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The magazine for the crane, lifting and transport industry

January 2006

Volume 2 • Issue 1

# AMERICAN Cranes & Transport

A KHL Group Publication

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Official domestic  
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# The buzz

**T**he buzz in the industry is about new products. Last month Elliott Equipment introduced two new boom trucks, Koenig is launching a new self-erecting tower crane specifically geared to the North American market, and Terex has designed the MAC-50, a specially equipped all-terrain crane that will be exclusively produced for the United States Marine Corps. Terex Demag, Liebherr and Manitowoc have new cranes in production as well. It appears that most of the major crane manufacturers are working on new machines or upgrades of their existing products. We look forward to covering all of these developments in the coming months.

There's also a lot of buzz about the prospects for 2006, if demand will be as high as it was in 2005 and if the manufacturers will be able to shorten their lead times on getting new machines out the factory door and onto the jobsite. Last month I had the opportunity to sit down with Glen Tellock, president of Manitowoc Crane Group, to talk about the economy, the state of the crane industry and generally about MCG. (See our Interview article starting on page 18).

Tellock was amazingly forthright about the "boom" in 2005, about his philosophy in running MCG, and about how he views the competition. While he is optimistic that 2006 will be a solid year in terms of crane sales, he also is concerned about the next "cycle." In other words, he is realistic that a slowdown is forthcoming, whether it's in 2007, 2008 or beyond. "You always think of that one thing that keeps you awake at night," he says. "I am very much an optimist, but I think the biggest challenge in our business is to manage the cycle and to not forget the mistakes of the past."

Essentially, Tellock is not satisfied with the status quo in a booming economy or in a downturn. "We need to make sure we can satisfy our customer in the upside and we need to make sure we are working with the customer when the markets aren't as good," he said.

This month's issue is full of interesting news and feature articles, including two site reports, one in Chicago at the new Trump Tower jobsite and one that chronicles the heavy haul of four automobile assembly machines from China to the Port of Houston up the Mississippi River to the Ohio River and finally to their installed destination in Kentucky.

As always, we invite and encourage our readers to tell us what they want to read about and to share what is going on with their companies, their products and their competitors. Give me a call or jot me an e-mail to d.annshiffler@khl.com.

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**Payload necessary?** The 26101C weighs up to 6,000 lbs less than competitive models and the 35102C provides up to 10,000 lbs payload on a 54,000 GVW chassis.

**Wind-able Work?** The 102WL provides 30 ton crane capacity and the 120WL offers 134' tip height without a jib.

**Truss work** is made efficient with the 2261T, the highest capacity tractor mount on three axes.

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On a bridge project in Lake Stevens, WA a Manitowoc Grove GMK 7550 with a luffing jib sets 90,000 pound girders at a 100-foot radius. Ness Cranes of Seattle, WA owns the crane that was working for subcontractor The Erection Company.

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

## news

Latest lifting, transportation and crane news from across the nation including: Terex building new crane for USMC; cranes on barges assist in repairing Mississippi bridges; strand jacks used to lift spans of the new San Francisco Bay Bridge; Elliott introduces two new boom truck models

## international news

Cranes and transport news from around the world, including: Arcomet will distribute Potain tower cranes; Tutt Bryant offers public offering; and Tadano plans to invest in its manufacturing facilities to establish a new production structure

## business news

ACT's share index rallied as 2005 drew to a close, with gains that outstripped the major benchmark indicators

## certification news

Latest updates from NCCCO

## safety

Is the value of talking on a cell phone while driving worth risking lives? States are beginning to ban cell phone use while driving

## product news

The latest on lifting and transport products including Terex-Demag's new heavy lift CC 5800, Koenig's new K45T self erecting tower crane and HMF's three new loader cranes



## interview

Manitowoc Crane Group president Glenn Tellock talks about the industry, the economy and his company



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# Terex makes deal to sell up to 130 MAC-50 ATs to USMC

Terex recently inked a contract to supply up to 130 cranes to the US Marine Corps Systems Command in Quantico, VA. The contract has a potential value of \$88.6 million. The initial order is for production of four cranes with accessories, factory testing, limited logistics support and training for a value of \$5.9 million. The 50 metric ton, all terrain cranes will be delivered by July 2005 for required verification testing at Aberdeen Proving Grounds.

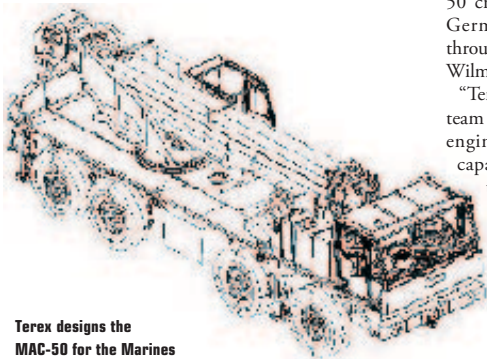
The Terex MAC-50 crane is based on the Terex-

Demag AC-50-1 all-terrain commercial crane, modified to meet demanding USMC-specified military requirements. Interesting aspects of the Terex MAC-50 include salt-water fording capability up to 60 inches, US bridge law requirements compliance, and a drive train consisting of a Cummins engine and Allison transmission.

Terex will be manufacturing the MAC-50 cranes at its plant in Zweibruecken, Germany, with the support provided through Terex American Cranes located in Wilmington, NC.

"Terex has assembled a world class project team centered around Terex-Demag, with excellent engineering and military program management capability," said Tom Manley, vice president of the company's government programs division, located in Stafford, VA.

Manley recognized the team that took the performance requirements set forth by the Marine Corps for the machine and produced the Terex MAC-50 crane. Dr. Oliver Fries was the team leader and Jurgen Appel served as lead engineer on the project.



Terex designs the MAC-50 for the Marines



Crane Rental Corp. recently used its new 550-ton Grove GMK 7550 outfitted with a mega wing attachment to set a 100,000 pound boiler at a max radius inside an orange juice processing plant in Central Florida. Tight quarters only allowed for a 90 degree swing once the crane was erected and ready to lift.

## Jordan Pile Driving replacing steel spans

Using eight crawler cranes secured to Flexi-Float sectional barges, Mobile, AL-based Jordan Pile Driving is replacing steel spans on three CSX railroad bridges demolished by Hurricane Katrina.

The company has secured contracts to work on the Gautier Bridge, the Biloxi Bay Bridge and the Bay St. Louis Bridge, all in Mississippi.

"The 10,000 foot long Bay St.

Louis Bridge was totally washed away with nothing left except for the pile caps," said Don Jordan, vice president. The project was divided between Jordan Pile Driving and Scott Bridge, with Jordan handling the eastern half of the contract and Scott handling the western half back to Lake Pontchartrain.

"We are replacing all the steel spans on all three bridges and repouring and resetting the slabs," he said. "There's a lot of work to be done on the Bay St. Louis Bridge which includes lifting the 150-ton concrete spans that made up the deck of the bridge. They were washed north, and they are lying in the water."

Jordan Pile Driving has eight cranes on the three jobs, including two Manitowoc 999s, two Manitowoc 888s as well as a 200-ton Link-Belt and a 150-ton Link-Belt.

On the Bay St. Louis Bridge, crews have been working seven days a week since the storm hit. Subcontractors include Dawson Bridge and Kudzu Marine.

On the 6,000 foot Biloxi Bay Bridge, all ties and rail were washed off the deck and had to be replaced. As well, the deck was damaged and had to be repaired, rather than replaced. Subs included Newel Bush and Orion Construction.

On the 1,550 foot Gautier Bridge, 90-ton steel spans were washed off the foundation and intermediate bents were destroyed. Steel spans were lifted out of the river, transported by barge to the shipyard for repair, and then transported back by barge to be reset. This job required driving 24 feet of piling and the resetting of the reworked steel spans. Subcontractors included Colle Towing Co. and Offshore Inland.



Crews are working 24-7 to fix CSX railroad bridges washed away by Hurricane Katrina





➔ For early bird discounts, register for the SC&RA's 2006 Specialized Transportation Symposium, March 9-11, at the Pavilion Hotel in St. Louis, MO. For a brochure and more information call the SC&RA at (703) 698-0291. The brochure includes the official program; a symposium registration form; information about exhibit center regulations, a floor plan and exhibitor registration form; a room reservation form that reflects special symposium rates; and trip details. The brochure also is available online at [www.scranet.org/event](http://www.scranet.org/event).

➔ ConstructMyFuture.com is now accepting applications for the three \$1,000 scholarships it will award in 2006 to support construction-focused higher education. Information and applications are available on the website [www.ConstructMyFuture.com](http://www.ConstructMyFuture.com). The deadline for applying for 2006 scholarships is February 3, 2006.

➔ The 30th annual Manpower Employment Outlook Survey released in mid December reveals that 23% of 16,000 employers report they will add to their payrolls in the first quarter of 2006 while 10% say they plan to downsize. Sixty-one percent of employers surveyed foresee no change in hiring plans, while 6% are unsure of their staffing needs.

# Potain Igo MA13 tours Eastern US

Shawmut Equipment recently took a Potain Igo MA13 self-erecting crane on a tour of the Eastern United States, demonstrating the machine's capabilities to prospective customers. Shawmut's tour started at its headquarters facility in Manchester, CT, then moved on to its Norfolk facility and then on to Maine.

"The Igo MA13 was well received by all who attended the demonstrations," said Kevin O'Connell, a Shawmut sales representative. "A variety of existing crane rental customers came to see the Igo MA13, as did many new faces, particularly forklift truck and aerial work platform users. Many attendees saw the Igo MA13 as an excellent alternative to other lifting options."

The Igo MA 13's ease of transportation, speed of set up, and dual voltage capabilities impressed those who saw the demo, O'Connell said. Other factors of importance were the



The Potain Igo recently was demonstrated by Shawmut Equipment

crane's overall weight capacity of 2 tons, its ability to fold down to only 34.4 feet, a 72.2 foot radius and an under hook height of

52.5 feet, which gives the Igo MA13 a radius of 22 feet when equipped with its maximum load of 2 tons.

## Computer-controlled strand jacks set to lift Bay Bridge transition

The first transition span of the new San Francisco Oakland Bay Bridge is being lifted into place this month using computer-controlled Hydrospeck strand jacks. Linking the concrete skyway bridge deck section with the yet-to-be-built suspension bridge, the transition span will be put into place by heavy lifting contractor Bigge Crane & Rigging, of San Leandro, CA.

Bigge has engineered a precision lift for the 2,000 ton steel span off a barge to a height of approximately 200 feet within tolerances of 1/32 of an inch.

On the Oakland side (to the east), where the skyway bridge deck has already been constructed, the strand jacks will be mounted on a mobile jacking platform that will be supported by a pair of 60 foot girders, cantilevered 28 feet off the bridge deck. On the San Francisco side (to the

west), main contracting consortium Kiewit-FCI-Manson has constructed two steel lifting towers. Bigge will furnish two girders that span 125 feet across the top of the lifting tower, and strand jacks will be mounted on top of a mobile jacking platform that sits on the girders.

At the Oakland end, Bigge plans to use four strand jacks, each of which has a lifting capacity of 365 tons. Each jack pulls on a bundle of 31 strands. Each rope is 0.62 inches (15.7mm) in diameter. At the San Francisco end, six jacks of 235 ton lifting capacity will be used. These jacks have 19 wire rope strands, each 0.62 inches in diameter. All of the jacks are synchronized for simultaneous operation and load control within a 1/32 inch.

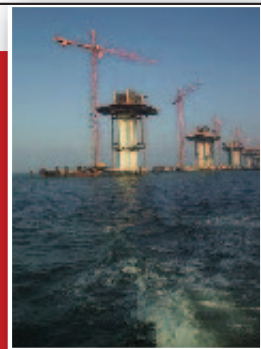
Bigge is the exclusive representative of Hydrospeck, the Dutch manufacturer

that also supplied the strand jack technology that raised the sunken Russian Kursk submarine in 2002.

The first transition was set to be lifted by mid January with the second span, parallel to the first, scheduled for early summer 2006.

Bigge also was contracted to load the transition spans, or tubs as they are called, onto a barge at Portland OR, where they were fabricated, and ship them to the site. The first one was loaded onto a barge in late December using 48 axle lines of Scheuerle self-propelled hydraulic modular trailer (SPMT). The barge was then towed out of the mouth of the Columbia River to the Pacific Ocean where it traveled to the San Francisco Bay.

"Transporting and lifting such a super-heavy load to such a height is a significant operation," said Weston



Settemier, president of Bigge Crane & Rigging. "We are unaware of such a heavy load ever being lifted so high anywhere in the United States. However, we have engineered a solution, using our own equipment, which is the very latest in computer-controlled lifting technology that makes this job possible."



# Elliott introduces 32-ton boom truck with swing cab

Elliott Equipment starts the New Year with two new boom truck models, the 32-ton capacity 32117 and the long reach 18125.

