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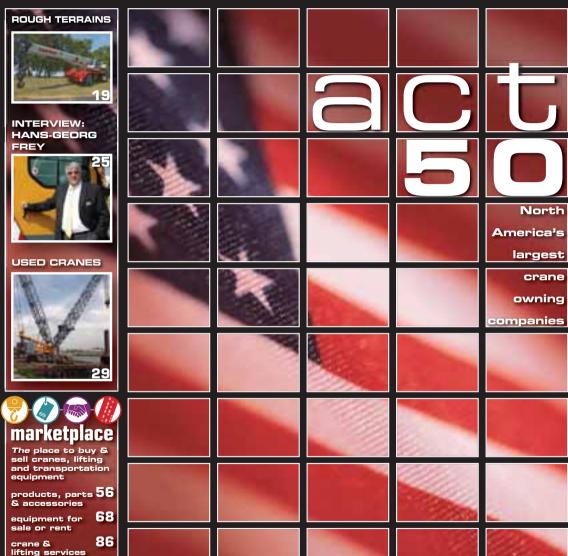


The magazine for the crane, lifting and transport industry

# CAMERICAN CT Cransport

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The Grove RT875E combines the latest and best industry features and with the mobility you expect from Grove rough-terrain cranes. Standard features include inverted outrigger jacks, compact dimensions and Grove's MEGAFORM boom. The 68 ton capacity, four-wheel steer crane can reach up to 71 meters with inserts and swingaway. The RT875E also has the E Series cab featuring 20-degree tilt capability, single-axis joystick controls, and a graphic display LMI system





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### Making a list

ne year and one month after the debut of American Cranes & Transport magazine we offer our readers the first act50 listing of North America's largest crane-owning companies. It's taken a full year for us to cull the data in this list, and still we must qualify that it is a first effort, a benchmark. As it goes with making any list, we realize that a few major players are missing. "Next year," we tell ourselves. All that said, we are proud of this list and the data it provides. Consider the following:

- The top five firms in our list together have a total lifting capacity of 620,596 US tons
- The top 10 firms on our list together have a total lifting capacity of 760,501 tons
- ⇒ In total, all 50 companies in our act50 have a combined lifting capacity of 1,144,080.50 tons
- Lampson International, which ranked fourth in overall lifting capacity, owns the largest capacity crane based in North America - a 2,600 ton capacity LTL-2600 Transi-Lift
- Deep South Crane & Rigging, which ranked 13th in overall lifting capacity, owns the second largest capacity crane based in North America, a 2,500 ton capacity Versacrane TX 36000
- ⇒ Maxim Crane Works tops our ACT Index with a total lifting capacity of 203,705 tons.

There are many conclusions to be drawn from our first annual **act50**. Study our list and let me know what you think. If you aren't on the list, call me, write me, let me know you are out there, and we'll make sure your company is in the running for our second annual act50.

For the editor of a magazine, or newspaper, or newsletter, (or even an online blog, I suppose), there's nothing more rewarding than the realization that people are actually reading your publication. Imagine my surprise a couple of months back when I received a phone call from a young man in Wisconsin. Calling me from his cell phone from a noisy jobsite in Milwaukee, he said: "I read your magazine and I noticed that you ask people to call you and tell you about interesting crane jobs. Well I want to tell you about a really interesting job called the Marquette Interchange. It's a huge crane job. This morning I counted 37 crane booms in the air." Of course, I was interested in the details of the job, and I must say, the caller's enthusiasm was compelling. Expecting him to be a public relations or marketing professional, I asked him his association with the project. "I'm one of the crane operators out here," he said. "It's one of the most amazing jobs you could ever be on." That said, I put Jeremy Anderson and the Marquette Interchange job on my list of "to do" articles. The article is on page 35. Thanks Jeremy!

As of this writing, the stock market is still taking intermittent dives, a big red flag for the economy gurus who look for the flags and assess what they mean. Could a slowdown be around the bend? Our esteemed business writer Chris Sleight offers a good explanation for the stock market's skittish behavior. Don't miss his assessment on page 11.

#### D.ANN SLAYTON SHIFFLER Editor

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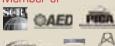


The act50 is the first annual listing of North America's largest crane owning companies. Did your company make the final list? Turn to page 41 to find out

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Official domestic agazine of the SC&RA (Specialized Carriers &

#### news

Mexico-based ESEASA provides crane for telescope installation, Truck driver recruitment campaign launched, Elliott Equipment recognized for safety

#### international news

The latest from around the world, including: A strong start to the year for Palfinger, News from ConExpo Asia, Investment in Sanghvi

#### business news

The stock market rally that lasted for more than a year came to an abrupt halt in late May. Fears over inflation and the threat of rising interest rates prompted the markets to dive, both at home and abroad. Chris Sleight reports

### safety

Adopting a safety culture requires a commitment from the top down. Terry Young reports

Energy giant finds success with CCO certification

### certification news

product news The latest lifting and transport products

### rough terrains



19 Traditionally a made in America for Americans machine, the rough terrain crane is gaining ground in markets in South America. Africa and even some countries in Europe. Why can't end users get enough of these cranes? ACT reports

### Interview

In his three years as managing director of mobile and heavy crawler crane manufacturer Liebherr-Werk Ehingen, Hans-Georg Frey has seen the crane market go from one extreme to the other. ACT reports

#### used cranes

Prices for used machines are rocking the industry. ACT reports



### site report

Budrovich's new Grove GMK7550 all-terrain crane makes its debut disassembling a tower crane at a hospital in St. Louis. ACT reports

#### urban infrastructure

The new Marquette Interchange in Milwaukee is considered one of the most significant re-investments ever in the future of a city and state transportation system. D.Ann Shiffler reports



### act50

American Cranes & Transport presents its first annual listing of North America's largest crane-owning companies

comment By Joel Dandrea

### SC&RA news

The 2006 SC&RA Job of the Year competition featured a range of spectacular rigging and transport projects from around the world. Terry White reports on entries that did not win a trophy, but were winning projects nonetheless

### SC&R scholarships

Profiles of the seven students who won scholarships for the 2006-2007 program

#### people & events

The latest appointments in the lifting and specialized transport world, plus national and international events diaries

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### marketplace C

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

equipment for sale or rent

86 crane & lifting services

transport & heavy haul

### Mexico-based ESEASA provides crane for telescope installation

Installing the world's largest telescope on top of an inactive volcano in the Mexican state of Puebla required some heavy duty crane work. Crane rental company ESEASA provided a Manitowoc Model 18000 for the completion of the "short millimeter wavelength" radio telescope, known as the LMT.

The 827 ton capacity Model 18000 was used for a range of tasks, including the installation and positioning of the telescope's antenna and satellite dish. Revnaldo Santos at ESEASA said the crane

Mexico-based crane rental company ESEASA provided a Manitowoc Model 18000 for tedious work installing the world's largest radio telescope. The telescope sits atop the Sierra Negra volcano

performed admirably. "Because of strong winds and the sensitivity of the telescope's equipment, we opted to make the lifts with one of Manitowoc's largest-capacity crawler cranes for greater control and precise positioning," said Santos.

ESEASA configured the Model 18000 with a capacity-enhancing Max-er attachment. The machine was rigged with main boom of 240 feet. The first task, lifting the 164 foot high antenna, was among the most difficult lifts in the construction of the radio telescope, because it meant lifting a structural component weighing more than 530 tons at a height of 108 feet and placing it over the LMT's steel support. Another difficult project was to lift and install the telescope's satellite dish, which weighed around 551 tons and had an awkward diameter of 164 feet.

The telescope sits at an altitude of 15,091 feet on top of the Sierra Negra volcano, about two hours outside Mexico City. The LMT is a US-Mexico partnership, a collaboration between the University of Massachusetts and the Instituto Nacional de Astrofísica, Optica v Electrónica (INAOE), Mexican president, Vicente Fox has described the LMT as "the most important science project in Mexican history".

ESEASA has been in business for 17 years and has 2,000 employees based in three offices, including Mexico City and Tamaulipas, Mexico, and Brownsville, TX. The company owns a fleet of more than 150 cranes.

On June 1. Terex Corp. announced a two-for-one solit of the company's common stock. Record holders of Terex's common stock at the close of husiness on June 15, 2006 were set to receive one additional share of common stock for every share they owned. The company said the two-for-one split would increase the number of outstanding shares of common stock from approximately 50.2 million to

approximately 100.4 million.

highlight

- Latin Trade Magazine reported on two large-scale projects underway in Mexico. Carso Infraestructura y Construccion signed a \$258.4 million contract to build the Libramiento Norte highway. Involving some 141.6 kilometers (88.5 miles) of highway, the project is scheduled for completion in 24 months, ICA signed a \$183.4 million contract to build seven huildings at Mexico City International Airport's second terminal. The project is slated to finish in early 2007.
- Manitowoc Crane Group has posted on its web site its third podcast, which was recorded at the M&T Expo in Sao Paulo, Brazil. The latest podcast includes a discussion of the Latin American crane market in an interview with John Wheeler. MCG executive vice president for the Americas.
- The Association of Equipment Manufacturers (AEM) has encouraged the US Senate to pass a permanent repeal of the estate tax. AEM stated it supports repeal of the estate tax because of its adverse effect on small, family-owned companies, and permanent repeal would relieve these businesses of excessive planning costs, increase investment and add jobs.

safety translates into the safely

designed, well constructed

products that in turn help our

industries, including boom

trucks and aerial work platforms.

### **Elliott Equipment** safety recognition

Elliott Equipment has been recognized by OSHA as a SHARP Safe Workplace and received the award of merit as a safe workplace by the National Safety Council.

