It comes standard with a personnel basket for one or two people and the platform is in accordance with OSHA 1926.550 and ANSI B30.23. The maximum height of the main boom is 101 feet and it can achieve a maximum height of 144 feet with a jib extension.

It has a two-speed planetary winch and 10,500-pound maximum permissible one-part line, a 37,000-pound breaking strength and a 186-ft/min maximum line speed. Plus, the crane can travel up to

**Manitex's 50155S was on display for the first time at the 2009 ICUEE show**



**Terex's BT4792 has a lift capacity of 47,000 pounds**





**Altec Industries has made improvements to its AC38 crane. The company has added a 15,000-pound capacity auxiliary winch as an option plus a 15,000-pound grooved drum primary winch with tensioner and third wrap indicator, plus more. The updated crane will be on display at Bauma**



74 mph on the streets.

The crane comes with standard with a load moment indicator system, anti-two-block device, dual control stations and a direct mechanically controlled hydraulic system.

On display at ICUEE 2009, Terex also had the TLC 380.3 truck loading crane. The TLC 380.3 has eight hydraulic extensions that give the unit a maximum reach of 68 feet 10 inches. The crane was developed to work with a wide range of accessories, including a winch, fly jib, pallet fork and brick stack grab. Special features include a load sensing drive, for energy efficient operation, and remote control system.

Terex also has its wallboard-industry focused TLC345VWB that has three hydraulic extensions, interior extension rams and a reach of 64 feet, 11 inches. The unit's design allows for less bowing under the load and twin slewing devices offer smooth and accurate movements, the company says. Additionally, the TLC 345VWB features a four-steel plate design surrounding the second jib.

Elliott Construction Equipment Company was proud to introduce its new 26-ton capacity 26105D crane. The unit features a 105-foot powered main boom that gives a total of 115 feet for tip height. It also features a digger with a 44-foot digging radius.

Meanwhile, Tadano introduced in Japan its 66-ton (60-tonne) capacity GT-600EX truck crane.

The superstructure and the carrier are new and both are designed and built by Tadano. Features from Tadano rough terrains and Tadano Faun all terrain cranes are included to improve the performance of the new truck crane.

The new 141-foot (43 m) boom with oval profile and the 28 to 49-foot (8.8 to

15.2 m) bi-fold fly jib help increase boom and jib lifting capabilities. A new model of the Automatic Moment Limiter, the AML-C, offers a safer operating environment with better visibility, Tadano says.

Setup and dismantling times are reduced as no counterweight needs to be attached or detached.

The company also had new boom trucks on display at ICUEE, including the TM-35100, which, according to Bryan Dammann, North American sales manager for boom trucks at Tadano, was the largest Tadano model ever shown at the trade show.

The TM-35100 features a 35-ton capacity with a maximum boom tip height of 110 feet. Dammann says the machine has operational features not found on competitive crane models, including Tadano's exclusive non-symmetrical "out and down" outrigger positioning system, which allows the operator to set up as he sees fit to accommodate any number of outrigger configurations, all monitored through Tadano's AMA computer system which will adjust the capacities for any outrigger positions.

The TM-35100 also has a two-section 50-foot jib with 5, 25 and 45 degree off settable positions to give "up and over" capability with this four-section 100 foot oval box boom.

## National's biggie

Manitowoc Cranes has a handful of boom trucks, including its National Crane NBT 50 series, the largest the company offers. The unit is a 55-ton capacity boom truck that has a fully integrated machine control and load moment indicator system.

It also features electric over hydraulic controls, which allow operators to have more precise control when lifting loads, and it enables easy tuning of controls to accommodate operator preferences.

The National Crane NBT 50 series has the new Manitowoc standard cab being installed on National, Grove and Manitowoc cranes. The cab provides improved visibility and ergonomics, the company said, as well as allows an easier transition for operators from crane to crane if they are operating cranes from several Manitowoc brands. The new boom truck has two-stage, 24-foot span H-style outriggers with rated load charts at three positions: retracted, mid-span and full. New on this model are outrigger position sensors that alert operators when the outriggers are not in the correct position.



Hosting a crane safety workshop was a win-win effort for LJ Crane & Rigging. **ACT** reports on a recent safety seminar and the useful information imparted

# Safety primer

Wenger also talked about how cranes should never, ever be used for bungee jumping or for pushing or pulling vehicles or objects.

Joel Oliva, program manager of regulatory affairs for NCCCO, gave participants a detailed overview of the crane operator certification process, which – unlike licenses – includes a practical exam in its testing program as well as 40 hours of classroom study. Many US contractors require operators with NCCCO certification, and more than 14 states already require crane operator certification.

Bob Renzi, director of safety & training for the LJ Companies, said he foresees certification becoming a mandate within five to 10 years. He said 80 percent of the operators at LJ Crane already have NCCCO-certification in addition to their licenses.

## Rigging safety

Many accidents can be prevented with careful maintenance and inspection of rigging before each job, according to Jim Harkin, product safety specialist for I&I Sling Co, based in the Stoughton, MA branch, and a presenter at the seminar. He noted the safety measures and care that must be taken to ensure that crane indicator devices and rigging gear is in good working order.

While metal rigging can be inspected and checked on the ground, it is nearly impossible to see damage that may occur during operation. While some synthetic round slings are designed with built-in safety measures, all rigging gear needs to be carefully monitored and maintained.

For example, Harkin said operators must ensure that fiber optic tubes embedded in some synthetic round slings have not been subjected to too much heat or set on the ground and accidentally crushed along with the load-bearing fiber. In others, there may be telltale signs that, if missing or if one is shorter than another, signal that the sling should be taken out of service.

Harkin passed around a damaged



**Workers prepare pre-constructed cribbing to be placed on steel plates to ensure a level surface under pressure of 9,000 pounds per square foot during the pick of a pedestrian bridge truss weighing 158 tons.**

synthetic web sling to show how an operator should use his ungloved hands to “feel” for damage. For example, feeling a bunched-up section that appears as though the snake-like sling has “swallowed a mouse” indicates broken fiber and the necessity to take the sling out of service immediately.

## Third-party crane inspection

Ed Shapiro, principal owner and operator of Heavy Equipment Service Co. (HESCO), based in East Lyme, CT, explained the complexities of crane inspection, and the benefits of having owners use experienced inspectors. There is no accreditation required for state licensing, but inspectors certified by the Crane Certifiers Association of America must be recertified every two years or qualify with required continuing education credits.

## Day trip safety

“Loaders,” or “day-trippers,” which deliver materials to construction sites, also must be operated and maintained by experienced and conscientious personnel to avoid potential disasters. In addition, construction sites must be properly prepared to receive them on a schedule that should take into consideration other deliveries, and traffic and the type of work that may be taking place nearby, according to Robert Kunz, corporate safety director for Dimeo Construction Co., based in Providence, RI.

**W**arwick, RI-based LJ Crane, in cooperation with the safety committee of the Rhode Island General Contractors Association, recently held a day-long seminar aimed at promoting best practices and preventing crane operation mistakes that can lead to tragic results. More than 100 people attended the workshop which addressed unsafe crane operation, crane operator certification, crane inspection, rigging safety, weather conditions and lift planning to name a few topics.