With a 117-foot long, four-section boom, the 32117 incorporates several exclusive features designed to increase operator productivity, including the largest swing cab in its class for

maximum legroom and operator comfort. Elliott has incorporated extensive use of glass in the cab for better sight lines and a new "thumb throttle" engine speed

control (patent pending), which eliminates the foot throttle and allows the operator to keep both feet securely on the operator platform and control the speed of the load.

Additionally, the 32117 has a 127 foot tip height as well as electric over hydraulic controls for enhanced control over the load. The high mounting of the boom pivot pin was designed to provide additional "power out of the hole" for better lifting. The unit features a 12 month parts and labor warranty and a five year limited structural warranty.

The long reach 18125 features a 125 foot, five-section telescopic boom, giving it a 137 foot tip height. Standard features and benefits of this new model include a 125-foot boom that allows the unit to reach 137 feet without the use of a jib.

In its standard rear-mounted configuration, the machine has a 36'8" overall length and mounts on a 54,000 pound tandem axle chassis, so no permitting is required. The 18125 can be equipped with a gravity leveled work platform with proportional radio remote controls. This feature can transform the unit into an aerial device.

Elliott has announced it will introduce more new models to the market in the coming months.



➔ For the week of December 4-10, Ritchie Bros. Auctioneers brought in gross sales of more than \$105 million. Two-day unreserved auctions were held in Montreal, Olympia, WA., Fort Worth and Sacramento while one-day unreserved auctions were held in Kansas City, Statesville, N.C. and Vancouver, B.C. The one week gross auction sale was a record for Ritchie.

The company's previous one-week North American gross auction sales record was some \$96 million.

➔ The Occupational Safety and Health Administration (OSHA) and Altec Industries, a manufacturer of cranes, derricks and specialty equipment for the utility construction industry, has formed a safety alliance.

Altec joined with OSHA to address the safe operation of cranes, digger derricks, and insulated and non-insulated aerial devices, with a focus on reducing fall and electrocution hazards. Training and education is a key component to the alliance which calls for the development of training programs in English and Spanish.

Altec will also help OSHA develop ways of communicating that information throughout the industry through print and electronic media, including electronic assistance tools and both organizations' web sites. For more information, visit [www.osha.gov](http://www.osha.gov).

➔ The Association of Equipment Manufacturers (AEM) has contributed \$100,000 to support hurricane relief efforts assisting agricultural and construction industry workers affected by the Gulf Coast hurricanes.

AEM has made donations of \$25,000 each to the relief-related funding initiatives of the American Farm Bureau (AFB), Associated Equipment Distributors (AED), Associated General Contractors of America (AGC) and North American Equipment Dealers Association (NAEDA).

The AEM Board of Directors had earlier committed the funds with the aim of choosing programs that provided maximum impact to assist industry sectors.

## Grant funds new crane safety classes out West

The OSHA Training Institute at the University of California San Diego Extension will be offering a new crane safety class in Nevada, Arizona and California. The new classes are made possible by a \$150,000 Susan Harwood Training Grant.

At the conclusion of the coursework, participants will take the written certifying exam from the National Commission on the Certification of Crane Operators, a test now required in California and other states. This course is designed to give safety professionals and mobile crane operators the knowledge to set-up, operate and maintain mobile cranes, said Bob Harrell, instructor for the OSHA Training Institute and owner of Safety Management Services in San Diego.

As part of the grant, UCSD Extension will be teaching the five-day safety courses at no cost to a limited number of students in Reno, Phoenix, and San Diego. Afterwards, the training will be offered regularly through UCSD Extension, says Carol Hosmer, program director. The goal is to prevent the all too frequent crane-related accidents that cause injuries, fatalities and property damage, says Hosmer.

More information about the OSHA Training Institute Region IX may be learned by visiting <http://osha.ucsd.edu> <[osha.ucsd.edu](mailto:osha.ucsd.edu)> or by calling (858) 605-0109.



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# Arcomet to distribute Potain tower cranes

**UK:** Manitowoc and Arcomet have signed an agreement that will see the world's largest tower crane rental company distribute Potain tower cranes in the UK.

The agreement, which comes into effect on January 1, 2006, sees the Belgian rental giant offer the entire range of Potain cranes to UK customers, through two new companies.

Arcomet Tower Cranes has been formed to rent and sell Potain top slewing tower cranes. Potain UK will retain certain "house" customers. Managing director of Arcomet Tower Cranes is Graham Baukham, who has more than 20 years experience in the UK tower crane rental market with companies including Select Plant Hire and the now defunct Delta Tower Cranes.

Baukham told *ACT* that his company was preparing to launch the rental fleet and that his aim is to target new customers to buy Potain towers.

The Igo range of Potain self erecting cranes will be

sold by the second new company, Midland Crane, headed by Jerry Welford. The company will also offer self erectors for rental and launches with a fleet of 60 units.

Ladybird Crane Hire, the company Welford left to form Midland Crane, will continue to operate a rental fleet of Potain Igo cranes, and Airtek Cranes will continue to rent and sell Arcomet's range of self erecting models.

Jerry Welford said that the self erector market in the UK is "very slow" and estimated that the entire market consists of between 250 and 300 cranes. He is optimistic about the future, however, and forecast that, "it should be in the thousands in a few years."

Arcomet's move is the latest in a series of international ventures following the purchase of the MVS Zeppelin fleet in Germany and the formation of P&J Arcomet in the US (see *ACT* July 05, News).



**Germany:** Germany-based Maxikraft Group has placed the largest domestic order for Liebherr mobile cranes in the last ten years. The 73-crane order consists of units from the full line of Liebherr mobiles, ranging from the 35 tonne capacity LTM 1030-2.1 all terrain to the 550 tonne capacity LG 1550 lattice boom wheeled mobile.

Delivery of the cranes has already started and will continue until mid-2006. The 73 new machines will be integrated into the fleets of some of the Maxikraft Group's subsidiary companies, including Maxikraft, Maximum, Kranlogistik Saschen and Kranlogistik Lausitz.

International equipment auctioneer, **Ritchie Bros.** reported net earnings for the nine months to September 30, 2005 of \$39.4 million compared to \$23.6 million in the corresponding period in 2004. Net earnings included gains of \$6.4 million on the sale of unused property. Gross auction sales were \$1.50 billion, 21% higher than the same period 2004.

Engine manufacturer **Deutz** has reported record sales of 145,000 engines (up to 500 kW rating) for the first nine months of 2005. It is a 10% increase in volume and a 9%, almost \$33 million, rise in sales value to nearly \$1.1 billion. The figures from the German manufacturer show that adjusted operating profit (EBIT) is up by 49% for the same period over the previous year.

Marine crane manufacturer **MacGregor** has reported a raft of recent orders worth \$16 million. Included is an order for 12 ship cranes from the Xingang shipyard in China to be fitted on vessels owned by Swiss company Enzian Shipping. The US Navy has ordered two 40 tonne twin cranes and Polish-Chinese ship owner Chipolbrok has ordered 150 tonne twin units for three existing vessels. Singaporean ship owner PIL has ordered two 45 tonners and Indonesian ship owner PT Pelayaran Meratus has ordered similar units for smaller container vessels. Deliveries will be from 2006 to 2008.

## Tadano invests to increase production

**Japan:** Tadano is to invest Yen7.5 billion (US\$ 63 million) in new manufacturing facilities and refurbishing existing plants in Japan. The investment program is part of a four year plan to establish a new crane production structure that will allow a 30% or more increase in overall production volumes. The plan will involve investments at plants in Shido, Takamatsu and Tadotsu, Japan.

Tadano also announced it will invest \$10 million in its joint venture company in China to strengthen its competitiveness in the Chinese market and to establish the Tadano brand in a leadership position in the truck crane market.

# Tutt Bryant floats to expand

**Australia:** Crawler crane rental house Tutt Bryant Group Ltd (formerly Tat Hong Rental) plans to use an AUS\$25 million (US\$18.27 million) public floatation to expand into larger construction equipment rental.

Tutt launched an initial public offer (IPO) listing on the Australian Stock Exchange (ASX) on December 15, under which it will gain more independence from its Singapore-based parent, Tat Hong Holdings Ltd.

Tutt Bryant managing director David Haynes said the IPO would

reduce the company's reliance on Tat Hong, which has invested more than AUS\$70 million (\$51 million) in Tutt since 1996. "For us to go any further without them [Tat Hong] throwing more money into us, we have got to start standing on our two feet," Haynes said. "It will allow us to go to the marketplace and control our own destiny and start seeking funding and getting our balance sheet into good order."

Tat Hong will retain a 70% stake in Tutt after its listing on the stock exchange.

In the next six to nine months Tutt plans to increase its crawler fleet from 90 units at five depots to more than 100 units, and widen its range of non-crane heavy construction machinery. It will also set up a project services division, combining crane rental and transport services, as a one-stop shop for major projects.

"We're looking at going into the bigger end of the market," Haynes said. "We have positioned ourselves to take advantage of the resources and construction growth that has happened."





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



**E**arly December saw *ACT's* Heavy Equipment Index hit a new high of 115.72 points. This high coincided with peaks for the year for the Dow, NASDAQ and S&P 500, but as the graph shows, these highs were much less pronounced.

The mini peak was largely attributable to oil prices, which managed to stay below \$60 per barrel. Not exactly a fall, but the fact that it did not rise as winter set in and demand for fuel increased clearly cheered Wall Street.

If the situation continues for the final weeks of the year, there seems a good chance of the major indexes recording some net gains for 2005. While these will not be massive – probably 1% to 2% for the Dow and about 5% for the NASDAQ and S&P, a gain is still a gain.

But the fortunes of the US markets are poor compared with other parts of the world. The Japanese stock markets have had a magnificent year, particularly the second half, and net gains for 2005 are likely to be in excess of 30%.

The European bourses have also had a good 2005, with the FTSE 100, for example, up about 14% for the year.

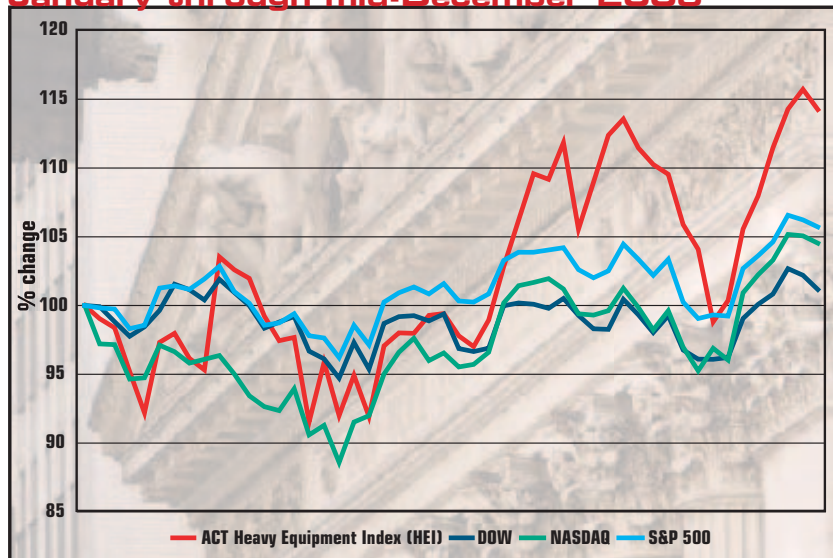
Although the wider US markets have had a nondescript year, the nation's heavy equipment

*ACT's* share index rallied as 2005 drew to a close, with gains that far outstripped the major benchmark indicators.

This mirrored the year as a whole, with good performances for heavy equipment shares contrasting against the weaker mainstream markets. **Chris Sleight** reports

# Equipment shares shine

January through mid-December 2005



manufacturers have fared well. Profitability in the sector grew with sales throughout 2005. Operating profits are running at about 8% to 9% of sales, a marked improvement from the 4% to 6% levels seen in 2004.

Key has been the manufacturers' ability to pass on higher costs to customers, particularly those relating to rising steel prices. There is also some evidence that production capacities have

increased, allowing more orders to be fulfilled quicker. This has the double benefit that the sooner manufacturers can work through their backlogs, the sooner they can start delivering higher priced machines ordered after list price increases.

Whether profitability continues to improve in 2006 remains to be seen. Based on third quarter results, profits are still growing, but that growth is clearly tailing off from the peak in the middle of 2004. At the current rate of decline, revenue and profit growth will be flat by the end of 2006 or early in 2007, but by that point, average operating profits in the industry could be as high as 10%, and the net margin will likely be above 7%.

## Outlook

With that background, equipment share prices can be expected to continue to rise for the early part of 2006 at least. It is clear, however, that a downturn is on the way, and that will make the markets nervous, and perhaps over-sensitive to poor profits. The annual results season in late January and February is the next crucial hurdle but, judging by results for the first three quarters of the year, there should not be any nasty surprises here. More important will be quarterly results throughout 2006. **act**

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



## about the index

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

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# Operating Engineers host CCO workshops

Western States Operating Engineers Training Institute Local 370 and Operating Engineers Regional Training Program Local 302/612 provided cranes and classroom facilities for CCO overhead crane and tower crane workshops, November 7 through 11.

