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# ACT

The magazine for the crane, lifting and transport industry

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# Born in USA!

**Link-Belt unveils all-American AT**

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**Countdown  
to ConExpo**





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# September surprise

Last September I travelled to Kentucky to see improvements at Link-Belt's manufacturing facility. The visit to Lexington was full of surprises, including the new formed boom production facility the company had recently brought online. But the biggest surprise was the brand-new Link-Belt ATC-3275 sitting at one end of the factory.

The gorgeous new crane, purpose-built in Lexington for the American market, has been under wraps at Link-Belt for quite some time. On January 9, 2011, the contract for Tadano to supply all terrain cranes to Link-Belt ended, giving the company the ability to approach the all-terrain market on its own. And wow, have they done so, in blockbuster style.

Link-Belt's Rick Curnutte calls the new crane a "game changer," and that certainly may be the case. "The ATC-3275 marks the first time a modern AT crane has been designed and manufactured with emphasis on North America," says Curnutte. It will be interesting to see the reaction to this new development in the AT market.

With the February issue we continue to "gear up" for ConExpo in March in Las Vegas. In our Countdown to ConExpo on page 41 we offer our top 10 list of booths we will hurry to once we get to the big show. In our March issue we will provide our comprehensive show guide of all the booths and special events important to those in the crane, rigging and specialized transportation sector.

This month we also preview the SC&RA Specialized Transportation Symposium, which will be held March 2-4 in Indianapolis. Terry White offers an overview of this important symposium, and we have provided a list and information about those companies that will be featured in the Symposium Exhibit Center.

Also this month don't miss our Q&A with David Yarbrough and our Regional Report: West.

As always, keep us apprised of your deals, jobs and pertinent goings on. ■

## Crane portfolio



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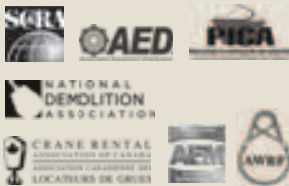
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Link-Belt will introduce the ATC-3275 at ConExpo in March. The crane, which was designed and built in Lexington, KY, was focused on the American market. For details see our exclusive story on page 25



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## NEWS

Terex shakes up staff, Link-Belt and Tadano end AT agreement, Link-Belt set to debut new all-terrain crane at ConExpo, General Crane is acquired by Allegiance Crane & Equipment and Prophet Equity and more news from the crane, rigging and specialized transport sector

## BUSINESS NEWS

Stock markets enjoyed a strong end to 2011, with several indicators recovering to levels last seen in mid-2008. *Chris Sleight* reports

## SAFETY/TRAINING

Working in cold weather means protecting your skin against frostbite and your body against hypothermia. *Terry Young* reports

## CERTIFICATION NEWS

At ConExpo, NCCCO will participate in the Lift Safety Zone with the International Powered Access Federation and CCAA to raise awareness of safety issues

## INTERVIEW: YARBROUGH TRANSFER COMPANY

David Yarbrough joined his great grandfather's company – Yarbrough Transfer Company – in 2007. Today he and his father are preparing the 84-year-old company for a transition from the third generation of family ownership to the fourth

## REGIONAL SPOTLIGHT: WEST

Making a profit in the west is proving more difficult than in other parts of North America. *Hal Lundgren* reports

## PRODUCT FOCUS: ALL TERRAIN CRANES

Link-Belt reveals a brand new all-terrain crane focusing solely on the American market; Liebherr talks AT products and the economy; Manitowoc discusses new Grove cranes; and Terex and Tadano let *D. Ann Shiffler* know what's new

## INDUSTRY FOCUS: SAFETY AND TRAINING

ACT reports on how the new tower and mobile crane rule will affect the industry and *Debbie Dickinson*, executive director of Crane Institute Certification (CIC), answers questions about changes to the crane industry

## SITE REPORT: TRANSPORT

Satterfield Pipeline's specialty is laying lines that connect with larger natural gas pipelines in the Fayetteville Shale in Arkansas. *Carol Wasson* reports on how Satterfield gets its equipment where it needs to be

## SITE REPORT: LIFTING

Mountain Crane had to pull out some special moves when it disassembled a frozen-in-place tower crane in Salt Lake City. *ACT* reports

## COUNTDOWN TO CONEXPO: THE TOP 10

ACT presents its preliminary top 10 booths to visit at ConExpo-Con/Agg 2011



## PEOPLE & EVENTS

Liebherr appoints two sales VPs, AmQuip names new president, Grubb grows its team, Florida Crane Owners Council appoints managing director and events

## COMMENT

By Joel Dandrea  
Understanding Generation Yers

## SC&RA NEWS

*Terry White* previews the SC&RA's Specialized Transportation Symposium in Indianapolis

## RISK MANAGEMENT

*Bill Smith* discusses perception versus reality when it comes to safety and training

## MARKETPLACE

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

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### ■ Bigge Crane and Rigging

has opened a new Gulf Coast branch in Houston. The branch will service the petrochemical market and the growing industrial and wind power sectors in the region. It will offer crane rental, heavy rigging and heavy transportation throughout Texas and the South.

"Our current location in Houston couldn't keep up with our work load," said Joe Nelms, Bigge vice president of sales and marketing. "Adding to our fleet and moving to this new complex will help us satisfy the demand not just for crane rental, but for heavy transportation and crane sales as well." Bigge has locations in seven US states: California, Utah, Washington, Arizona, Texas, South Carolina and Virginia.

### ■ East Coast Hoist of

Telford, PA has withdrawn its bid for the assets of Lewis Equipment in Texas. The Lewis Equipment Company sale was approved by the Northern Texas District Bankruptcy Court on Dec. 16, 2010. East Coast Hoist's bid was withdrawn from the Federal Court on Dec. 24, 2010 after completing inspections of all Lewis assets.

The sale was to include the main Grand Prairie yard and all paid assets of Lewis Equipment, including 16 tower cranes, eight hydraulic mobile cranes, two derrick cranes, all tractor-trailers and all rental contracts underway, explained Skycrane's Jim Howard, who assisted with the bid.

### ■ WireCo WorldGroup Inc.

(WireCo), a leading producer and marketer of specialty wire ropes, acquired Grupo Oliveira Sá.

## Link-Belt, Tadano end AT agreement

On Jan. 9, Link-Belt Construction Equipment Company and Tadano Ltd announced the termination of their supply agreement for all terrain cranes.

Link-Belt will no longer offer Tadano Faun all terrain cranes under the Link-Belt name. According to the joint press release, the termination agreement was developed to "provide an orderly conclusion to this supply arrangement, [which] places a high priority on the interests

of customers that own the Link-Belt branded all terrain cranes and includes long term commitments on the part of both Tadano Faun and Link-Belt in customer support areas such as parts supply and technical support."

In a related development, *American Cranes & Transport* exclusively reveals that Link-Belt will introduce the ATC-3275 all-terrain crane at ConExpo. Manufactured by Link-Belt at its Lexington, KY plant, the ATC-3275

is the first all terrain crane engineered with a focus on the North American market, according to the company. Designed with extensive customer input, Link-Belt says the ATC-3275 will meet the toughest transport laws in North America while also meeting Tier IV Interim and EPA 2010 on-highway requirements.

The company says the 3275 breaks new ground with its modular counterweight system. None of the weights is more than 22,000 pounds and can be grouped together or with other components on transport trucks to maximize the loads. The 3275 with maximum counterweight, rigging, matting, and fly extensions can move with just four truckloads.

For more information see our Product Focus: All-terrain cranes on page 25 and our ConExpo-Con/Agg preview on page 41. ■



**ACT exclusive: Link-Belt will introduce its new ATC-3275 at ConExpo in Las Vegas**

## Landoll introduces to new heavy haulers

A new range of heavy haul detachable lowboy trailers has been announced by Landoll Corp. The 800 series has two primary models. The 35-ton capacity 835 is on two or three axles and the 55-ton 855 is on three or four axles. The new hydraulic non-ground bearing detachable trailers have loaded deck heights down to 17¾ inches and deck lengths up to 32 feet.

Standard specification includes four 100,000-pound high tensile steel beams and 4S2M ABS with spring brakes on all axles. The 12 foot, 5 inch long gooseneck comes standard with two king pin settings, 108 and 90 inches, and seven ride height settings.

These trailers will also have 12-inch swing out extensions, a recessed boom trough, a recessed bucket trough in

the lower deck and dropped wheel bolsters. Hot dip galvanizing is available for maximum rust protection. ■







## Rogers designs trailer for Latin American customer

Rogers Brothers recently designed and built a 100-ton capacity trailer with air ride suspension for a customer in Latin America for use moving large mining equipment. The trailer features an I-beam deck and 3+4+2 axles with a 14

foot-1 inch spread between the 4th and 5th axles. The rear pivoting axle can turn 65 degrees. The rear frame has axle air lifts on the 3rd and 4th axles. The trailer was designed to meet axle weight standards in Latin America. ■



## New president for Terex Cranes

Kevin Bradley was named president of Terex Cranes, reporting to Ron DeFeo, Terex chairman and CEO. Former Terex president Rich Nichols left the company as of February 1.

Bradley moved from Terex Financial Services where he has been president since he joined Terex in 2005. Prior to joining Terex, Bradley spent nine years each at General Electric Capital Corp. and AT&T Capital Corp.

Additionally, Thomas Riordan resigned his post as

president and chief operating officer of Terex Corp. Riordan's position will remain unfilled in the near term and his responsibilities will be assumed by Ron DeFeo.

"We thank Tom Riordan and Rick Nichols for their dedicated service and accomplishments at Terex, and wish them the best in their future endeavors," said DeFeo. "Kevin Bradley is the right person to lead our efforts to improve relationships with large global crane customers and continue the globalization of our crane business, and we are excited about the future prospects for this segment. In his TFS leadership role, Kevin has demonstrated his commercial skills and developed a keen understanding of our customer base." ■



## Speakers set for International Tower Cranes 2011

Top international speakers have confirmed their attendance at a major new conference and dinner for the global tower crane industry on May 12, 2011 in London.



International Tower Cranes 2011 will be held at the five-star Grange St. Paul's Hotel. It is organized by *International Cranes and Specialized Transport* magazine and its publisher KHL Group, publisher of *American Cranes & Transport*.

The conference will focus on best practice worldwide, safety, training and the development of common international standards. The program will also include the launch of eagerly-awaited new best practice guidelines on climbing, or jumping, tower cranes (to raise their height) from the respected Construction Plant-hire Association in the UK.

Confirmed speakers include:

- David Janssen, chief engineer, Arcomet, Belgium
  - Peter Juhren, corporate service manager, Morrow Equipment, US
  - Christoph Schneider, head of project management, Liebherr-Werk Biberach, Germany
  - Matthijs Jager, senior investigator, Dutch Safety Board, the Netherlands
  - Syd Appleyard, Select Plant Hire and chairman of the CPA Tower Crane Interest Group, UK
  - Heinz-Gert Kessel, tower crane expert and project engineering manager, Franz Bracht KG, Germany
  - Ian Watson, health and safety director, Bovis Lend Lease, UK
- More will be announced soon. For further information and details of how to book, go to [www.khl.com/itc](http://www.khl.com/itc) or call Katy Storvik at KHL in the UK on +44 (0)1892 784088.

■ Industrial equipment auctioneer **Ritchie Bros.** achieved record-breaking crane sales in 2010, the company said.

It sold 1,870 cranes to 1,350 buyers from 63 countries worldwide. In total, these sales generated more than \$155 million in gross auction proceeds. This new record surpassed the previous record set in 2009 when Ritchie Bros. sold more than 1,700 cranes to 1,270 buyers from 60 countries for more than \$150 million, it said.

About 70 percent of the cranes sold in 2010 were purchased on site at Ritchie Bros. unreserved auctions worldwide, and 30 percent were purchased online at the company's website. Some 60 percent of cranes sold were purchased by buyers from outside the region of the sale.

"We've seen a steady increase in the number of cranes being sold at our unreserved auctions around the world in the last couple of years, including several high-value cranes that have sold for in excess of one million dollars," said Rob Mackay, president, Ritchie Bros. Auctioneers.

Some of the most notable high value cranes sold in 2010 included a 2006 Manitowoc 16000 crawler crane sold in Denver for \$2.5 million to a California buyer. Another example is a 2007 Liebherr LTM-1250 rough terrain crane sold in Ocaña, Spain for \$1.2 million to an online buyer from Chile.

**The Quick Attach Man Basket features a universal mounting bracket for installation on different style service cranes**

## Mammoet to remove shipwrecks in Mauretania

Netherlands-based Mammoet Salvage has received an order for the salvage of 70 shipwrecks in Mauretania, North Africa.

Mammoet Salvage, part of leading international heavy lifting and transport specialist Mammoet, and 11 other international salvage

companies, bid on the Nouadhibou Bay project. Mammoet said it was awarded the contract on the basis of the solution offered and the company's expertise in salvage and environmental protection.

The European Union has made \$39 million available for removing the wrecks and the 22 month salvage operation will start in April 2011. A range of equipment and 25 salvage personnel will be committed to the job.

Nouadhibou Bay, which has

an average water depth of 32 feet, is busy with industrial shipping and fishing vessels. The shipwrecks range from 22 to 1,400 tons (200 to 1,200 metric tons) and are hazardous obstacles to shipping. As a consequence, shipping traffic in the area has declined. The shipwrecks are also an environmental hazard with physical and chemical contamination from oil residues, insulation, asbestos and more.

Removing the wrecks will protect the bay against pollution by chemicals in them and greatly improve access to the port. ■



**Mammoet Salvage will remove 70 shipwrecks in a 22-month time salvage operation**

## New man basket from Diversified Products

Diversified Products, based in Waco, TX, has introduced its Quick Attach Man Basket for use on service cranes.

The yoke-style basket has a universal mounting bracket for installation on different service crane styles. Diversified Products said the new man

basket provides a safer option for construction and utility work than using ladders or climbing on equipment. It also extends the versatility of service cranes used in mines, petrochemical plants and a variety of other large equipment applications, the company said.

Diversified's steel man

basket is designed to offer improved access to equipment and it can be stored on the service body. The full-sized floor is 30 inches wide by 30 inches deep, and the inward-opening doors are designed to save space, promote easy entry and provide additional worker safety, the company said. ■



## General Crane acquired

Allegiance Crane & Equipment and Prophet Equity are the new owners of crane rental company General Crane USA.

The liquidation plan for General Crane received court approval on Dec. 17, 2010. Florida-based Allegiance Crane & Equipment is already expanding its workforce, with many projects underway or in the pipeline, according to Jim Robertson, president.