Darius Wenger, crane technical training instructor for Manitowoc Cranes, addressed mobile and crawler crane safety, illustrating safe uses and unsafe misuses. He discussed operator responsibilities and crane setup with properly extended outriggers. He stressed the need for assuring enough tightly stacked cribbing to support the crane and the load. He discussed the need to consider weather and jobsite conditions, such as possible underground culverts, utilities or sink holes. He discussed a crane’s limitations, load charts, industrial safety standards, electrical safety, personnel handling and crane maintenance, all very important aspects of safe crane operation.



**LJ Companies hosted a day-long crane safety seminar that keyed on every element of jobsite safety**





He cited factors that can contribute to a shifting load and a truck rollover, for example, including frozen ground, which can soften, or stabilizers that are not fully extended on firm, level ground, and/or inadequate cribbing. The operator must demonstrate knowledge such as the weight of materials being delivered and the weight of the rigging gear, which together must be within the rated load capacity of the delivery truck.

Kunz recommends increased communication between the materials vendor, the delivery truck company, the subcontractor ordering the supplies, and the general contractor. He advised the use of a site delivery board to show the site utilization schedule, which increases worker awareness of jobsite activities. In addition, a checklist detailing best practices should be used at each site to ensure all procedures have been implemented and all required documentation is satisfactorily completed.

### OSHA enforcement

James Holliday, Providence, RI-area OSHA compliance officer, outlined his inspection procedures and showed photos of flawed crane set-ups and conditions. After watching a crane work to see if the load is jumping or the main lifting cable is spooling correctly, and after asking the operator's permission to enter the cab, he checks such documentation as his or her license to operate that particular crane and a hard copy of the inspection report. He then checks such items as the gauges to ensure all are operational, levers to make certain they are labeled according to ANSI standards, and glass to make sure there are no cracks to obstruct the operator's view.

## Crane inspection FAQs

John Davis of Fresno, CA based Davis Engineering, a 35-year crane industry veteran, talked to *ACT* about crane inspection

**ACT:** Will the new C-DAC rule change the process of crane inspections and certifications? How?

**John Davis:** No, I don't believe so.

**ACT:** Do you envision a federal requirement for certification of crane inspectors in the near future?

**JD:** Not of crane inspectors, there are only a couple of venues that do that – California and Washington. Certainly, there aren't very many. I think over time it is possible. Florida, where they've had some serious crane issues, and maybe New York, where there have been serious accidents.

That's what drives that – crane deficiencies and a lack of maintenance. For years we've been blaming operators for accidents when really, that's not the total cause. I think slowly there will be some changes for the certification of cranes... perhaps through the federal government.

**ACT:** What should a crane owner look for in a crane inspection/certification company?

**JD:** He should look for a company that has a good track record; ask for references; ask for the prospective company to give them a copy of their checklist so they know what they're going to be looking for when they inspect the crane; educational credentials; and if people are available ask for a credited and certified crane inspector.

**ACT:** What does third-party crane certification bring to the table?

**JD:** For years in the construction industry we've had third-party inspectors, partly government inspectors. They would check structures like bridges [and the like]. They have no financial gain for inspecting. So for crane inspectors, a third party inspector would be less likely to overlook [issues based on a business decision, such as keeping cranes from working]. They would be an unbiased observer.

**ACT:** Is there a need for more crane inspection uniformity?

**JD:** I think there's a significant need for there to be a means of oversight of inspection.

The rules ought to be uniform. In California, we have very strict rules. I'm not sure this is politically feasible but it would be better if we had a uniform standard, if only the standard said it had to be third-party inspection.



**Proper crane inspection requires proper crane inspectors. LJ Crane's Manitowoc 16000 crawler is prepared to lift the 158-ton walkway bridge truss for the intermodal station at the T.F. Green Airport in Warwick, RI. The pick was used to illustrate best safety practices at a seminar sponsored by LJ Crane & Rigging, Warwick, R.I., in cooperation with the safety committee of the Rhode Island Associated General Contractors**

Holliday also showed photos of some violations that required him to take cranes out of service. Among them was a demolition crane with a tire joining two cables to provide bounce flexibility for a two-ton wrecking ball – a sure recipe for

eventual tearing of the tire and disaster. Other such violations included a crane on a barge and that was not secured, crane levers that were leaking oil, and cables that showed damage such as kinks, fraying and welding torch burns.