Western States Engineers Training Institute is 16 miles south of Spokane in Spangle, WA. Mark Wagar, Local 370's training director, provided classroom facilities and a 7-ton, top running, single girder Washington overhead crane for the workshop. Candidates came from Alaska, Arizona, and Washington State to participate in the two day event.

The 60 acre Spangle site has dormitory space for 30 students and a 7,000 square foot maintenance and training building. The Western States Engineers Training Institute is licensed as an interstate college and provides training for supervisory personnel and for equipment operators.

The tower crane Practical Examiner training was conducted

on a Liebherr 132 HC with a 115 foot jib and 99 foot tower at the IUOE Local 302/612 site outside Ellensburg, WA. Workshop candidates came from Arizona, Kansas, Missouri and Washington State to participate in the three-day event.

Jim Agnew, director of training at the Ellensburg site and a member of NCCCO's Tower Crane Development Task Force,



Completed in 2004, IUOE Local 302/612's 1,600-acre Ellensburg training site that hosted a CCO Practical Examiner Training Workshop in November, boasts new offices, classroom facilities and a 9,600 square foot maintenance and training building

provided the tower crane, training facilities, and lunch. Completed in 2004, the 1,600 acre Ellensburg training site has new offices, classroom facilities and a

9,600 square foot maintenance and training building.

The site houses six mobile cranes, one tower crane and more than 50 pieces of earthmoving

equipment. Approximately 200 journeyman and apprentices are trained each year, and the site caters for the western and central Washington areas. **act**

## Lang Exploratory Drilling hosts workshop

Lang Exploratory Drilling, a division of Boart Longyear, hosted a CCO Mobile Crane Practical Examiners Accreditation Program workshop at its Salt Lake City, UT facility October 18 through 20.

Several employees from Utah, as well as candidates from Alaska, British Columbia, Hawaii, Nevada, and Oklahoma, received practical examiner training that authorizes them to administer CCO practical exams developed by NCCCO.

Lang Exploratory Drilling has 31 drilling rigs in 11 western states, as well as Alaska, Canada, and Peru. Lang uses OMC cranes that fall within the NCCCO small and large telescopic categories.

Scott Crowder of Lang Exploratory Drilling indicated that CCO crane operator certification forms a part of the overall training that Lang employees must receive, and believes the overall benefit of CCO certification will serve the company

well as more states in which the company operates adopt it as a requirement.



For information on the National Commission for the Certification of Crane Operators (NCCCO) go to: [www.nccco.org](http://www.nccco.org)





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Is the value of talking on a cell phone worth risking lives?

Terry Young reports

# Mobile mania

**T**he National Highway Safety Administration (NHTSA) has estimated that cell phones cause between 300,000 and 650,000 accidents each year in the United States. The numbers of fatalities related to these accidents are unacceptable. Current studies show that between 100 and 1,000 people are killed each year due to cell phone-related accidents.

This is more than deaths related to airbags and Firestone tires combined. The airbag and tire industries had to withstand large amounts of negative publicity. The cell phone industry has not received the amount of negative response from government, industry, or society.

In many states, statistics linking accidents to cell phones

are unobtainable. These states do not require police officers to document whether a driver involved in an accident was using a cell phone. Most experts agree that the process of collecting reliable data is inconclusive. Countries that have banned hand-held phone use while driving have reported a significant decline in accidents related to



## cell phone laws by state

STATE	BANNED?	NOTES
ALABAMA	X	
ALASKA	X	
ARKANSAS	✓X	School bus drivers are banned from using a cell phone
ARIZONA	✓X	A bill to introduce a ban was lost by a 4-3 vote in the Senate Transportation Committee. Bus drivers are banned from using a cell phone
CALIFORNIA	X	Bill to introduce ban failed February 1998. Car rental companies required to offer guidance on cell phone use
COLORADO	X	Teens with restricted licenses are banned but can only be stopped for another violation first
CONNECTICUT	✓	Banned with effect from October 2005. Teens are also forbidden from using hands-free kits while moving
DELAWARE	X	A driver can already be prosecuted for "inattentive driving", which can include using a cell phone
DISTRICT OF COLUMBIA	✓	Banned from July 2004
FLORIDA	✓X	State Attorney General said that cities can set local regulations, July 2001. Overturned by Governor Bush
GEORGIA	✓X	School bus drivers banned from using cellphones while driving
HAWAII	?	A bill has been introduced in Hawaii's legislature
IDAHO	X	
ILLINOIS	✓X	School bus drivers are banned. Chicago has passed a bill banning driving while using a phone, fines of \$50 per infraction
INDIANA	X	Ban proposed
IOWA	?	
KANSAS	X	Bill to introduce ban failed in 2000
KENTUCKY	X	
LOUISIANA	?	Study into the effects of a ban underway
MAINE	✓X	Minors and those on learner driving licenses may not use a cell phone while driving
MARYLAND	X	Bill to ban dropped February 2001
MASSACHUSETTS	✓X	Bill for most users pending, but bus drivers already banned. Drivers required to keep at least one hand on the steering wheel while holding a phone
MICHIGAN	X	
MINNESOTA	✓X	Teenagers and provisional drivers are banned
MISSISSIPPI	X	Legislation prevents local councils enacting their own ban
MISSOURI	X	

STATE	BANNED?	NOTES
MONTANA	X	
NEBRASKA	X	Bill planned
NEVADA	X	State bill to introduce ban failed April 1999. Local bill in Clark County also blocked November 2001. Nevada state passed bill banning local regulations, March 2003
NEW HAMPSHIRE	✓X	Not explicitly banned, but you can be prosecuted if using a cell phone when involved in a driving accident
NEW JERSEY	✓	Banned from July 2004, the fine is up to \$250
NEW MEXICO	✓X	Being debated, local ban in the city of Santa Fe
NEW YORK	✓	Ban effective from November 2001
NORTH CAROLINA	?	Study into the effects of cell phone usage while driving being carried out
NORTH DAKOTA	?	Bill proposed
OHIO	✓X	The City of Cleveland is discussing a ban. Ban in place in Brooklyn
OKLAHOMA	X	Bill to introduce ban failed in May 1999. Legislation prevents local councils enacting their own ban
OREGON	X	A new bill enacted in January 2002 forbids the local governments from implementing their own cell phone ban
PENNSYLVANIA	✓X	Local cities have their own laws; state legislation pending
RHODE ISLAND	X	Governor Almond rejected a ban, July 2001. School buses are banned from using a cell phone. Proposal for a ban being debated, April 2004
SOUTH CAROLINA	X	
SOUTH DAKOTA	X	
TENNESSEE	✓X	School buses are banned from using a cell phone
TEXAS	X	Bill proposed
UTAH	X	Bill to introduce ban failed March 1998
VERMONT	X	
VIRGINIA	✓X	Bill failed in December 1998 but it only applied to school bus drivers. Passed a bill in August 2001 to look for any impact on safety by the use of a cell phone while driving. Bill banning minors passed January 2005
WASHINGTON	X	
WEST VIRGINIA	X	Bill proposed in 1999 but never debated
WISCONSIN	X	Bill to introduce ban failed in April 1998. Bill to ban younger drivers being debated
WYOMING	X	Bill proposed

X NO ✓ YES ✓X PARTIAL ? BEING DEBATED

hand-held phone devices. Japan and 13 other countries reported a 75% decline in accidents the first month following enforcement of such a ban.

The cellular telephone industry often demonstrates its commitment to promoting safety for its customers by providing product information packets and an occasional television advertisement. It is true this may protect the cell phone companies from some liability and litigation

claims but, based on the accident safety data, this information is not sufficient in solving the root cause of the problem. The distractions caused by cell phones are linked to accidents, injuries and fatalities.

### Bans brewing

Legislators, business owners, talkshow hosts and celebrities are listening as the cellular telephone industry and advocates to ban the cell phones glued to drivers' ears battle over these safety issues.

What political road does this lead us down? Is the value of talking on a cell phone worth risking lives?

Business spokesmen estimate major productivity losses in time spent in vehicles if these laws are enacted on them. Millions of Americans are now enjoying this convenience at the risk of a large disaster.

Although most people agree that talking on a cell phone while driving is a distraction,



Although most people agree that talking on a cell phone while driving is a distraction, many believe the safety risk is an acceptable trade off.



many believe the safety risk is an acceptable trade off.

Admittedly, the importance of a cell phone for emergency purposes should not be overlooked. Each day cell phone users are reporting accidents and emergencies that save lives. These services are important but emergency calls from a vehicle should be made while the vehicle is stopped in a safe location.

Many consumers may say that there is no difference between drinking coffee, tuning the radio or talking on the cell phone while driving. The fact remains that accidents related to driving and talking on cell phones are occurring at an alarming rate. Cell phone use in America exceeds 75 million phones without much safety education in place on this issue.

While talking on a cell phone

does increase the risk of an accident, accidents related to cell phone use in vehicles could be eliminated, reduced, or prevented. It appears this will not change without new technology, laws or valuable data needed to convince consumers of the safety issues related to these products.

Several studies show no difference in accident rates of drivers using hands-free phone devices and traditional hand held cell phones. Several states have banned or are considering banning, the use of a cell phone while operating a motor vehicle. In some regions of the US, specifically Chicago, drivers can get a ticket for talking on a cell phone without a hands-free device. It is best practice to have a company safety policy restricting cell phone use while driving company vehicles. **act**





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# Demag heavy lift spectacular

In September 2005, Terex-Demag announced it was to launch the 1,100 ton capacity CC 5800 crawler crane. The unveiling of the new model took place at Terex-Demag's crane testing facility in Bierbach, Germany on November 18. In addition, the select audience of about 300 participants from around the world were treated to a spectacular

series of announcements.

The main attraction was of course the debut of the CC 5800, which has a maximum load moment of 12,860 tonne-metres. In addition to the 9.8 foot transport width of all components, jib sections can be inserted into the main boom sections to further simplify transport. Operation can either be with up to 492 feet of main boom or a 670 foot combination of main boom and luffing jib, both in SL configuration.

The central base of the CC 5800's slewing ring is connected to four foldable outriggers, which not only allow self-loading and discharging, but also fit straight to the crawlers

## New Koenig



Koenig Cranes has introduced its latest model, the K45T self-erecting tower crane to the United States and Canada. The K45T features a full 45 metre (147 foot) jib and a standard under hook height of 28 meters (91 feet). The crane can be also luffed up to 30 degrees, raising the under hook height to 49.5 meters (162 feet).

The K45T has a maximum standard lifting capacity of 5.5 tons. Capacity can be increased by up to 20% with the use of the Koenig "Power Lift" option, raising the maximum lift to 6.6 tons.

Maximum capacity at the jib tip is 2.2 tons, which can also be increased by up to 20% with the use of the Koenig "Power Lift" option, thus raising the maximum tip lifting capacity to 2.5 tons.

The K45T is also designed and engineered to work in conjunction with Koenig's free standing frame, which allows the cranes to be elevated by an additional 19 feet and placed over and above sidewalks adjacent to city streets.

Use of the free standing frame ensures that building lot and city street space is freed up, allowing pedestrians to continue to use of sidewalks while the crane works above them.



or can be lengthened to operate the crane in pedestal mode.

What followed at the summit was further extensive explanation of several more Terex-Demag developments in heavy lift crane design. First was the new 661 ton capacity CC 2800-1 NT, a Narrow Track (NT) version of the CC 2800-1, for wind turbine erection, designed to relocate



on site fully rigged. Terex-Demag technical director Klaus Meissner explained the different approach his team has taken in designing a 12 foot wide crawler undercarriage with a central beam and outriggers attached at the front and rear. For additional sideways stability outriggers have

been attached that can fold up to the crane upper for narrow access. In this way Terex-Demag claims its CC 2800-1 NT has increased sideways stability with a center of gravity at 24 feet and a tipping angle of 14.5 degrees. The crane can lift up to 137 tons on 295 feet of boom. **act**

## Grab a new loader



Danish loader crane manufacturer HMF has three new models for heavy duty applications. The 1244 Series, 1444 Series and 1643 Series are grab loaders with high working speed for heavy lifting and for use with poly grabs. Using hydraulic oil regeneration on the extension cylinders "offers the market's fastest working speed on this type of loader," HMF said.

Bearings are a maintenance-free composite type and there is centralised lubrication, which helps ensure proper lubrication of, for example, the slewing rack and the top and bottom bearings in the base.

For protection and longer life the hoses for the hydraulic extensions run inside the boom. With a grab and rotator the loader can still be stowed behind the truck cab to maximize capacity on the load platform. HMF loader cranes are distributed by Iowa Mold Tool in the US and Canada and by Maquinaria Intercontinental SA de CV in Mexico.