One of a few manufacturers

our customers, is our highest priority," said Elliott president and CEO, Jim Glazer. "Safety on our customer's jobsite starts with safety in our workplace. Our internal emphasis on

in Nebraska to qualify for the SHARP program, the designation required Elliott to undergo a rigorous audit process of its safety program and on the job procedures. "Safety of our associates, and

customers work safer and more productively. We are honored to receive this recognition for our hard work." Elliott Equipment manufactures a leading line of truck-mounted telescopic equipment for the construction and maintenance



# Truck driver recruitment campaign launched

Vanguard National Trailer Corp. is providing long-term funding for the American Trucking Associations (ATA) national truck driver recruitment advertising and training campaign. Vanguard is the second major national trailer manufacturer to pledge financial support for the ATA campaign. Vanguard's move is

J D Irving Ltd, New Brunswick, Canada, has ordered two new crawler cranes and a new all terrain from Liebherr-Canada Ltd. Ontario. The crawlers are the 750 tonne capacity LR 1750 with a heavy lift pack and the 400 tonne capacity LR 1400/2. The all-terrain will be the 400 tonne capacity LTM 1400-7.1. Pictured completing the deal are, left to right: Jim Irving, J D Irving Ltd president; Tim Petersen, Liebherr-Canada crane product manager: Roger Cyr. Irving Equipment Division vice president; and Jim Koen, Liebherr-Canada

to directly assist its motor carrier customers to resolve the shortage of qualified truck drivers.

"As members of ATA, we at Vanguard realize the need for a steady supply of safe and reliable drivers for the motor carrier industry," said Jordan Owens, president. "We are proud to make this commitment to the driver recruitment and training program of ATA."

ATA anticipates its truck driver recruitment project to be up and running in the coming months. It will include a matching funds program for state trucking association driver recruitment advertising, a trucking jobs web site and other advertising materials that can be adapted by motor carriers.

Based in northern Indiana, Vanguard National Trailer Corp. is a leading manufacturer of sheet and post aluminum vans, as well as composite panel vans for major motor carriers.



### Hirschmann hosts dealers in PA

Representatives from some 30 dealers from the US and Canada attended Hirschmann Automation and Control's annual dealer conference in late April

in Chambersburg, PA. The two-day meeting included product and sales training as well as open forum discussions regarding market trends and dealer presentations on special applications or best practices in their territories. Basil Equipment, Crane Warning Systems, SkyAzul, and Stephenson Equipment were recognized for special achievements. The meeting concluded with a trip to Camden Yards for a Baltimore Orioles baseball name.



A self erecting tower crane was instrumental in the construction of the new Elkton High School in Elkton, MD. Delaware-based Joseph Rizzo and Sons Construction used the Potain Igo MA21 to position bundles of concrete blocks and other materials at the jobsite.

Several areas at the site were inaccessible to rough terrain fork trucks and other lifting equipment, so the Potain Igo MA21 earned its keep lifting materials across and over the building, and lowering loads to inaccessible areas. Rizzo rented the Igo MA21 from Shawmut Equipment.



### Intelligent Industries a new dealer for Straightpoint

UK-based Straightpoint Ltd has appointed Intelligent Industries, Inc. as a new dealer in the US. Located in California, Intelligent Industries will be exclusively supplying all products in the Straightpoint product line in the US, Canada, Mexico and the Caribbean.

Straightpoint products include crane scales, dynamometers, load links, compression load cells and telemetry load cells up to 1,000 tonnes (1,100 tons).

"We are very excited to have signed this agreement," said David Ayling, Straightpoint sales director. "Our new product range can now be truly regarded as a world leader. Intelligent Industries has an excellent team offering superb customer service and unrivalled product knowledge."





### Convoy celebrates 50 years of interstate highways

The American Trucking Associations went on the road last month, literally, as a part of a cross-country convoy commemorating the 50th anniversary of the US interstate highway system. The convoy is a re-enactment of the 1919 military convoy that inspired President Dwight Eisenhower to propose the creation of America's interstate highway system.

The commemorative convov was set to begin June 16 in San Francisco and end on June 29 in Washington, D.C. ATA's convoy participation marks just one event in a year-long series of proceedings to commemorate the 50th anniversary of the interstate highway.

The nearly 50,000 miles of the interstate highway system have enabled the trucking industry to become the economic success it is today - the industry that moves the US economy, according to the ATA. When Eisenhower signed the Federal-Aid Highway Act and Congress established the Highway Trust Fund, some 120,000 tractor trailers operated

on US highways, compared with the 2 million that travel today's interstate roadways. Today, trucking hauls nearly 70% of all freight moved across the US and more than 80% of US communities depend solely on trucking for delivery of goods and products because of the interstate highway system, according to the organization.

Konecranes subsidiary buys Morris parent HMM Acquisition Corp, a wholly owned subsidiary of Konecranes, Inc, in the US, has acquired 59.2% of the shares of US-based MMH Holdings for \$38.5 million. MMH Holdings is the parent company of Morris Material Handling, the US overhead crane manufacturer that last year had sales of \$170 million. Morris Material Handling employs 980 people in the US. Konecranes said that no due diligence report had been carried out prior to the acquisition but, "The company has no reason to believe that Morris Material Handling's general business and financial risk profile would materially deviate from what is typical in the US in this field."

### Stevenson takes delivery of Liebherr LTM 1400-7.1

Just days after it was delivered, a new Liebherr LTM 1400-7.1 telescopic wheeled mobile crane owned by Stevenson Crane Services was setting 90,000 pound steel girders. The new crane is one of seven such Liebherrs now working in the US, and the only one in the Midwestern US, according to the company.

Stevenson Crane Service has added a Liebherr LTM 1400-7.1 to its fleet

The 500 ton capacity crane has a tip height nearing 440 feet and a 197 foot main boom, and travels with the main boom in a dolly for faster set-up and more on-the-job working time. "The LTM 1400-7.1 has the longest waiting list of any Liebherr all terrain model, and Liebherr has increased production to meet this demand," said Ingo Schiller, executive vice president of sales for Liebherr Crane, Inc.

Donna Stevenson, president

OSHA has published a new Overhead Launching Gantry Crane Safety and Health Information Bulletin (SHIB) to highlight specific workplace hazards. The SHIB outlines specific methods for workers and employers to address hazards and prevent future accidents when using this equipment, OSHA's area office in Toledo. OH recently investigated an accident involving the collapse of an overhead launching gantry used during segmental bridge construction. Four workers were killed and four others were injured when one of two cranes built to lift pieces of elevated roadway into place crashed down into the median of Interstate 280 in Toledo. The bulletin is available online at www. osha.gov/dts/shib/shib050106.html

Last month Budrovich Crane Rental debuted its new Grove GMK7550 on a job to dismantle a tower crane at the new Washington University School of Medicine in St. Louis. McCarthy Construction rented the machine, which Budrovich claims is the largest all terrain crane working in Missouri. The highest reach on the project was 270 feet with a pick of 38,000 pounds. The crane was rigged with straight fixed iib attachments. See page 34 for the full story.

of Stevenson Crane Service, said she added the LTM 1400-7.1 to her fleet to better serve the power, industrial and civil markets. "We're always trying to provide additional value to those customers with special lifting needs," she said. "Now we can offer Midwest contractors the money-saving technology featured in Liebherr's new 500 ton crane"

Stevenson is a WBE/DBE full service equipment rental company offering a range of lifting equipment that includes Linden Comansa tower cranes; Terex truck and rough terrain cranes and boom trucks: Terex American and Manitowoc crawler cranes; and Liebherr all terrain cranes. Stevenson's fleet also includes Shuttlelift Carrydeck cranes; Herkules and Xena portable cranes; Alimak construction hoists; and Gehl and Manitou material handlers.





# TM 1052

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

### Small is BEAUTIFUL



No CDL required to operate this truck-mounted crane

EXTENDED LENGTH: 52.23'

# TM1882

### TM1882 Benefits:

- Compact crane package makes more trailer space available for hauling material
- Features six-section 82' long boom boasting strong load chart capacity
- Out-and-down outriggers
- Light weight crane maximizes payload capacity
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The only boom truck featuring a six-section boom



**TADANO** 

EXTENDED LENGTH: 82.3'

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### world highlights

### Strong start for Palfinger

AUSTRIA: Loader crane manufacturer Palfinger has reported strong 2006 first quarter results. Revenue rose by 15.1% to \$180 million compared to the same period 2005, and EBIT (earnings before interest and taxation) increased to \$22.5 million from \$21.6 million in the same period last year, equivalent to an EBIT margin of 12.5%. Consolidated Q1 net profit was \$15.7 million compared to \$16 million in 2005.

The company said the strong figures were due mainly to crane sales in Europe and increased

production. "Record revenue achieved is the result of the rigorous implementation of our internationalization. diversification, and innovation strategy. We are expecting profitable growth and record revenue for 2006 as well," said Wolfgang Anzengruber, Palfinger CEO.

Palfinger reported strong sales in the North and

South American markets, where revenue increased 17.4% to \$18.4 million. Sales successes in the cranes segment in North America and the appreciation of the Brazilian Real resulted in positive EBIT of \$0.25.

An area of profitable

development in Europe came from a shift in demand to higher performance and higher grade knuckle boom cranes. European sales of the Epilson range, typically used for logging and scrap handling, also contributed to growth, the company said.

GERMANY: Liebherr last month held an official opening ceremony of its new facility in Rostock for maritime cargo handling equipment. The Liebherr-MCCtec Rostock GmbH production plant, built on a 226,000 square meters site in the port of Rostock, north eastern Germany, includes two production halls and an administration block together occupying a total of 56,000 square meters. At the new site Liebherr manufactures harbour mobile cranes and ship cranes up to 500 tonnes. Offshore cranes, special-purpose cranes and reach stackers will also be built at the plant.



The \$77 million production plant employs 250 but Liebherr says that it plans to increase this to around 500.