PHOTO COURTESY OF JIM PERRY DESIGN, PORTSMOUTH, R.I., AND LJ CRANE & RIGGING

# Training companies by state

ACCOUNT NAME	CITY	STATE/PROVINCE	PHONE	WEBSITE
IPT Publishing & Training	Edmonton, AB	Canada	(780) 962-4819	www.iptbooks.com
Crane Inspection Services	Fairhope	AL	(251) 928-6262	www.craneinspection.com
Equipment Safety Services	Scottsdale	AZ	(480) 860-4329	www.maxboom.com
Tower Crane School of Phoenix	Phoenix	AZ	(602) 570-4233	www.craneexam.com
Industrial Training Authority	Richmond	BC	(604) 214-8710	www.itabc.ca
AAA Crane Services	Sacramento	CA	(916) 600-3332	www.aacraneservices.com
All Crane Training	Oakland	CA	(510) 638-6243	
American Crane Training & Consulting	Orcutt	CA	(661) 203-1012	www.americancranetraining.com
California Crane School	Grass Valley	CA	(800) 496-3648	www.mobilecranetraining.com
Craneology Inc.	Murrieta	CA	(951) 285-2243	www.craneology.com
Global Environment Network	Fountain Valley	CA	(714) 479-1199	www.My-DVBE.com
Industrial Training Solutions	Cupertino	CA	(408) 489-0626	www.califts.biz
International Training & Safety	Huntington Beach	CA	(714) 585-1280	www.trainmesafe.com
Nationwide Crane Training	Corona	CA	(877) 628-2726	www.nationwidecranetraining.com
Occupational Safety Training Systems Inc.	Chino	CA	(909) 468-3602	www.ostsinc.com
Sensible Safety Inc.	Santa Clarita	CA	(661) 250-3122	www.sensibleafety.com
Signal-Rite	San Leandro	CA	(510) 315-7124	www.signal-rite.org
Specialty Crane Operator Training	Wrightwood	CA	(909) 241-4320	
The Safety Zone	Costa Mesa	CA	(800) 393-4404	www.thesafetyzones.com
Turner Safety	Fremont	CA	(510) 742-7460	www.steveturnersafety.com
Heavy Equipment Training Academy	Washington	DC	(202) 678-8880	www.hetadc.com
AmCrane	Orlando	FL	(407) 709-3268	
America Crane Training	Orange City	FL	(386) 943-9726	www.americacranetraining.com
CICB	Orlando	FL	(407) 277-0884	www.cicb.com
Crane Institute of America	Sanford	FL	(407) 322-6800	
Crane Tech	Tampa	FL	(813) 248-4800	www.cranetech.com
National Crane Services	Orlando	FL	(407) 856-9990	www.natlcraneservices.com
NCCER	Gainesville	FL	(352) 334-0911	www.nccer.org
North American Crane Bureau	Lake Mary	FL	(407) 869-9970	www.cranesafe.com
PIC Crane Safety Services	Clermont	FL	(352) 250-8391	www.piccranesafety.com
The Crane School	Deland	FL	(386) 624-7789	
United States Cranes, Inc.	Orlando	FL	(407) 859-6000	
Crane Safety Assoc of America	McDonough	GA	(800) 356-2212	www.cranesafetyassociates.com
Quad City Calibration Office	Davenport	IA	(563) 391-8500	www.testlab1.com
A Better Crane Training & Testing	Boise	ID	(208) 283-9725	
Apprenticeship & Skill Improvement Program	Wilmington	IL	(815) 722-3201	www.asiplocal150.org
KC Training Technology	Lakeside Park	KY	(859) 331-5564	www.kctrainingtechnology.com
Global Crane & Rigging Certification	Lake Charles	LA	(337) 882-5006	www.globalcrane.com
Occupational Safety Training Inc.	New Iberia	LA	(337) 365-6595	www.occu-safe.com
Crane Safety Institute	Bellingham	MA	(866) 788-7600	
R Spec Crane Inspectors	Plainville	MA	(508) 212-4735	
Carson Crane Inc.	Reistertown	MD	(410) 526-7766	
ACRA Enterprises	Stevensville	MI	(269) 429-6240	www.acratech.com
American Test Center	St Paul	MN	(800) 451-9087	
Crane Institute Certification	Minneapolis	MN	(770) 783-9283	www.craneinstitute certification.com
Southern Apprenticeship & Training	Iuka	MS	(662) 424-0182	www.southernaptraining.com
Construction Safety Experts	Raleigh	NC	(919) 774-0506	
Crane Operators Certification and Inspections Inc.	Stanley	NC	(704) 822-7931	www.cociinc.com
Crane Training Solutions	Vincentown	NJ	(609) 521-9143	www.cranetraining solutions.com
TSC Training Academy	Long Island City	NY	(718) 389-2103	www.tsctrainingacademy.com
National Crane Inspections	Cincinnati	OH	(513) 271-8608	www.nationalcraneinspect.com
Safety Resources Unlimited Inc.	Oklahoma City	OK	(405) 681-0407	www.sruinc.com
Hoisting Inspection Train.Eng	Sudbury	ON	(705) 524-5333	www.hiteservices.com
Operating Eng Training Institute	Morrisburg	ON	(613) 543-2911	www.oetio.com
Overton Safety Training Inc.	Aloha	OR	(503) 356-0403	www.overtonsafety.com
Atlantic Crane Inspections Service	Bensalem	PA	(215) 639-2579	www.atlanticcrane.com
Crawford Custom Consulting	Meadville	PA	(814) 333-9600	www.crawfordcustom.com
GGG Technical Publications	York	PA	(717) 764-2222	www.operatornetwork.com
Stephenson Equipment	Harrisburg	PA	800-325-6455	www.seissc.com
Total Equipment Training	Chester Springs	PA	(610) 321-2679	
Barth Crane Inspections	Goose Creek	SC	(843) 871-8877	www.craneoperator training.com
Sylvan Enterprises	Kingston	TN	(865) 717-8585	www.sylvanent.com
Altezza Contracting Inc.	Sweetwater	TX	(325) 232-4271	www.altezzaglobal.com
CH C&R Consultants	Caldwell	TX	(979) 272-0478	www.ch.crane.com
Crane Wise Certifications	Lubbock	TX	(806) 744-2999	
East Texas Crane Academy	La Porte	TX	(281) 471-4148	www.texascraneacademy.com
Farmer Company	Keller	TX	(281) 427-1088	www.farmercompany.com
Total Crane Services Ltd	Orange	TX	(409) 842-1500	www.totalcraneservices.com
NCCCO	Fairfax	VA	(703) 560-2391	www.nccco.org
ARXCIS, Inc.	Kingston	WA	(360) 297-3693	www.arxcis.com
Ives & Associates	Blaine	WA	(206) 364-4774	www.ives training.com
Training & Inspection Resources Center	Woodland	WA	(360) 225-1100	www.tirc.net
West Coast Training Inc.	Woodland	WA	(360) 225-6787	www.heavyequipment training.com
Working Class Heroes Safety	Spokane	WA	(509) 435-6343	www.wchcranesafety.com
Associated Training Services	Sun Prairie	WI	(608) 837-2851	



# Lift planning safety

**S**afe-lift planning is a rigorous process. Recently LJ Crane & Rigging performed a job that required intense planning. At a recent safety seminar hosted by LJ Crane & Rigging, Bob Renzi, director of safety & training for the LJ Companies, and Rick Bockman, senior New England regional safety manager for Gilbane of Providence, RI, discussed the project that involved lifting and placing a pedestrian bridge at the T.F. Green Airport in Warwick, RI. The lift required months of planning, coordination, permitting and inspection processes.

Bockman pointed out that technology, such as the LJ Crane database of crane parameters and pick situations, streamlined some of the process. While thorough pre-pick jobsite inspections are a must, checking all computer-generated information for each pick helps with development of the plan and accurate communication among different parties involved.

Renzi said his company prepared detailed planning documents to gather information for worst-case scenarios of each pick. He said that common sense was a key ingredient to a safe pick, and said that an operator must have full authority to halt a pick with which he or she is not comfortable.

An example of such a condition might occur if wind gusts at the time of the pick are too great. Renzi said that most LJ cranes are equipped with anemometers so operators can accurately assess wind speeds.

The bridge truss weighed 158 tons and was about 166 feet long. Because of the nonsymmetrical configuration of the walkway, a test pick was done several days ahead of time to determine exactly how to adjust cables to balance the load.

The 200-ton Manitowoc 16000 was chosen to make the pick. I&I Sling proof load tested the rigging to twice the required load. The bridge was lifted nearly 80 feet high within a radius of



almost 40 feet.

In the final stage a Grove GMK 5165 assisted in providing the extra control required to place the expansion tabs on the receiving plate.

The complicated lift also required coordination with the FAA and took place at night after the last plane had landed.

At the seminar, a video of the project was shown to participants. To see the video, go to [www.ljcrane.com](http://www.ljcrane.com)



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Hauling a transformer from the Port of Albany, NY to a power plant in New Hampshire proved to be problematic but not impossible for HLI Rail & Rigging. The biggest issue was jumping seven weight-challenged bridges. **D. Ann Shiffler** reports

**H**auling huge and heavy transformers is routine work for HLI Rail & Rigging. But last fall the company was challenged with a transformer move that required more engineering and rigging expertise than the norm due to the inordinate size of the transformer and a challenging route.

The transformer was exported from Brazil to the Port of Albany, NY, the closest port that could handle such a gigantic piece of machinery. "The transformer was so big we couldn't get it from anywhere else but Albany, and even then it had to be raised 8 inches enroute to avoid an obstruction," says Ross McLaren, a partner in HLI Rail & Rigging and project manager of the job.

After offloading it at the port the transformer was railed to Manchester, NH. And that's where real the fun began.

HLI's crews met the cargo at the rail

terminal in Manchester and used a jack-and-slide system to load it onto a Goldhofer system in the six-deck-six configuration utilizing 12 axles and 96 wheels. The transformer was then trucked 23 more miles to its destination, the Northeast Utilities power plant in Deerfield, NH.