# Sharp and focused

Polite, well spoken and intensely focused, Manitowoc Crane Group president

**Glen Tellock** reveals to D. Ann Shiffler in an exclusive interview that MCG is aggressively pursuing market share and is poised for strategic global growth

**F**or some 10 years, Glen Tellock was a background player in the operations of the Manitowoc Company. Hired in 1991 as director of accounting, he specialized in long-term planning and corporate turnaround. But early on the management team of the Wisconsin-based company recognized the grit and the gumption of the youthful Tellock. He rose through the ranks quickly, assuming the

posts of controller, treasurer and chief financial officer.

Personable, curious and resourceful, Tellock became innately focused on taking the company to a new level. By the late nineties he was orchestrating acquisitions by the food services, marine and crane divisions, taking special interest in the scope and operations of the crane group. He envisioned enormous market potential for the crane division.

In 2002, he began working on the final financial models and forecasts related to Manitowoc acquiring Grove Worldwide. Manitowoc had been considering a purchase of Grove since 1997. The acquisition was "a strategic fit," says Tellock, even though the crane business at the time of the purchase was at a low point.

Shortly after the acquisition of Grove was announced, Tellock was named president of Manitowoc Crane Group. Observers soon realized that Tellock was also a "strategic fit" for MCG. Tellock and his team carefully crafted a new vision for the crane group, greatly expanding the company's product line and global identity.

## What are the milestones in your tenure as MCG president - the high and low points?

I think the high point for me is the success of the integration that we had with the acquisition of Grove, when we had the chance to take Potain, Manitowoc and Grove and put together Manitowoc Crane Group in 2002. That whole integration plan, and following the transition in 2003, is what set us up for some of the successes we are having today.

The low point was some of the things we had to do during that industry low point. Any time you have to consolidate plants, any time you have to close a plant, any time you have to lay people off, sell a business unit; I don't wake up in the morning hoping to do those things. The low points are when you have to lay people off. Back in 2002 and 2003, our US-based crawler business was off 70 percent. [Under those circumstances] you can't keep doing things the way you have done them in the past.



**It's been more than three years since the acquisitions of Potain and Grove. The effort to meld together these companies must have been monumental. What is your perception of the transition and is it complete?**

When Grove was sold the first time in 1997, we wanted to buy them then, but the price was too high. Strategically we knew it fit. We had our business plan and we knew we wanted to be in that business and when the opportunity presented itself, we couldn't walk away from it again. We got it for what we believe is a very fair and equitable price, so we are very satisfied with that.

The transition is itself complete. But I don't think you are ever complete. What we did is say here are the 90 and 180 day things, here's the one-year plan. And then, basically, we have set up some longer term strategies – it could be strategic things with computer systems, it could be fully integrated systems, product support – like what we are building with Manitowoc Crane Care. I think it's an evolution. We sat down and said, "Here's where we want to be." We continue to evolve. The transition and integration are complete, and now we are back into identifying and working towards our strategic plans and business plans. We've done a lot, but there's still more to do and that's what is key for us.

#### **What is your philosophy in running this company?**

Really there are five principles, I would call them, that my management group knows that I live by. They know them very well. They are very simple principles:

- no surprises
- bad news first
- full disclosure
- know your costs
- do what you say you are going to do.

Very simply, it's to take what I know and the people we have put in their respective positions and to give them the autonomy and authority to manage the piece of business that they have. We pay people a fair salary, a good amount of money to do their jobs, and so we give them the autonomy and let them do what they do. My job is to hold them accountable. And if you go by these principles I think it's very clear. You know what the ground rules are.

[We let our] people know that it is their plan, their business, their region. I have to let them do their jobs. There are times when I don't necessarily agree to where we are headed on an issue or an initiative, but I know if their team supports it, I have to make sure I don't talk them out of it. I have to defer to their judgment. It's worked and I've been very happy with it, and there are times if they had done what I thought was right, I would have been wrong. I learn a



**“** We continue to evolve. The transition and integration are complete, and now we are back into identifying and working towards our strategic plans and business plans. We've done a lot, but there's still more to do and that's what is key for us. **”**



lot from our people. We have a great team. We have an unbelievably good team.

#### **Describe the alliance between Kobelco and the Manitowoc Crane Group. What drove Manitowoc and Kobelco to establish this union? Has it been a success? Is it mutually beneficial?**

I think when you look at the two companies, Kobelco and Manitowoc, we share some of the same philosophies. They have a good product. They support their product. We felt comfortable working with them. These can be difficult relationships. We wanted to develop our small crawlers, and we just felt Kobelco's small crawler line fit the way we would do business better than some others, and it gave us the opportunity to focus on different product lines because we didn't have the resources to come up with all the new products we wanted. This filled a product void for us. We think our customers view it as successful. It's our product. It's our brand. From the outside

people look at it as an alliance, but the term we use is it's a supply agreement. Again, it's our product support, our Crane Care system, our marketing strategies, our warranties. [Kobelco] just supplies us the crane.

I think it has been mutually beneficial. Absolutely. If you look at the other things we are doing, putting some of our product into Japan with the GMKs, I think it helps them from a manufacturing standpoint. Any time you can take the amount of product that we've put into North America versus what they have, I think they are very satisfied from a manufacturer basis. We still compete with them. We knew that would happen. We talked about it. They still need to manage their distribution in North America and we manage ours. Our distribution in North America is one of our competitive strengths.

#### **For the last year, demand for new cranes in the US has been unprecedented, with MCG and its competitors hard pressed to meet demand. Is MCG sold out for 2006? What are you doing to ramp up production? Do you see this demand continuing?**

Certainly the delivery and lead times are stretched. No, we are not sold out for 2006, and we are looking at other ways to expand our production levels. What is hindering our production levels is the component suppliers and not the manufacturers. At Shady Grove, we have manufacturing capacity. We can build more cranes. But we just can't get tires, bearings, components, etc. There are suppliers that are on allocation. It's not just us. Our competitors are in the same situation. Depending on the product you are talking about, some have longer lead times than others. Our product diversity gives us an advantage. Utilization rates are up in North America, rental rates are up and improving in North America, and used crane prices are up, and you are seeing inventory replenishment from the dealer base. So all that together, makes for pretty strong demand.

#### **The financial reports for MCG over the last year have been positive. How do you view the next year in terms of sales for MCG?**

Demand is good. When you look at some of the projections by AEM in their construction equipment market, in their lifting markets, we certainly would tend to agree with some of their projections. I'm not uncomfortable with that. But I think the focus for us is at the end-user level. We need to be competitive to stay customer focused. The things we did and the initiatives we took back in 2002 and 2003 were to size the business, to manage it through the economic cycles. That's our biggest challenge, to





If I do what is right for my customers and I maintain the focus that I believe we should maintain with a high degree of ethics, I think we will get our share of the business.



maximize opportunity while the cycle is up, but at the same time, staying with your customers and making sure they understand that we are watching where the market is going and staying close to make sure our dealers aren't stuck with gluts of inventory. Our focus is staying with the customer and taking advantage of opportunities as they present themselves.

**What's your take on the national economy for 2006, and how it will impact the construction sector, and the construction equipment sector, specifically?**

Again, I will refer back to AEM statistics. They are looking at the North American market being up 16 to 17 percent next year. I don't think we are uncomfortable with those projections. On the worldwide markets AEM's projections are up to 7 percent on a worldwide basis. I think what has happened this year with respect to the transportation bill, the energy bill, rental rates and inventory replenishment, it bodes well for a good year next year. From a market economy standpoint, you have oil prices which will be a question mark, you have residential growth declining, you have the fear of other energy costs. I think there are other construction equipment markets that it's not going to be as robust as it was, but it's still robust. Even though it's not 16 percent, it's 7 percent. Growth is growth, and I think people forget that. With all those things I think next year, unless there's something I'm not seeing, I don't know why our customers wouldn't be forecasting a good year.

**Manitowoc Crane Care was a significant development, what does it bring to the table?**

What's the phrase, emulation is the greatest form of flattery? We believe that Crane Care is a differentiator for MCG from our competitors. It is what Crane Care's slogan says, "whenever, whatever, wherever." It's what we believe gives our product brand strength, the fact that we stand behind our equipment. It gives our products the residual values they have. Crane Care is a service business. It's run differently than the manufacturing side of the business. You treat a service business different than

you treat a manufacturing business. We gave it the same level of importance that we give the manufacturing of the product. Product support is not buried down underneath in the factory somewhere.

**How is MCG positioned globally? Do you have plans for more acquisitions? Any plans to purchase Kobelco Crane Company in Japan? What is the status of the China factory?**

We always strive to have and maintain the Number 1 or Number 2 positions in the major markets that we serve. We do a good job of strategic planning, a thorough job of business planning, and we get together with our direct reports and talk about global issues, cross regional issues, emerging markets, mature markets. We have manufacturing in the Americas, Europe and China. Having this infrastructure, we are very well positioned compared to many of our competitors.

Do we have other things we want to do as a crane group to continue to grow, not just organically, it could be alliances, it could be acquisitions? Yes, we definitely want to do that. I don't think that's a secret. But I don't think you do it just for growth's sake. You do it because it will compliment our brands and because it has the same type of competitive strengths that we bring to the table in our markets.

Certainly as a publicly held company, there are all sorts of initiatives the analysts want you to go through. The biggest challenge is to make sure we can get decent diversity of product, diversity of geographies, and continue to bring products that our customers need and to also maximize the value of the brand.

In China, we finished construction of the factory in November. We will begin producing at the end January. Strategically, that plant gives us a foothold. We have the capacity to move production around the world as we see necessary to take advantage of markets, to take advantage of exchange rates, to take advantage of global customers. It gives us the infrastructure to be considered a global player.

**MCG competes with a wide range of companies, both**

**domestically and worldwide. How do you assess your competitors?**

I think rational competition is good for the industry and for our customers. What I think is not good for the industry or the customers – is the irrational competitor. That's what we watch, that's what we assess. I'm not the kind of person who had bad mouths competitors. I think highly of many of our competitors. Again, rational competition is good for any industry. It keeps us on our toes. Customers have options, and if I do what is right for my customers and I maintain the focus that I believe we should maintain with a high degree of ethics, I think we will get our share of the business.

**What are the next new products in development? Do you have plans, for example, to introduce a telescopic crawler crane, a mobile self-erecting tower crane on an all terrain carrier or for capacity enhancement systems and special versions of heavy lift crawlers?**

Suffice it to say that new products and product innovation are the lifeblood of our business. New products and product support are key strategies and core competencies of MCG. With Manitowoc, Grove and Potain, we have not lost that philosophy and we will not lose it. We introduced 13 new products last year, and I don't know why we would think there would be any less next year. Again we don't introduce new products just for new products sake. We listen to what our customers are saying and try to introduce products that are useful to the market. When you look at MCG, the money we spend on engineering and product support, that's a strategic decision on our part. Innovation and aggressive product development is born in our business and it will stay there.

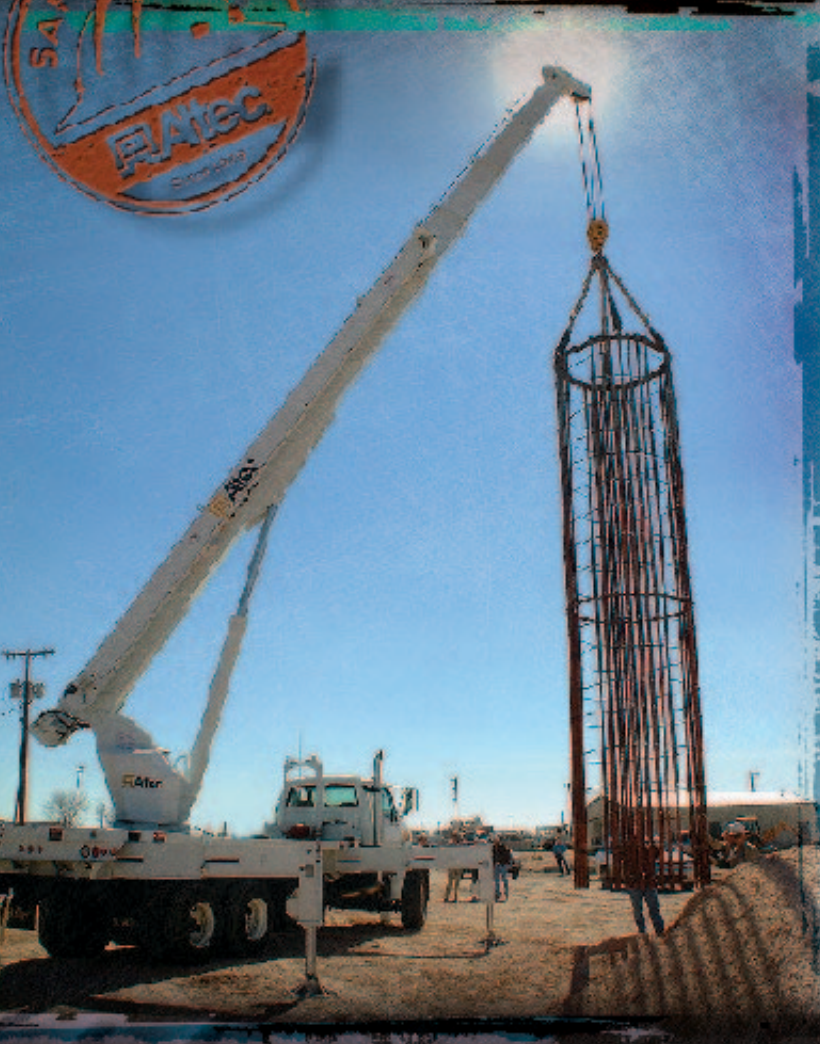
**What do you do when you are not at the office, when you are not on the road or working? How do you fit in family, fitness, fun?**

I enjoy sports. I run a lot. I take a pair of tennis shoes with me when I travel. I spend a lot of time with my family. My wife and daughters are very athletic so we enjoy the girls' athletic events. I enjoy coaching [their teams]. We are very outdoors type people.