Robertson said that the new company will make a seamless transition in providing crane, rigging and hoisting services on current projects in Florida, Alabama, Louisiana, Mississippi, Texas and Oklahoma. Robertson was previously managing partner at General Crane. General Crane, which has a 35-year history, began its reorganization in late 2009 when the slowing construction market saw many of its developer clients abandon projects.

"Partnering with the financial strength of Prophet Equity gives our veteran team opportunities to better serve our clientele as we look to a dynamic future," Robertson said.





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MOVING FORWARD FASTER

Stock markets enjoyed a strong end to 2011, with several indicators recovering to levels last seen in mid-2008. **Chris Sleight** reports

# Year-end rally

**C**hristmas and New Year cheer drove the stock markets to their highest levels for more than two years as 2010 came to an end. The Dow for example closed out the year at 11,577 points, the highest it has been since the days before the collapse of Lehman Bros. in September 2011.

Of course this rally won't go on forever. Share prices usually come back down to earth in the first two months of the year as investors take their profits.

And there are certainly profits to take. Investors that bought into the heavy equipment sector during the mid-year doldrums of 2010 could have seen their money grow by about 60 percent in just six months. As our graph illustrates, the *ACT Heavy Equipment Index (HEI)* is up more than 55 percent over the course of the last 12 months, and the steepness of the rally is illustrated by the fact that most of the growth in the

sector came in the last quarter of 2010.

Indeed, this rally has been the steepest in the *ACT HEI's* five-year history – you would have to go back to the heady days of early 2007 to find a period when share prices in the heavy equipment sector last saw such a steep acceleration.

Unlike 2009, when the high growth seen on the stock markets was all about companies bouncing back from the unnatural lows of the post-Lehman crash. Rather than moving from very low levels to mediocre valuations, 2010 has seen the companies that make up the *HEI* return to sensible, if not impressive valuations.

As a measure of this, the *ACT HEI* finished the year at 187.40 points, its highest since June 2008, and not all that far south of the all-time high of 211.04 points, seen in April of that year.

This underlines the fact that despite the lack of growth

and job creation in the real economy, investors remain up-beat. One of the reasons for this is the international picture. High growth developing markets in Asia and Latin America have come out of the global downturn much quicker than the US and with much more robust growth.

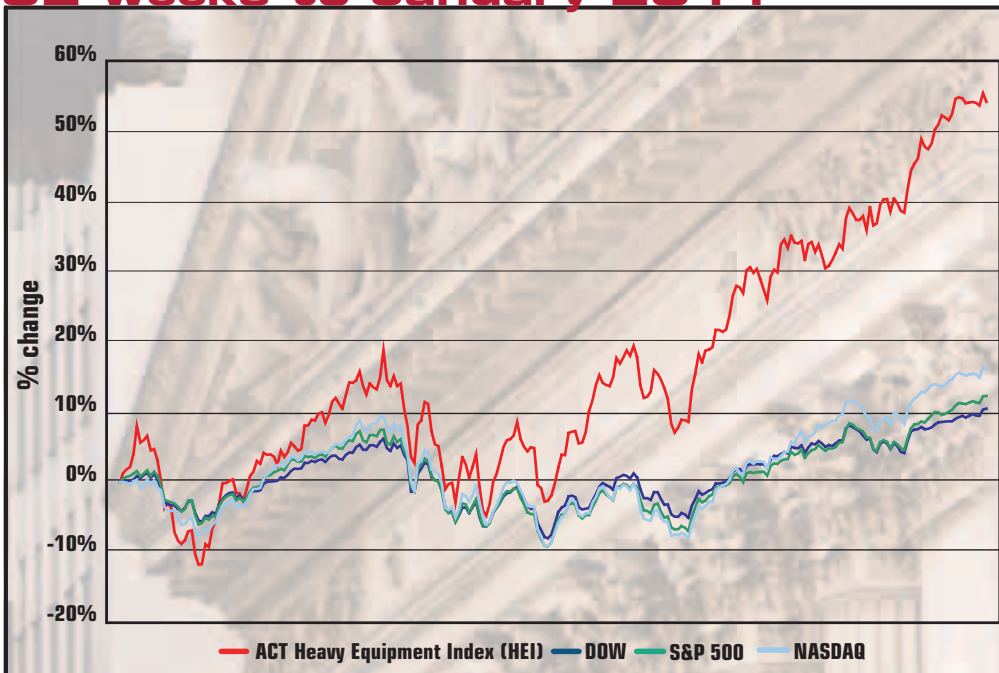
In addition to this economic activity, which is good for heavy equipment sales, stimulus plans have helped drive equipment sales during the downturn, and continue to provide a lift even as these programs come to an end. The biggest example of this is of course China, where an infrastructure-focussed \$585 billion stimulus plan over the last two years has seen the number of excavators sold in 2010 hit about three times the number of machines sold in the rest of the world combined.

## Outlook

It remains to be seen how long the rally can continue. In the short term, there will certainly be some profit taking, but the longer term outlook is less clear. This year is likely to see not only the removal of stimulus measures, but spending cuts and tax rises in many countries as governments try to fix their deficits. GDP growth is expected to slow, but it is not clear how much impact this will have on the heavy equipment sector. ■

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

## 52 weeks to January 2011



Working in cold environments requires strategic planning and processes to protect employees. **Terry Young** reports

# Baby it's cold outside!

**C**old is a physical hazard in many construction workplaces. The cold may result naturally from weather conditions or be created artificially, in refrigerated environments. If your body is unable to keep you warm,

serious cold-related injuries or illnesses including permanent tissue damage or death might occur.

Under cold conditions, blood vessels in your skin, arms and legs restrict. This minimizes cooling of the blood that keeps your critical organs warm. Very low temperatures can reduce the blood flow that results in a higher risk of hypothermia and frostbite. Other medical conditions can increase the risk of cold injury including heart disease, asthma, diabetes and white finger disease.

Workers should recognize the combined effect of air temperature and wind movement. The wind chill factor must be understood by all employees. Be sure workers are medically fit to work in excessive cold.

Regular breaks, hot drinks, soups and warm sweet drinks should be used to maintain caloric intake and fluid volume. Coffee should be discouraged because it increases water loss and blood flow to extremities.

Encourage workers to wear layers of clothes and hats or hoods to prevent heat loss.

The most critical aspect of hypothermia is the body's failure to maintain its deep core temperature. The early signs of hypothermia are shivering, blue lips and fingers along with poor coordination. The next stages include mental impairment, confusion, slow breathing, slow heart rate and disorientation. In severe cases hypothermia resembles death. These severe symptoms include unconsciousness, no shivering, low pulse rate and no detectable breathing.

The body parts most commonly affected by frostbite are face, ears, fingers and toes. Frostbite symptoms vary, and are not always painful. But in most cases, a sharp prickling sensation occurs. The first indication of frostbite is skin looks waxy and feels numb.



## Frostbite First Aid

- Warm frostbitten areas of the body gradually with body heat.
- Apply sterile dressing to blisters.
- Do not thaw hands or feet unless medical aid is distant.
- Get medical attention as soon as possible.

## Hypothermia First Aid

- Remove the worker to a shelter.
- Keep worker awake.
- Remove wet clothing and wrap worker with warm covers.
- Warm neck, chest, abdomen and groin area – but not extremities.
- Apply heaters or direct body heat.
- Monitor breathing.
- Administer artificial respiration if necessary.
- Call EMS or a medical facility for medical help.



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At ConExpo, **NCCCO** is also participating in the Lift Safety Zone with IPAF and CCAA to raise awareness of safety issues



# NCCCO to offer CCO exams, examiner workshops at ConExpo

**N**ew candidates and existing certificants alike

will be given an opportunity to take a wide variety of CCO written, practical and recertification exams at ConExpo in March in Las Vegas, NV. Additionally, practical examiner workshops for all

programs will be conducted onsite for the first time.

NCCCO's main informational exhibit will be in its usual prime location at booth GL-3000 in the Grand Lobby by

the North Hall next to Silver Lot 1 and just across from the Gold Lot where the world's leading crane manufacturers will be located. NCCCO staff will be on hand throughout the exhibition to answer

## NCCCO Code of Ethics reflects certificants' commitment to safety

### Third in a series on NCCCO's test integrity

Two key factors that enhance the integrity of CCO exams and certifications are the NCCCO Code of Ethics and the disciplinary procedures in place to address any breaches of this code. The Code of Ethics and subsequent disciplinary procedures were developed by NCCCO staff and committee members, approved by the NCCCO Commissioners, and ratified by the NCCCO Board of Directors.

To be eligible for certification, all CCO-certification candidates must sign a statement that they will abide by the Code of Ethics applicable to the particular certification they are seeking. Signing this statement not only underscores the candidates' commitment to safety, but it also acknowledges that failure to adhere to the Code of Ethics is grounds for denial or revocation of their certification.

NCCCO periodically reviews the Code of Ethics and the disciplinary actions that arise from violations for their effectiveness in maintaining competencies and protecting certificants, their employers, and the public.

### Disciplinary policy

NCCCO has established policies and procedures to ensure alleged violations of the Code of Ethics are processed fairly and consistently. The complaints procedures have been designed to ensure that only valid and actionable complaints are investigated

and considered. These procedures also ensure that all parties involved in the complaint have an opportunity to document circumstances warranting the complaint and to respond to the complaint.

NCCCO uses a three-tier process (investigation of complaints, adjudication of complaints, and an appeal process) to ensure that issues regarding the practice and conduct of certificants are fairly and reasonably investigated and determined, and to protect the public against unprofessional and unethical conduct by certificants.

Complaints against certificants are initially investigated by NCCCO's Manager of Test Integrity Robert Sampson, who reports to NCCCO's Ethics and Discipline Committee.

"The initial step of all investigations is to determine whether a violation did, in fact, occur, and whether the alleged offender is an NCCCO certificant," explains Sampson. "In cases where a real breach of conduct has occurred, a formal sanction or revocation of certification may be required."

If a complaint is considered actionable, the Ethics and Discipline Committee informs both the certificant and the complainant of the official opening of the investigation. Following the investigation of the complaint, the Ethics and Discipline Committee informs the certificant and the complainant of its decision and the appropriate type of disciplinary action.

"The main message we wish to convey through this policy," says NCCCO's

Executive Director, Graham Brent, "is that violations of safe operating practices by those holding certification will not be tolerated. We will not hesitate to revoke certifications from those who fail to live up to the high standards that this certification represents."

Grounds for revocation of certification status include, but are not be limited to, the following:

- Evidence of non-compliance with the Code of Ethics
- Evidence of culpability in an accident during certification period
- Evidence of non-compliance with ASME B30 medical requirements
- Evidence of non-compliance with NCCCO's Substance Abuse Policy
- Evidence of falsification of any information on any documents submitted to NCCCO or its agents
- Period of certification exceeded without renewal

If a sanction is imposed, the certificant may request an appeal of the decision to the NCCCO Board of Directors whose decision is final.

Taken together, NCCCO's codes of ethics and the respective disciplinary procedures provide substance to CCO certifications and enhance the professional status of all who carry CCO-certification cards. The result is a safer job site for all whose work brings them into contact with cranes and other lifting equipment.



questions about all CCO certification programs currently available or in development.

"ConExpo is delighted that NCCCO has elected to schedule its OSHA-recognized and ANSI-accredited crane operator and related certification examinations at the 2011 event," said Megan Tanel, vice president exhibitions and events for the Association of Equipment Manufacturers (AEM), the organization that operates ConExpo. "This will provide an exceptional opportunity for crane operators and those who work around cranes to ensure they are professionally certified to work in compliance with the new OSHA rules that came into effect this past summer."

On the first day of the show, Tuesday March 22, ConExpo attendees will be able to take any of the CCO written exams in dedicated rooms located in close proximity to the NCCCO booth. CCO Signalperson and Rigger Level I

practical exams will also be offered on the first two days.

CCO practical exams will be offered for mobile, tower and articulating crane operators as well as Rigger Level II candidates on all five days of the show.

The once-every-three-years equipment showcase will feature over 2,500 exhibitors and is expected to draw over 140,000 attendees. "ConExpo provides an excellent opportunity for expo attendees to earn or renew their CCO certifications while attending one of the largest events of its kind in the world," said Graham Brent,

executive director of the National Commission for the Certification of Crane Operators (NCCCO).

In the days immediately before and after the exposition, NCCCO will hold Practical Examiner Accreditation Program (PEAP) workshops for CCO certificants seeking to become Practical Examiners for CCO programs. The three-day mobile crane PEAP will be held

before the expo on March 16-18, and the two-day tower crane PEAP on March 19-20. On the last day of the show, March 26, the Signalperson PEAP will be offered, with the Rigger Level I PEAP on March 27-28 and the Rigger Level II PEAP on March 29-30.

NCCCO has published a complete schedule of certification testing and practical examiner workshops available for download on its website at <http://www.nccco.org/news/documents/CalendarforParticipants.pdf>

NCCCO is also participating in the Lift Safety Zone (LSZ) with the International Powered Access Federation (IPAF) and the Crane Certification Association of America (CCAA). Located in Silver Lot 4 (S-19722) and open throughout the exposition, the LSZ is geared toward crane and aerial work platform safety, with particular attention to how ground conditions can affect equipment stability in different locations and weather conditions. The LSZ will also feature dynamic crane demonstrations as well as industry experts who will be on hand to discuss crane safety in general and answer questions.



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David Yarbrough joined Yarbrough Transfer Company – the business of his great grandfather, grandfather and father – in 2007. Today, he and his father Jim are focused on preparing the 84-year-old company for the transition from the third generation of family ownership and leadership to the fourth.

**ACT** reports



**R.L. Yarbrough (depicted in the framed portrait) founded Yarbrough Transfer Company in 1927. This painting was commissioned to commemorate the company's four generations of family leadership. Depicted from left are Jim Yarbrough, president, John Yarbrough and David Yarbrough, executive vice president**



**Yarbrough Transfer is known for its work moving construction equipment, but has diversified its focus over the past 10 years to include industrial machinery and other fabricated items such as storage vessels, generators and turbines**

# Continuing the legacy

**Y**arbrough Transfer Company was founded in 1927 by R.L. Yarbrough. It was started as a moving and storage business, although the company also moved some general commodities, primarily from rail heads in Virginia and North Carolina into the Winston-Salem, NC area. The company operated mostly smaller trucks, including modified Model T Fords. At one time, R.L. Yarbrough owned some 20 trucks. But due to the scarcity of commodities and labor during the war, he sold the company to a local competitor.

R.L. Yarbrough's son, John Yarbrough, who was born around the time the company was founded, joined the Marines during World War II and served in the South Pacific. In the late 1940s, after returning from the war, he repurchased the company name and continued the business. His focus was in moving and storage, although he always had a passion for heavy haul and rigging.