Pictured are three of the first LHM 500 units to be built at the plant.

One of the machines being developed at Rostock is Liebherr's largest ever harbour mobile crane, the LHM 600. See a future issue of ACT for further details.

### David Slack, managing director of Nationwide Crane Hire in the UK. has bought the remaining 50% of the company's shares to give him and his wife full ownership of the company. Slack bought the shares from Bob Dickey after the pair had run the company together for 22 vears. Bob Dickey's sons. Paul and Craig, remain at the company as workshop manager and technical manager, respectively.

Production has started in China of Ram container spreaders. Singapore-based NSL Engineering said it has opened a 6,400 square meter (68,864 sq ft) factory in Changshu near Shanghai to meet growing demand for its spreaders. Orders are getting larger and some ports have more than 100 units on order, said Philip Lee, general manager sales and marketing. Lee estimated initial annual capacity at the new plant at between 180 and 200 units.

Investment in Sanahvi INDIA: A group of investment companies have acquired a 23% stake in India's largest crane rental house. Sanghyi Movers. The investors are Olympus Capital Holdings Asia, Clearwater Capital Partners and Voyager. Chandrakant Sanghyi, chairman and managing director of Sanghvi Movers said, "We are excited to have such wellregarded international investors take a position in the company. Frederick Long of Olympus Capital Founding, who has been appointed a director of Sanghyi Movers, said. "Sanghvi Movers has established a very impressive track record and market position in the crane rental industry in India."

### Focus on making ConExpo Asia a major show

CHINA: ConExpo Asia, the new construction equipment exhibition in China, has a bold schedule for future shows. The next one will be Autumn 2007, followed by exhibitions in 2009 and 2012. Next year's show will be close to the BICES exhibition, which is also held in Beijing. The 2009 and 2012 events are in the same years as Intermat in France.

The first year the event coincides with Bauma China, the biannual construction equipment exhibition held in Shanghai in 2012.

Organizer of ConExpo Asia is the North American Association of Equipment Manufacturers, which said it wants to establish a schedule that will see a major show in North America, Europe

and Asia Pacific on a threeyear cycle.

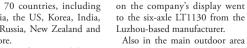
Attendance at the first ConExpo Asia (May 15-18) was around 13,000 - just short of the organizer's unofficial target of 15,000 to 20,000 visitors.

Over an area of 16,000 square feet were more than 200 exhibitors, about half of them Chinese manufacturers. According to Petra Kaiser, show manager, visitors came from around 70 countries, including Australia, the US, Korea, India, Japan, Russia, New Zealand and Singapore.

Crane manufacturers exhibiting at the first ConExpo Asia included Terex, Manitowoc, XCMG, and Zoomlion.

Following Terex's recent acquisition of shares in China's Changjiang Crane, pride of place

One of the XCMG mobiles at the show was this QY130K, the largest in the company's K-series, which is the main export range



at the show, Manitowoc Crane Group (MCG) showed a 275 ton capacity Manitowoc 999 crawler crane, a 500 ton capacity Grove GMK7550 all-terrain and a Potain MC 480 tower crane. Recent MCG investment in the region includes a new factory in Zhangjiagang, China, which was officially opened just before ConExpo Asia and a new regional headquarters in Singapore.



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

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

The stock market rally that had lasted for more than a year came to an abrupt halt in late May. Fears over inflation and the threat of rising interest rates prompted the markets to dive, both at home and abroad. Chris Sleight reports

### **Crunch time?**

igher than expected inflation figures released in late May took a big bite out of the gains racked up on Wall Street over the last 12 months. All the indications had been pointing to a slow-down in interest rate hikes, but fast rising prices could prompt the Federal Reserve to continue to raise the cost of borrowing, rather than let it stabilize around the 5% mark.

This is bad news, but you would hardly think it's the end of the world. So why did it result in the major indexes losing up to the last six months' gains?

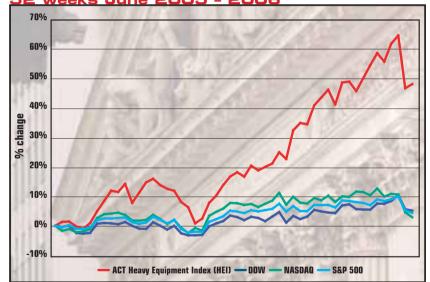
There was clearly an element of profit taking in May's decline. Investors have made a lot of money 'on paper' in the rally of the last few years, particularly those that have invested in the choice stocks in the heavy equipment sector. The trick here, of course, is to sell at the peak and turn those paper profits into cold hard cash before the markets take a dive.

That seems to be what happened in late May. Investors took the bad news on inflation that the economy and markets had peaked (for the time being at least), and sold-off their shares in a 'quit while you're ahead' mentality.

This sell-off impacted on equipment manufacturers' shares, with ACT's Heavy Equipment Index suffering its biggest ever one-week fall. The Index dropped

about the index

<u>52 weeks June 2005 - 2006</u>



from its all-time high of 160.95 points down to 143.5, almost an 11% decline. This was much steeper than falls that week for the mainstream indicators like the Dow (-4.3%), NASDAQ (-6.4%) and S&P 500 (-5.3%).

Given the HEI's marketbeating rise over the last year or so, it's reasonable to expect that any falls will also be more pronounced than those of the mainstream indicators. This is the nature of cyclical businesses like heavy equipment - when economic growth hits a certain point in the upswing, customers buy like crazy. However, when the economy turns down big capital investments dry up very quickly.

### Outlook

There will almost certainly be a period of volatility following normally leads to shares becoming under-valued at some point, and investors tend to buy back into a market if they see a bargain.

Longer term, a lot will depend on further economic data and, of course, the half-year results that are due out over the summer months. These will indicate whether the recent dip was just a hiccup, or whether it was the start of a cyclical decline.

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

ACT's Heavy Equipment Index (HEI) tracks the performance of 10

indicators, with commentary about the sector's ups and downs.

May's decline. A heavy sell-off

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





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### eys to safety

### 1 Communication

Open communication between levels of management and all employees creates a broader line of communication and an open atmosphere to discuss safety issues. An environment that promotes and respects safety develops. Additional tips for establishing better communication in the work place are:

- Keep employees informed regarding management decisions. They will feel like they are part of the team and more likely to inform supervisors of iobsite hazards or other safety concerns.
- Be quick to praise employees and encourage those first steps toward participating and thinking about safety first.
- Demonstrate that on-the-job safety is a concern for the well-being of employees, that all supervisors and employees' values are the heart of the safety program, and that workers should value their own safety and their co-workers' safety. Employees will appreciate the effort management is putting forth to create a safe working environment. The employees at high risk are the employees working on your projects. Be sure they get your message.

### 2 Recognition

This is management's most effective tool to motivate employee safety behavior. When safety is rewarded by recognition, it gets your employees' attention. By having all employees, levels of management and supervisors accountable for safety related activities, goals, and results that are obtainable and measurable, your company will see a safety culture develop.

There are two ways to recognize employees for their safety performance: social recognition and tangible rewards.

Social recognition can include a pat on the back, positive verbal or written praise, or recognition in front of peers. It is best to use this form of recognition immediately following the desired behavior. This will have a positive impact as a motivational tool.

Tangible rewards can include awards such as banquets, merchandise, or money. These rewards provide employees short-term satisfaction. They do not always motivate a behavioral change. If you provide these awards to your employees, the criteria for winning should be measured based on safety behavioral performance, not luck. Just because the crew went 60 days without an accident does not mean the crew is working safely. Be sure to measure the safety activities and safety behavior criteria.

The worst case scenario is a supervisor and crew receiving an award for zero accidents for one year. Perhaps the employees had no accidents, but they were not holding safety meetings, pre-planning safety into their daily work tasks or documenting near misses. They were lucky instead of good.

The big problem with this safety behavior is that the supervisor and employees think they are doing the right things because they were rewarded.

otivating employees and changing the way they think is not an easy task. Implementing a value-based safety program that will give your company the best safety culture often includes changing employees' attitudes. You must value your employees' or coworkers' safety starting with a commitment from the president or CEO of the company to each and every employee understanding your mission to provide a safe working environment for all employees.

Employees must learn that safety is a systematic approach that is planned in each work task. They should value their own safety behavior and be empowered to speak up if they have questions. You should encourage employees to participate in safety meetings,



Regular safety training is an important aspect of establishing a safety culture

job safety analysis, and company safety training programs. Most importantly, management must act as coaches and provide the leadership to make the system work. Management, supervisors and employees must be held accountable for safety activities, goals and results of their safety behavior. Following are the three keys to implementing a safety program.

### Discipline

As a final resort, discipline can be used as a motivator. It carries risks such as conflict, avoidance and sometimes employee frustration. Before applying discipline, consider the following:

- As a rule disciplinary action should be reserved for repeated instances
  of unsafe behavior by employees who have failed to respond to incentive
  motivators
- Disciplinary action should sequence beginning with verbal warnings, written warnings, suspension, and in some cases termination.

Companies with zero tolerance safety policies should communicate the importance of these safety violations to all employees. Zero tolerance normally means it is a one strike rule, termination for the first safety violation for the infractions in the safety notice.

For disciplinary action to be effective and legal, a written program and documentation is important.

Using these three keys to motivating safety in the workplace will create a safety system and culture that will encourage employees, supervisors, and management to plan and provide a safe working environment for all your employees. The values of management and employees will provide a company with the opportunity to have an accident-free workplace. Companies that invest in safety programs are rewarded by employees with good attitudes, low turnover of staff, and are consistently the most profitable in the industry.



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### **Energy giant finds success** with **CCO** certification

xelon Nuclear and Exelon Power jointly hosted two CCO Practical Examiner Accreditation Workshops for mobile and overhead crane operators in May. A mobile crane workshop was held at Exelon's Peach Bottom Atomic Power Station near Delta, PA, while the overhead program was conducted at Eddystone Generating Station, a fossil fueled facility, in Eddystone, PA. The workshops were attended by 18 participants from Pennsylvania, New Jersey and Maryland (see photo right).