Fun has got to be a part of my daily routine. We enjoy time with family and friends, entertaining and meeting new people. I like to keep things simple and fun. I think I do a pretty good job of not letting business control me. You need to know when to say no and spend time with your family. You don't get those years back. I want to spend as much time watching my girls grow up as I can. **act**

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# Good problems

With the demand for new cranes at almost unprecedented levels, the most pressing issues for crane dealers are manufacturer backlogs and luring, hiring and retaining good product support personnel. **ACT** reports

A year ago, US crane distributors had bid good riddance to 2004, another marginal year for crane sales, but were optimistic and hopeful that 2005 would be the year the market would "open up." Within the first three months of 2005 those hopes were fulfilled with a surge in orders for new cranes.

By ConExpo in March, the industry was amid a strong rally, with dealers scurrying to place orders for cranes their customers needed or anticipated needing. By summer, manufacturers were reporting backlogs well into 2006.

"Getting cranes has definitely been a problem and we have been slowing down our used equipment sales to keep our equipment longer while we wait on new cranes," says Dan Gold, vice president of subsidiary operations for All Erection and Crane Rental, based in Cleveland. "We don't see much of a relief judging by what the manufacturers are telling us on deliveries."

## Component shortages

Component shortages are taking the blame for manufacturers' inability to get product out the door and to their dealers, Gold says, with steel and tire shortages a major problem.

"In some cases, we have heard of equipment sitting because there aren't any tires for them," says Gold, whose company owns several traditional dealerships as well as crane rental operations, and represents Link-Belt, Manitowoc, Grove, and Piner to name a few brands.

Steve Nixon, owner and president of Link-Belt dealer Nixon Egli based in Ontario, CA, says backlogs have not been as much of a problem for his company because he ordered well in 2004 and 2005.

"We ordered a bunch of cranes last year and have multiple units ordered for 2006, with most of them pre-sold," he says. "It could be a problem the second half of this year because I may not have anything to sell."

Having just sold three 100-ton rough terrain cranes at year end, Nixon says he anticipates getting new cranes could become an issue if the construction economy keeps the pace of the past year.

"How bad [delivery] is, depends on how

good the economy is," he says. "If the economy slows, it may not be an issue."

Carston Larson, vice president of Milwaukee-based American State Equipment, says getting new equipment for most dealers has been "terrible," but that ordering in advance and having good, long-term relationships with the manufacturers has helped his company.

"Grove, Kobelco and Liebherr have been good to facilitate our requirements and demands, but it helped that we ordered well in advance," he says.

For the most part, 2005 was a very stable year for dealers across the US, with few mergers, acquisitions and bankruptcies reported, as compared to the rash of such during 2001 through 2003, which changed the face of crane distribution in the US.

## All is calm

"It has settled down," says Nixon. "A lot of the dealers that were acquired were those who had gotten in trouble and were leveraged – it was



There are fewer manufacturers and fewer distributors, both," says Gold. "Right now things are positive for almost everyone."



be acquired or go out of business. People tend to hold on when times are good."

Larson says that most of the merger and acquisition activity among dealers went on in the South and the West, and was not that big an issue in the Midwest.

"We are all pretty much independent dealers up here," he says. "Some of these big dealers [in the South and West] have become huge."

As well, the merger activity in the manufacturing sector also caused havoc. This too has settled down, although some dealerships fared better than others with all the changes.

"We have been a Grove dealer since 1961," says Larson. "When they were acquired by Manitowoc, it afforded us some more opportunities."

Gold says all the consolidations leveled the playing field and made it smaller.

"There are fewer manufacturers and fewer distributors, both," says Gold. "Right now things are positive for almost everyone."

## Labor shortage

After backlogs, dealers report the biggest issue for them is luring, hiring and retaining quality product support personnel. Larson says this problem is industry wide and almost at a critical level.

"I think we as an industry need to address this and be more proactive," he says. "We've gone into schools, we've gone into allied industries. We've tried to bring young people on board and some work and some don't. This is a tough issue."

Gold says workforce shortages are "incredible" and that his company has taken to advertising for personnel non-stop, putting signs out in front of the dealership.

"There's an incredible shortage of mechanics and product support people," he says. "What we have done is hire young men with no experience and start them cheap and raise them fast and give them enough money [to want to stay] and [even] loan them money for their tools."

Gold says he has found "stealing" mechanics and product support people from competitors doesn't work out, either. And the problem is not a new one.

"In the last 20 years, there has been maybe

six months where we were not looking for mechanics," he says.

Nixon says labor shortages are especially hard for the smaller dealers.

"The bigger companies can recruit the talented people because they can offer more benefits and more security," he says. "It's a major issue for us."

Most concur that the shortage of product support personnel is due to high school students not being as interested in construction work as much as they are interested in computers and high technology.

"Many schools aren't offering mechanics and auto shop [classes] any more," says Nixon.

Larson is pleased to see local Associated General Contractor groups and organizations like AED and SC&RA beginning to address labor shortages on an industry wide level.

**act**



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# Moving ahead

Customers looking for the **best overall return on investment** in a given size of cranes have discovered that

all-terrain cranes often fit the bill. **ACT** reports

**T**he all-terrain market crane market in the United States can finally be described as "mature," according to Ingo Schiller, executive vice president of sales for Liebherr Cranes Inc.

"In today's market, the customers are much more careful in evaluating their market needs and deciding between rough terrain cranes, truck cranes, lattice boom cranes and all-terrain cranes," says Schiller. "Customers are recognizing that a successful fleet for a particular market is blended amongst different types of cranes. They know that ATs can't do

everything any more than crawlers can't do everything. They look at cranes on a case by case basis and decide what makes sense."

And for most of the more knowledgeable and informed customers, the AT turns out to be a solid investment with good returns, he says.

"Customers are taking a more global view of the AT crane and its abilities," Schiller says. "The crane buyer is no longer limited to asking 'what's the most it can lift at a given radius?' The bottom line in the AT market is that no one is building a bad crane. The question is what is the best crane for my particular market? The critical elements are transport, reach, lift capabilities and a subset is how many additional truck loads of equipment do you have to deliver the crane versus the performance capacity of the crane?"

More and more, the answer to these questions leads buyers toward the latest generation of all-terrain cranes.

"They are no longer just a telescopic boom crane, but a crane that performs well with all its equipment at its highest capacity but also performs well with partial equipment, with partial counterweights," explains Schiller. "That said, ATs are still competitive with truck cranes, but more so where the truck cranes leave off. The AT is simply the carrier that's underneath the boom and superstructure. The design allows for real axle steering, making it easier to carry a longer boom on a longer vehicle and still maneuver on the streets and on a job site."

The AT market is principally being driven by the need for capacity, maneuverability, road ability and longer, multi-section main booms, according to Doyle Bryant, director of product marketing, Americas, Manitowoc Crane Group. That said, all-terrain cranes still only

Link-Belt AT3130







Manitowoc GMK 7750

account for about 15 to 20 percent of the total crane market in North America, behind rough terrain cranes and truck cranes.

Terex Demag's sales administrator John Turner says this his customers are impressed with the simplicity of ATs, in terms of ease of operation, ease of set up and ease of transport. His company designs a specific model for the US market.

"Our Terex Demag AC 140 is our workhorse," he says. "It is road worthy and easy to operate with touch screen controls, self erection and self assembly."

With its IC one control system, the Demag 140 can be set up and working in 30 to 40 minutes, says Turner, whose company sells 12 AT models in the US, from a 45 tonner to an 800 tonner.

Ron Dogotch, vice president and general manager for Tadano America, thinks the demand for Tadano Faun ATs is predominantly motivated by two major market indicators: pent up demand by crane rental operations to update their fleets and energy industry expansion.

"The single biggest market sector is energy, and it covers a wide spectrum from refinery expansion, upgrades and turnarounds to windmills, cogeneration plants, ethanol plants in the Midwest," he explains. "A good portion of the market is driven by a huge energy appetite and cranes are needed for this expansion. These developments are tied into industries growing in an overall expanding economy."





Grove built the world's first all-terrain crane in Germany in 1976. The two-axle 18-ton capacity Grove AT180 was quickly embraced throughout Europe, but was slow to catch on in the United States.

In 1981, Liebherr brought its LT 1200, a 240 US ton AT to ConExpo, selling it at the show, much to the surprise of many people there. At that same show, Grove displayed its new TM2500/3000, an eight-axle, all-wheel steer, 300-ton crane with a pinned boom.

But after the initial buzz at ConExpo, the market for ATs fizzled, with the major AT manufacturers continuing to develop the product in Europe, but not finding much of a market in the US.

"In the mid 1980s, we sold a few ATs in the US," says Ingo Schiller, whose father Heinz Schiller sold that first Liebherr AT at ConExpo. "Things were kind of quiet. The truck-style telescoping cranes out of Europe were too heavy to move on US roadways."

But fast forward to 1992, and according to Schiller, "Life got interesting."

After years of conversation, Ray Anthony of Ray Anthony Cranes ordered two Liebherr LTM 1120s, a 120 metric tonne machine on five axles with 137 feet of main boom, remembers Schiller. "Mr. Anthony liked the crane but told us the boom needed to be a bit longer so we redesigned it to a 148 foot boom and Mr. Anthony took another four units," says Schiller. "And then he took another six."

Schiller says by the mid 1990s, people began paying attention to the design and functionality of the AT. All Erection out of Cleveland started ordering ATs as did B&G in New Orleans and Turner Brothers he says.

"ATs started appearing on jobsites and there was a market opening," he says. "At the time, there were Liebherr ATs, Demag ATs, Krupp ATs and Grove ATs in the US."

In 1995, Grove purchased Krupp, which produced an entire line of ATs. By the late 1990s, the AT was a "phenom" in the US. Tadano had purchased Faun and began producing a full line of ATs. Terex purchased Demag and merged their AT product lines. Link-Belt got into the action, creating an alliance with Tadano to market a Link-Belt branded AT.

Two things happened to make the AT an accepted product in the US, according to Schiller. First of all, the predominant European manufacturers started designing ATs to meet the specific needs of their American customers. "And then some big players purchased them and when the big players purchased them the smaller players says 'well if they are buying them they can't be bad,'" Schiller says.



Dogotch contends that the AT is a serious contender among buyers because it's a hybrid, a combination rough terrain crane and truck crane with diverse capabilities and capacities.

"ATs are more expensive than both RTs and comparable truck cranes but they offer more versatility, and typically truck cranes and RTs of comparable size do not offer comparable boom lengths," he says. "ATs offer longer booms in the 60 to 70 meter category of full power main booms not available on RTs or hydraulic truck cranes."

The latest design attributes of today's ATs have also become a selling point, according to Liebherr's Schiller.

"On the Liebherr ATs, we have longer and longer booms for a given class of crane. Our latest 115 ton has 190 feet of boom, which is something that is unheard of in that class of crane," he says. "In addition they have the new independent rear steering that allows the crane to be driven in one of six different driving modes, whatever the operator deems to be best for being on the street, jobsite or special operation modes."

Bryant at Grove points to "longer, multi-section booms and more rounded stylized cabs to go with the traditional Grove features of MEGATRAK suspensions, MEGAFORM booms with the twin-lock boom pinning system, hydraulic luffing swing-aways and tiltable (to 20 degrees) operators cabs." MCG produces 11 ATs, ranging in size from 35 to 550 ton capacity.

Link-Belt formed an alliance with Tadano Faun to produce its AT3130 II and the new ATC 3200. Introduced last year at ConExpo, the Link-Belt ATC-3130 II has a 130 ton capacity and a 170.6 foot full power five-



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section latching boom. Rick Curnutte of Link-Belt says his company has focused on assuring its models are user friendly to Americans, providing North American units of measure, pounds, feet and inches, versus kilos and meters.

"We have found this means a lot of the market," says Curnutte. "Also ease of operation is important and also not to go overboard with buttons and gadgets. We want to weigh what the European market wants and needs versus what the American market wants and needs."

This point is well taken among all AT manufacturers. Interestingly, not one all-terrain crane sold in the American market is fully manufactured in the United States. The product got its start in Germany, and for the most part, engineering and design was almost exclusively European. It was just in the past 15 years that input by American crane buyers started being implemented.