John Yarbrough was a bit of a pioneer in the heavy haul business, purchasing likely the first hydraulic crane – a Grove – in the state of North Carolina, as well as one of the first removable gooseneck trailers in the state. Yarbrough Transfer was an agent for North American Van Lines for several decades, and then became an agent for Bekins Van Lines.

John's son Jim worked for the company throughout his childhood and continued as an adult. He drove a truck, worked moving crews, was a dispatcher, and finally became an owner and president of the company in the early 1980s. His passion was specialized transportation. During Jim

Yarbrough's tenure the company has keyed in on providing specialized transportation services. As a result of that focus, by the mid-1990s, moving and storage was a very small portion of the business. That portion of the business was eliminated in 1997 to focus solely on heavy haul. From the early 1980s through the mid-2000s, as a result of deregulation and a focus on customer service, Yarbrough Transfer Company grew from a small local carrier to a more regional player in the market.

David Yarbrough represents the fourth generation of leadership in the company. As a youngster he helped out in the shop, and later in high school and college, he worked as a dispatcher. But his dream was to be a lawyer.

"So after college, I went to law school in New Orleans at Tulane University," says David Yarbrough. "It was in law school that I realized that my true passion was business – business and financial transactions, business management and how businesses work."

After law school he moved back to North Carolina and worked at a law firm in Greensboro as a business bankruptcy lawyer.

"I did not have much formal training in business, and pretty quickly I had to learn how to review financial statements, how to recognize the signs of a company in trouble, and how to help creditors and distressed businesses create solutions to difficult business and financial problems through negotiation and compromise," David remembers. "I came to realize during the time I practiced law that I enjoyed helping my clients negotiate

and create business solutions for their problems a lot more than I enjoyed the courtroom side of law practice. Once I realized that, it was only a matter of time before I made the decision that I needed to be on the business side of the table rather than the lawyer side of the table.”

David Yarbrough joined the business of his great grandfather, grandfather and father in 2007. Before that time, the company had not identified any successors to run the business, so David and his father have spent the past several years updating technology, hiring a management team and focusing on getting the company ready for the transition from the third generation of family ownership and leadership to the fourth.

“My father and I work very well together and have complimenting talents,” says David, who serves as executive vice president. “My primary function is to oversee the administration of the business and sales, and his primary function is to oversee operations and maintenance, although there certainly is a lot of overlap.”

*American Cranes & Transport* had a lot of questions for David Yarbrough about the family company that he and his father have navigated through a tough economic downturn. A sharp, thoughtful and steadfast businessman, David Yarbrough offers strong insight and interesting assessments of the heavy haul sector.

## What is it about the transportation business that you like?

In the specialized transportation segment of the industry, shippers have unique freight with unique demands. The thing I most enjoy about the transportation business is partnering with our customers to come up with transportation solutions that fit their needs. One of the things that has carried over from my law practice is my enjoyment of helping people solve their problems. In the transportation industry, each load we move is like a problem that we have to help our customers solve by moving it in an efficient, safe, and cost-effective manner.

## What is it you like the least?

The thing I least enjoy about the transportation industry is navigating the continually growing maze of laws and regulations that govern virtually every business decision we make. From the Department of Transportation, to the Environmental Protection Agency, to the state and local agencies, there are not

many decisions we can make these days without having to consider the impact of some law or regulation governing how – and sometimes even whether – we can do business with our customers.

## What do you think distinguishes Yarbrough Transportation in the markets it serves?

Our three core values are safety, service and professionalism. I believe that our focus in these three areas attracts customers to our company.

Safety, which intentionally falls first on our list of core values, means that we take every step to ensure that our customers’ freight is moved from origin to destination without damage, and that we do so in a way that protects our employees, customers, and the general public from injury.

Service means taking a partnership approach with your customers and doing the right thing by them, even if it is not always to your financial benefit to do so. We certainly do not try to service our customers for a loss, it would be foolish to think we have survived for 84 years without being profitable. In taking a partnership approach to service, we work with our customers to understand their business and what they are trying to accomplish, and we provide solutions that not only fulfill their transportation needs but also make them happy to do business with our company.

Professionalism is the way in which we offer our service. Our drivers are some of the most experienced in the industry, our operations personnel are responsive and knowledgeable about our industry, and our management team has a variety of professional backgrounds and diverse talents. We strive to embody our core values at every level.

## How has Yarbrough weathered the economic downturn? Do you think the worst of the downturn is over?

The past few years have been extremely difficult, but rather than focusing on the immediate consequences of the economic downturn, we set our sights on using the recession period to prepare our company for what we foresee to be a slow, prolonged period of growth. We used the time productively by focusing on improving our expense ratio, implementing cutting-edge software and technology infrastructure, identifying and hiring talented employees, and perhaps most importantly, preparing for the upcoming transition of leadership



**Yarbrough Transfer has a fleet of unique specialized equipment, such as this tank hauler. Jim Yarbrough, president of the company, contributed to the design of the extendable tank hauler, which meets the needs of several of the company’s customers**

of this company from one generation to the next by doing succession planning and putting in place the team that will lead this company for the next 20 years.

As far as the downturn, I do believe the worst is over. Our business rebounded significantly in 2010 after a dismal 2009. However, I do not believe that we are going to see a quick ramp-up in business and economic conditions like we experienced in the early to mid-2000s. That was driven by growth that at times appeared to defy the principles of economics – credit flowing freely, irrational optimism and unprecedented growth in the construction sector. I think we are more likely to be entering a long period – perhaps a decade or more – of slow, sustained growth.

## How do you approach competition in the markets you serve?

Many professional golfers remark about how they seek to “play against themselves” or “play the course.” Our company takes a similar view. Although it is always important to know what the competition is doing, we serve as our own bellwether. We believe that if we do business with a sharp focus on our core values of safety, service and professionalism, our company will be competitive. We do not typically seek to compete based solely on price. Rather, we seek to differentiate our company through bringing value as a partner to our customers.

## What makes Yarbrough Transfer a successful company?

The word success is extremely subjective.





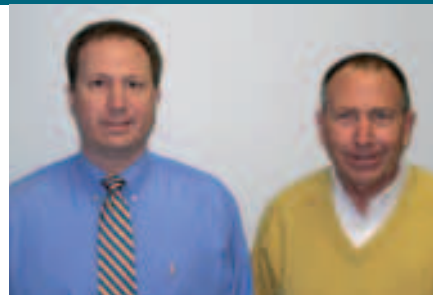
What I deem a success may be a complete failure to someone else. I do believe that our company has been, is and will continue to be successful, as long as we focus on our core values. I think our customers are pleased with the services we provide to them. We have an enviable fleet of equipment. We treat our employees with respect, pay them well, and offer good benefits. Our management is focused on teamwork and collaboration. I think all of these things contribute to what has made us successful through the years.

#### **How does the company stay competitive in a down market?**

We have stayed competitive in the down market by maintaining our focus on being a value provider to shippers seeking a premium service level. Because of our high service and responsiveness levels, we are not always the best option for customers whose primary focus is on price. However, sophisticated shippers typically search for a carrier to partner with them in a way that allows them both to meet their transportation needs and to improve their business processes. By knowing our target customers, I believe that we can remain competitive in any economic circumstances.

#### **What is your biggest concern for the business of specialized transport?**

Driver resources. We are having a difficult time right now finding qualified, experienced, professional heavy haul drivers to meet the needs of our fleet. I anticipate that we will continue to experience these shortages of talent in the driver pool, and our industry will have



**Although he grew up in the business, David Yarbrough (left) aspired to be a lawyer. After several years working as an attorney, he returned to the family business his great grandfather founded 84 years ago. John Yarbrough, (right) is president of the company**

to get better at identifying, recruiting and training drivers in order to meet the freight demands in the future.

#### **What is it you do when you are not working?**

I work a lot, but when I am not at work, I enjoy spending time at home with my wife and two young daughters. I have a 3-year-old and a 3-month-old, so there hasn't been much sleep around my house lately. When I have some spare time apart from work and family, I enjoy playing golf, and I am also a movie and video game buff. ■

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Western states hang on as the economy and government regulations make making a profit a challenge. **Hal Lundgren** reports



Due to the economic downturn, Peninsula Crane & Rigging has downsized from 70 to 30 employees

# Western woes



“In 2010, we did a lot of projects that had been in the funnel for years. Those projects made last year a very solid one for us. This year won’t be as good. State funding in our area will be way down.”

**Steve Bates, vice president of operations, Redmond Heavy Hauling**

If a shocking budget crisis, soaring unemployment and surprisingly flat population growth stuns Californians, consider what it’s like to run a business there.

If you’re Peninsula Crane and Rigging, the correct term is “trying” to run a business there.

Says Joe Bauer, president and sales director for the San Jose-based company, “This is still Silicon Valley, but it’s not what it once was. We’re losing companies to Oregon, Nevada, Arizona, Texas and other states with lower taxes and fewer regulations. We just keep driving businesses away from our state.”

Stan Alger, Peninsula’s senior vice president, operations director and part owner, emphasizes that nearly every other state imposes less regulation. He frets that

his company’s all-terrain cranes often sit idly because California maintains the nation’s most restrictive road-use policies.

## Regulatory extremes

A California native, Alger believes his state is often unreasonable toward Peninsula’s lines of business. He cites a specific example of a state inspector and his strident attitude. The inspector sparred with Peninsula’s staffers before

**Redmond Heavy Hauling hauls a concrete girder and then off loads it at the construction site**







pointing out several steel beams that needed to be covered. Naturally occurring rust, he declared, could eventually find its way into a waterway.

Alger countered the inspector by pointing to a nearby bridge with excessive rust on its steel beams. The state is responsible for maintaining the bridge, which appeared to present a far greater waterway hazard than Peninsula's few uncovered beams.

"What about all that rust on the bridge?" Alger asked the inspector.

He told Alger, "Oh. That's not my job."

Peninsula, which serves San Jose, San Francisco and areas north and south of those cities, operates a four-year-old fleet of tractors. State regulations made it more advantageous to purchase new tractors than modify existing diesel engines. "We had to spend about \$6 million for the replacements," Alger says.

Bauer says, "I don't see our state changing its ways about these kinds of regulations."

Alger predicts a bleak outlook for companies that count California cement makers as customers. Heating limestone to produce cement produces carbon dioxide.

That process, too, has become an environmental-law target. According to Alger, many cement companies will

"shut down and sell their carbon credits instead of making cement."

### Leaving California

Many companies have already departed California, which saddens Alger. "We have shopping centers near us on sites where big companies like GE and United Technologies used to be," he says.

High taxation and oppressive regulation have also cost jobs at 45-year-old Peninsula. "We have 30 employees," Alger says. "We once had almost 70."

And where does Peninsula go from here? "We continue to pay our bills," he says. "As for our 2011 outlook, we do our planning. At the same time, we keep looking over our shoulders. There are many more bidders going against us."

As for what's immediately ahead, Alger says, "We're looking at healthcare. Many hospitals here still need seismic retrofitting. Government and business buildings need it, too. We won't see any of that business this year. Probably in 2013."

All along the Pacific coast, those whacks you heard might have been the hammering of state budgets. Steve Bates, vice president of operations at Redmond Heavy Hauling, heard those sounds.

"We're a specialized heavy hauler," says Bates. "Much of our work is hauling concrete and steel girders for bridge construction."

Redmond Heavy Hauling, based in Portland, OR, also serves highway and dam projects, which also face budget scrutiny in California, Oregon and Washington.

"We serve both government and private contractors," Bates says. "In 2010, we did a lot of projects that had been in the funnel for years. Those projects made last year a very solid one for us. This year won't be as good. State funding in our area will be way down."

Both Redmond Heavy Hauling and its sister company, Seattle-based V. Van Dyke, anticipate a downturn.

"We expect improvement in 2012," Bates



**Peninsula Crane & Rigging, which serves San Jose, San Francisco and areas north and south of those cities in California, operates a four-year-old fleet of tractors. State regulations made it more advantageous to purchase new tractors than modify existing diesel engines**



**Peninsula Crane & Rigging uses its cranes to upright a derailed train**

predicts. "We see an increase in large infrastructure projects by then in states that now struggle with their budgets."

A larger struggle, Bates maintains, is withstanding efforts to reduce hours of service.

"A lot of our work is done at night," he says. "A policy change to cut back on those hours is not something we want."

Wind-farm development in western Canada has stirred "rising, cautious optimism" in Gerry Wiebe. He's vice president of business development for British Columbia-based Eagle West Equipment.

"In the last quarter of 2010," he says, "we had a definite business up tick. We hope it continues."

The company has 10 locations, serving primarily British Columbia and Alberta. Focus is on the power market, which, according to Wiebe, "is coming back to life. Power generation. Power transmission. Also oil and gas development and processing. They look strong for 2011."

Not everything looks strong.

He regards residential development as "suppressed" in British Columbia and "dead" in the US west.



**"In the last quarter of 2010 we had a definite business up tick. We hope it continues."**

**Gerry Wiebe, Eagle West Equipment**





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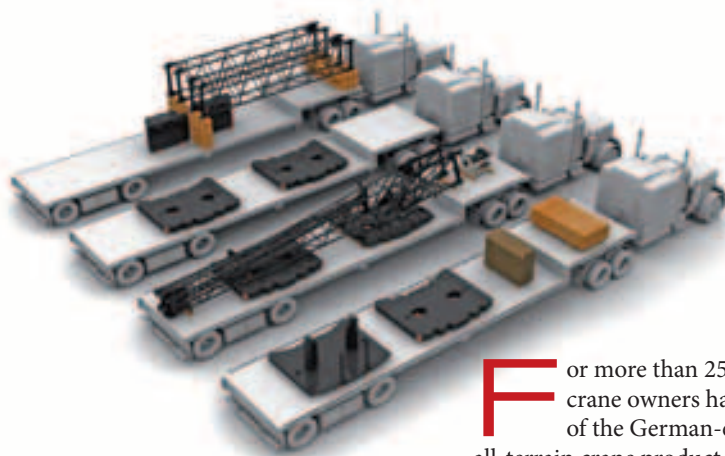
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**ACTEXCLUSIVE**

Link-Belt has surprised the American crane market with a stunning new all-American, all-terrain crane.

**D. Ann Shiffler** reports exclusively for *ACT* on this engaging new development in the AT market

**Link-Belt's new 275-ton capacity ATC-3275 is a surprise entry into the all-terrain crane market in North America**



**The new Link-Belt ATC-3275 is designed to be transported in four loads**



# The big reveal

**F**or more than 25 years American crane owners have been in awe of the German-engineered all-terrain crane product. A powerful, sophisticated crane with plenty of bells and buzzers, the all-terrain crane had capabilities that exceeded most American-made mobile cranes.