Exelon's involvement with CCO certification goes back 10 years, almost to the very beginning of the program. In June 2000 the company hosted its first practical examiner workshop. Wayne Emberger, company outage services supervisor, coordinated the most recent workshops. "Our overhead crane operators are faced with critical lifts with tight tolerances during reactor assembly and disassembly operations,"

he said. "Operators lift critical equipment in tight places, such as turbines, valves, pumps, motors and generator rotors weighing as much as 200 tons. In addition, hydraulic crane operators make interim spent fuel storage installation lifts, and all operators must comply with special NRC rigging and lifting requirements."

Noting that Exelon operates literally hundreds of overhead and mobile cranes, Emberger said, "We have found great success with the CCO programs. In particular, CCO written and practical examinations have helped us improve our company's preparatory crane training." And with possible new state and federal requirements pending, Exelon's involvement with NCCCO has become even more important and valuable, Emberger said.

Exelon Corp., headquartered in Chicago, IL, is one of the nation's largest electric utilities with more than \$15 billion in annual revenues and approximately

17,000 employees. It distributes electricity to approximately 5.2 million customers in Illinois and Pennsylvania, and gas to 460,000 customers in the Philadelphia area. Exelon operates the largest nuclear fleet in the United States, and the third largest commercial nuclear fleet in the world. The current fleet of fossil and hydroelectric generation, operated by Exelon Power, is composed of 109 units that provide approximately 8,000 megawatts (MW) of generating capacity using a variety of fuels.





### Morrow Equipment hosts NCCCO spring meetings

ortland, OR was the venue for the 2006 spring meetings of the NCCCO Commission in April. Morrow Equipment Co., headquartered in Salem, OR, was the generous host for the four-day event.

Morrow president Christian Chalupny noted that his company had been an enthusiastic supporter of the NCCCO program from the outset, but that it was not until three years ago that the company became directly involved as a major sponsor of the CCO tower crane certification program. "We felt strongly that tower crane operators should reap the same benefits of certification that their mobile crane counterparts had enjoyed since 1996," Chalupny said. "We

Morrow Equipment Co. was represented at the NCCCO spring meetings that the company hosted in Portland, OR by (I to r): Peter Juhren, Christian Chalupny, and Rick and John Morrow. At right is NCCCO Commission Chairman, Kerry Hulse, Deep South Crane & Rigging

were delighted NCCCO decided to expand in this way and are proud to have been a significant supporter of the tower crane program."

Chalupny, who attended part of the NCCCO Commission meeting along with Morrow chairman John Morrow and vice chairman Richard Morrow, also noted that Peter Juhren, a 26-year Morrow veteran who has served as the company's national service manager for the last 12 years, had served on the original NCCCO Tower Crane Task Force, and was now a member of the Tower Crane Management Committee, as well as an alternate commissioner. In addition to serving on the ASME B30 Committee, Juhren is chairman of the B30.3 Sub-Committee for Construction Tower Cranes, and a member of the ASME B30.4 Sub-Committee for Portal, Tower

and Pedestal Cranes.

Morrow Equipment Co. is the exclusive distributor for Liebherr tower cranes in the US, Canada, Mexico, Australia and New Zealand. The company also owns and operates the largest fleet of tower cranes in North America.



### certification news C



### annual conference CCO fun run



For the seventh straight year, Buckner Heavylift Cranes of Graham, NC, hosted the CCO Fun Run at the annual conference of the Specialized Carriers & Rigging Association in April in Hilton Head. SC.

A record-breaking 40 conference attendees and their families (pictured on the Westin Resort's picturesque beach) laced up to walk or run the "3 Mile on the Isle," as this year's event was dubbed.

Buckner Heavylift president and SCBRA president Doug Williams (left) and NCCCO executive director Graham Brent were among the intrepid early risers.



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### Fagioli takes delivery of new EZ Lifter gantries

The new EZ Lifter model 600-33 with 4 legs will lift 650 metric tons to a height of 32 feet.

Four new EZ Lifter model 600-33 gantries, manufactured by Riggers Manufacturing Company in Moline, IL, were delivered to Italian heavy lift specialist Fagioli in June.

The gantries have Rigger's new Computer Aided Remote Lifting (CARL) load management system. CARL provides both synchronized lifting and travel of two or four legs. The system has a portable remote control station with a large screen display. This provides active information about

The EZ Lifter 600-33 on test stand at Riggers factory in Moline. From left to right Umberto Sozzi. Fagioli, operating the gantry, Michel Anello, Fagioli, and Bruce Forster, Riggers Manufacturing Co.

the lift at one glance whether operating two or four legs. It displays caution and warning messages and shuts the system down if an overload condition is recognized. It can be set to shut



off the system when the load reaches a predetermined height.

Fagioli operators will be fully trained on the new CARL system at their facility in Italy before the EZ Lifters depart to the construction site of a large LNG project and to a manufacturer of nuclear components to lift 800 tons steam generators, the initial phase of the door-to-door transport to the a replacement project in the US.

### Mobile crane simulator for training school

The International Union of Operating Engineers Local 721 in Nova Scotia, Canada has a new Vortex mobile crane simulator for its training school. For operator



training and use in product design and analysis, the simulator from CMLahs Simulations Inc. in Montreal, offers real-time simulation of vehicle dynamics and collision response and detection.

The unit can be programmed for a range of properties, including torque, rotation, friction, multiple joint types and wind. It runs on platforms that include Microsoft Windows NT. 2000 and XP. Linux RedHat 7.3, 8.0 and 9, and SGI IRIX.

### Nycon introduces Magic Arm device

International introduced a new cargo loading device, the Magic Arm. The rigging device, a crane attachment designed with a lifting hook and C-shape double pulley, allows material operators to safely deliver

### Water Weights spreading

Water Weights, a division of the Imes Group, has opened its newest location in Toledo, OH. The newest office will service the company's clients in the Midwest region. Also available in the new location is Imes' line of standard and



customized load measuring and monitoring products.

Water Weights provides specialist proof load testing equipment, including water filled proof load bags that were introduced 20 years ago

construction loads directly to workers on elevated floors without the need for scaffolding or platforms.

The Magic Arm positions a loaded

pallet directly onto any floor. It enables the crane operator to maneuver the top arm onto the upper floor until it lies flush. The load is then lowered onto the floor below. With its sophisticated pulley structure attached to the crane cable, the Magic Arm ensures load weight is carried by the crane's cable and not by the arm itself. Easily navigated around the perimeter of a structure, the Magic Arm lifts loads to any nonenclosed point on any floor.

The Magic Arm is a capable solution for hazardous business of moving construction loads: According to the Department of Labor's website, "an estimated 2.3 million construction workers, or 65% of the construction industry, work on scaffolds frequently. Protecting

> these workers from scaffoldrelated accidents would prevent 4,500 injuries and 50 deaths every year, at a savings for American employers \$90 million in workdays not lost " act



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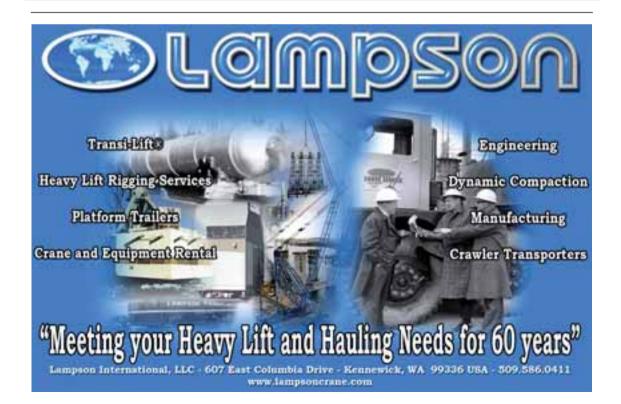


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Manitowoc Crane Group's Grove Worldwide is putting the finishing touches to a new 35 ton capacity rough terrain crane that will be produced at the company's plant in Niella Tanaro, Italy Production on the new RT535E is set to begin in the next month or two. The new machine will

replace the RT530, ACT has learned exclusively. See future issues of ACT for more details.

With its lifting capacity of 75 tons and a maximum tip height, with jib, of 232 feet, the Grove RT875E is being used for steel erection work on a Dunkin Donuts

warehouse in Massachusetts

for Americans machine, the rough terrain crane is gaining ground

in markets in South America,
Africa and even some countries
in Europe. Why can't end users
get enough of these cranes?

**ACT** reports



### Rough and ready



long the 49 mile, four-lane stretch that is taking shape as the new SH 130 Turnkpike through Central Texas, some eight rough terrain cranes start work at dawn each morning and are often still working as dusk creeps over the Hill Country horizon. While a host of large-scale crawlers, all terrain-cranes and truck cranes are routinely needed along the winding thoroughfare to lift and place bridge spans, culverts and to perform related heavy lifting, the workhorse RTs are long-term residents on the job, having been on site since the project broke ground more than two years ago.

Rough terrain cranes have long been the ideal crane for long-term highway construction projects throughout North America, where

Link-Belt's newest RT, the 65 ton capacity RTC 8065, is selling like "gang busters", according to the manufacturer







Precision, maneuverability and efficiency are what my customers expect. My Altec crane delivers that."