"Our Link-Belt engineers and marketing team is working with Tadano Faun to develop future models with more of a global specification, not just for the European market," says Curnutte. "We are listening to our customers and trying to assure the products we sell meet their needs."

Bryant agrees that America-specific design for ATs is important. For the most part, all of the AT manufacturers produce a different crane for North American than they do for the European market.

Known for its innovation in the AT product line, Tadano recently introduced a safety feature that Dogotch says is getting a lot of attention – the automated lift adjuster. Tadano Faun's ATs feature Automatic Moment Limiters that compensate for boom deflection by elevating the boom elevation cylinder automatically.

Tadano Faun's six AT models also offer a tilted cab that is a bit different from others on the market. "The difference between ours and others is the internal floor board of our cab tilts together inside the cab shell and the cab shell maintains level with the carrier deck. The advantage to that is for operator convenience and ground crew convenience," says Dogotch.

Before the slowdown in sales after September 11, the demand for ATs was such that many in the industry predicted they would make the conventional truck crane obsolete.

But that too hasn't come to pass. When the market for cranes came back in 2005, the truck crane product was among the most popular, and demand remains high.

"We still have a very strong market for truck cranes," says Link-Belt's Curnutte. "Our 60 ton, 75 ton and 90 ton truck cranes do very well. But there is a need for machines in the 120 and 130 ton class and that's where the AT owns the market."

With the AT market now considered to be mature, Schiller says he thinks that the direction of the crane's design will evolve to



meet the specifications of the customer, the end-user.

"Rather than product engineers telling the market what they need, whether it's a larger capacity crane or other features, we will see the customer telling the engineers the direction they need to go," he says. **act**

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# Pouring it on

While it will not eclipse the famous Sears Tower in height, the new Trump Tower in Chicago will hold bragging rights to a whole host of construction attributes. **ACT** reports

**W**hen it is complete in 2009, the new 92-story Trump Tower in Chicago will be comprised of almost 180,000 cubic yards of concrete, making it the tallest concrete-reinforced building in the world.

More than \$130 million of the building's \$600 million construction budget is earmarked for concrete. While most tall buildings of this nature are steel-reinforced, as are the Sears Tower and the Hancock Building in Chicago, the Trump Tower will be a concrete structure, mainly because of limitations of the site along the river. Site limitations also required that the building be reinforced on a hugely stable



Dale Hendrix, executive vice president of McHugh Construction, oversaw The Big Pour which involved the continual pouring of 5,000 cubic yards of concrete into a "mat hole," which would form the underground foundation for the concrete reinforced building



At 92-stories the Trump Hotel and Towers won't be the tallest building in Chicago, but it will be the world's tallest concrete-reinforced building when it is completed in 2009

and massive concrete mat, according to Dale Hendrix, senior vice president of McHugh Construction Company.

Last fall, McHugh crews built the mat, hauling 5,000 cubic yards of concrete to the site and dumping it into the mat hole. Measuring 200 feet long, 66 feet wide and 10 feet deep, the mat anchors the building from below ground.

Orchestrating what Hendrix and his colleagues in the construction industry are calling "The Big Pour," was a monumental task, with 30 trucks working around-the-clock for almost 24 hours pouring concrete into the mat hole.

Prairie Material Sales provided the concrete and the trucks, making 600 trips between the construction site and the concrete distribution site. Chemists were on hand during the continuous pour to assure the special formula of concrete was to exact standards. Designed specifically for the job, the concrete needed to be able to support the building's 360,000 ton weight. The strength of conventional concrete is 7,000 pounds per square inch while the solution used for the Trump Tower mat is designed to a strength of 10,000 pounds per square inch.

By mid December, with the mat complete and the building's basement and mechanical





The Liebherr 420 ECH picks up the tower crane sections off the truck and swings them around to a staging area on the ground. At that point, a 175 ton Krupp all terrain crane owned by Imperial Crane lifts the section upright and then swings it over to the base of the tower being erected. Crews catch the section and secure it to the base





A Liebherr 420 ECH tower crane helps to erect another Liebherr 420 ECH tower crane at the site



facilities in place, preparations were being made to start bringing the structure “out of the hole,” Hendrix says.

### Going skyward

To take the structure skyward, McHugh leased two Liebherr tower cranes, a 420 ECH with the final height under hook at 1,290 feet. The first tower went up in late November while the second one, a Liebherr 420 ECK, went up in mid December. The second tower crane will have a final height under hook of 1,236 feet. Both were leased from Morrow Equipment.

“We chose the Liebherrs’ because they were the only ones we could get high enough for this building,” Hendrix says.

Jim Huels, district service manager for Morrow Equipment, which leased the tower cranes to McHugh, says the cranes will be up for a couple of years. “After the structure is taller than the cranes, the cranes will leave their foundation and climb through the building,” says Huels.

Once the building is topped out the first tower crane will dismantle and take down the second tower crane, and then a derrick crane will be brought in to take down the final tower. But that’s a long time away, says Hendrix.

The focus over the next few years will be to frame the concrete structure, floor by floor. Once again, several new processes and specially designed equipment will be required to build the building, including custom-designed concrete pumps to reach the upper floors.

The two hydraulic climbing towers will provide most of the lifting needed on the site, although Hendrix says he will lease a variety of cranes from crane houses throughout Chicago to meet specialized lifting needs. To this point, two to three mobile cranes have been at the site daily since work started on the building.

act

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# LIEBHERR

**The Group**



# Pressing engagement

The route from China to Hopkinsville, KY was long and circuitous for the transporting of four extremely heavy and bulky machines for use at an auto parts plant. **ACT** reports



**ABOVE:** The snapping presses will be used to stamp frame components for the new model year of Toyota Sequoia SUVs and Toyota Tundra trucks



**LEFT:** Burkhalter started the heavy hauls from the Port of Eddyville about 10 p.m. each night

**S**hips, barges and heavy haul trucks and trailers were used to move four sophisticated JIER mechanical stamping presses from the Far East to their final destination at the Dana Corporation auto parts plant in Hopkinsville, KY.

Burkhalter Rigging of Columbus, MS engineered the heavy haul delivery and installation of the presses that will be used to manufacture vehicle frames for a new model year of Toyota Sequoias and Tundras. The two largest presses each weigh 1.8 million pounds while the two smaller units weigh 842,000 pounds each.

Toledo Press Company awarded Burkhalter the contract to transport and install the four

machines. When complete in late January, the project will have involved more than 40 truck loads, plus two barge transports, not to mention three ships from China.

## Starting in China

For Burkhalter Rigging, engineering the haul started last summer when superintendent John White went to China to observe the disassembly of the units and their packaging for shipment to the States, explains Phillip Burns, project manager and Burkhalter Rigging vice president of operations. "The equipment was originally planned to come into the Port of New Orleans before Hurricane Katrina changed our plans so

we brought them into the Port of Houston instead," Burns explains.

The first of the larger presses arrived at the Port of Houston in early October, was delivered to the plant by October 30, and was completely installed and operable by November 30.

At the Port of Houston the first press came in three main pieces – the 383,204 pound press bed, the 259,702 pound slide and the 357,145 pound crown. All three were loaded onto a deck barge and transported via inland waterway to the Lyon County Port Authority in Eddyville, KY. The barge traveled up the Mississippi to the Ohio River and then up the Ohio over to Lake Barkley to Eddyville.

"We went to Kentucky and looked around to select the best location to offload these pieces," Burns says. "We were looking for a location that would offer the closest proximity yet afford the overall safety of the equipment and the personnel on the job."

While the three pieces were en route Burkhalter had dispatched trucks to Houston to haul ancillary equipment, including the uprights, flywheels, clutches, gears and related components, back to Kentucky. Of the 18 truckloads, three were oversize and overweight. Ten trucks were used for the hauls, most of them from Burkhalter's fleet of Peterbilts and Volvos, using step deck, flatbed and multi axle lowboy combinations.





### Multi modal path

Heavy hauling by inland waterways is a common mode of transport in the Southeastern US, Burns says. "Typically there's always an option for multi modal, whether it is an inland waterway or maybe a combination involving rail," Burns explains, "We've done projects where we had to employ three different modes of transportation. We look for creative ways to accomplish moving big heavy pieces."

After the first press arrived in Eddyville, Burkhalter used a roll off procedure to unload the barge, which was docked longitudinally facing the bank. A ten line self-propelled hydraulic platform trailer self loaded each piece and carried it down the ramps. Each piece was staged at the Port of Eddyville and delivered over the road in the order they were needed for installation. The three main components were hauled using two prime movers rigged with 12 axle lines, one-and-a-half wide. Escorting the loads were Burkhalter civilian escorts, the Kentucky Department of

Transportation and Kentucky State Police.

"We would start rolling at 10 p.m. at night to make the 40 mile transport to the plant," says Burns. "The 40 mile haul took about six hours to accomplish. We would arrive at the plant about 3 to 4 a.m. each morning, the first night placing the bed, then the slide and then the crown." Each piece had to be offloaded outside onto a smaller self-propelled transporter, Burns explains, "We utilized a 450 ton set of J&R gantries. Inside we utilized a 500 ton hydraulic gantry."

Installing the presses was also a complicated task with Burkhalter's in-house structural and rigging engineers "blessing" the procedure. "There was a lot going on with the installation," Burns says. "We had to look at floor loading, plus the press bed is placed in a 30-foot deep pit."

Moving and installing the two large presses went off without a hitch, Burns says, and the two smaller presses were set to be hauled by truck and installed by late January. **act**

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To improve our transportation system to a level that benefits the nations' economic productivity requires an **additional investment** of tens of billions of dollars annually

## Keep America moving

**S**C&RA was pleased when President Bush signed the Safe, Accountable, Flexible, Efficient Transportation Equity Act: A Legacy for Users (SAFETEA-LU) on August 10. This bill, which provides a record \$286.5 billion over six years for our nation's highways and public transportation, came 22 months after the expiration of the previous long-term bill. A dozen extensions of the old bill kept transportation funding from grinding to a halt in the interim.

As a member of Americans for Transportation Mobility (ATM), a business-labor coalition, SC&RA had strongly supported efforts to promote the importance of this legislation. At the same time, we remained aware that even more funding was needed.

That shortfall came into focus on November 3, when the National Chamber Foundation released the second phase of a study researched by Cambridge Systematics, Future Highway and Public Transportation Financing. This study was initiated in response to the gridlock, the decaying roads and bridges, and the inadequate transportation infrastructure that cost the US economy billions of dollars in productivity.

Maintaining existing infrastructure means that pavement and bridge conditions and travel levels of service will remain the same. Below this level, conditions will deteriorate and congestion will grow.

To maintain our transportation system, all levels of government must invest \$235 billion in 2006, \$304 billion in 2015, and \$472 billion in 2030. Current revenue streams will fall far short of these levels – the cumulative shortfall through 2015 is \$0.5 trillion. To improve our transportation system to a level that benefits the nations' economic productivity requires an additional investment of tens of billions of dollars annually.

The major reason for the shortfall in federal revenues is that federal motor fuel tax rates are not indexed to inflation and have lost one third of their purchasing power since the last adjustment in 1993, according to the study. SAFETEA-LU failed to address this problem.

Of the approximately 60 cents per mile that drivers now pay to operate a car, only one cent goes as federal fuel taxes into the Highway Trust Fund (HTF). Paying an additional half cent per mile into the HTF

would fully fund the federal share of needs to maintain the nation's highway and transit systems.

Some ATM members call for an even bigger boost to the fuel tax, plus indexing. For example, the American Association of State Highway and Transportation Officials supports a nickel-per-gallon increase, and the American Road and Transportation Builders wants a two cent increase.

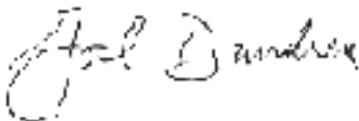
Complicating the issue is the growing popularity of hybrid and other alternative fuel vehicles. The study recommends broadening the base of user payments to the HTF by collecting a vehicle fee to capture fair payments from such vehicles.

Another strategy mentioned in the study was giving states and local government more revenue and investment options by authorizing expanded use of tolling. Conversations with our members lead us to believe that they generally support an equitable gas tax as opposed to higher tolls. One fundamental fact that we should all keep in mind is that SC&RA's membership benefits greatly from highway and bridge spending.

Members in our Crane & Rigging and Transportation Groups gain immediately when they are called on to do the heavy lifting and hauling inherent in major infrastructure projects. Of course, the Allied Industries Group members also come out ahead because they supply the heavy equipment and ancillary products and services necessary to complete the work.

In the long run, our members who operate trucks and mobile cranes stand to gain substantially if they can move over an expanded network of well-maintained highways and bridges. We cannot afford congested roadways pocked with potholes and other obstacles that hinder timely delivery and damage expensive equipment.

Rest assured that SC&RA will continue to support its members needs and keep them informed of significant developments concerning US infrastructure.