The market for all-terrain cranes has grown steadily since their first introduction to the US in the 1970s. By the early 2000s, all-terrain cranes became a mainstay in the fleets of most large-scale crane-owning companies as the benefits of their flexibility, power and mobility were understood. Leading all-terrain cranes include the Grove GMK, Liebherr LTM, Terex AC, Tadano America ATF and Link-Belt ATC.

Most crane manufacturers quickly realized the potential for these machines. In 2002 Link-Belt worked out a deal with Tadano Faun to sell their cranes under the Link-Belt brand in North America, Central America and the Caribbean. Three machines were introduced in five years, and the Link-Belt ATC line

performed well, says Rick Curnutte, product manager for telescopic cranes. But not quite well enough, apparently.

On January 9, 2011, in a joint statement, Link-Belt and Tadano announced an end to their AT agreement. And in a move that is sure to create a buzz in the industry, Link-Belt will unveil its all-new, Link-Belt-designed and built 275-ton (250-metric ton) ATC-3275 all terrain crane at ConExpo in March in Las Vegas. Manufactured by Link-Belt at its Lexington, KY plant, the ATC-3275 is the first all-terrain crane engineered with a focus on the North American market, according to Curnutte.

"The ATC-3275 marks the first time a modern AT crane has been designed and manufactured with an emphasis on North America," says Curnutte.

## AT market investment

Why did Link-Belt decide to wholly invest itself in the all-terrain market? There were a multitude of reasons and circumstances. "The simple answer is that we want to control our own destiny with this product group," says Curnutte. "And in addition, simplify the machine systems, address transportability issues and meet

**Liebherr Cranes says its LTM 1220-5.2 is its best selling AT in North America**

>26

the expectations of our customer base.”

But the goal was not to alter an existing all-terrain crane. Link-Belt’s team wanted to take what they knew about trucks and the AT market and give it a Link-Belt orientation. “This new machine, the ATC-3275, takes what we know and what we have learned about ATs and our experience in the market,” Curnutte says. “In Europe, there is a different perspective. We have a design that we think will give us the leg up. We designed the load-outs to be transportable throughout North America because it is one of the toughest markets to move cranes in. If you can move here, you can probably move it anywhere.”

A huge focus was put on the crane’s wheel base. “We wanted a more North American-friendly wheel base,” Curnutte says. “You will never have to raise the third axle. This crane will be able to run on the West Coast with all the the tires touching the ground.”

As well, Curnutte says they wanted to take the complexity out of the AT thought process. “Simplicity is what we are all about,” he says. “We didn’t want the owner to have to increase the maintenance crew to own this machine.”

One interesting aspect of the design is the single-occupancy driver’s cab. During the customer input process, Curnutte says it was unbelievable how many people said the only thing they use the other side of the cab for is a lunch pail. “Why put it there if it’s not needed?” he says.

During testing, the new ATC-3275 has exceeded expectations, Curnutte says. “This machine will love the mud,” he says. “There are great benefits to all that articulation. It has great on-highway manners too.”

## Ease of transport

The biggest obstacle with ATs in the US has been transportability. Curnutte says the ATC-3275 will meet the toughest transport laws in North America while also meeting Tier IV Interim and EPA 2010 on-highway requirements. “The ATC-3275 breaks new ground with its modular counterweight system,” he says. “None of the counterweights weigh more than 22,000 pounds, and they can be grouped together or with other components on transport trucks to maximize the loads. The ATC-3275, with maximum counterweight, rigging, matting, and fly extensions, can be transported in four truckloads.”

The ATC-3275 is powered by a



Targeted as a general rental crane, the Grove GMK6300L is easy to move and can be set up quickly

Cummins EPA 2010 compliant engine. It has anti-lock (ABS) disc brakes, intarder, and true engine compression brakes, and it is the only AT that meets SAE braking codes, Curnutte says. Emergency steering, cruise control and traction control are standard, as are extra steering cylinders for maneuvering in difficult terrain. The crane is equipped with military-grade aluminum wheels, and Link-Belt’s Hydrogas suspension system, Curnutte says.

The ATC-3275, with full ANSI B 30.5 certification, is the stoutest AT in its class, Link-Belt says. The seven-section boom is fabricated from ultra-high-strength steel in Link-Belt’s new boom production facility.

Several design elements distinguish the crane. “Unlike other ATs, the 3275’s upper engine mounts transversely to allow maximum space for the stowable fly,” says Curnutte. “A 12-foot heavy-lift fly has lift procedures for two load lines making it perfect for tilt-up work. An optional three-piece, bi-fold fly hydraulically offsets from 2 to 45 degrees. A manual, four-position offset is available as well.”

Also new to the ATC-3275 is the lift function management system. While Link-Belt engineers were at the drawing board, they developed a new Link-Belt control system (rated capacity limiter, boom telescope, and the like). A development that also has been under wraps, Curnutte says the new system will be unveiled at ConExpo and will be seen on other Link-Belt cranes in mid-2011.

Much attention was paid to operator safety and comfort, Curnutte says. “The lower cab is single occupancy and features heating and air conditioning, multiple grab handles, heated and remote control mirrors and an adjustable, air suspended

seat. The upper cab tilts up to 20 degrees to keep the operator comfortable at high boom angles and features a swing-up roof window, engine-dependent warm water cab heating, a sun screen and an adjustable seat with headrest.”

With the introduction of the Link-Belt ATC-3275, Curnutte says the worldwide crane landscape will be different. He says this new AT is “a game changer.”

## Market reality

However, Link-Belt is introducing the new AT in a market that many describe as tenuous. “The 2010 AT market in the US has had quite some different faces during the year,” explains Georg Diesch, president of Liebherr Cranes Inc. “In 2010 the AT market started not only very slow but almost came to a standstill in the first and second quarter of the year.”

But Diesch says things changed by August/September 2010 when Liebherr saw demand increase. “In my opinion this was mostly due to short-term awards of projects to our customers, and the fact that the needed cranes haven’t been in their fleet or were otherwise too busy to pull them off the jobs,” he says.

Many crane companies need to replace older or less utilized cranes with newer models, Diesch says. “I believe customers realize that ordering now, even with deliveries spread out through 2011, is a good thing because of the current price structure and the fierce competition,” he says. “During the last two quarters the order taking was satisfactory considering the overall expectations.”

## Market optimism

Is the crane market in a recovery mode? “It is hard to tell if we have seen already what one would consider to be a recovery,” >28





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he says, “but I truly believe that the second part of 2010 is a more accurate indicator for the future of the industry than the first half. There is a good chance that we have passed the rock bottom and the more optimistic forecasts are reasonable.”

Diesch says Liebherr’s best selling ATs in the US are the 5- and 6-axle machines. The Liebherr LTM 1220-5.2 is their best seller in the US. The crane features 195 feet of main boom, a 23-foot extension and a 118-foot jib together with a maximum 163-ton counterweight.

Liebherr’s new 6-axle LTM 1350-6.1 (a successor to the LTM 1300) is attracting customer interest, Diesch says. Launched at Bauma in 2010, the crane has a 230-foot main boom, a new design luffing jib that will extend up to 256 feet, a Y-type guyed telescopic boom and a maximum 308,000 pound counterweight.”

Liebherr will show this crane at its stand at ConExpo. With its Y-suspension, Liebherr claims this machine is the strongest six-axle crane on the market. “One of the features of the LTM 1350-6.1 is that the boom is easy to remove by using a special boom launcher that has been designed for this purpose,” he says.

Diesch says the company is also seeing demand for its LTM 1500-8.1, an 8-axle

AT. Equipped with a 52.8 foot to 276-foot hydraulic boom together with the maximum 298 foot luffing jib, this crane can perform heavy loads and loads requiring long reach.

Diesch says the overall usage of ATs hasn’t changed much and that the “bread and butter jobs” are replacing HVAC units on roof tops, assembling tower cranes and wind farm and refinery maintenance.

Meeting transportation requirements in the US remains a struggle for ATs. “Nothing has changed,” Diesch says. “It’s still very challenging for our customers, especially when [traveling through] several states is involved. The daily routine to get permits due to road and bridge weight restrictions is still a hassle. The mobility of an AT crane is essential and determines its profitability.”

Liebherr will also display its four-axle LTM 1070-4.2 AT at ConExpo.

In a twist of product introductions, Manitowoc Cranes highlights its two newest Grove six-axle all-terrain cranes. The two new six-axle ATs were developed simultaneously, according to the company, the GMK6300L and GMK6400. The GMK6300L will be featured at Manitowoc’s booth at ConExpo.

Doyle Bryant, director of product marketing at Manitowoc in the Americas, said introducing two new six-axle cranes close together was part of a specific product development strategy.

“Our philosophy is to focus on applications and offer the right crane for the job,” he says. “We developed two six-axle cranes instead of a single model because our customers cover a wide range of applications in this class. Our belief is that it’s better to offer two cranes suited to different sets of applications, rather than one crane that appears to cover all duties, but actually falls short.”

Although targeting different applications, the new six-axle cranes have common features, including a new carrier cab that offers more space and better visibility. The new cab is similar in design to that on Grove’s four- and five-axle cranes. But the new AT cab has wider dimensions to suit its larger carrier. Both cranes also have five outrigger settings for maximum job-site positioning flexibility, Bryant says.

Targeted as a general rental crane, the 350-ton GMK6300L is easy to move and

**Terex says the 6-axle AC350/6 reaches the performance numbers of a 440 ton capacity AT due to its large lifting capacity**



can be set up quickly, Bryant says. The crane features a 262-foot main boom, which he says makes it ideal for lifting materials onto tall buildings, erecting tower cranes and stack work.

Neil Hollingshead, global product director for ATs for Manitowoc, says the GMK6300L’s long boom is a selling point, but it has other attributes that make it attractive. “We think customers will see the thought and development that makes the GMK6300L such a complete package,” he said. “It’s a powerful lifter across its entire load chart, while optimal axle spacing, simplified counterweight setup, a 121-foot hydraulic luffing jib and a self-rigging auxiliary hoist bring innovation and efficiency to many areas of this crane.”

## Designed for traveling

The GMK6300L has axle spacing of over 8 feet both between the first pair and the second pair. It was designed for traveling roads in the US, Manitowoc says. Counterweight slabs weigh less than 10 tons, and the auxiliary hoist is self-rigging, eliminating the need for an assist crane.

The GMK6400 features a 450-ton maximum capacity and is the strongest all-terrain crane on six axles, Manitowoc claims. The crane features a Mega Wing Lift capacity enhancing attachment. “The most significant innovation on the GMK6400 is the Mega Wing Lift,” Bryant says.

Mega Wing Lift offers better lift duties by providing extra support to the boom, he says. The crane has a patented self-rigging system. By using only one engine, the GMK6400 is able to offer better fuel savings than cranes using two engines, Bryant explains.

At ConExpo Terex will show its AC





**Tadano will show two all-terrain cranes at ConExpo, including its latest AT, the 160-ton capacity ATF130G-5**



350/6. Terex also claims the AC 350/6 is also the most powerful mobile crane of its class, and that it has been optimized so that it can cover the greatest possible range of operations within the 176 to 385-ton class of all terrain crane. Terex says the crane has quick setup procedures allowing for efficient transportation and deployment logistics.

The AC 350/6 was originally shipped as

a 330-ton AT but with its lifting capacities, especially when working with fixed jibs, the crane positions itself in the 386-ton class. This was confirmed by Terex after further comprehensive calculations and testing, the company said, and a no-cost update will be performed on machines that have already been delivered to customers.

With a length of 54.8 feet, Terex says the AC 350/6 is the smallest 6-axle and most compact mobile crane in the 386-ton capacity class. It's a "jack-of-all-trades" crane that can be used in the class of less than 242 tons, with a partial counterweight and as an alternative to medium and large 5-axle mobile cranes, Terex says.

The company says the AC350/6 reaches the performance numbers of a 440 ton capacity AT due to its large lifting capacity, with a telescoped boom length of approximately 197 feet, or with its impressive maximum system length of 412.4 feet.

### New from Tadano

Tadano's Ron Dogotch says at ConExpo his company will feature the 250-ton ATF

220G-5 and the 160-ton ATF 130G-5. New to the American market, the ATF 130G-5 has a maximum boom length of 196.8 feet and a tip height of 312 feet with the 105 foot extension, integrating a 12.5 foot heavy duty jib with a 44.1-ton capacity. The extension is also available in a hydraulic luffing version.

Dogotch says the ATF 130G-5 closes the gap between the company's ATF 110G-5 (130-ton) and the ATF 160G-5 (200-ton). This is Tadano's first 5-axle AT to feature an all-wheel steering chassis as standard, which means no lift axle, neither with the 10 x 6, nor the optional 10 x 8 drive. Tadano's exclusive Lift-Adjuster control system is a standard feature on the ATF 130G-5.

The ATF 220G-5 features a maximum capacity of 250 tons, 223.1 feet of telescoping main boom and a maximum tip height of 358 feet with the 17.7 foot to 122 foot lattice boom extension. ■

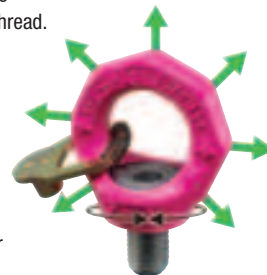
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Countdown to ConExpo feature  
on page 41



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The new tower and mobile crane rule will affect the industry as a whole. **ACT** reports on what it entails and what to do next

# 'Work smart. Stay safe.'

**T**he Occupational Safety and Health Administration (OSHA) issued a sweeping new rule that requires all tower and mobile crane operators to be certified. This rule comes after 39 years of the construction industry operating under the same standard and after a number of high-profile accidents had occurred over the last decade.

Approximately 267,000 construction, crane rental and crane certification establishments employing about 4.8 million workers are affected by the rule published July 28, 2010.

"The significant number of fatalities associated with the use of cranes in construction led the Labor Department to undertake this rulemaking," says secretary of labor Hilda L. Solis. "After years of extensive research, consultation and negotiation with industry experts, this long-overdue rule will address the leading causes of fatalities related to cranes and derricks, including

electrocution, boom collapse and overturning."

## The new standard

Stakeholders from the construction industry recognized the need to update the safety requirements, methods and practices for cranes and to protect those who work on and around cranes.

"The rule addresses critically important provisions for crane operator certification and crane inspection, set-up and disassembly," says David Michaels, assistant secretary of labor for OSHA. "Compliance with the rule will prevent needless worker injuries and death and provide protection for the public and property owner. We think this will make an important contribution in saving lives.