Daniel Grace, Grace Crane Jacksonville, FL

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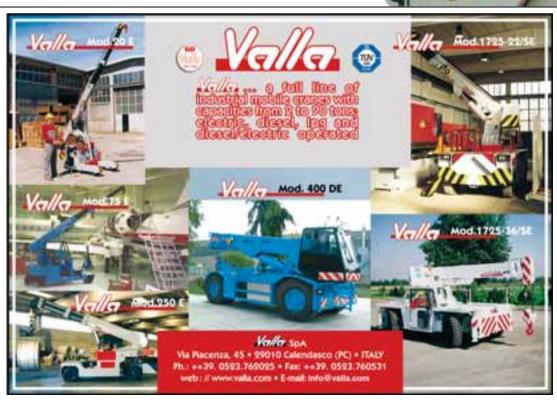
demand for these machines is always steady, and over the last year, record breaking.

Lone Star Infrastructure, the consortium of contractors building SH 130, purchased eight Grove RT760 E rough terrains for the project, of which the first phase is slated to finish up by year-end, a year ahead of schedule. The 60 ton capacity Groves have worked up and down the project, assisting with bridge work and acting as pick and carry units to move materials around the job site. Rare is the day that these machines aren't performing some sort of task on the \$1.5 million project.

Likemost other crane classes, the biggest problem with the market for RTs right now is there aren't enough of them to meet demand. In addition, there is a new development in the market for this machine.

"The biggest thing that is going on with the RT is that the export business for this machine has picked up," says Doug Myers, product specialist for Grove Worldwide. "About 40% of our market for RTs is export. It has increased dramatically in the last couple of years. We are delivering an awful lot of RTs to





### 🗅 rough terrain cranes

cost effective and easy to operate, the RTs are sought after. "Plus, anytime there is an oil field or oil refinery or pipeline in proximity, the work lends itself to an RT because of its ability to move and negotiate rough terrain, up and down hills, mud and sand.

Both Grove and Terex have begun to break into the European market, mainly because both companies are now building RTs on that continent.

### New models

Last fall, Terex introduced two Bendini models to the United States, the RT 440B, a 40 ton RT with a 123 foot main boom and a 128 foot maximum tip height, and the RT 660B, a 60 ton RT with a 106 foot main boom and a 115 maximum tip height. Manufactured at the Terex Italia plant in Crespellano, Italy, these machines are sold and serviced through Terex American in Wilmington, NC. Terex now markets nine different models of RT.

Jones says Stafford has sold Terex RTs to customers in Germany, a huge feat considering that Germany has such a strong allegiance to the all terrain crane.

For Manitowoc, the market for RTs in Europe has also picked up in Spain, Italy, Germany and France. "Now that Manitowoc has a facility in Italy that is assembling our 30 ton RTs we are able to break into some markets in Europe, some to Germany and some into Holland," Jones says. "The Europeans are starting to the RT as a less expensive lifting appliance over their normal all-terrain crane. It's less expensive and not quite as technically advanced, and not

#### Tadano rough terrains on display at ConExpo last year

as hard to repair and maintain. I do think we are seeing a trend toward a market for RTs in countries besides the US and Canada."

Back in the US, Jones says Stafford can't get enough new machines due to manufacturer backlogs. The company also carries the Tadano America RT line. "I've been in this business for 37 years and I've never seen it this hot," he says. "We started to notice it at the start of 2005. Last March we sold 21 new and used RTs alone. It continues to escalate."

Stafford has been the beneficiary of several large-scale orders for large-scale projects up and down the East Coast, including the new Woodrow Wilson Bridge project in Virginia and Maryland. "We're selling them to bridge contractors, highway contractors and crane rental houses, to companies along the Gulf Coast for oil platform work and to companies







A Budrovich 55 ton RT working with a GMK 5120B (120 ton) mobile hydraulic crane at Fort Belle Quarry in St. Louis, MO

doing fabrication and mining work up in Canada. It's a very wide swath, the market."

With its ease of transport, ease of operation, ease of maintaining and ease of maneuverability, the rough terrain crane is a machine that is difficult to perfect. "It has the ability to pick up a load and move it to another place," says Jones. "You can set up the outriggers and zip up the boom and place what you need very easily with these machines."

Jones says that the most popular RTs on the market are those in the 55 to 75 ton capacity range, although there is demand on the smaller and large end of the capacity spectrum.

### Positive reception

Link-Belt Construction Equipment Company introduced its RTC 8065 to the market last September, and Rick Curnutte says demand for the 65 ton capacity machine has been like "gang busters," with market acceptance very positive. That machine has an especially deep



backlog, he says.

"We are building all we can for the RT segment of the market," Curnutte continues. "They have been especially popular as rental fleet machines."

Tadano America has developed a loyal following in the RT market in North America, especially strong in the oil field regions of Canada and the Gulf Coast region. "Right now, the RT market in North America is stronger than it's ever been in the past 25 years," says Ron Dogotch with Tadano. "The major factor in this demand is the energy industry."

Road, bridge and highway work continues to be a strong end use for RTs and Curnutte doesn't expect that to stop, mainly because of the recent funding provided throughout the country through the SAFET-LU legislation.

"It's amazing the amount of highway construction going on throughout the US," he says. "Road construction is going to be a huge market for several years and the RTs are ideal for this type of work."

Curnutte says business has also picked up for Link-Belt in Canada and Mexico, and that the company had to begin translating product manuals into Spanish to meet the needs of Spanish-speaking customers and end users.

The beauty of the RT is its versatility and durability," says Curnutte. "You can move them in one load and they can be up and working in a short time."

Link-Belt's RTs have also impressed owners of some of the largest crane rental companies in the US, with the company recently selling machines to All Erection, Maxim and Am-Quip. "We are getting orders from the larger companies, and not just one or two," he says.

But, conversely, the biggest issue for all manufacturers is availability. "We are battling component problems," Curnutte says. "We are geared to ramp up even more if we could get the components we need to build the machines we need to build."





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In his three years as managing director of the mobile and heavy crawler crane operation for Liebherr,  $Hans-Georg\ Frey$  has seen the crane market go from one extreme to the other. **ACT** reports

### The Liebherr edge

erman crane maker Liebherr, which has long been a force in the world crane market, has enjoyed a loyal following in the United States for many years. But it has just been in the last 10 years that Liebherr has become a major player in the crane market in North America, first making its mark in the all-terrain arena, and now competing in the crawler and duty cycle crane markets as well.

Much of Liebherr's success in the US over the last three years has been under the watch of Hans-Georg Frey, managing director of the mobile and heavy crawler crane operation



Last spring, when Frey was in Houston after an eight-city tour of the US calling on customers, and in early May in Germany, D.Ann Shiffler and Alex Dahm, editors of American Cranes & Transport and International Cranes and Specialized Transport magazines, respectively, interviewed Frey and discussed issues related to crane sales, demand, market implications and the like. Following are excerpts from those interviews.

You took over at Liebherr about three years ago, when the state of the crane market was at a low point, but then a year later the market started to rebound. How is Liebherr performing in the current upturn?

The situation is very interesting actually. For the first time, the whole world is going strong. We have hardly any markets that are slow. We are quite a force in Europe with Spain and Germany being the number one markets. Our market in the UK is also very strong. In looking overseas China and the Middle East are important markets. And the USA, after quite a recession and Brazil are enjoying very strong sales.

Last year Liebherr sold several cranes to Essex Crane Rental, a company that has traditionally bought mainly Manitowoc cranes. Will Essex be buying more Liebherr cranes?

We are happy to see that Essex chose to add cranes made by our colleagues from Liebherr Nenzing. We know that they are quite happy with the equipment. We will continue to talk with them about our cranes and think they will continue to order Liebherr cranes. They are evaluating that now. Essex has been very Manitowoc. But it is very important for a company to see that you aren't just looking at one single source. With their base, they now are looking at other good brands.

In the last two years, the all terrain crane has begun to enjoy wide-scale acceptance in the North American market.

### How is Liebherr performing in this market in the US and Canada compared to its competitors?

First of all I think the market for all terrain cranes in the US had been very strong some years ago. Then the market drastically went down but that had nothing to do with all terrains, it was across all crane types. In the last two years this market has again started to come up and, yes, we are seeing that the all terrain

changed over to the AT concept.

But we are convinced that there will not be 100% acceptance of the AT concept. There are certain applications where the RT has demand and an advantage, and in the US, the truck crane too.

I think the AT concept will be more and more accepted and will replace either the RT and truck crane but as I said, not 100%.

concept is more and more accepted in the US as well.

Worldwide, there is a nice acceptance for the AT, particularly in Europe. Many companies have totally changed over to the AT concept. But we are convinced that there will not be 100% acceptance of the AT concept. There are certain applications where the RT has demand and an advantage, and in the US, the truck crane too. I think the AT concept will be more and more accepted and will replace either the RT and truck crane but as I said, not 100%.

We are very happy about Liebherr's performance with the AT. Our market improved significantly in 2004 and 2005 and we went into 2006 with a very nice order book.

### How do you describe the distribution model for Liebherr cranes in the US? Why does Liebherr not use dealers in the US? Do you ever envision a "traditional distribution" model?

I think we are number two in the US market, with Grove at number one. And we are increasing our market share. We are not so old in the US market — we took over our dealer, Schiller, two years ago and made our own direct sales approach that we have in every market. We simply believe in having the direct contact with our end customer and not just having contact with dealers.

Also, we think it allows us to invest more strongly in our after sales facilities. Dealers often







have limited financial facilities, and we feel it is necessary sometimes to build a repair shop or service station and we have the resources to do so. The best example is our facility in Houston. Right now it is very big but in a few years' time it will be absolutely adequate. We have sales

and service people there.

The distribution set up of our competitors is different from ours in that they work with distributors, whereas we work almost exclusively with our own people.

How does it work with the separate official distributors of Liebherr's different divisions? At the Houston facility, we are seeing some of the different crane types

### being brought together? Are there any plans to extend this principle?

Only if it makes sense do the various Liebherr divisions cooperate. The businesses are so different so if it doesn't bring synergies it makes no sense. Whereas if it pushes the brand and the name it is quite alright. That is why we are, for example, in our headquarters in Newport News, VA together with all our other colleagues from earthmoving and from mining, all in the same building. But we maintain our separate distribution channels.