Joel Dandrea, executive vice president

### who's who at the SC&RA Specialized Carriers & Rigging Association



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Joyce Cranes

Vice President: Doug Miller,  
Fontaine Specialized

Treasurer: Bill Keen,  
Keen Transport

# And the winner is...

SC&RA members from around the globe are eligible to enter a variety of competitions that range from industry service to safety to jobs of the year in both rigging and hauling in a number of categories. **ACT** reports

**S**C&RA is now accepting entries for the various awards and recognitions, which will be presented at during the association's 2006 Annual Conference, April 25-29, in Hilton Head, S.C. The deadline for entries is April 5, 2006.

Each year, SC&RA members take on some of the largest challenges in the industry, and SC&RA strives to recognize these achievements. Members are encouraged to submit entries to as many awards as are applicable to their business. Remember, you can't win if you don't enter. While the best known awards are the Rigging Jobs of the Year awards and the Hauling Jobs of the Year awards, there are several other contests to enter, including:

**Golden Achievement Award** goes to the individual who has made an outstanding contribution to the industry and/or the association. Only SC&RA members may enter nominations.

**Truck Driver of the Year Award** goes to a professional driver who has demonstrated

outstanding performance through a deed of heroism, highway courtesy or contribution to highway safety.

**Crane & Rigging Safety Awards** are awarded to first and second place entrants in five categories, based on the amount of man-hours worked during the year.

**Safety Improvement Awards** are also given to all entrants that show an improvement in their incidence rate from the previous year's contest entry.

**Fleet Safety Awards** go to a motor carrier in five categories, based on mileage. Awards also will be given to entrants with zero recordable accidents and to entrants that can show a reduction in their accident frequency rate for miles traveled compared to their previous year accident rate.

**Million Miler Awards** go to professional drivers who have accumulated at least one million consecutive miles of safe driving.

For the **Job of the Year Awards**, known as the JOY Awards, entrants need to begin preparing for their presentation. Jobs must

have occurred before New Years Day 2006 to be eligible. SC&RA members throughout the world are eligible for Job of the Year trophies in six categories. Rigging categories, based on total contract amount, are under \$150,000, between \$150,000 and \$750,000, and over \$750,000. Hauling categories are trucking job under 160,000 pounds net; trucking job over 160,000 pounds net; and moving job, using specialized equipment such as self-propelled transporters, dollies and crawler assemblies.

SC&RA has presented Job of the Year Awards for hauling since 1965 and for rigging since 1968. These competitions, a highlight of the annual SC&RA Annual Conference, give recognition to member firms. At the same time, the association earns great publicity for the entire industry by showcasing accomplishments achieved by the winning entrants.

The JOY Awards are judged by a five member judging panel for each category. Judges are often former winners and they take their responsibilities very seriously.

Entrants are encouraged to pay close attention to the rules and regulations, particularly the judging criteria. Keep your presentation concise and accurate while covering all the points on the guidelines. Some of the companies that have won a number of times include a recap at the end of the presentation to hit the judging criteria point by point so that judges don't have to ask any questions.

Competitors are advised to take the same care in preparing the entry as they did in completing the job itself. Take care to stay within the 20 minute time limit, and be sure to focus on safety issues when possible. Safety is the overriding priority in the industry and it's important to show how safety concerns are addressed in relation to the job.

Although it takes time to pull together a winning entry, a huge financial investment is not required. Former winners have shown that members don't have to spend thousands of dollars on professionally produced DVDs or videos. PowerPoint presentations and slide shows put together by the project manager go over well. The key thing is to have some sort of a visual record of the job so judges can grasp the reality of the job. **act**



## Job of the Year judging criteria

### HAULING COMPETITION

- **Shipment Routing (10 percent):** dimensions, weight, characteristics, other considerations
- **Planning the Job (20 percent):** man-hours involved, permits and other regulatory approvals, other considerations
- **Physical Elements (10 percent):** terrain, weather, shorting present facilities, building new facilities, other considerations
- **Safety (15 percent):** driver supervision, equipment use, precautionary measures, other considerations
- **Execution (45 percent):** number of man-hours involved, ingenuity, innovations

### RIGGING COMPETITION

- **Safety (30 percent):** safety programs in place, equipment properly used, number and type of lost-time accidents (using Occupational Safety and Health Administration definitions)
- **Innovation and Ingenuity (30 percent):** creative applications of old techniques, newly designed equipment, modifications to standard equipment, resources used economically
- **Engineering and Planning (30 percent):** item's physical characteristics (dimensions, weight, fragility, center of gravity or lack of specific information about the load), site characteristics (ground characteristics, obstructions and clearances, weather and time), completion within schedule, level of professionalism
- **Limitations (10 percent):** Was the job: firm-fixed price, time and material with not to exceed, time and material, open ended? Other factors not numerated above.



### How to enter

Download entry forms for all awards and contest hints at [www.scranet.org](http://www.scranet.org).  
Deadline for entries is April 5, 2006.  
For more information, call (703) 698-0291





# 2006

## Specialized Transportation SYMPOSIUM

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Registration materials available late December 2005.  
Visit [www.scranet.org/event](http://www.scranet.org/event) to register online.

The long-haul, heavy-duty truck transportation industry is experiencing a **national shortage** of 20,000 truck drivers, which is expected to increase to 111,000 by 2014 if current demographic trends continue

# Drawing

**W**ord of mouth is a very effective recruiting mechanism, and many hauling companies prefer to begin with candidates referred from their own trusted sources. Spreading the word that a good company with a good reputation is hiring will often draw qualified candidates.

Many companies offer referral bonuses to employees who bring in candidates who are hired and pass a probationary period. You may be able to help your employees in their recruitment efforts by providing them with corporate brochures, flyers, audio tapes, video tapes or CDs to pass out to their contacts in the industry. In addition to being relatively inexpensive, the word-of-mouth method provides some level of applicant pre-screening.

Advertising is the next step in the recruiting process. Even at this stage, you can begin to screen for desirable candidates



by not casting too wide a net. Consider narrowing your advertising placements to those likely to be seen by people with a serious interest in the driving profession.

Effective options include trade papers, driving schools, company



### about the guide

SCRA prepared **Truck Driver Risk Assessment Guide and Effective Countermeasures: Recommended Management Practices** in cooperation with the Federal Highway Administration Office of Motor Carriers and Highway Safety and a host of industry representatives. The guide is in three sections: Driver Selection Processes, In-Service Performance and Personal Issues.

Among the forms included in three appendices are those for a structured telephone- or walk-in interview, trainee evaluation, driver evaluation, pre- and post-trip inspections, and alcohol and controlled substances testing. Also included are driver performance standards by driving task, accident policy guidelines, policy statement on speeding and reckless driving, and a model drug and alcohol program.



SCRA members can buy **Truck Driver Risk Assessment Guide and Effective Countermeasures: Recommended Management Practices** for \$18. The non-member price is \$30. To order, visit [www.scranet.org/store](http://www.scranet.org/store) or call 703-698-0291.





#### editor's note

The excerpt used here from SC&RA's 134 page publication, *Truck Driver Risk Assessment Guide and Effective Countermeasures: Recommended Management Practices*, examines how companies can remain competitive by recruiting qualified drivers.

# drivers



- steady work
- competitive pay and benefits
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- advancement opportunities.

If space and budget permit, other benefits you might include in your initial advertisement include:

- good working conditions
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- company profitability
- specialized training
- bonus programs
- customer interaction
- interesting environment and people.

newsletters and bulletin boards, resume databases and internet sites such as SC&RA's Career Services at [www.scranet.org/jobcenter](http://www.scranet.org/jobcenter). These provide a more limited but less risky pool of readers.

Each advertising option has its own pros and cons, depending on the time and budget available for the recruitment effort. Track the source of applicants over the long term to determine which types of advertising net high-quality applicants. Also, track your advertising success in relation to the time of year or day of week.

Advertisement content matters considerably in an industry with healthy competition for good drivers. Your advertisement should make your company stand out from your competitors and answer the question: "Why drive for our company?" Promote such key benefits as:

Balance your desire to attract driver candidates with the need to be true and realistic in your advertising. Trucking – or perhaps trucking in your particular environment – is not for everyone.

To narrow your audience, list your strict requirements. For example, your ad can stipulate that drivers must:

- be at least 21
- have two years' commercial driving experience
- pass a US Department of Transportation physical
- have a clean driving record
- pass a substance abuse test
- have a commercial driver's license

Close your advertisement with specific contact information: your company's phone number, e-mail address and fax number, as well as the reporting date, place and time.

**act**

## THE INDUSTRY EVENT OF THE YEAR



## 2006 SC&RA ANNUAL CONFERENCE

April 25-29, 2006

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Hilton Head, SC

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Or call (703) 698-0291

Hurricane Katrina's aftermath serves one very vital positive function, and that is to remind those SC&RA members in risk management that, while the day-to-day functions of loss prevention and claims and insurance buying are all vital, the disaster risk is always present, particularly considering the high risk nature of crane rigging and specialized transportation. **Kevin**

**Cunningham** reports

# Lessons learned

One of the largest, most powerful storms on record, Hurricane Katrina, smashed into a huge stretch of the Gulf Coast last August, causing massive wind storm and storm surge damage. It also caused the failure of the New Orleans levee system, virtually destroying much of the city. But on top of that, Katrina caused an unusually high number of deaths and created a heart-wrenching debacle as isolated survivors in New Orleans struggled for life amid toxic flood water, acute shortages of food and drinking water, no medical services and a spasm of lawlessness that amounted to nothing short of urban warfare.

For Katrina's millions of victims, the plight was too much to bear, especially in a city famously known as the Big Easy. SC&RA members from all over the country looked on in horror, both at the appalling conditions in the city, and at the governmental failure to control the situation. Why was it, many SC&RA members wondered, that television news people and well meaning movie stars could get money and supplies to isolated survivors, but the National Guard

and New Orleans emergency services could not? It boggled the mind and, as the Gulf Coast suffered, the country – and the rest of the world – began looking for answers.

It did not take long before the search for answers turned ugly, especially as the world media showed simultaneous reports of decomposing bodies in the streets of the stricken region while politicians at every level congratulated each other on how well they reacted to the disaster. The resulting public outcry grew in scope and intensity, until Michael Brown, head of the Federal Emergency Management Authority (FEMA), was forced to resign. Even now, President Bush's reputation is reeling from the poor response, and the same could be said about Louisiana Governor Kathleen Blanco and New Orleans Mayor Ray Nagin.

For most Americans, the events that unfolded before, during and after Katrina were nearly impossible to comprehend. How could the world's most powerful nation fail so utterly to manage this disaster? How could an entire city be washed away? How could the president go on

camera congratulating the head of FEMA, while FEMA itself was failing to carry out its most fundamental mission?

For ordinary citizens, these are not easy questions to answer but for the risk management professional, it was an object lesson in how (not) to handle a disaster. It was a disaster following a disaster, first the storm, then the breached levees, then the catastrophic breakdown in communications and coordination among the various agencies meant to respond to the stricken Gulf Coast. It was a worst-case scenario that somehow managed to worsen still.

## Questions remain

As the situation in New Orleans and throughout the Gulf Coast continues to stabilize, a number of lessons should be apparent. Dr Shawn Adams, PhD and professor of risk management at Pittsburgh State University, assesses the situation: "First, from the FEMA simulation of Hurricane PAM, to the warnings issued by President Bush, Governor Blanco and Mayor Nagin, the government had warning of impending disaster and the results that could

follow. Is it so impossible then, for the government to have done better?

"Second, governmental leadership at all levels had problems responding," Adams continues. "While some might point to the magnitude of the disaster as a reason for poor response times, all levels of government performed poorly, or outright failed at worst. Despite the valiant efforts from the relief workers, top level management was lacking, even with the fore warnings of the FEMA exercise reviewing the hypothetical 'Hurricane PAM' and the advance warning that radar and satellites provided of the impending disaster. In the days prior to the storm, one only had to watch the news to see what was about to happen.

"Third, bureaucracy did what it always does – move slowly," Adams explains. "The national embarrassment of stranded Americans at the Superdome, suffering and dying from dehydration, starvation and lawlessness, further illustrates the failure of bureaucracy.

"Fourth, the physical infrastructure of the United



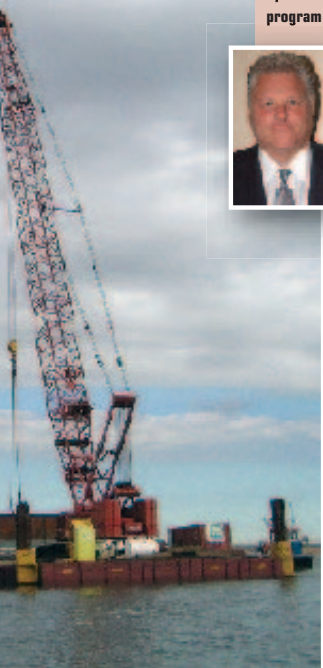




**KEVIN CUNNINGHAM** is president and CEO of Special Risk Services Group. SRS is the exclusive program underwriter and administrator of the SC&RA Member Insurance and Risk Management Program, which offers insurance options to SC&RA Members' agents and brokers. SRS can be contacted by e-mail on: [info@SpecialRiskServices.com](mailto:info@SpecialRiskServices.com)



Photo: Jordan Pile Driving



States, which holds itself up as an example to the rest of the world, failed," Adams says. "Levees gave way and the streets were flooded. New Orleans might not have full electricity, clean water or phone service for months, and even longer in certain circumstances. Convention traffic – the city's primary industry – has been halted until at least March of 2006."