"We are very proud of this standard. We've seen too many accidents over the past ten years."

The new regulation is designed to

prevent the leading causes of fatalities, including electrocution, crushed-by/struck-by hazards during assembly/disassembly, collapse and overturn. OSHA estimates that the regulation will prevent 22 fatalities and 175 non-fatal injuries per year.

While the new rule went into effect Nov. 8, 2010, employers will have four years to ensure their crane operators are certified.

## Operator certification

NCCER's Crane Operator Certification Program is OSHA-recognized, American National Standards Institute (ANSI)-accredited and can be administered by an organization, association or company that is an NCCER Crane Endorsed Accredited Assessment Center. NCCER's Crane Operator Certification Program consists of written assessments and practical examinations that meet or exceed current ASME B30.5 consensus safety standards, as well as OSHA 1926 standards.

"Certification of crane operators is critical to elevating crane safety in our industry," says Don Whyte, NCCER president. "Having the OSHA stamp of approval further validates that our program meets the highest certification standards for crane operators."

Another ruling that is part of the new OSHA standard is that other crane-related workers, including riggers and signal persons, will have to be qualified. NCCER's certification program for signal persons and three-level certification program for riggers will release early 2011.

■ For the complete rule, visit:  
[http://www.osha.gov/FedReg\\_osha\\_pdf/Feb2010089.pdf](http://www.osha.gov/FedReg_osha_pdf/Feb2010089.pdf).

■ To view the regulation text, visit:  
[www.osha.gov/doc/cranesreg.pdf](http://www.osha.gov/doc/cranesreg.pdf).

>32



**Certification of crane operators is critical to elevating crane safety**



**Debbie Dickinson,**  
executive director  
of Crane Institute  
Certification (CIC),  
answers questions  
about changes to the  
crane industry with  
the new regulations  
coming into affect

# Regulation Q&A

**D**ominos can be a fun and interesting game. Creating new patterns is part of the fun. The new Occupational Safety and Health Administration (OSHA) regulations created a domino effect of change for the crane and rigging industry. Rather than considering this to be a challenge or frustration, let's see the good that comes with this train. The purpose of this article is to surface issues, dispel some myths and offer possible, viable solutions. A few new issues will be addressed here and others over time. Let's explore.

## **What are the pros and cons of an employer-based program in lieu of third party accredited certification?**

Employer-based certification programs are allowed under the new OSHA



regulations. The requirements effectually call for employers to replicate the credentials of a third party accredited certifying organization. That snowballs into a paper mountain of documentation. For example, a job analysis requires input from multiple subject matter experts who agree on specific tasks. The task list must fully encompass the normal and essential aspects of a job, without over-loading the list with unnecessary items. There is a heated debate in the making! In addition, consequences exist if documentation, exam security or clean lines between test developers, trainers and test administrators are compromised.

Mega employers may be able to handle the work load associated with an employer-based program. Even then, managers will want to evaluate cost effectiveness. Areas that employers of any size can manage are participation in certification prep training, setting aside time for skill-building in the cab to prepare for practical exams and coordinating certification testing. For most employers, third party, accredited testing is more affordable as costs are shared with thousands of other employers.

## **Which third party, accredited certification providers meet the criteria described in the OSHA regulation?**

Charlatans exist. If an organization, not listed below, claims to meet the OSHA criteria, check with ANSI or NCCA





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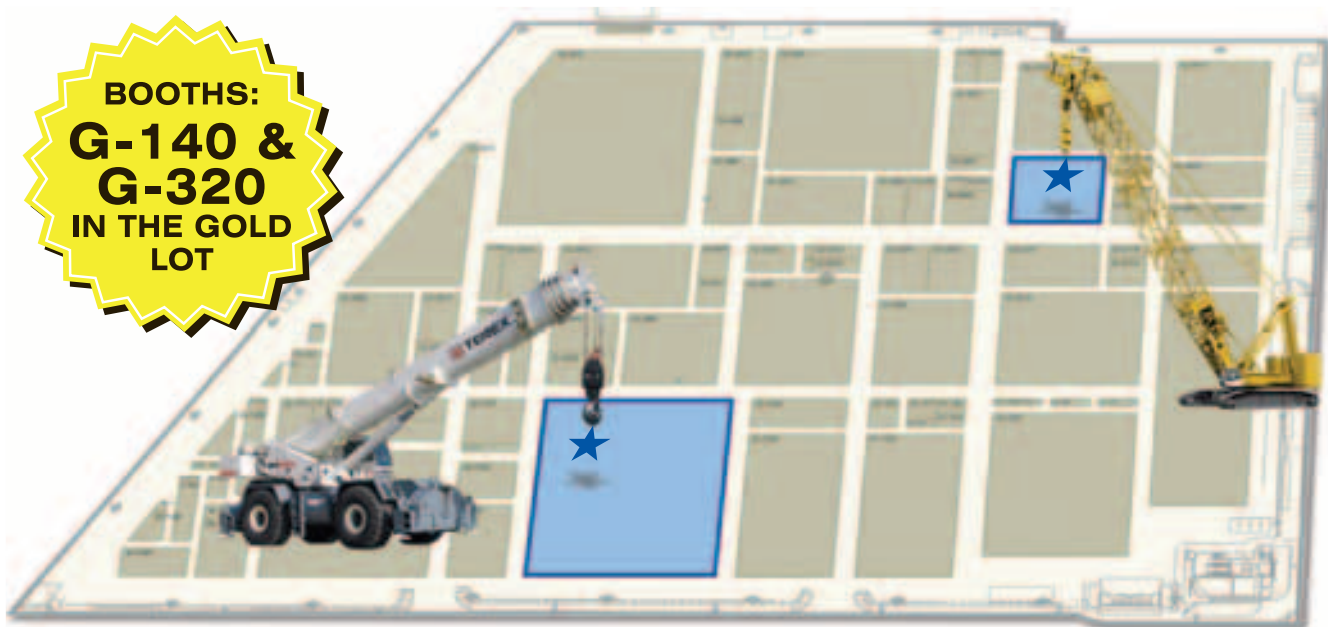
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## TRAINING COMPANIES

ACCOUNT NAME	PHONE	WEBSITE
A Better Crane Training & Testing	(208) 283-9725	N/A
AAA Crane Services	(916) 600-3332	www.aaacraneservices.com
ACRA Enterprises	(269) 429-6240	www.acratech.com
All Crane Training	(510) 638-6243	www.allcranetrainingusa.com
Altezza Contracting Inc	(325) 232-4271	www.altezzaglobal.com
AmCrane	(407) 709-3268	www.amcrane.com
America Crane Training	(386) 943-9726	www.americacranetraining.com
American Crane Training & Consulting	(661) 203-1012	www.americancranetraining.com
American Test Center	(800) 451-9087	www.atctest.com
Apprenticeship & Skill Improvement Program	(815) 722-3201	www.asiplocal150.org
ARXCIS, Inc.	(360) 297-3693	www.arxcis.com
Associated Training Services	(608) 837-2851	www.equipment-school.com
Atlantic Crane Inspections Service	(215) 639-2579	www.atlanticcrane.com
Barth Crane Inspections, LLC	(843) 871-8877	www.craneoperator.com
BC Association for Crane Safety	(604) 525-1227	www.bcacs.ca
California Crane School	(800) 496-3648	www.californiacraneschool.com
Carson Crane Inc	(410) 526-7766	www.marylandtowns.com/carsoncrane/index.htm
CH C&R Consultants	(979) 272-0478	www.chcrane.com
CICB	(407) 277-0884	www.cicb.com
Construction Safety Experts	(919) 774-0506	www.safety-xperts.com
Crane Inspection Services	(251) 928-6262	www.cranesales.com
Crane Institute Certification	(770) 783-9283	www.craneinstitute certification.com
Crane Institute of America	(407) 322-6800	www.craneinstitute.com
Crane Operators Certification and Inspections Inc	(704) 822-7931	www.cociinc.com
Crane Safety Assoc of America	(770) 898-4411 x301	www.cranesafetyassociates.com
Crane Safety Institute	(866) 788-7600	www.cranessafetyinstitute.com
Crane Tech LLC	(800) 850-1457	www.cranetech.com
Crane Training Solutions	(609) 521-9143	www.cranetrainingsolutions.com
Crane Wise Certifications	(806) 744-2999	www.cranewisellc.com
Craneology Inc	(951) 285-2243	www.craneologyinc.com
Crawford Custom Consulting	(814) 333-9600	www.crawfordcustom.com
East Texas Crane Academy	(281) 471-4148	www.texascraneacademy.com
Equipment Safety Services	(480) 860-4329	www.maxboom.com
Farmer Company	(281) 427-1088	www.farmercompany.com
Global Crane & Rigging Certification	(337) 882-5006	www.globalcrane.com
Global Environment Network	(714) 479-1199	www.My-DVBE.com
Heavy Equipment Training Academy LLC	(202) 678-8880	www.hetadc.com
Hoisting Inspection Train.Eng	(705) 524-5333	N/A
IMPACT	(800) 545-4921	www.impact-net.org
Industrial Training Authority	(604) 214-8710	www.itabc.ca
Industrial Training Solutions	(408) 489-0626	www.califts.biz
International Training & Safety LLC	(714) 585-1280	www.trainmesafe.com
IPT Publishing & Training	(780) 962-4819	www.iptbooks.com
Ives & Associates	(206) 364-4774	www.ivestraining.com
KC Training Technology	(859) 331-5564	www.kctrainingtechnology.com
National Crane Inspections LLC	(513) 271-8608	www.nationalcraneinspect.com
National Crane Services	(407) 856-9990	www.natlcrane.com
Nationwide Crane Training	(877) 628-2726	www.nationwidecranetraining.com
NCCCO	(703) 560-2391	www.nccco.org
NCCER	(352) 334-0911 x108	www.nccer.org
North American Crane Bureau	(407) 869-9970	www.cranesafe.com
Occupational Safety Training Inc	(337) 365-6595	www.occu-safe.com
Occupational Safety Training Systems Inc	(909) 468-3602	www.ostsinc.com
Operating Eng Training Institute	(613) 543-2911 x155	www.oetio.com
Operator Network	(614) 558-1793	www.operatornetwork.com

(division of International Credentialing Excellence, ICE) to verify their credentials.

There are four certifying organizations that meet OSHA's criteria. None are government agencies, departments or entities. None are given preferential status or mandated by OSHA. Pick the one that meets the needs of your organization. Crane Institute Certification canvassed all 50 states and the large majority is adopting the new OSHA regulations as state policy for crane operator certification. In alphabetical order, the certifying organizations that meet OSHA's criteria are:

- Crane Institute Certification (CIC)
- National Center for Construction Education & Research (NCCER)
- National Commission for Crane Operator Certification (NCCCO)
- Operating Engineers Certification Program (OCEP for union operators)

### What impact does using a calculator have on an operator's necessary knowledge of arithmetic?

The new OSHA regulations permit the use of calculators in meeting certification requirements. Two reasons cited in our industry for not using calculators, until now, have been concern over exam security and even bigger, what about the arithmetic skills that an operator must have? The first issue can be put to rest, as numerous certification test providers have, by allowing only simply calculators that add, subtract, multiple and divide. These are silent, non-printing, non-programmable calculators that cannot take pictures, record or store information.

The second part of the impact question stems from the basis that crane operators use arithmetic on the job. Research from national teacher associations, including math teacher associations and other trades and professions (pilots, plumbers, engineers, and more) prove that using a calculator does not interfere with a person's ability to do arithmetic. Research proved that:

- A person must understand arithmetic to use a calculator correctly
- Using a calculator improves understanding of math
- Educators, kindergarten – through college, endorse and require the use of calculators for testing
- Canada and other countries permit the use of calculators for crane operator certification tests

## TRAINING COMPANIES

- Using a calculator or paper and pencil is an option for many U.S. based certification tests

- Non programmable calculators eliminate security risk in certification testing

Calculators are routinely used on the job and are readily, cheaply available. Calculators help reduce mistakes. Calculators should be allowed in certification testing, with a paper and pencil option, so the candidate can best replicate what he/she does on the job. You can't expect to meet the challenges of today with yesterday's tools and expect to be in business tomorrow. Unknown Source

Work smart. Stay safe.



## THE AUTHOR

**Debbie Dickinson** is executive director of Crane Institute Certification (CIC). CIC programs earned NCCA

accreditation in 2008 for five levels of crane operator certifications and rigger/signalperson accreditation in 2009.

ACCOUNT NAME	PHONE	WEBSITE
Overton Safety Training Inc	(503) 356-0403	<a href="http://www.overtonsafety.com">www.overtonsafety.com</a>
PIC Crane Safety Services LLC	(352) 250-8391	<a href="http://www.piccranesafety.com">www.piccranesafety.com</a>
Quad City Calibration Office	(563) 391-8500	<a href="http://www.testlab1.com">www.testlab1.com</a>
R Spec Crane Inspectors	(508) 212-4735	<a href="http://www.rspecinspection.com">www.rspecinspection.com</a>
Safety Resources Unlimited Inc	(405) 681-0407	<a href="http://www.sruinc.org">www.sruinc.org</a>
Sensible Safety Inc	(661) 250-3122	<a href="http://www.sensible-safety.com">www.sensible-safety.com</a>
Signal-Rite LLC	(510) 315-7124	<a href="http://www.signal-rite.org">www.signal-rite.org</a>
Southern Apprenticeship & Training	(662) 424-0182	<a href="http://www.southernapptraining.org">www.southernapptraining.org</a>
Specialty Crane Operator Training	(909) 241-4320	N/A
Stephenson Equipment	(800) 325-6455	<a href="http://www.stephensonequipment.com">www.stephensonequipment.com</a>
Sylvan Enterprises	(865) 717-8585	<a href="http://www.sylvanenterprises.com">www.sylvanenterprises.com</a>
The Center for Construction Research and Training	(301) 495-8523	<a href="http://www.cpwrr.com">www.cpwrr.com</a>
The Crane School	(386) 624-7789	<a href="http://www.thecraneschool.com">www.thecraneschool.com</a>
The Safety Zone	(800) 393-4404	<a href="http://www.safety-zone.com">www.safety-zone.com</a>
Total Crane Services Ltd	(409) 842-1500	<a href="http://www.totalcraneservices.com">www.totalcraneservices.com</a>
Total Equipment Training	(610) 321-2679	<a href="http://www.totalequipmenttraining.com">www.totalequipmenttraining.com</a>
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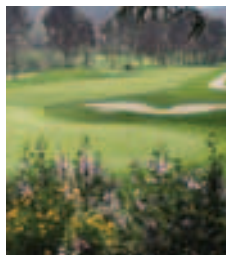
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Satterfield Pipeline's specialty is laying field gathering lines that connect with larger natural gas pipelines in the Fayetteville Shale reservoir. Getting their excavators to the jobsite quickly and efficiently is of extreme importance.