### Is there a similar setup to the US anywhere else in the world?

Again here we have what depends on the market. In the US, our colleagues from the tower crane [group] have a dealer, Morrow Equipment, so obviously that is a totally different setup. And so they are not under the same roof as we are. And I think we are doing quite a good job. You cannot bring everything so easily together because simply the markets, the sales channels, are different. Obviously, if you have one building somewhere in a country like Russia everybody moves in there, that's different. In Moscow all of us are in the same building. It makes sense because it pushes the brand.

It is very much the Liebherr organization – in all big markets you will find a Liebherr company and we operate only with our own people. There is only one area left where we – Liebherr Ehingen – have a dealer – the eastern part of Australia, where we have a distributor. All other markets are either Liebherr people or agents who are being supported by Liebherr people. We take a direct marketing approach not the distributorship approach.

### The Houston facility has been operational for almost a year now. Have the goals been met for this facility?

First of all, it was important we set up a facility for our customers. We are offering services which other competitors are not offering in a similar way. The erection of this facility was well received by our customers. It was a way for them to see that we are not just coming into the market [when the market is strong] and then going out. It was a serious permanent investment. Our competitors have noticed it too. If we need to build another facility in the US, we have a philosophy that when or where there is a need, we will respond. We have service and repair facilities like the one in Houston all over the world.

### Does Liebherr have any plans for crane manufacture or the assembly of crane kits in the US?

Not in the immediate or foreseeable future. In Liebherr, we have achieved a fine situation and we have a very highly technological product. We have our vendors in place and our cranes are built at the most modern manufacturing facilities in the world. It is very difficult to improve by shifting a part of your manufacturing to another country. Selling kits would increase costs. Also important, you need to look at the skills needed to make such a highly technical product. It is hard to find and develop this type of operation that makes sense from a cost aspect.

### How is Liebherr dealing with supply issues and long delivery times?

Delivery times can be as short as the end of this year but also as long as the end of next year, depending on the type of machine. And you find anything in between but the minimum is the end of this year.

We were seeing tremendous increases in prices for components and steel. We were seeing and still are seeing shortages in components, especially tires. In fact, tires are the limiting factor for increasing production today.

Customers are still ordering. They have realized that they need to order now to get a crane even in a year or so. People are aware of this situation and they are adjusting to it. When the world is booming like it is today everybody wants cranes and then, of course, your order book becomes larger and larger and we are limited in increasing our production as already mentioned.

### Are used cranes being supplied, perhaps as stop-gap cranes, until a new one can be delivered?

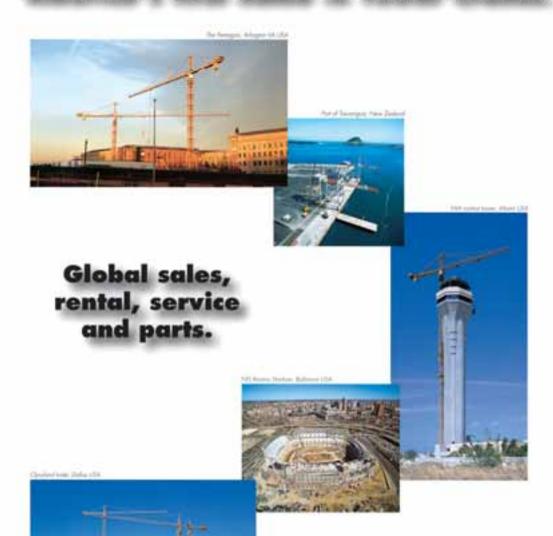
The used crane market goes hand in hand with the new crane market. With the strong demand for new machines and the non-availability of new cranes, the demand for used cranes gets stronger. The used crane market is practically empty, worldwide.

Used machines are being sold to the US market. We have always been strong in the used crane business. That is why we have the crane center in Houston, for selling, repair and servicing of machines for the US market.

### What did you think about the purchase by Bigge Crane & Rigging of the Liebherr LR 1800 at the auction on the West Coast earlier this year?

I am not allowing our people to pay these prices just to get machines to sell on, because in two or three years we will be confronted when the market goes down, so we are trying to moderate it. I think the price paid was high but, looking at the availability of the machine, it may have been cheap, depending on the rental rate they get. It is all a matter of calculation. Compared with two years ago the price paid was high but you are not paying the value of the machine, you are paying for the availability of the machine.

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### Prices rock

Used crane prices have "rocked OEM prices for new" says a crane industry insider who termed the market as "unbelievable."

So what's the reason for such superlatives? The answer can be summed up in one word: backlog. At the recent Intermat exhibition in Paris, and through news releases outlining first quarter results, manufacturers report delivery times of up to a year or more both for mobile and crawler cranes. Such long waiting times for new equipment do not bode well for the rental company or contractor who has a job needing a crane now, not by year end or on into 2007.

"The availability on new cranes is so extended that the prices on used cranes are out of sight," says Braxton Snyder, manager of worldwide sales at Link-Belt Construction Equipment Company. "If a company has the ability to buy a used machine and start to generate income from it today versus having to wait six or eight months to get a new crane, he will buy a used one. This is what is driving up the prices on used cranes."

Pointing to the Oklahoma auction in May, several of the cranes there brought a higher price than new ones in the same class. "We have seen prices fluctuate in the market, but not to this extent," he says. "I've never seen used prices go this high or generate this much interest."

Snyder says the demand for used equipment is due, in part, to the strong economy around the world. "There's not a down market in the world," he says. "There's a good market [for cranes] in Mexico and Latin America, Central America, and the Middle East market is hot. Everyone is looking for cranes and the manufacturers haven't been able to keep up with the demand for new products."

Even though the market for used equipment is hot, Snyder doesn't think it will hurt the market for new machines. "There's no potential for hurting the market for new machines," he says. "It's just a small dent."

### Secondary effects

"The market puts everyone in a tough position," explains Ingo Schiller at Liebherr. "It's actually had a very interesting secondary effect as well. Because of the high equipment values, there are companies that are putting themselves up for sale."

With used cranes selling for so much, companies can show higher assets. Both Essex Crane Rental and Marino Crane have made it known they are for sale. The market for used machines "has created a good opportunity for a business to show high equipment values and good cash flow, and if someone is willing to step up and buy such a business, now is a good time to do it." says Schiller.

The market for used equipment is active because so many companies need to add to their fleets, Schiller explains, because they have more business than they can adequately handle.

"Basically, it's a seller's market," he says. "Several folks in the industry are putting prices on their equipment with no real intention of selling unless someone comes along and offers to pay their asking price. And every now and then, someone does, and that's why we're seeing these record high sales."

Other secondary effects created by manufacturer backlogs are an increase in the demand for repair and restoration services. Schiller explains that people are approaching Liebherr about fixing up their older equipment at the company's repair and service facility in Houston. "They are wanting us to rebuild their older machines so they can get them out on jobs and working again," he explains.

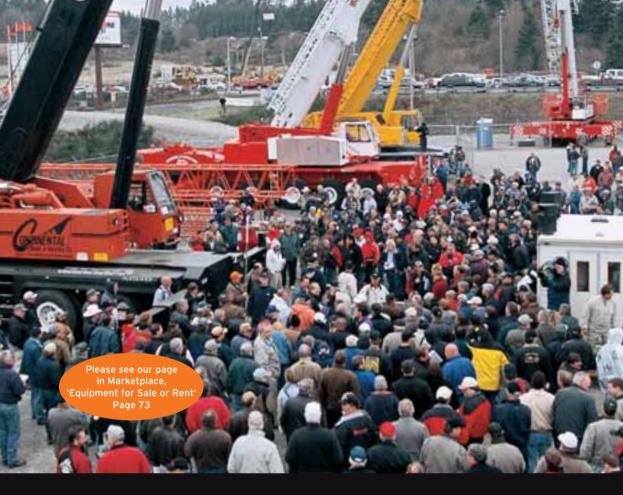
Snyder agrees, saying the vibrant market for used cranes has created a stronger demand for replacement parts, maintenance and service work. People are "fixing up" their old "fixer-uppers." Old cranes that have been sitting in yards and not being worked are now being looked at as assets, he says.

"People are spending money to get those older cranes up and working and that does stimulate the parts business," says Snyder. WHECO Corp., based in Richland,

WA, specializes in restoring older cranes and equipment that has been damaged in an accident and in performing service life extension projects (SLEP) on older machines. To keep up with demand, the company recently opened an operation in Aiken, SC just for this purpose.



Referred to as the Bigge flagship, this Liebherr LR 1800 crawler was purchased in April by Bigge Crane & Rigging at a Ritchie Bros. auction for \$3.7 million



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used crane price sampling

"Service life extension projects can be a sound investment and provide an economic advantage to expensive equipment replacement," says Dave Wood, WHECO president. "We help crane owners analyze a SLEP investment, and if that decision is made, we can perform repairs that can extend the service life and value of a piece of equipment."

Even new crane manufacturers are trying to make the best of the market for older cranes, Mark Phillipi, asset manager at Terex Cranes, says that the reason his company got involved in the used crane market is the high demand for new cranes. "Virtually every



Crane owners are investing in Service Life Extension Projects (SLEP) in order to extend the service life and value of a piece of equipment

manufacturer is working off a backlog - there are a lot of new crane sales but not a lot of new crane deliveries," he says. "Production is stretched out so far that availability is driving the prices up of used cranes. Most customers can't wait six months for a crane."

Liebherr has invested heavily in repair and service facilities in Europe and the US. Hans-Georg Frey, managing director of Liebherr-Werk Ehingen, says that his company has handled between 600 and 800 used cranes over the last year. "It is a nice amount, which gives us a good feeling for the market," he says. "Right now there are hardly any machines available. Market demand is so strong that most of our customers sell their machines directly so that is why we are more at the 600 level whereas in other years we are more at the 800 level."