Other issues, such as how many billions Katrina will cost insurers, or how many billions it will cost public utilities to restore public services over the next few months have yet to be determined. The billions of dollars of losses do not include the indirect losses in terms of worker productivity from those who left their jobs to flee the Gulf or those hundreds of miles away whose attention is now on rebuilding their lives and not their jobs.

### Risk management role

Hurricane Katrina serves one very vital positive function, and that is to remind those SC&RA members in risk management that, while the day-to-day functions of loss prevention and claims and insurance buying are all vital, the

disaster risk is always present, particularly considering the high risk nature of crane rigging and specialized transportation.

Sometimes SC&RA members can be lulled into complacency, with the lack of frequency of claims (and disasters) in our industry. Now is the time, however, for risk management to show its value to your organization by bringing disaster preparedness into the discussion of daily SC&RA member operations. As we do this for general management, those responsible for emergency planning should take the lessons of Hurricane Katrina, the assumptions of timely governmental help and sound infrastructure, to re-evaluate our own plans for our company. Just as many in the current disaster were worthless to anyone because they were too ill-prepared to help themselves, many SC&RA member firms will be unable to help themselves when adversity strikes.

The result is they will not be able to perform more advanced disaster planning functions, such as to help others, because their employees are ill prepared to deal with disaster.

The question for SC&RA members is not whether the Gulf Coast will recover, but whether your firm will, if disaster strikes today.

Now is the time for all SC&RA members to re-examine their disaster management plans. Now is the time to learn the lessons of Katrina and question the assumptions the plan was based on. Assumptions that SC&RA members take for granted – electricity, water, police protection and so on – must be re-evaluated. Now is the time because, whether we like it or not, soon Katrina will be history, and the next unknown, unnamed, but not unexpected disaster, will be on its way. **act**



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## Terex toasts 300th IHI

Representatives from Terex Cranes and IHI Construction Machinery Limited recently gathered to celebrate the completion of the 300th crane produced and sold to Terex Cranes. Held at the Palace Hotel in Tokyo, the celebration included speeches, presentations of commemorative plaques and pictures, the traditional breaking of a sake barrel and a toast. The relationship between IHI and Terex started in 1952 when Koehring and Ishikawajima Heavy Industries established Ishikawajima Koehring Company as a technical and capital partnership.



The traditional sake toast included Masao Nitanda, president, IHI Construction Machinery; Steve Filipov, president, Terex Cranes; Akira Nakano, associate director, IHI Construction Machinery; Fil Filipov, former president Terex Cranes and Kosei Kawamura, former president, IHI Construction Machinery

## ConExpo Asia planning underway

Planning is underway for ConExpo Asia 2006, May 15 – 18, 2006 at the China National Agricultural Exhibition Center in Beijing, China, with the show licensed by the Chinese Ministry of Commerce. ConExpo Asia

will showcase international and regional manufacturers of equipment, products and services related to the construction industry in China and Asia.

At the time of writing in mid-December more than 50

exhibitors had reserved space. For more information contact the Association of Equipment Manufacturers (AEM): 800-867-6060, e-mail: [info@conexpoasia.com](mailto:info@conexpoasia.com), online: [www.conexpoasia.com](http://www.conexpoasia.com)

## 2006

### Association of Equipment Manufacturers Annual Meeting & Condex

January 25 – 28, 2006  
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### Specialized Transport Symposium

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Fax: 703-698-0297  
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### Specialized Carriers & Rigging Association Annual Conference

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## International diary

### 2006

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Fax: +49 89 949 22 350  
[www.budma.pl/en/](http://www.budma.pl/en/)

#### Intermat 2006

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Fax: +33 (0)1 49685475  
[www.intermat.fr](http://www.intermat.fr)

#### ConExpo Asia 2006

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#### Bauma China

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## Essex appoints service center manager

At Essex Crane Rental James Chalmers is the new branch manager of the California Service Center in Fontana, CA. Chalmers is responsible for customer service and support for the Essex west coast territory, including the Essex Longmont, CO and Rochester, WA equipment yards.

## MCG welders take top honors

Scott Braun and Troy Jaeger at Manitowoc Crane Group won the grand prize and the second prize in the American Welding Society's Second Professional Welder Competition at the Fabtech International & AWS Welding Show in Chicago, November 14-16.

Braun won \$2,500 and Jaeger won \$1,000 while the third place prize of \$500 was awarded to Anh H. Nguyen of Louisville, KY, an advanced welder at Kentucky Trailer Services.

The competition attracted 133 participants and involved welding an I-beam to a vertical plate, simulating a beam-to-column weld in the construction of a building. The participants had five minutes to complete the task. Their work was judged on the weld's size and appearance.





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BEV has been with KHL for 3 years,  
and has worked on other lifting  
industry magazines  
since 1992. She lives  
in the Kansas City area  
and enjoys spending  
time with her family,  
traveling, and watching  
the Chiefs.



While **ACT** continues to provide readers with the most current and pertinent news for the lifting and transportation industries, the magazine is also a resource for those looking for equipment, products, parts, accessories and services related to this industry. The Marketplace is the place to look for these. Tell our advertisers you saw them in this issue of *ACT*. Call them and ask about other equipment they may have for sale or rent. We have designed *American Cranes & Transport* to be both informational and as a resource for finding what you need to do your job. Please use the advertisements and/or the advertisers' index to contact these companies.

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## products, parts & accessories

The **PRODUCTS, PARTS & ACCESSORIES** section contains companies offering, among many others: operational aids; communication systems; components; controls; software; crane mats and outrigger pads; engines; transmissions; hydraulics; jacks; attachments; personnel baskets; rigging; rollers; slings; tires; winches; wire rope; batteries; braking systems; and new, used and refurbished parts.

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## equipment for sale or rent

The **EQUIPMENT FOR SALE OR RENT** section lists new and used equipment for sale and rent. Top sales and rental suppliers for the North American crane and specialized transport markets advertise their equipment here.

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## crane & transport services

In **CRANE & TRANSPORT SERVICES** just a few examples of what advertisers are offering in this section of Marketplace are: financing; training; certification; escort services for oversize or overweight loads; heavy haulage; transportation permitting services; and recruitment.



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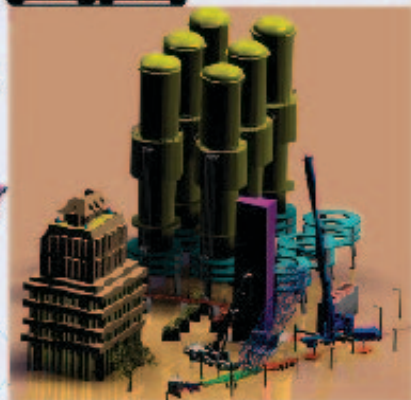
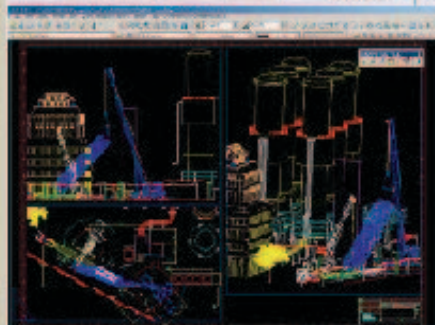
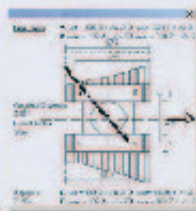


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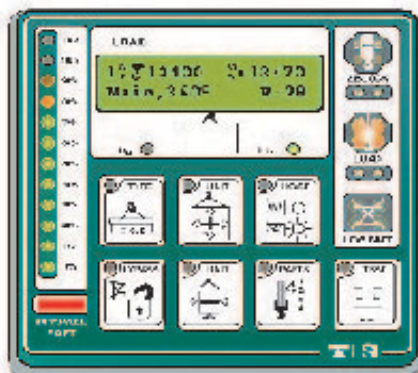
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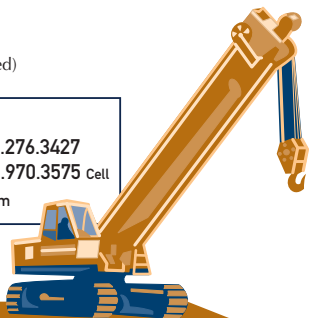


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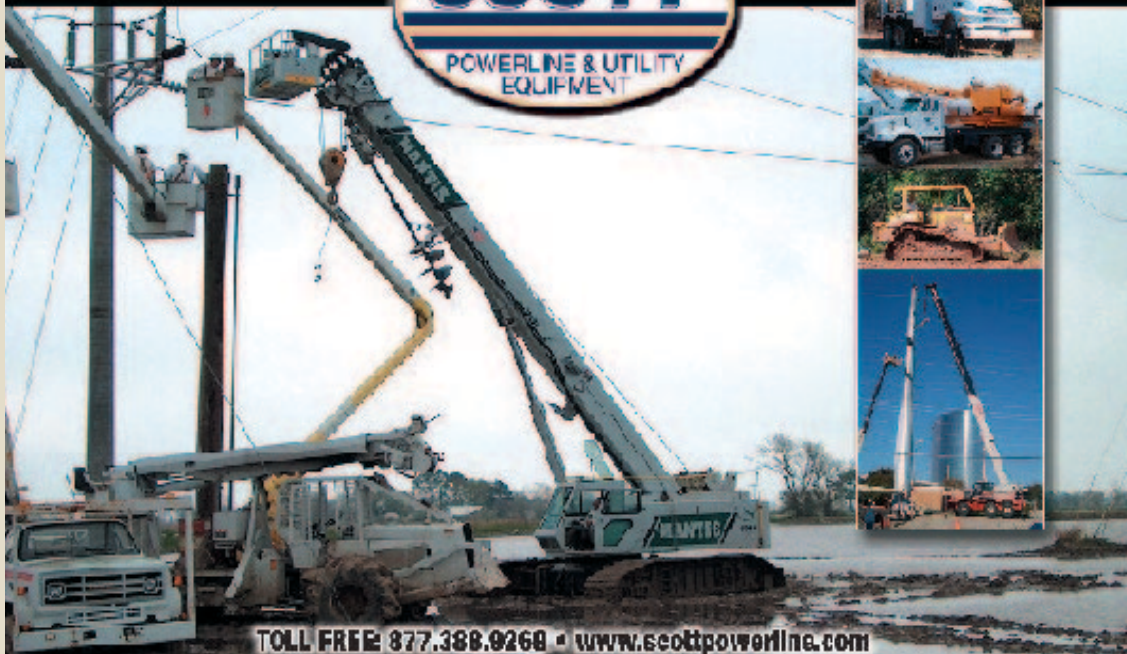
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### Fig. 1. The study area: (a) map of the study area; (b) map of the study area showing the location of the study area.

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**Keywords:** *workplace spirituality, spirituality, spirituality in the workplace, spirituality in organizations, spirituality in the workplace, spirituality in organizations*

- [illegible]

## 1572

- **COCKPITS:** 4,000-5,000, 1-300, 10,000-60,000
- **SOLO-COCKPITS:** 10-20, 20-40, 40-100
- **COMPLIANT:** 20-40, 40-100, 100-200

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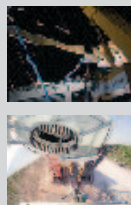
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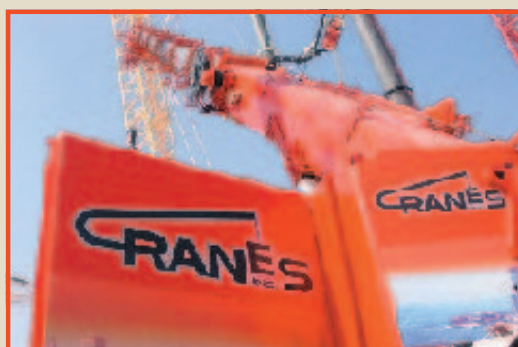
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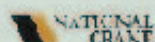


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**Feb. 20<sup>th</sup> - Feb. 23<sup>rd</sup> ... Texas**

**Mar. 7<sup>th</sup> - Mar. 23<sup>rd</sup> ... Texas**

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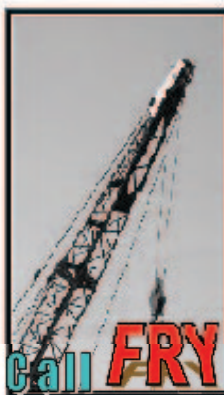


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