**Carol Wasson** reports



**Rated at 110,000-pounds capacity, the Talbert 55SA features the flexibility of a three-plus-one axle configuration or a fourth axle pin-on**

# Prepping



**T**he Fayetteville Shale is a productive natural gas reservoir that stretches across Arkansas from Fort Smith to beyond Little Rock. Until recently, shale formations such as this were not considered profitable for gas production.

But new technology and rising natural gas prices dramatically altered the playing field for this region and these types of reservoirs.

By 2007, nearly 2 million acres came under lease to gas production companies. Thousands of wells have been drilled since that time. The frenzy continues today, with a round-the-clock construction boom involving the building of roads and the installation of pipelines. For contractors like Satterfield Pipeline of Norfolk, AR, that means getting the right equipment to the right jobsite at the right time.

Until several years ago, Satterfield Pipeline outsourced its hauling. The company did not own any of its own trailers. But today, the company relies daily, or even hourly, on two customized Talbert haul trailers designed to transport its Komatsu excavators (55,000- to 80,000-pound units) and dozers from site to site.

## Dispatching equipment

Satterfield's specialty is laying field gathering lines that connect with larger

natural gas pipelines. The projects involve clearing, grading, stringing pipe and trenching – with each task requiring a separate crew and at least three to five pieces of equipment onsite.

“When we outsourced our hauling, we often had to wait a day or two to get equipment onsite,” says Mark Satterfield, co-owner of the company with his father, Loyd, who founded the company as an earthwork contractor in 1972. “Now, when we get a call, they want you onsite in the next hour. These days, if you don’t get there immediately – someone else will.”

Satterfield says he shopped around when searching for the right heavy haul trailers. The factor that most affected his choice was “overall reliability.” He also was interested in the reliability of the service provided by the dealer representing the trailers.

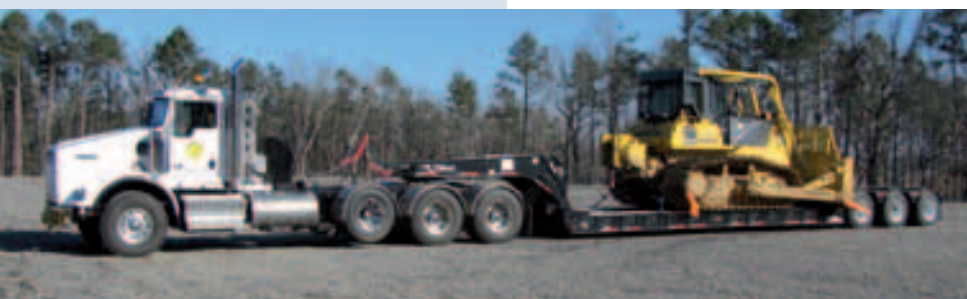
For a number of years, Satterfield had worked closely with Scott Prior, a sales representative for the Little Rock branch of H&E Equipment Services. “Whether it’s a track hoe or a trailer, the dealer is very important,” he says. “If we need parts or service, H&E is here within 45 minutes. We can call them day or night – and that’s why we do business with them.”

Satterfield Pipeline operates two different trailer models from Talbert Manufacturing – a 50SA and a 55SA – both featuring a non-ground bearing hydraulic gooseneck design.

“It takes a well-built trailer to hold up in the oil and gas industry,” says Satterfield. “We’re not running on the interstate, but rather on rough haul roads. To get to the wells, we may run on gravel roads for 10 miles at a time to get to a jobsite.”

## Trailer design critical

The Talbert 50SA has a low profile design and a framework that is reinforced for a future fourth axle. Offering an advantage



# the pipelines



**The Talbert 50SA has a low profile design and a framework that is reinforced for a future fourth axle**

cylinders. This key differentiator means that Talbert trailers offer a lifting capacity that minimizes and/or eliminates the need for the frequent load adjustments typically required when operating a two-cylinder trailer. Additionally, Talbert strategically places its cylinders further from the trailer's fulcrum point, allowing greater vertical travel in the deck, according to the company.

The Talbert trailers have been customized to fit Satterfield's requirements.

"I can airlift the back axle on my 55-ton trailer," Satterfield says. "It's also got the excavator cut-outs so that I can get my booms lower and am not over height regulations. Additionally, it has extra D-rings, and I have pony motors on each

trailer which run the hydraulics. So just in case a truck goes down, I can easily hook the trailer up to another truck."

For Satterfield, "gathering gas" is an entirely different ballgame than that of merely laying pipeline, as they had done in years prior. In this market, he says, you get no notice. "You get a call and you need to be there. Every minute that the customer is not selling gas is money lost."

And being able to haul one's own equipment is a must.

"We have the trailers we have because they are good, easy-to-load trailers – and we have a good dealer. That's the bottom line," says Mark Satterfield who would certainly echo his father's sentiments.

Lloyd Satterfield was once quoted as saying, "We hang our hat on establishing personal relationships and taking care of our customers the same way we would want to be taken care of."

in load capacity over comparable models, the Talbert 50SA is rated at 100,000 pounds capacity in a 12-foot-6-inch load base. Rated at 110,000-pounds capacity, the Talbert 55SA features the flexibility of a three-plus-one axle configuration or a fourth axle pin-on.

Both the Talbert 50SA and the Talbert 55SA deliver greater lifting capacity due to number of hydraulic cylinders, Satterfield says. While most conventional trailers feature only two cylinders, Talbert trailers are engineered with four hydraulic

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Mountain Crane was challenged with a tower crane dismantling project that meant working at night in downtown Salt Lake City. **ACT** reports

# Late evening escapade

PHOTO COURTESY OF DANA LAMB



**Due to the busy downtown environment, Mountain Crane did much of the dismantling work during late evening hours**



**Adding to the complexity of the job were ice and snow conditions, and one of the tower cranes was frozen in position at 300 feet high**

**M**ountain Crane Service recently partnered with Jacobsen Construction for the dismantling of two Comedil tower cranes on the City Creek project in downtown Salt Lake City, Utah.

Due to the location of the project on Main Street and close proximity to the TRAX commuter rail line and other traffic, the project was only able to operate at night. The process of taking the sections apart was particularly difficult due to cold weather and icy conditions.

The first challenge was disassembling one of the tower cranes that was stuck in position at more than 300 feet high. Icy weather had caused the crane to freeze in place. Mountain Crane's crew quickly figured out the problem. The tower crane's sections had to be dismantled and taken down from the highest point rather than being jacked down to a lower elevation.

For the first crane taken down Mountain Crane used its Link-Belt LS348, a 300-ton capacity crawler. The crane was rigged with 200 feet of main boom and 160 feet of luffer. A second Link-Belt RTC 8050, a 50-ton capacity rough terrain crane, was

used as an assist crane in taking down both cranes. Because it was working atop a 5-story parking garage structure, the assist crane needed to be lightweight.

For each tower crane, 23 sections were carefully lifted down the narrow downtown streets. The heaviest lift on each tower crane measured approximately 20 feet by 20 feet and weighed 49,787 pounds.

The second tower crane disassembly required the use of an all-terrain crane. Mountain Crane utilized its new Liebherr LM 1400 -7.1 for this dismantling. The 500-ton AT was rigged with 84 feet of main boom and 161 feet of luffer.

Started just after the new year, Mountain Crane accomplished the job in eight days. According to the company, it took two days to rig up the crane, four days to dismantle and lower the tower crane sections and two days to rig down the crane.

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# COUNTDOWN TO CONEXPO

**ACT** presents  
its preliminary  
top 10 booths  
to visit at  
ConExpo-Con/  
Agg 2011



## The top 10

**WHAT:** ConExpo ConAgg 2011

**WHERE:** Las Vegas, Nevada

**WHEN:** March 22-26, 2011

Don't miss **ACT's** full-blown ConExpo-Con/Agg 2011 Show Guide in our March issue. In the March edition we will provide a comprehensive guide to ConExpo as well as detailed overviews of the crane, rigging and specialized transport-related exhibitors.

**C**onExpo-Con/Agg is the grand daddy of all construction tradeshow in the US. More than 140,000 attendees from around the world are expected to attend the event which promises to provide awe and excitement. Manufacturers will showcase the latest and greatest

products geared to all segments of the construction, aggregates and ready-mix concrete industries. Attendees will include contractors, distributor and rental company executives, materials producers, government and institutional sector officials, media and construction industry service providers.

Some 2,000-plus exhibitors will present their latest innovations and technologies throughout the 2.2 million net square feet of exhibit space.

AEM has worked to enhance ConExpo, and "product concentration areas" make it easier for show visitors to locate the specific products and exhibitors they are most interested in visiting.

For the past couple of months, crane, rigging and specialized transportation equipment manufacturers have been sending us information about their ConExpo plans, the equipment they will be showing and who will be at their booths. Many of these companies have been preparing and planning which equipment they will showcase since the 2008 ConExpo wrapped up.

Some of the major crane and rigging companies continue to keep their plans under wraps. We are especially interested in Kobelco Cranes' "Shhh, We've been very busy" campaign. And we are anxious to see how the Tadano and Mantis marriage has affected the Tadano Mantis line of telescopic crawlers.

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### ACTEXCLUSIVE LINK-BELT

BOOTH NO. G-230

We think the Link-Belt booth will be a happening place, with the new TCC-1100 and a new crawler crane making their debut. But the crane we think everyone will be talking about is Link-Belt's surprise crane, the new ATC-3275.

Until January, Link-Belt sold Tadano Faun all-terrain cranes under the Link-Belt brand. But that is no longer the case, and a centerpiece of the stand will be the company's first true Link-Belt AT, designed with a focus on the American market. (See our Product Focus: All terrain cranes on page 25.)

Engineered and built totally at the company's Lexington, KY manufacturing facility, the crane features an impressive list of attributes.

Link-Belt's Rick Curnutte says the crane is a "game changer," in terms of the North American AT market.





## COUNTDOWN

## The top 10

**MANITOWOC**BOOTH NO. **G-430**

On Manitowoc's stand will be a number of cranes, including a Manitowoc 16000 crawler rigged with the impressive wind attachment. But we think the crane that will be generating a lot of talk is the new 150-ton capacity RT9150E. This huge RT is awesome due to the crane's 197 foot main boom and its design, which incorporates the upperworks of a Grove GMK5165-2

all-terrain crane. With a maximum tip height of 312 feet, the RT9150E features the longest main boom on any current production rough-terrain crane, according to the company. The RT9150E is Grove's largest rough-terrain crane in both capacity and reach.

Doyle Bryant, director of product marketing for Manitowoc, said the crane's reach and strong boom are standout features on the crane. "With the available length of main boom, it can reach places that previously required a jib," he says.

**TEREX**BOOTH NO. **G-140**

At the Terex booth, the 165-ton HC 165 will be an attention grabber among contractors and crane rental companies. This crawler features 270 feet of main boom and an 80 foot jib giving it a full 320 feet of maximum boom length. Powered by a 319 hp Cummins engine, the crane features optional boom tips including Terex's hammerhead tip boom. Fully self-erectable, the crawler crane features two-speed travel and high speed hoist drums. This workhorse crane is bound to impress.

**TRAIL KING**BOOTH NO. **G-242**

Trail King's new Modular Hydraulic Transport System (MHTS) is sure to be the buzz of the specialized transportation sector. The first US-manufactured trailer of its kind, the 6-line configuration of the MHTS has a 375,000-pound load capacity and comes with a long list of features, many that are not found on other transport systems manufactured in Europe, the company claims. These features include more easily accessible steering arms, raised steering arm mounting bosses, an easily accessible/removable air tank, color-coded steel hydraulic lines, and an externally mounted hydraulic reservoir large enough to allow up to 20 lines.

**LIEBHERR**BOOTH NO. **G-370**

The Liebherr stand G 370 in the Gold Lot measures close to 50,000 square feet. Amid all the equipment, the Liebherr booth

will feature two tower cranes as well as four mobile and crawler cranes. The crane we are anxious to see is the new 81 K self erector, which Liebherr is introducing to the US market for the first time. The 81 K is a brand-new fast-erecting crane of entirely new design, the company says. Replacing Liebherr's popular 71K, the 81 K has a distinctly improved load characteristic and can lift loads more than 25 percent higher at the end of the jib.

**GOLDHOFER**BOOTH NO. **C-4725-1**

Goldhofer will show its 3 meter-wide PST/SL-E with electronic multi-way steering. The 3.6 meter-wide PST/H has a maximum axle load of 45 metric tons, and the 2.43 meter-wide PST/ES-E mega SPMT has a maximum axle load of 50 metric tons and electronic multi-way steering. The Goldhofer stand is located in the German Pavilion within the International Pavilion.



## TO CONEXPO

## ALTEC INDUSTRIES

BOOTH NO 6-360

Altec Industries will exhibit three cranes, but the one we look forward to checking out is the truck-mounted AC38-127S. This boom truck will feature a new tilt cab, an option that is now available for all of Altec's riding seat models. Designed to offer crane operators increased vertical visibility and less neck strain during certain work applications, the tilt-cab option allows the operator to adjust the angle of the cab with hydraulic power.



## SCHEUERLE

BOOTH NO S-814

Introduced to US customers in mid-2010, the K25 is a new concept in heavy haul from Scheuerle and its sister company Kamag.

The modular design of the K25 facilitates many combination possibilities, and it can be adjusted to the requirements of almost any transport task. The K25 is legal on public roads and for in-plant tasks. The K25 has the highest bending moment on the market, a steering angle of plus or minus 60 degrees or plus or minus 140 degrees on the K25 SPE, the company claims.



## TADANO

BOOTH NO 6-411

We are told that the Tadano stand will feature several new cranes of interest to the American market, including two new rough terrain cranes, the 75-ton capacity GR750XL-2 and the 100-ton capacity GR1000XL-2. Also of interest is the 250-ton ATF220G-5 all-terrain crane, and new to the American market, the 160-ton ATF130G-5. The ATF130G-5 has a maximum boom length of 196.8 feet and a tip height of 312 feet with the 105 foot extension, integrating a 12.5 foot heavy duty jib with a 44.1-ton capacity. The extension is also available in a hydraulic luffing version. This is Tadano's first 5-axle AT to feature an all-wheel steering chassis as standard, which means no lift axle, neither with the 10 x 6, nor the optional 10 x 8 drive. Tadano's exclusive Lift-Adjuster control system is a standard feature on the ATF 130G-5.