Weighing in at 485,000 pounds and measuring 34 feet long, 12 feet 9 inches wide and 14 feet 7 inches tall, the three phase auto transformer was too heavy for the seven bridges it would have to pass over on the route to the power plant.

"The roadway was a combination of state and town roads," says McLaren. "Some roadways were better than others. The job required many months of planning and the cooperation of the state and local entities, police utility and emergency services."

### Night-time travel

He says while the offloading was done during the day, the 23-mile journey had to be accomplished at night due to the slow-moving nature of the oversized load and to minimize the traffic issues it would cause for the general population. The haul took about four nights of travel, starting at about 8:30 p.m. and ending about 5 a.m. each morning. "Those were the only hours we were allowed to be on the streets," he says.

The seven bridges required that HLI employ the services of a structural

engineer. "The engineer worked with us to provide a safe method for crossing these structures," he says. "It was quite an undertaking."

For each bridge, crews had to lay down steel bridge jumpers, which consisted of a combination of steel and wood wedges, depending on the steepness of the roadway. Laying down the heavy steel and wooden decking required the use of a 45-ton truck crane, which traveled in the convoy.

"We had to use the crane on every bridge due to the weight of the bridge jumpers," says McLaren.

The bridge-jumping system allowed HLI to "put a bridge on top of the bridge," in order to keep the total weight of the transformer and Goldhofer system off the roadway.

### A travelling circus

Because of the number of bridges to jump and the different towns in which the convoy travelled, McLaren likened the convoy needed to that of a "traveling circus."

"The only saving grace was the Dunkin' Donuts was open all night," he says with a chuckle. "We had at least a dozen vehicles traveling with us – state troopers, local police, the vehicle itself, utility bucket

# Bridge

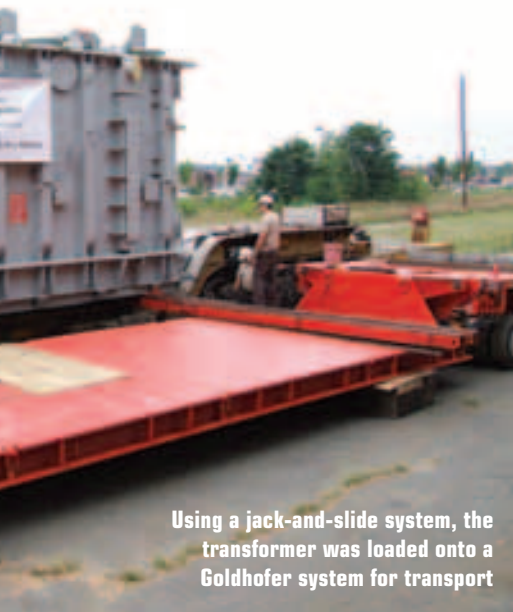


**The bridge jumping system took the weight of the haul off the main bridge and onto the bridge jumping system**





# jumper



Using a jack-and-slide system, the transformer was loaded onto a Goldhofer system for transport

trucks, and tree pruning equipment trucks.”

Also complicating the effort was the darkness, McLaren says. “We had to supply lights at every bridge-jumping location, and we also had to supply traffic management.”

At last the transformer arrived at the entry of the power plant facility, where maneuvering was very tight and a smaller trailer system needed.

“Once we got close to the facility itself, we had to transfer the transformer, again using the jack and slide system, from the road-going trailer to a 9-axle Goldhofer self-propelled unit, which was much shorter.”

## Slow going

Using a remote-control system, the transformer was guided through the plant along the 3-mile route at about 4 mph.



A 45-ton truck crane was needed to set the decking and wedges required for the bridge jumping system. The crane travelled with the convoy throughout the journey

The last part of the move was also done at night, finishing up as the sun rose.

The jack and slide system was used for the last time to install the transformer on its concrete foundation.

Based in Philadelphia, PA, HLI Rail and Rigging also has an office in Houston, TX. About 95 percent of the work the company does involves transporting transformers, McLaren says.

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Hosting special events on the *USS Intrepid* Naval aircraft carrier turned museum is now a lot easier thanks to a new Palfinger crane.

**ACT** reports

Once installed, Graywell's Greg Noone reviews the crane's features with the ship's staff



## About the *USS Intrepid*

One of 24 Essex-class aircraft carriers built during World War II for the United States Navy, the *USS Intrepid* was commissioned in 1943. The ship participated in several campaigns in the Pacific Theater. In the early 1950s she was refurbished and re-commissioned as an attack carrier. Later she was converted to an antisubmarine carrier (CVS). She was also used as a recovery ship for a *Mercury* and a *Gemini* space mission. She was decommissioned in 1974. In the early 1980s she was converted to the Intrepid Sea-Air-Space Museum in New York City.

# Crane



The Palfinger PK 150002G with PJ 170E jib lifts materials to be used for the installation of the smaller Palfinger crane as well as its power unit, shown in the foreground

**T**he *USS Intrepid* has taken well to its new role as the Intrepid Sea, Air & Space Museum

in New York City. After a lengthy and distinguished career as a Navy aircraft carrier, the ship serves more than educating the public these days. The vessel provides a social role as well, hosting a variety of events ranging from film shoots and festivals to trade shows and even Bar Mitzvahs.

With a prime view of the New York skyline, the highly revered "Fighting I" provides the perfect venue for large-scale events with the ability to host up to 2,500 people on its flight deck. All the events that take place on the hangar and flight decks provide the need for tables, chairs, exhibit displays, stages, sound equipment and other supplies that are hauled up on a regular basis. That's where the need for a crane arises.

Initially, equipment and supplies were lifted using two service cranes mounted on the side of the ship. Although effective, there still was a lot of labor-intensive work having to physically move everything up two more levels to the flight deck.

Familiar with Palfinger cranes, Matt Woods, vice president of operations at the museum, knew there was a better solution. He called on Graywell Equipment to find the right crane model for the job.

The lifting solution needed to allow for

loads to be easily lifted directly onto the deck, decreasing the number of people it takes to physically move the supplies, and also improving safety by eliminating the need to move bulky loads up and down stairs and through tight corridors.

Joe DeNigris, general manager at Graywell Equipment, served as project manager for the undertaking. After reviewing the method in which the ship's special events are coordinated, he recommended a Palfinger PK 16502B Performance with a winch. Wood asked that the crane be outfitted with a radio remote control, HPLS (High Power Lifting System), and non-continuous rotation with slewing limitation.

It was important to have a slewing limitation in order to prevent operators from unsafely maneuvering loads over their heads. As an added precaution, the remote controls were mounted to create a fixed station for the operator to run the crane. The use of an "umbilical cord" connected to the remote alleviated the need for a radio transmission signal.

Palfinger also has crane models available with hydraulic outreaches that can extend down directly to the pier. However, the smaller model with the winch was the better choice for this application due to a tight work area surrounded by





# installs crane

The Palfinger PK 16502B Performance will be used to hoist equipment and supplies for special events on to the flight deck of the USS Intrepid



structures and walkways. The PK 16502B Performance has a vertical lift capacity of 2,900 pounds at 32 feet. The 2.5 ton winch attached is specifically designed by Palfinger for its knuckleboom cranes. They work with the crane's overload protection system and have an anti-over spooling feature as well as an Anti-Two-Blocking System.