While some manufacturers will take in cranes on trade, Link-Belt prefers to give that role to its dealer network. "We don't take cranes in on trade, but our dealers do," savs Snyder, "We are not in used crane business. We want our dealers to handle that. It's our job to design and build new cranes."

"The market for used cranes is the best I've seen it in 10 years or more," says Tom McCallum, director of industrial crane sales and crane remarketing at Manitowoc. "Everyone is selling everything they can get their hands on."

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Long gone are the days when selling an older machine was an arduous process. Selling a used crane is much easier, what with the "real time" element of the internet, which has become a powerful tool for buying and selling used cranes and other construction equipment. Stock lists can be updated instantly for potential buyers around the world and cranes have even infiltrated e-Bay, the online auction site where, at the time of writing, several cranes were available for between \$10,000 and \$40,000. The emergence of the web search engine Google as a first port of call for information of any kind has also made it easier for buyers to locate available cranes to buy, as well as to gauge prices.

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# Debut job

n early June, St. Louis-based Budrovich Contracting unveiled its brand new Grove GMK7550, using it to disassemble a Liebherr 550 HC 20 tower crane at the Washington University School of Medicine Northwest Tower addition. Claiming the machine is the largest AT in Missouri, Budrovich vice president Darren Jaycox says the job presented several challenges because of the location at a hospital.

Working for McCarthy Construction, the Budrovich team created a comprehensive communication plan that had to be coordinated with the Helicopter Emergency Evacuation landing pad on top of the adjacent building. Plus, there were other issues: The parking garage at the Northwest Tower needed to remain open, restricting the street to one lane, which was immediately adjacent to the set up of the GMK7550.

The emergency department at the hospital was also in the path of disassembly, and that route had to remain open at all times. To compound matters further, a MetroLink light rail tunnel ran diagonally through the jobsite which restricted setup of the 550 by a full three feet.

Budrovich and McCarthy decided that the new GMK would be the ideal solution as its capacity and reach would save two days of jacking the tower crane down to the point where a GMK6350 could disassemble it adequately. In addition, at the full height, two 38,000 pound sections of the tower crane could be picked at a 63 foot radius.

Budrovich configured the crane with 179 feet of main boom, 118 feet of fixed jib and 132,000 pounds of counterweight. According to McCarthy equipment manager Fred Kern, "It saved us two days of jacking and \$15,000. I was amazed at how well it fit into a tight logistical situation."

### Budrovich's new Grove GMK7550 all-terrain crane makes its

debut disassembling a tower crane at a hospital

in St. Louis. ACT reports

Disassembling a tower crane at a hospital in St. Louis was quite a challenge because routes to the emergency room couldn't be blocked, an emergency





With a tip height of 430 feet, including jib attachments, the "behemoth" GMK7550, as Jaycox describes it, is 86 feet 6 inches long, has eight axles, a three axle dolly and a maximum of 352,700 pounds of counterweight. He savs Budrovich expects to utilize this crane in many applications, including refinery, power plant and nuclear plant work.

"Previously very large jobs, which required a lot of reach combined with heavy weights, would require a helicopter to make the picks," he says. "We feel like there is no job in the metro area we can't do now."

Engineers are now designing construction projects in larger pieces to reduce construction time Jaycox says. Their new GMK7550 will allow them to be a part of this expedited construction process.

In addition, Budrovich expects to find new niches for the large crane. "There are billions of

The high reach of the GMK7550 allowed the tower to be taken down without the need to jack it down substantially

dollars being allocated by major oil and energy companies to reduce emissions," says AJ Ford, vice president of marketing for Budrovich. "There is a big push in bio-fuels, wind energy and nuclear power taking place and vast amounts of construction money are headed into those industries. We believe there will be long term industrial opportunities for us to take advantage of."

Because the states of Missouri and Illinois do not require the boom to be launched and travel on separate tractor trailers, the crane is roadable with the main boom installed. "This option saves us several hours to re-install the boom during set-up and it will not require the added costs of mobilization," says Jaycox.

Budrovich specializes in crane rental, site utility excavation, mass and finish grading, and residential, commercial and industrial land development. The company has close to 150 employees and owns 40 mobile hydraulic cranes and around 90 pieces of excavation and grading equipment.





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special report: urban infrastructure C



# An urban renaissance

The new Marquette
Interchange in
Milwaukee is considered
one of the most significant reinvestments ever in the future of
a city and state transportation
system. **D.Ann Shiffler** reports

or Jeremy Anderson, the Marquette Interchange project in Milwaukee, WI is up-close and personal. A crane operator on the massive highway and bridge-building project, Anderson has operated a gamut of machines on the job, including an American 5299, an American 7260 and a Manitowoc 4000, initially pouring concrete for footings

and piers. Last spring his supervisor sent him to pile driving school, a task he is looking forward to starting.

"There's a lot of pile driving work on the project," says Anderson. "They are driving big 16 inch pilings, some are going down 160 to 170 feet."

On any given day, Anderson says one

can count 37 to 40 crane booms in the air, and that just represents the lattice boom cranes. While he says most of the cranes on the job are mid-sized, he expects to see some large-scale crawlers and all-terrain cranes working on the job in the coming months.

To understand Anderson's fascination with the project, one needs to be able to realize



Span Crete Inc. fabricates the girders used on the Marquette Interchange. The company hauls the girders, which range from 60 to 140 feet long, using a 48 foot lowboy with a bunk on it and behind that a four axle steerable unit

#### > special report: urban infrastructure



A 150 ton capacity Liebherr and a 215 ton capacity Terex assist in demolition, slowly bringing down a section of the old bridge span

Placing steel and concrete girders has been accomplished by dual picks using a 110 ton capacity Terex and a Manitowoc 4000.



Pile driving is a big part of the crane work on the Interchange

the scope of the job. Essentially, the Marquette Interchange is an urban infrastructure project named after Marquette University (near which it is located) and is the convergence of Interstate 94, Interstate 43 and Interstate 794. Started in 2004, the project has a price tag of \$810 million and is slated to be complete in 2008. The project involves replacing the outdated Central Interchange, which was first proposed in 1952 as

a north/south freeway with an interchange in downtown Milwaukee. The interchange was finally completed in 1968.

Almost 25 years later, the old interchange was outdated and inadequate, and in some cases a safety hazard. The new Marquette Interchange was designed to ensure the safe and efficient flow of traffic. According to press information regarding the project, the new interchange will feature two lane ramps in both directions between I-94 and I-43, more gradual curves on ramps, ramps with longer sight distances, more distance between ramps to eliminate traffic conflicts from lane changes



#### consortium wins major piece of Marquette pie

Several contractors are completing work simultaneously on the massive Marquette Interchange project, among them Marquette Constructors LLC, a company exclusively formed to bid on the Marquette Interchange reconstruction.

Three companies came together to form Marquette Constructors - Edward Kraemer & Sons Inc. of Plain, WI; Lunda Construction Co. of Black River Falls, WI and Zenith Tech Inc. of Waukesha, WI. The joint venture won contracts for the project's South Leg and Core contracts, worth close to \$360 million of the estimated \$810 million iob.

This approach, of contractors with different areas of expertise joining together to bid on a large project, is not a new concept in the US, but it is new in Wisconsin. Frank Busalacchi, secretary of the Wisconsin Department of Transportation, says the coalition is a good idea for a project of this magnitude. The team approach gives the companies better access to experience and knowledge that will be needed on the project, he says.

Plus, having the project go to a Wisconsin company has made things even better, Busalacchi says, because there's a huge sense of pride among those working on the job.

#### special report: urban infrastructure ¢

spanning the gap

A major supplier on the Marquette Interchange project is Span Crete. Inc. which supplies pre-cast bridge girders for the project. When complete, the company will have provided close to 1.000 steel and concrete girders which are fabricated in Green Bay, WI.

Varying in length from 60 to146 feet, the girders weigh about 1.000 pounds a foot. The girders measure between 54 and 72 inches high with the top flange about four feet wide and the bottom flange about 26 inches wide.

Among the biggest challenges for Span Crete has been hauling the girders to the jobsite, says John Schnell, general manager of Span Crete.

"Generally speaking, we haul them ourselves," he says. "But there have been several times they requested more than we could deliver so we had to get a broker involved."

Most of the time, the girders are hauled on a 48 foot lowboy with a bunk on it and behind that a four axle steerable unit. "That has proven to be an efficient method for hauling the girders," he says.

Span Crete has never completed a project as large as this one for the Marquette Interchange, Schnell savs.

and the elimination of all left-hand entrances and exits.

'When it's finished in 2008 it's going to be a system that can handle much more traffic and it will be much safer," says Anderson, who is



proud of his community and proud to be a part of such an important project.

For the first two years of the project, much of the work concentrated on demolition, Anderson explains.







"The major work has been the demolition work and also setting 147,000 pound bridge beams," he says. "We've been setting these beams with two cranes, a 110 ton capacity Terex and the Manitowoc 4000. It takes two crane picks, simultaneously."

The demolition work last spring was especially interesting, too, Andersons says. "They have been taking down the highest bridge," he explains. "They are not just breaking it up and letting it fall. Instead a 150 ton capacity Liebherr and a 215 ton capacity Terex rig up to each span and lower it to the ground."

Anderson explains that the two cranes line up facing the old bridge span. They rig up to each span, which runs from one pier to another. Many of the spans have been as high as 70 to 80 feet. While they are rigged to the cranes, the spans are sawed apart. The cranes then lower them to ground, where they are broken up and hauled off. "It's really interesting to watch and it's all done at night because it's over several roadways and couldn't be done when cars are on the streets."