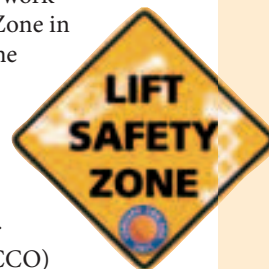


## LIFT SAFETY ZONE

SILVER LOT

Anyone working with cranes and/or aerial work platforms will want to visit the Lift Safety Zone in the Silver Lot for expert advice on safe crane and access equipment operation.

At the Lift Safety Zone, representatives from the International Powered Access Federation (IPAF), the Crane Certification Association of America (CCAA) and the National Commission for the Certification of Crane Operators (NCCCO) will be on hand to answer questions with the help of live machine demonstrations and the latest in simulator technology. The LSZ will also feature dynamic crane demonstrations as well as industry experts who will be on hand to discuss crane safety in general and answer questions. New candidates and existing certified operators alike will be given an opportunity to take a wide variety of CCO written, practical and recertification exams. (For more information see our Certification News column on page 16.)



## KHL GROUP

BOOTH NO S-573

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Generation Y  
is expected to  
dramatically influence  
America's politics  
and economics in the  
coming years

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# Generation Y

Anybody who doubts the influence of Generation Y, those born between 1981 and 2000, should consider the recent selection of 26-year-old Mark Zuckerberg as *Time* magazine's Person of the Year. The latest estimates put the Facebook founder's personal worth at \$14 billion, which exceeds the estimated value of the parent company of *Time* by \$1 billion.

In America, there are 77 million members of Generation Y, also called the Millennials. That's about the same size as the Baby Boom, those born 1946-1964. Because of its size, the Baby Boom dramatically shaped America's politics and economics. Expect the same from Generation Y.

Zuckerberg epitomizes what truly separates his generation from older generations – a comfort and familiarity with technology. As the year-end special edition of *The Kiplinger Letter* noted, "Gen Y cut its teeth on video games, computers, cell phones and digital media of all types. More than any other population segment, Gen Yers see technology as enhancing the quality of their lives ... making work easier, allowing them to manage their time better and bringing family and friends closer."

A Pew Research Center report published last year documented the clear digital divide:

	Gen Y	Boomers
Use wireless Internet	62%	35%
Texted in the past day	80%	35%
Median # of daily texts	20	5
Have a social network profile	75%	30%
Posted to a profile in past day	32%	9%

Pew Research also noted Gen Yers' entry into careers and first jobs has been stymied by the Great Recession, but they are more upbeat than their elders about their own economic futures and the state of the nation. They are on course to become the most educated generation in American history, a trend driven largely by the demands of a modern knowledge-based economy, but most likely accelerated in recent years by the millions of 20-somethings enrolling in graduate schools, colleges or community colleges in part because they can't find a

job. Among 18 to 24 year olds a record share – 39.6 percent – was enrolled in college as of 2008.

They also want to continue learning on the job. Vestigo.com, an online career site for young professionals, has found that Gen Yers consistently rank training and development higher than cash bonuses or company cars. Moreover, they tend to value time more than money, favoring companies that offer flexible schedules, compressed workweeks and telecommuting options.

Gen Yers have also shown a tendency to support organizations that do good. They've grown up contributing their time and effort to community service projects at school. They also are very much aware of being part of a global community because, more than any other generation, they have studied abroad in some capacity.

Much about SC&RA and its industry should appeal to Gen Yers. For example, as an international organization serving members in 43 nations, SC&RA has focused on the earth's environment through support of alternative energy infrastructure such as wind farms and nuclear power plants, the quest for more fuel-efficient transport of oversize/overweight loads and the creation of a new annual award to honor a company member that does the most to protect the environment.

Tech-savvy Gen Yers should also appreciate SC&RA's new, free mobile app for accessing crane hand signals. The new app is available in the iTunes App Store and Blackberry App World. Every signal included is compliant with the new OSHA Cranes and Derricks Standard, 1926.1400. Signals are shown graphically so operators can quickly and easily reference the appropriate signal for each command. All signals are available in English and Spanish. Look for other exciting new developments from SC&RA in the near future. ■

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More than 300 people are expected to attend SC&RA's Specialized Transportation Symposium, March 2-4, at the Westin Indianapolis in Indiana

# On to Indiana



Safety, training, regulatory issues – all these and more will be discussed at the SC&RA's Specialized Transportation Symposium. **Terry White** previews this important event

**S**C&RA's Specialized Transportation Symposium, March 2-4, at the Westin Indianapolis in Indiana is expected to attract more than 300 specialized carriers, state and federal government officials, researchers, manufacturers and suppliers.

"One of the biggest benefits of the Specialized Transportation Symposium is the way it gives members an opportunity to talk with regulators from the states and the federal government," says Ron Montgomery, Intermountain Rigging and Heavy Haul, Salt Lake City, UT.

He notes the symposium also presents a good chance for members to voice their opinions at meetings of the SC&RA Transportation Group Safety Education and Training Committee, which he chairs, as well as the Truck Policy Committee and the Pilot Car Task Force. "You don't have to serve on a committee to become involved in the discussions. And you can also share ideas throughout the symposium with other association members, who you don't get to see too often."

Additionally, Montgomery emphasizes the value of the eight carefully selected educational sessions and the Exhibit Center, featuring the latest developments in equipment and services. "You'll learn things you can take back and make your business better right away," he says.

Some attendees will be arriving on March 1 for full-day sessions of the Mississippi Valley Committee of State Highway and Transportation Officials

(MVC), the Southeastern Association of State Highway and Transportation Officials (SASHTO), and the Western Association of State Highway and Transportation Officials (WASHTO). MVC, SASHTO and WASHTO will continue the meetings on March 2 until the Symposium's opening session in the afternoon.

Also before the opening session on March 2, SC&RA's Truck Permit Policy Committee and Transportation Safety Education & Training Committee and Pilot Car Task Force will meet. Attendees already onsite are encouraged to attend these sessions.

Anne S. Ferro, Administrator of the Federal Motor Carrier Safety Administration (FMCSA) will be the opening speaker. The session will address the numerous pending FMCSA rulings and their anticipated direct and long-range impact on the entire transport industry.

Later in the Symposium, Bryan L. Price, an FMCSA Transportation Specialist, is scheduled to present factual and timely information on the agency's new Comprehensive Safety Analysis (CSA), including the Driver Safety Measurement System and the Pre-employment screening program. The emphasis will be on compliance, safety and accountability in the 2011 transportation business arena.

Jones Loflin, co-author of *Juggling Elephants*, will draw from his powerful book in his keynote presentation to

&gt;49



Motivational speaker and co-author of *Juggling Elephants*

Anne S. Ferro, administrator of the FMCSA

Among the most popular sessions is the presentation of the SC&RA Job of the Year winners. Emmert International, Clackamas, OR, won in the moving category for the relocation of the historic 5-million pound, 3-story, brick-and-mortar Odd Fellows Hall in Salt Lake City





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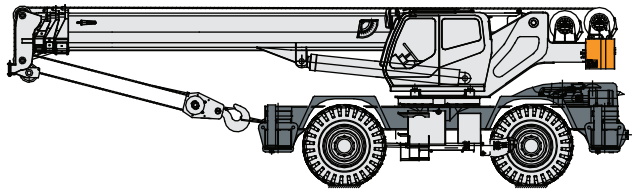
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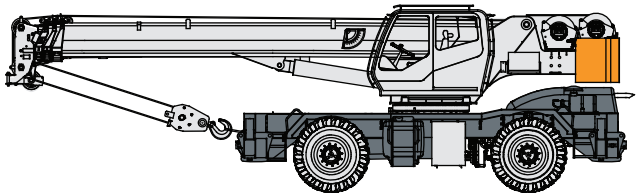
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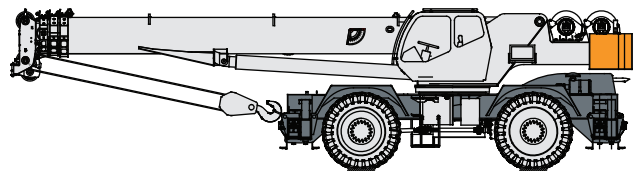
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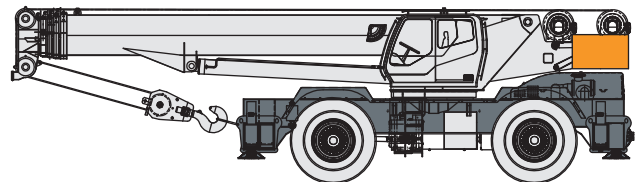
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show attendees how to become more productive, less stressed, and better equipped to lead in their private and professional lives. Among the organizations he has helped achieve

**One of the biggest benefits of the Specialized Transportation Symposium is that it gives SC&RA members an opportunity to talk with regulators from the states and the federal government**

excellent over the past 15 years are Westinghouse, Microsoft, Bayer Health Care, US Airways, Siemens International, Arrow Shirt, and the U.S. Air Force.

A panel that includes Robert Moore, Brent Moody and Ron Kipp of NBIS Construction & Insurance Services Inc. will discuss the use of technology in risk management. Among the questions to

be answered by these key executives from SC&RA's exclusively endorsed property and casualty insurance provider are:

- What is discoverable in court?
- What impact do these actions have on risk management?
- What are the positive actions industry should focus on to safeguard their operations?

William Schaefer, Director of Vehicle Programs at the Commercial Vehicle Safety Alliance, will discuss how the oversize/overweight transportation industry can effectively form partnerships with enforcement personnel to provide

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safer and more effective transport of cargo. The session is one of several devoted to safety.

Robert Rothstein, principal with the law firm of Franklin & Prokopik, will offer a roadmap on how to properly deny a claim for cargo loss or damage. Additionally, he will examine how drivers can avoid permitting issues.

A panel of experts from top manufacturers will discuss trailer technology advancements and

### Twentynine companies will comprise the Exhibit Center at the symposium

innovations, including the newest steerable features and the potential use of new advanced materials and electronic/automation innovations.

Henry Brozyna, Trainer at Columbus McKinnon Corporation, will examine load securement, an essential element of safe transportation of loads such as concrete pipes, steel coils, heavy equipment and other commodity-specific cargo.

As always, among the most popular sessions is expected to be the presentation of the SC&RA Job of the Year winners. Emmert International, Clackamas, OR, won in the moving category for the relocation of the historic 5-million pound, 3-story, brick-and-mortar Odd Fellows Hall in Salt Lake City, UT. Complicating factors for the one-block move were unstable ground conditions, the deteriorating condition of the building, and a 180-degree spin.

Emmert also won in the over 160,000 pounds net category for the 4,000-mile transport of classified military

hardware weighing 83,000 pounds net and measuring 166-feet 9-inches long, 21-feet wide, and 17-feet 6-inches high. Challenges enroute from Alabama to California included tight turns and clearances; terrain changes; the need to coordinate with many municipalities and utilities; and around-the-clock security.

Over 160,000 pounds net: Mammoet USA, Houston, TX, won in the over 160,000 pounds net category for transporting a power generator stator weighing 879,635 pounds and measuring 35-feet long, 19-feet wide and 18-feet high, 310 miles through the Carolinas.

Add in the transport equipment, including a custom-designed metal cradle, and the load stretched to 300-feet long, 25 feet wide, and 20 feet high and weighed in at 2,055,912 pounds, the heaviest load ever permitted in South Carolina USA.

Still another highlight will be the Exhibit Center, featuring 29 leading companies that supply products and services to specialized carriers. The Exhibit Center will be open on two days.

Fees include receptions, a buffet lunch, continental breakfasts, refreshment breaks. ■

Visit [www.scranet.org](http://www.scranet.org) and click on the Events tab at the top of the page to review the official program, which includes registration forms for the event, hotel rooms and exhibits. Information also is available by calling SC&RA at (703) 698-0291

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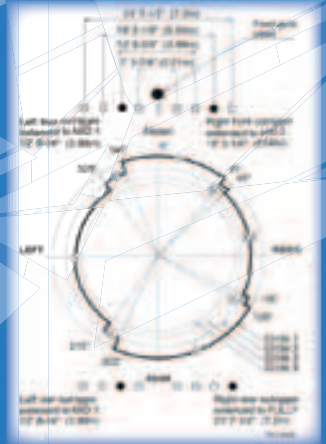


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Let's talk reality versus perception when it comes to safety and training.

**Bill Smith** reports on the difference

# Reality vs. perception

**F**or some companies, "safety and training" is a key component in their everyday business.

However, for most companies, "safety and training" is just a cloak and dagger philosophy.

Let me explain before anyone gets bothered by my previous statement. I have been in the construction business all of my life. I have had the opportunity to see many perspectives on safety and training from the field as an operator, from the labor side as a director of training and safety for the IUOE, from the management side as a corporate safety manager for Maxim Crane Works, from the government side with the Department of Labor Directorate of Construction, and now from the insurance side as vice president of risk management and claims for NBIS.

I'm not saying that everyone takes safety for granted, but many companies fold under pressure when it comes to doing the job and getting paid versus questioning the pressure of the job and doing it right, even if it means walking away. For decades, safety has been something that everyone supports but few are actually willing to put their "money where their mouth is," especially when times

**While workplace safety posters are effective, they do not replace a program that delivers real safety**



## THE AUTHOR



**Bill Smith** is executive vice president of NBIS Claims and Risk Management, responsible for sales and marketing, claims and risk management, loss prevention, safety awareness and accident investigation.

get tough. You always see the signs at the gate, in the shop, on the walls, or even in the business literature, "Safety First!" or "Safety is our Number One Priority."

## The 'gap'

However, there is a gap between reality and perception. The old saying that you have to "walk the walk if you are going to talk the talk" holds true in the construction business as well. Many times, the operation side of our business places a challenge against the safety side, and employees are asked to cut corners in order to get the job done. I cannot tell you the number of times I have heard employees say when calling into the shop to challenge a jobsite situation that they have heard from management: "Can't you just get the job done? We need you on another job tomorrow," or, "You're always complaining, can't you work like everyone else does?" This only leads to contempt, which eventually leads to an accident.

Not to mention, the 'Safety First' slogan now becomes just that, a slogan. A slogan that everyone in the company knows is just "smoke and mirrors" and not reality. It has been proven that projects can be completed with zero accidents but it takes a combination of effort, attention, the proper actions and even a bit of good luck to achieve.

History has shown that safety and training lead to a reduction of incidents, but risks are everywhere, every day. It is impossible

to totally escape risk. As an example, a crane turns over where the ground gave way. Even though the operator had proper matting under his outriggers, he was not made aware of the void that existed below the surface due to an old spring and ground erosion.