## Installation

A review of the ship's structure led to the decision that the knuckleboom could be placed on the side of the ship just off the flight deck in the same spot where a "meatball" once sat. The meatball was what sailors nicknamed the strobe lights used to guide aircrafts to the landing strip. The pedestal was the perfect location but not a perfect fit for the crane to be mounted on.

"The structure was unique in its shape, which prompted us to build our own

structure off site that could be affixed to it," explains Greg Noone, vice president of sales for Graywell.

Once the mounting structure was complete, Graywell came out to install the crane using its Palfinger PK 150002G with a PJ 170E jib. Operator Pinchas "Pinky" Leitner of Lifting Solutions first lifted and set the crane's power pack, which was custom designed to fit through the narrow doorways and into a small room of the ship.

The PK 150 has a total reach of 124 feet and a capacity of 150 metric tons so it was no problem for the Palfinger crane to lift its smaller sibling to its destination.

Pinchas says that that many of the considerations for making the lift included how close the crane could be positioned near the ship, overhead obstacles such as balconies and walkways, along with the proximity of other structures located on the pier.

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Is there a value to the use of social media in the context of SC&RA membership?

### Who's who at the Specialized Carriers & Rigging Association



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# Mulling social media

**L**ike many of our members, SC&RA has begun to seriously consider the best ways to use an array of web 2.0 and social media tools. What began largely as a diversion for college students and young adults increasingly is being adopted by businesses of all sizes.

However, we intend to proceed with caution. An in-depth article in the December 3, 2009 issue of *BusinessWeek* warned against "snake oil salesmen" who make wild promises about the value of social media.

"The consultants evangelize the transformative power of social media and often cast themselves as triumphant case studies of successful networking and self-branding," noted the article. "The problem, according to a growing chorus of critics is that many would-be guides are leading clients astray."

For instance, they talk about the 300 million Facebook users or the 20 million Twitter users without really delving into more traditional measures such as return on investment (ROI). Granted, it may be difficult to assess the ROI of social media, but ignoring it or, worse, resorting to hyperbole, may obscure the very real potential of these online tools.

Year after year, our members tell us that networking ranks among the most important benefits of SC&RA membership. Because social media offers new opportunities to strengthen connections between the association, a larger percentage of member company personnel, our members' customers, our allies, regulators and even the general public, we feel we must explore opportunities to take advantage of these tools' capabilities.

Here are a few social media applications SC&RA is looking at and how they might prove beneficial.

**Facebook.** Often regarded as the ultimate paradigm-shaper in social media, this tool would enable SC&RA followers to easily access press releases, presentations, major meeting details, videos, photos and more. It has the potential to become a second home for online communications. Indeed, some people may connect with SC&RA via Facebook before being aware of our website.

**Twitter.** The world's fastest growing social media site identifies itself as "a real-time short-messaging service that works over multiple networks and devices." It is a particularly powerful tool for reaching business people using iPhones and Blackberries with breaking news.

**LinkedIn.** This powerful business networking site has great ambitions for continued growth and influence. Because it is efficiently structured to avoid the frivolities of other social media sites, it enhances opportunities for establishing and maintaining professional connections.

**YouTube.** Google paid \$1.65 billion for this one for a reason. This popular site offers a great opportunity to establish an SC&RA channel for placement of promotional, training and safety videos.

**Association Wiki.** This resource could provide a place for members to collaborate and share key industry terms, definitions, processes and more so that the entire industry can learn from its members.

Additionally, we plan to update the SC&RA website ([www.scranet.org](http://www.scranet.org)) to maximize the impact of industry blogs and news sources, including this magazine, as well as to provide methods for members to share SC&RA information using numerous social media outlets. We fully expect the business opportunities and challenges offered by these outlets will change in the years to come.

As that happens, SC&RA plans to evaluate what it all means for the association and its members, and make prudent decisions on how to move forward. In all likelihood, many of our members will learn of these important decisions through social media.

Regardless of how our members choose to receive information, SC&RA fully intends to provide it in a way that gives a competitive edge over nonmembers. ■

### EXECUTIVE VICE PRESIDENT



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**Carol Davis**, WASHTO, and **Corina Harmless**, MVC, discuss progress being made in a number of significant areas within their regions. **Terry White** reports

# Regional progress



**T**he SC&RA Specialized Transportation Symposium, March 3-5 at the Intercontinental Dallas in Addison, TX, will feature a candid appraisal by state transportation officials concerning overdimensional transport's critical issues, such as updates on the permit process, recent steps toward greater uniformity, and infrastructure constraints versus cargo movement demands. Panelists will include the chairs of the oversize/overweight permitting committees of regional associations of highway transportation officials: Carol Davis, TX; Corina Harmless, IN; and Tommy Thames, MS. The organizers have also invited Joe Lee-Civalier, NY.

Planned in conjunction with the symposium are meetings of the permitting committees of the Mississippi Valley Committee of State Highway and Transportation Officials (MVC), the Northeast Association of State Transportation Officials (NASTO), the Southeastern Association of State Highway and Transportation Officials (SASHTO), and the Western Association of State Highway and Transportation Officials (WASHTO).

Following is a preview of the discussions that will take place at the transport symposium.

## Has there been any noteworthy progress on major issues during the past year or in recent years?

**Davis:** We continue to identify and make incremental progress on addressing state uniformity issues, and some of these issues are being addressed as states are beginning to develop the next generation of on-line permitting and routing systems. We continue to improve the way we do business and look for ways to strengthen relationships. We're also looking at ways to take advantage of technology to

collaborate and to provide better service levels to our customers.

**Harmless:** Our group just came back together about two years ago. Since then, we've made considerable progress in a number of areas. Our Pilot Car Task Force is working to ensure states follow consistent, established best practices. Illinois, Minnesota and Missouri have increased size and weight limits to be more in line with other states in the region. Similarly, Indiana, Illinois, Michigan and Missouri have improved their hours of operation. Kansas has sent a request for proposals for a new online permitting system. Ohio has worked to improve information for the state and other states. And Wisconsin and Minnesota are working on a cross-border permitting project that is backed by the states' governors.

## Have interactions with SC&RA staff and member companies contributed to this progress?

**Davis:** Absolutely. SC&RA acts as a focal point for identifying industry needs and then communicating those needs to the states. The Specialized Transportation Symposiums are very beneficial, which is why we hold our spring regional meetings in conjunction with the symposium whenever possible. The sessions, as well as the opportunity to interact with our customers one-on-one, really give us more insight into industry perspectives – the issues they're facing today as well as issues on the horizon, and potential solutions.

**Harmless:** Most definitely, the ability to hold one of our biannual meetings at the SC&RA Specialized Transportation Symposium has been a great contribution. This allows not only the states but many industry representatives to get together and discuss what the issues are and possible solutions to those issues.

SC&RA has been a beneficial supporter of the regional groups. This type of support encourages each state to do our best to make our customer's jobs easier. Our meetings allow us to get out and see what is happening not only in our states

but in our regions and all over the US. Many times we get caught up in our jobs and do not realize that our customers not only have to work with our state and understand our rules and regulations but they could work with up to 49 other states to get a load delivered. Seeing how our regulations compared to others affect our customers really can open your eyes to see where changes may need to be made.

## Do you have any specific goals as chair of your regional group's oversize/overweight permitting committee?

**Davis:** The committee needs to be doing everything it can to support member participation so that we can move forward, and we'll be working on additional tools to help support that. We're also working towards expanding state participation in the regional permitting agreement. Part of that is trying to identify and help states address barriers to participation. We're also looking at ways to expand use of the regional permit by industry – whether that means marketing that permit to industry, revisiting the envelope size and routes, coming up with technology solutions, or other methods. We all have a vested interest in the regional permit, as, collectively, it creates efficiencies that allow state permitting staffs to focus on the larger and more difficult loads.

I'd also like to look at ways to more formally document and share best practices among the states, ways to create efficiencies and improve productivity without reinventing the wheel. Finally, I'd like to look at ways to collaborate with the other regional groups across the US.



# transportation



PHOTO COURTESY OF PRECISION HEAVY HAUL, PHOENIX, AZ

**Harmless:** Here are the official goals of our group:

- To provide representation for the central region of the nation in regard to highway transportation issues.
- To provide a forum for discussion and share best practices as it deals with statutes, regulations and industry requests.
- To promote Intelligent Transportation Systems/Commercial Vehicle Operator applications that result in efficient movement of goods and a safe transportation system.
- To communicate the work and recommendations of this committee to state departments of transportation, the motor carrier industry and other organizations.

A personal goal I have for our group is to continue to encourage the communication between the states. We have done so well in this area and, as I mentioned earlier, great things have already taken place. So if we can just continue this momentum, there is only success in our future.

## Do you have suggestions of ways members of the industry can help you do your job better?

**Davis:** Participate! Be part of the solution discussion. I would like to see more motor carrier participants from the different industry sectors, though this may be difficult with the current economy. We probably need to put our heads together and get creative on how to do this. Again, there may be technology solutions to help facilitate greater participation and feedback.

State agencies only have so much leeway



Carol Davis,  
WASHTO

to affect change. These are generally related to process issues rather than issues of law. We need to collaborate with industry to address issues of law.

**Harmless:** I'd encourage members of the industry to continue to do what they are doing. Keep communicating with state officials and offering solutions to problems. However, those solutions must be efficient and effective for not only their company but the population as a whole.

Many times our customers don't understand that we work with many different types of commodities from mobile homes, farm equipment, construction, to companies actually moving houses. When decisions are made, we have to make decisions for the good of everyone not just a certain group.

## What are the biggest challenges you face in your state? Your region?

**Davis:** Well, obviously, the current state of our transportation infrastructure, congestion, and funding are national issues that have long-term consequences. On a state level, Texas has the added challenge of continued population growth putting additional pressure on our infrastructure.

Within WASHTO, many of our members

“We probably need to put our heads together and get creative on how to do this. Again, there may be technology solutions to help facilitate greater participation and feedback.”

are experiencing severe budget cuts, furloughs, and travel restrictions. Those issues may impact participation in regional meetings, in addition to impacting our customers' ability to obtain permits. Uniformity in several areas remains an issue. Some of this is because some states operate under different/grandfathered federal regulations (for instance, the longer-combination vehicle freeze), and in other cases because different industry interest groups are at play within different states.

**Harmless:** Well, currently our state's biggest challenge is the economy – as it is with so many others. This often means doing more with less. In many states, this has meant furloughs. We have been fortunate in Indiana, however, and not had to face this. Still, we are doing the job with a lot fewer employees.

The biggest challenge in the region is overcoming the differences among states. Each state has rules and regulations for certain reasons, and trying to become more uniform has been difficult. That is not just because each state builds their roads differently or has weather differences. We have to consider that some rules are legislated, as opposed to ruled

administratively, so some changes require acts of the legislative body. If it is an administrative rule, each state has different procedures they must go through before the rule can be changed. This all takes time and resources, and we are fighting this each day.

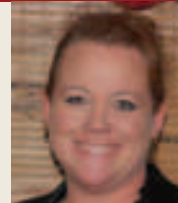
**How close a relationship do you have with your counterparts in other states?**

**Davis:** Committee members seem to work surprisingly well together, though there are a wide variety of viewpoints. Many of these officials have known and worked with each other for years and have developed a level of trust. Overall, I think great communication has been the key to ongoing working relationships.

In addition to the more formal interactions within the confines of the regional committee, these relationships are helpful when you need an answer quickly

Visit [www.scranet.org/events](http://www.scranet.org/events) and click on "Specialized Transportation Symposium" for registration forms for the event, hotel rooms and exhibits. Information also is available by calling SC&RA at 703-698-0291.

“Many times our state rules hinder us from becoming more uniform. However, because of our close contact, any future decisions or rules under consideration are discussed among the states as much as possible and information is being collected about best practices before decisions are made.”



**Corina Harmless,  
MVC**

– such as “How does your state approach a particular situation?” – to respond to legislative initiatives and the like.

**Harmless:** Since our group got back together two years ago, we have built strong relationships among the states. Even those states that have unfortunately been unable to attend the meetings have stayed in close contact via conference calls and e-mails.

As I noted earlier, many times our state rules hinder us from becoming more uniform. However, because of our

close contact, any future decisions or rules under consideration are discussed among the states as much as possible and information is being collected about best practices before decisions are made.

The relationship our group has with federal regulators has gotten stronger over the past two years. In the past I wasn't really sure who to contact when we had a problem. However, with the help of our region we have more communication with the federal regulators and hope that continues to grow.



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Implications for compliance can be punitive. **Kevin Cunningham** reports in part 1 of a three-part series in the February, March and April 2010 issues of *ACT*

### Definition of Mobile Crane under FMCSR

While "mobile cranes" are not specifically defined in Part 390.5 of the FMCSRs, the definition of a commercial motor vehicle, describes mobile cranes as follows:

*Mobile cranes are readily capable of traveling at highway speeds, over extended distances, and in the mixed traffic of public highways. Although the functions a crane performs are distinct from the transportation provided by a truck, the ready mobility of the crane depends on its permanent integration with a truck chassis. The truck chassis is equipped with wheels, tires, brakes, a suspension system and other components.*

### Definition of Interstate Commerce under FMCSRs

Part 390.5 of the FMCSRs defines interstate commerce as follows:

*Interstate commerce means trade, traffic, or transportation in the United States –*

1. *Between a place in a State and a place outside of such State (including a place outside of the United States)*
2. *Between two places in a State through another State or a place outside of the United States; or*
3. *Between two places in a State as part of trade, traffic, or transportation originating or terminating outside the State of the United States.*

Thus, any company operating a mobile crane as described above in interstate commerce is now required to follow all rules and regulations that apply to Commercial Motor Vehicles. Those rules and regulations include the need for drivers to have a Commercial Drivers License, to be drug and alcohol tested, to maintain logs for employers to create and keep current driver qualification files for companies to keep maintenance records on file, etc.

# Mobile crane commercial

**O**n August 27, 2009 the Department of Transportation through the Federal Motor Carrier Safety Administration (FMCSA) determined that mobile cranes operating in interstate commerce are commercial motor vehicles subject to the Federal Motor Carrier Safety Regulations (FMCSRs). As a result, questions have arisen regarding what changed, if anything, in terms of mobile cranes' operations/compliance with FMCSRs, and mobile cranes' insurance coverage under Commercial General Liability and Business Auto policies.