The National Safety Council (NSC) puts it best in their definition of safety: the

control of recognized hazards to attain an acceptable level of risk. Safety becomes a result, an outcome of actions, and is what you get if things are done properly and events go as planned. That's why it is so hard for a company to measure its efforts and effectiveness and to keep the focus on continued investment into the safety and training of its employees. As long as things are going well, everything must be right, and when the money starts to get tight, one of the first things to get cut is the cost of training and safety meetings. And in some cases, the safety manager's job may be cut.

If safety is considered as being a "thing" or an "activity," the company is at risk and hasn't grasped the concept that safety must be an integral part of the company culture and not a commodity that can be dissolved or disbanded. In most companies, the responsibility of safety and training falls on someone that also wears many other hats. In this case, the safety and training hat may be very small and only worn once in a while throughout the year, or in the event of an accident. In many other companies, the responsibility of safety and training will be assigned to an individual or a team of individuals by creating an entity separate from their own department.

The problem in both scenarios is that in the first scenario, safety is usually not given enough attention and in the second, safety is seen as someone else's job. This separation creates a barrier and causes a dissension between the company's managers. There needs to be a balance and understanding in both scenarios in that all individuals should be looking out for the benefits of the company, its employees, its profits and liabilities.

## Driving safety

There are several reasons to drive safety and training within a company. There are also many resources in which a company can go to get help with delivering both. The primary reason is naturally to protect their own employees and other



employees around them. No owner wants their employees to be injured or involved in a fatal accident while on the job. Even worse, no employer wants to have to notify a family in the event of a fatality. Insurance cost is also a serious factor in implementing safety. These costs are based on your company's claim history, the cost of third-party lawsuits and the reputation and perception of your company name.

OSHA regulations push to drive safety. The new crane regulations that went into effect November 8, 2010 will change the way the crane industry and its customers use and work around cranes. It is in everyone's best interest to become aware of the new changes. OSHA strives to publish rules for every possible situation that could be linked to the prevention of accidents but recognizes that this is not reality. Through the catch-all clause, known as the "General Duty," OSHA essentially states that if a hazardous situation arises that is not covered by a previously stated rule, an individual has the obligation to fix the problem as though a rule existed. There are also industry standards, such as the ASME B30 for Mobile Cranes and the A10 Standards for Safety in Construction, that aim to help educate employers on their responsibilities and obligations to safety.

Having a Safety Program, or more commonly, an Injury Illness Prevention Program (IILP), is a key component however, only if it is properly used,

followed, and enforced. Most companies have a program on the shelf but not everyone follows the program or even knows what is covered within the program. Having a safety program results in the possession of a program, but does not necessarily offer a solution.

## The safety outcome

Having a process designed to deliver safety as an outcome, and managing the effort required to produce it, is significantly different than just having a safety program. Comfort in a safety program is driven by the false assumption that mandatory components will somehow automatically deliver the desired results. Much too often, a program is developed simply to insure that some legal requirement is met. Thus, it is developed entirely separate from the other business practices of the company. The result: Generally, a large binder (or binders) made of multiple chapters dealing with a variety of subjects that sits on a shelf and gathers dust. The requirement is satisfied however, the safety results do not improve. There is an old saying, "Plan the work and work the plan." In many cases, if companies implement this idea, incidents are less likely to occur.

Auditing and inspections can provide an indication of the problems occurring in the company and where they are happening. Inspecting does nothing to change the reason for the problems. It

does not even provide information as to the root cause of the problem. An inspection, by itself, simply identifies that a deviation from intended results or the plan has occurred. Thus, an inspection program, by itself, delivers only reports of failure or nonconformance to desired results. The same holds true for safety and training. Safety is an outcome, the result of processes and actions, such as training. Auditing and inspections can help improve the system by highlighting weaknesses in and deviations from the existing process. However, they only add value if the information they generate becomes a trigger for action and are acted on. All too often, the inspections are conducted, the results tabulated, yet processes do not change. This creates the illusion that things are functioning properly.

In closing, there is reality and perception. Think hard about your company, its history of incidents, the management culture from the owner to its managers and employees, and make sure that you are not operating under a "Cloak and Dagger" perception. Near misses are just that and will soon become an accident. Don't get caught by surprise and don't let tough times change solid business decisions and put your company and your employees at a greater risk. I always say to myself, "If it were my own son working for me, would I want him operating that way?" If the answer is no, it should be no for everyone else as well. ■



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<b>February 16 12 pm EST</b>	<b>Exhibiting success – Maximize Your Marketing at a Tradeshow</b>  In this info-packed webinar, learn how to create a plan for exhibiting success. Keep leads from slipping through the cracks and teach your staff the value of engagement. Also included is a quick primer on using social media to promote your tradeshow appearance.	Tim Patterson VP of Sales and Marketing  Interpretive Exhibits, Inc.	\$29 members \$49 Non-members
<b>March 9 12pm EST</b>	<b>Handling a catastrophic Accident: How to Protect You and Your Company</b>  This session will focus on the practical steps that must be taken to protect your company and employees in the event of a catastrophic loss involving loss of life or serious injuries.	John Pion, Managing partner  Pion, Johnston, Nerone, Girman, Clements & Smith, P.C.	\$29 members \$49 Non-members
<b>April 27 12 pm EST</b>	<b>It's A Brave New World: The Changing Employment And Labor Law Landscape of 2011</b>  Discrimination, harassment and retaliation claims from employees are on the rise. Add to this the increased litigation and oversight on the part of the federal government, and employers must be more aware and pro-active when it comes to their employment decisions. Mr. Branciforte will provide the latest court cases, legislative and regulatory activity, and crucial developments that will affect the workplace and responsibilities in the coming year.	Jason Branciforte, Shareholder  Littler Mendelson	FREE for Members and Non-Members

Additional 2011 dates and speakers to be announced.

To view all upcoming webinars and SC&RA meetings visit [www.scranet.org](http://www.scranet.org)

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## AmQuip appoints president

Charles Snyder has joined AmQuip Crane Rental LLC in the US as its new president and chief executive officer, effective Jan. 17, 2011. Snyder



will also join AmQuip's board of managers.

Most recently Snyder was executive vice president of fleet operations at Sunbelt Rentals, Inc. He has also held positions as chief operating officer of NationsRent and president of AMECO, a subsidiary of Fluor Corp.

"Charles is a seasoned executive with over 35 years of domestic and international experience covering all aspects of equipment sales, rentals, product support, logistics and general

**Charles Snyder has been appointed president and chief executive officer of AmQuip**

management," said Richard Bard, chair of AmQuip's board of managers. "He brings leadership skills that will help us build upon AmQuip's successes."

"Charles has a unique background that includes both fleet management and sales and marketing experience, and he has also managed a sizeable crane fleet earlier in his career," said Yuki Narula, an AmQuip director who represents AmQuip's largest shareholder, Altpoint Capital Partners.

"We believe that he is the ideal new leader of our management team," Narula added. ■

## Liebherr enhances sales team

Two experienced crane professionals have joined the senior sales team of Liebherr Nenzing Crane Co., the Liebherr subsidiary responsible for sales and service in the US of crawler cranes, piling rigs and special foundation machines manufactured at Liebherr's Nenzing factory in Austria.

Steve Whisenhunt has joined as vice president, sales

- Western States. Whisenhunt has been in the crane business for 24 years, 15 of them at Coast Crane Co. in California.

Matt Listro has joined as vice president, sales - Northeastern States. Listro has been in the equipment business for 18 years and spent the last 14 years selling cranes.

Both will report to Scott Moreland, vice president, sales. ■



**Steve Whisenhunt**

## Grubb grows management team

George Tanner and Cecil Wilmoth have been added to W.O. Grubb's management team.

Tanner, an original founding member of American Heavy Rigging in 1991, brings more than 35 years of large equipment managing experience to Grubb. "[Tanner] is going to be a great asset; his experience in the field, operations and management roles will immediately allow us to improve our already high standards of service to our customers," said Bill Grubb, president of W.O. Grubb Steel Erection, Inc.

Wilmoth, who previously worked with Grubb for 14 years, is returning to the company. "The addition of both [Tanner] and [Wilmoth] will add greater depth to our management team, where we can strengthen our large project equipment rental business," Grubb said. "Our company has always believed that people are what make the difference, and [Tanner] and [Wilmoth] will play two important key roles in the continued success of this company."

## Wessel appointed managing director of FCOC

John Wessel has joined the Florida Crane Owners Council, Inc. (FCOC) as managing director. Wessel will also hold a position on the FCOC executive committee board.

Wessel will be responsible for expanding various FCOC membership categories in his role as managing director, including establishing association meeting agendas with guest speakers and introducing and promoting industry topics of concern with Florida's state legislature and F-DOT.

Wessel has held executive sales positions with American Hoist & Derrick Company, Manitowoc and Terex Cranes.

**John Wessel has joined the Florida Crane Owners Council, Inc.**



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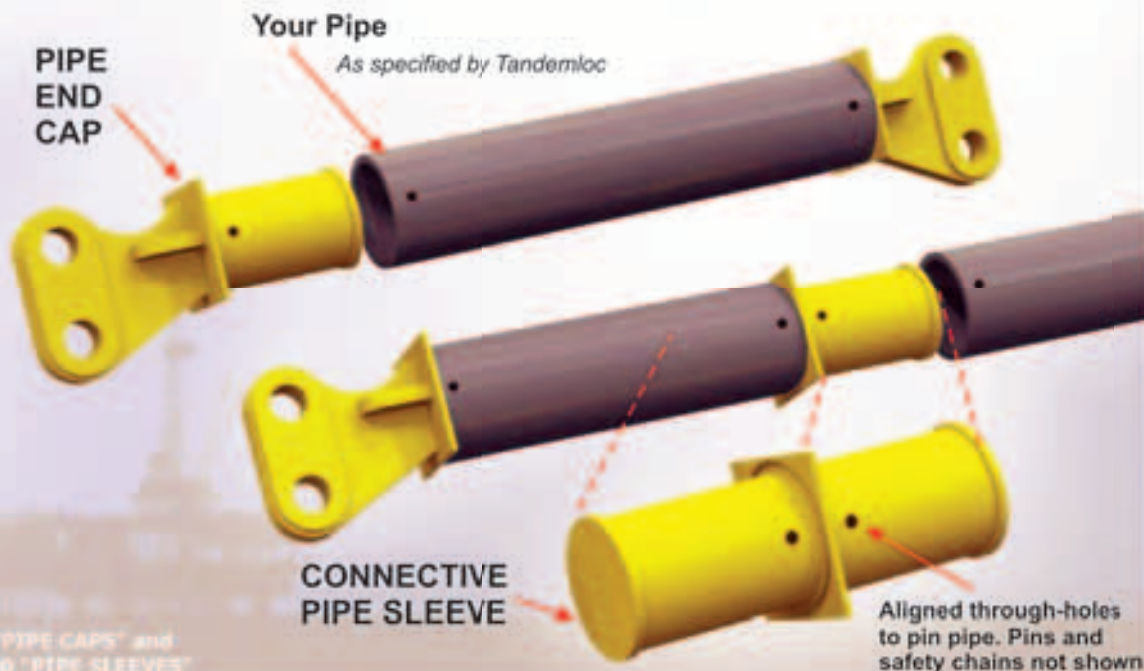
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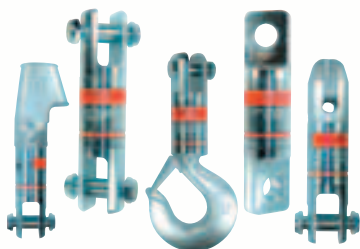
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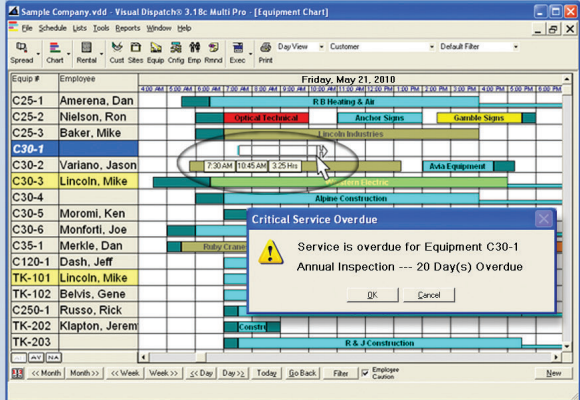
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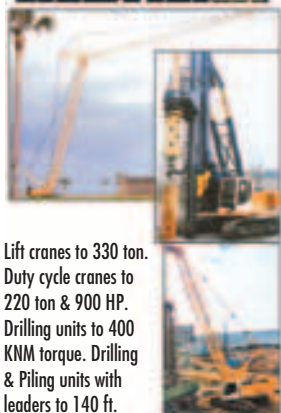
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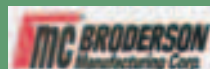
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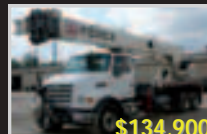
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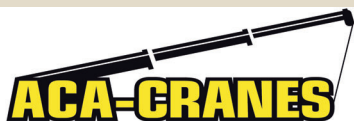
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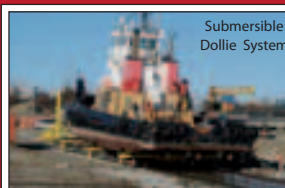
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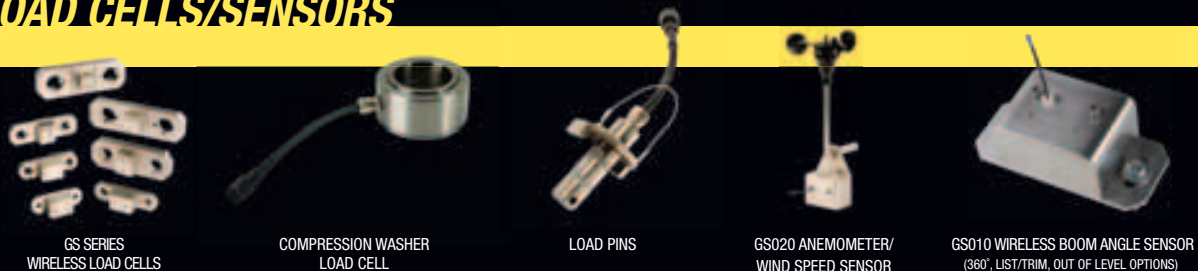
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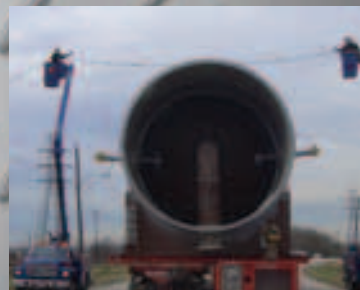
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