## Compliance with FMCSRs

### What specific procedures need to be followed?

Below are five recordkeeping areas that highlight the items a company needs to follow to be in compliance with the Federal Motor Carrier Safety Regulations.

#### 1. Driver Qualification Files

The Federal Motor Carrier Safety Regulations require motor carriers to maintain a driver qualification on file. The file must contain certain documents that reflect the driver's ability to safely and legally operate a commercial motor vehicle. The following documents must be current and in the file, in order to be compliant with the regulation (Part 391.51):

- Prior to employment:
  - Application for employment
  - Safety performance history (inquires to previous employers)
  - Road test
  - Medical certificate
  - Medical waiver, if necessary
  - Driving record (MVR) obtained within 30 days of hire
  - Entry level driver training certificate (for CDL drivers)
  - Long Combination Vehicle training certificate (for CDL drivers)
- After employment:
  - Annual driving record (MVR)
  - Annual certificate of violations
  - Annual review of driving record
  - Renewal of medical certificate (generally 2 years)
- Current and accurate list of drivers
- Monitor SAFER/SAFESTAT driver roadside inspections (Monitor CSA 2010 carrier data beginning in June 2010)

#### 2. Controlled Substance and Alcohol Testing

- Questions answered regarding previous pre-employment controlled substance test
- Inquires to previous employers regarding drug/alcohol testing
- Control/custody form and results available for:
  - Pre-employment
  - Post accident
  - Random
  - Reasonable suspicion
  - Return to duty
  - Follow up
- Educational material provided to drivers (and receipt)
- Written drug and alcohol testing policy
- Supervisor training for reasonable suspicion
- Copy of agreement with service provider (consortium)
- Annual summary available for previous year
- Record of number of random drug/alcohol tests for previous year
- Current list of eligible (defined by DOT) employees for random testing

#### 3. Hours of Service of Commercial Vehicle Drivers

The FMCSRs require all commercial vehicle drivers to maintain "records of duty status" or daily logs. There is an exception for drivers who operate primarily in local service. If they can meet certain criteria, they may operate on a simple time record rather than the daily log.

Items to check during an audit of drivers' logs:

- Form and manner:
  - Date





# es as vehicles?

- Total miles
- Driver's signature
- Equipment number
- Main office address
- Co-driver name
- Completed 24 hour grid
- Entries in "remarks" section
- Hours totaled to equal 24
- Shipping number or commodity name
- Hours of Service
  - Minimum 10 hours of duty
  - Did not drive more than 11 hours
  - Did not drive after 14th hour
  - Did not drive after 60 hours on duty in 7 consecutive days, or;
  - Did not drive after 70 hours on duty in 8 consecutive days
  - Utilized 34-hour restart
- False documents:
  - Check logs against supporting

documents

- Check logs against payroll records
- 100/150 air-mile radius drivers
  - Stay within 100-150 air mile radius
  - Return and release from duty within 12 consecutive hours
  - 10 consecutive hours off duty between shifts

#### 4. Vehicle Inspection, Repair, and Maintenance

- Current equipment list available
- Maintenance file for every commercial vehicle (including trailers, jeeps, boosters)
- Record of repair in file
- Monitor SAFER/SAFESTAT vehicle inspection records
- Written preventative maintenance policy

- Roadside inspection copies maintained for 12 months
- Periodic inspections complete and current, and copy in/on vehicle
- Daily vehicle inspection reports completed and on hand for previous 90 days

#### 5. Administrative Considerations

There are several miscellaneous administrative items that need to be maintained by the motor carrier. These include:

- Vehicle markings
- Maintaining an accident register
- Entry level training and LCV training

#### What are the potential consequences of not being in compliance from an operations perspective?

If a company is found to be out of compliance with these FMCSRs, warning, fines and the possible shutting down of an operation can be handed out by the DOT.

#### Next up in the March issue:

What insurance implications will result?



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## Link-Belt names new manager

**Bruce Kabalen** has been promoted to manager of marketing communications for Link-Belt Construction Equipment Company. Kabalen previously spent 12 years in the company's marketing communications department.

Kabalen and his team created Link-Belt Preferred, a web portal for customers. His new role will emphasize oversight in advertising, publications, public relations and training.

"Due to Bruce's strong contributions to our past marketing efforts and his previous background, he is well suited for not only maintaining our current high level of execution, but taking it to new levels," said Bill Stramer, vice president of marketing, sales and customer support for Link-Belt. ■

## Birkhauser retires from Manitowoc

Long-time crane industry veteran **Dave Birkhauser** retired at the end of 2009 as senior vice president of sales for the Americas region for Manitowoc Cranes.

Birkhauser oversaw sales for Manitowoc's four brands - Manitowoc crawler cranes, Grove mobile cranes, National Crane boom trucks and Potain tower cranes.

Birkhauser started out in the crane industry right after finishing college, working as a sales representative for America State Equipment, a Manitowoc distributor in Milwaukee, WI. In the mid-1980s he went to work for Krupp, managing the company's North American organization. At that time, Krupp was one of the first European crane companies to



introduce all-terrain cranes to North America.

He was working for Krupp as senior vice president of sales and marketing when the company was purchased by Grove Worldwide in 1995. When Manitowoc bought Grove in 2002, Birkhauser became senior vice president of sales for the Americas region.

From 2002 until his retirement at the end of 2009, he led the North American sales force through the best market the crane industry has ever seen, Manitowoc said. ■

## Events diary

### World of Concrete

February 2-5  
Las Vegas Convention Center  
Las Vegas, NV  
[www.worldofconcrete.com](http://www.worldofconcrete.com)

### SC&RA Annual Conference

April 6-10  
Orlando, FL  
Omni Resort Champions Gate  
[www.scranet.org](http://www.scranet.org)

### BAUMA

April 6-10  
Munich, Germany  
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### Wind Power Conference

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Operational aids; communication systems; components; controls; software; crane mats and outrigger pads; engines; transmissions; hydraulics; jacks; attachments; personnel baskets; rigging; rollers; slings; tires; winches; wire rope; batteries; braking systems; and new, used and refurbished parts.

## EQUIPMENT FOR SALE OR RENT 55

Top sales and rental suppliers for the North American crane and specialized transport markets advertise their equipment here.

## CRANE & LIFTING SERVICES 65

Certification, financing, insurance, rigging jobs, training, and recruitment.

## TRANSPORT & HEAVY HAULING 68

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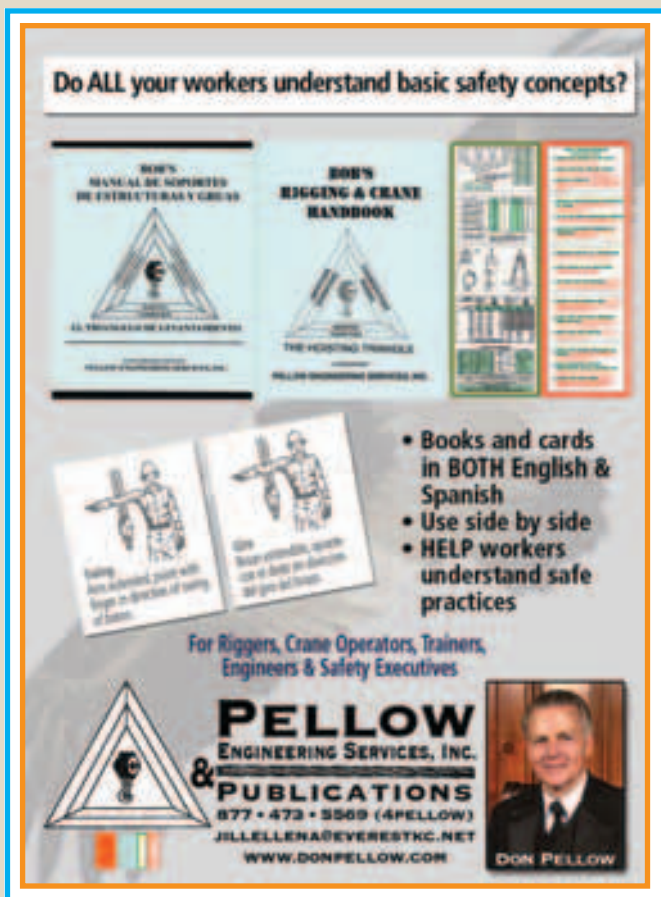
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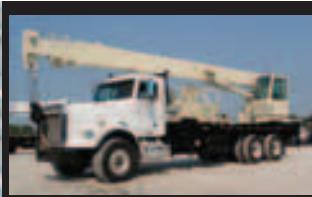
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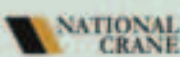
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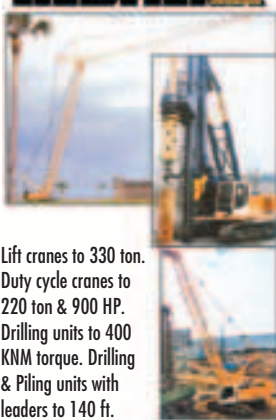
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### JOB TITLE: CHIEF ENGINEER (CRAWLER)

The Chief Engineer (CE) for Crawler Cranes (CC) will operate out of the Sany America Headquarters in Peachtree City, Georgia and will report to the Research and Development (R&D) Chief Technology Officer (CTO). The CC CE will be responsible for managing multiple engineer related project assignments that support the essential elements of the various CC product lines completion and launch.

#### SPECIFIC RESPONSIBILITIES:

- Work closely with the CTO to accomplish key tasks.
- Responsible for supporting new CC product development programs and sustaining engineering efforts related to various product lines.
- Responsible for developing & executing specific project plans based on Sany America product goals.
- Provide technical expertise to support Sany America with product development.
- Travel to China when required to provide support for product reviews, design reviews, technical guidance, testing, audits and training.
- Work with various departments of Sany America such as Operations, HR, Manufacturing, Sales, Service, and Purchasing to effectively and efficiently achieve the specified targets assigned by the CTO.
- Provide technical support to Service and Sales when required to ensure maximum customer satisfaction.
- Responsible for submitting weekly reports and monthly Key Performance Indices (KPIs) forms to the CTO.
- Communicate at least weekly with the assigned Manager.

#### QUALIFICATIONS

- Ideal candidate would have a minimum Bachelor of Science with 15+ years of experience in Engineering or equivalent degree. A Masters with 12+ years of experience or PHD with 9+ years of experience in Engineering is preferred

### JOB TITLE: CHIEF ENGINEER CRANES (TELESCOPIC)

The Chief Engineer (CE) for Cranes Telescopic (CT) will operate out of the Sany America Headquarters in Peachtree City, Georgia and will report to the Research and Development (R&D) Chief Technology Officer (CTO). The CT CE will be responsible for managing multiple engineer related project assignments that support the essential elements of the various CT product lines completion and launch.

#### SPECIFIC RESPONSIBILITIES:

- Work closely with the CTO to accomplish key tasks.
- Responsible for supporting new CT product development programs and sustaining engineering efforts related to various product lines.
- Responsible for developing & executing specific project plans based on Sany America product goals.
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### JOB TITLE: CRAWLER CRANES DIVISION DIRECTOR

The Division Director will operate out of the Sany America Headquarters in Peachtree City, Georgia and will report to the Research and Development (R&D) Chief Technology Officer (CTO) and the Company President. The Division Director will be responsible for managing and training engineering teams and will facilitate and coordinate a multitude of Crawler Crane engineering related tasks.

#### SPECIFIC RESPONSIBILITIES:

- Work closely with the CTO, Product Line Program Managers, Sales, Marketing, and Service to accomplish key tasks.
- Responsible for supporting new product and marketing development programs and sustaining efforts related to various assignments throughout the product lines.
- Responsible for developing & executing specific product and marketing plans based on Sany America product goals.
- Provide technical expertise to support Sany America with product development.
- Travel to China when required to provide support for product reviews, provide technical guidance, and facilitate and participate in product training.
- Work with various departments of Sany America such as Operations, HR, Manufacturing, Sales, Service, and Purchasing to effectively and efficiently achieve the specified targets assigned by the CTO.
- Provide support to Service and Sales when required to ensure maximum customer satisfaction.
- Responsible for submitting weekly reports and monthly Key Performance Indices (KPIs) forms to the CTO.
- Communicate at least weekly with the position's assigned supervisor.

#### QUALIFICATIONS

- Ideal candidate would have a minimum Bachelor of Science in Engineering, Marketing, or equivalent degree.
- Minimum of 15 years of experience in engineering within the relevant industry.
- Candidate must possess the ability to work independently and meet goals and deadlines.
- Strong budgeting and cost evaluation/cost effectiveness knowledge"

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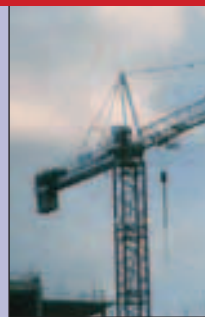
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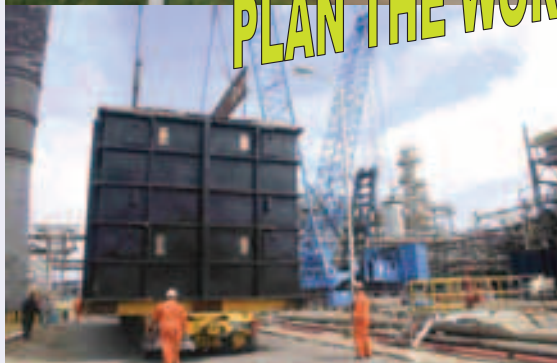
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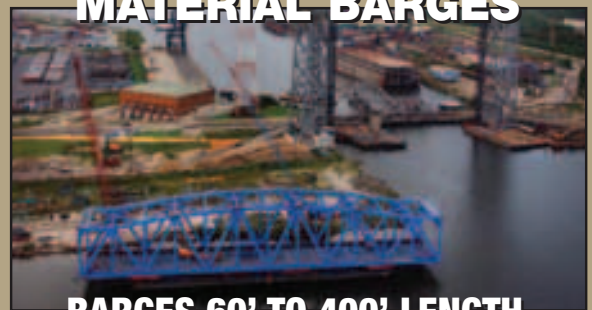
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