As the spans get higher, Anderson says higher capacity cranes will be needed to take them down. "When they start getting to the higher spans that run over the river and channel, they are going to need cranes with a longer reach," he says. "We'll be seeing cranes in the next size level for this work."

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## The benchmark

eveloping a credible list of America's largest crane owning companies has been a year-long effort. On the

following pages are our final results, which we consider to be a good, solid start in this challenge – our **act50** benchmark.

Initially, we surveyed more than 120 companies throughout the US, Canada and Mexico, asking them for information about their crane fleets and capacities. At the time of writing, some 54 companies complied but we realize we are still missing a few of the major players in the North American crane market. We will spend the next year procuring data from these additional companies, with the goal of bringing our list up to 100. Perhaps after seeing our first annual **act50** these companies will come forward to participate.

Companies are listed by their **act50** Index, which is calculated by adding together the maximum lifting capacities in US tons of all crawler cranes and mobile cranes in a company's fleet. Tower crane capacities are not included in this listing. In our December 2006 issue we will feature a list of top tower crane owning companies, and next year we will add our tower crane ranking to the **act50**.

All companies in the list were contacted and given the opportunity to supply fleet information and other data. In some cases, where no data is submitted, or it is incomplete, we have based a company's equipment fleet figure on estimates due to the lack of information. As the vast majority of crane-owning companies are privately held, it can be difficult to obtain and verify figures, although we do approach independent industry sources to assist when an estimation is required.

#### Largest single crane

Top (1) companies with the largest single crane

	COMPANY NAME	BASED	LARGEST CRANE	CAPACITY
1	Lampson International	USA	LTL-2600 Transi-Lift	2,600
2	Deep South Crane & Rigging	USA	Versacrane TX 36000	2,500
3	Barnhart Crane & Rigging	USA	Demag CC 4000 RL	1,760
4	Bragg Crane Service	USA	Manitowoc 1200 Ringer	1,430
5	Sterling Crane	Canada	Demag CC 8800	1,375
6=	All Erection & Crane Rental	USA	Manitowoc 21000	1,000
6=	AVS Services	USA	Manitowoc 21000	1,000
8=	Bigge Crane and Rigging	USA	Liebherr LR 1800	880
8=	B&G Crane Service	USA	Liebherr LR 1800	880
8=	Guay	Canada	Demag TC 4000	880
_				

#### Largest crawler fleets

Top fleets by number of crawler cranes

	-			
	COMPANY NAME	BASED	CRAWLERS	
1	Essex Crane Rental	USA	427	
2	Lampson International	USA	336	
3	All Erection & Crane Rental	USA	299	
4	Maxim Crane Works	USA	205	
5	M D Moody & Sons	USA	125	
6	AmQuip Corporation	USA	87	
7	Kelley Equipment Co. of Florida	USA	57	
8	J.F. Lomma Inc.	USA	46	
9=	Buckner HeavyLift Cranes	USA	42	
9=	Sterling Crane	Canada	42	



#### Largest mobile fleets

Top 1 fleets by number of mobile cranes

	COMPANY NAME	BASED	MOBILES
1	Maxim Crane Works	USA	1,987
2	All Erection & Crane Rental	USA	1,733
3	AmQuip Corporation	USA	585
4	Sterling Crane	Canada	510
5	Guay	Canada	377
6	H&E Equipment Rental	USA	335
7	Coast Crane Co.	USA	311
8	Bragg Crane Service	USA	261
9	J.F. Lomma Inc.	USA	216
10	Laramie Enterprises Group	USA	214



RANK	COMPANY NAME	BASE	DEPOTS	EMPLOYEES	OPERATION	SENIOR CONTACT & TITLE
1	Maxim Crane Works	USA	38	2,174	National	Art Innamorato, CEO
2	All Erection & Crane Rental	USA	24	1,150	Continental	Michael Liptak, Vice president
3	Essex Crane Rental	USA	8	125	Worldwide	Ron Schad, President
4	Lampson International	USA	8	250	Worldwide	William Lampson, President
5	AmQuip Corporation	USA	12	580	Worldwide	Joseph Wesley, Owner
6	Sterling Crane	Canada	18	700	Continental	David Snyder, President
7	Guay	Canada	12	450	Continental	Jean-Marc Baronet, President
8	Crane Rental Corporation	USA	2	88	National	Alan Ashlock, President
9	Bragg Crane Service	USA	12	435	Continental	George Bragg, President & CEO
10	Laramie Enterprises Group	USA	1	110	North America	Patrick Henry, VP & general manager
11	J.F. Lomma Inc.	USA	6	300	Northeast US	James Lomma, President
12	Bigge Crane and Rigging	USA	6	200	North America	Weston Settlemier, President
13	Deep South Crane & Rigging	USA	4	200	National	Mitch Landry, Vice president
14	M D Moody & Sons	USA	4	120	North & South America	Max Moody, CEO
15	Barnhart Crane & Rigging	USA	16	480	North America	Alan Barnhart, President
16	Sims Crane & Equipment Company	USA	7	350	Regional	Steve Stodghill, President
17	W.O. Grubb Crane Rental & Steel Erection	USA	5	375	Mid-Atlantic/National	Michelle Grubb, Equipment manager
18	Marino Crane Service	USA	2	105	Worldwide	Carl Marino, President
19	Marco Crane & Rigging Company	USA	5	220	National	Sam Meyer, Vice president
20	Buckner HeavyLift Cranes	USA	1	400	Continental	Doug Williams, President
21	H&E Equipment Rental	USA	42	1,525	National	Bill Fox, Executive vice president
22	Imperial Crane	USA	3	200	Regional	B.J. Bohne, President
23	B&G Crane Service	USA	2	225	National	Havier Grilletta, CEO
24	Kelley Equipment Co. of Florida	USA	2	110	Continental	Robert Steiner, President
25	AVS Services	USA	1	30	Continental	Hans van Brekelen, President
26	Ray Anthony International	USA	3	100	National	Ray Anthony, President
27	Sterett Crane & Rigging	USA	5	75	National	Tres Sterett, Vice president
28	Coast Crane Co.	USA	13	231	West	Dan Goodale, CEO
29	Dielco Crane Service	USA	1	135	Regional	Richard Dieleman, President
30	Turner Industries Group Crane and Rigging	USA	4	200	National	Mike Morain, n/a
31	Irving Equipment	Canada	8	184	Continental	Kyle Jardine, General manager
32	Ring Power Crane	USA	7	60	Domestic/International	Dallas Johnson, VP & general manager
33	United Crane Rental	USA	1	65	Regional	Timothy Shinn, President
34	Dozier Crane	USA	2	35	Worldwide	Dozier Cook, President
35	Elliott Cranes Inc.	USA	2	50	Regional	Cecil Elliott, President
36	Campbell Crane	USA	1	60	Regional	Tony Steelman, President

WEBSITE	MOBILES	CRAWLERS	LARGEST CRANE	CAPACITY	ACT INDEX
www.maximcrane.com	1,987	205	Terex-Demag CC 2800	660	203,705
www.allcrane.com	1,733	299	Manitowoc 21000	1,000	169,852
www.essexcrane.com	6	427	Manitowoc 888 Ringer	600	101,814
www.lampsoncrane.com	80	336	LTL-2600 Transi-Lift	2,600	101,250
www.amquip.com	585	87	Manitowoc 2250 Max-er	550	53,975
www.sterlingcrane.com	510	42	Demag CC 8800	1,375	42,130
www.gruesguay.com	377	16	Demag TC 4000	880	22,372
www.cranerental.com	39	40	Grove GMK7550	500	21,951
www.braggcrane.com	261	21	Manitowoc 1200 Ringer	1,430	21,879
www.laramiecrane.com	214	27	Demag AC 1200	500	21,573
www.jflommainc.com	216	46	Demag AC 1600 Luffer	650	21,529
www.bigge.com	204	27	Liebherr LR 1800	880	21,350
www.deepsouthcrane.com	110	2	Versacrane TX 36000	2,500	20,811
www.mdmoody.com	100	125	Demag AC 650	716	20,000
www.barnhartcrane.com	130	11	Demag CC 4000 RL	1,760	19,476
www.simscrane.com	194	37	Grove GMK7550	550	18,534
www.wogrubb.com	172	30	Grove GMK7550 Mega-Wing Lift	550	17,427
www.marinocrane.com	52	32	Terex-Demag CC 2800	661	16,534
www.marcocrane.com	180	11	Grove GMK7550	550	16,395
www.bucknerheavyliftcrane.com	23	42	Liebherr LR 1400/2 superlift	440	14,542
www.he-equipment.com	335	14	Manitowoc 777	200	14,400
www.imperialcrane.com	160	20	Liebherr LTM 1400	500	13,819
www.bgcrane.com	87	25	Liebherr LR 1800	880	13,796
www.kelleyequipment.com	59	57	Manitowoc 2250 Max-er 2000	500	13,771
www.avs-services.com	1	19	Manitowoc 21000	1,000	13,268
www.rayanthonyintl.com	122	26	Demag AC 1600	650	13,243
www.sterettcrane.com	104	22	Liebherr LTM 1300/1	330	12,175
www.coastcrane.com	311	9	Manitowoc 777	200	11,009
www.dielcocrane.com	58	18	Liebherr LR 1600/1 + extras	660	10,845
www.turner-industries.com	35	6	Demag TC 4000	880	8,016
www.irvingequipment.com	93	14	Manitowoc 4600 Ringer	750	7,745
www.liftcranes.com	95	14	Manitowoc	275	6,296
n/a	36	9	Demag AC 500-1 SSL	550	5,477
www.doziercrane.com	15	30	Terex HC-275	275	5,290
www.elliottcranes.com	54	7	Liebherr LTM 1300/1 SL	360	4,538
www.campbellcrane.com	36	0	Liebherr LTM 1300	360	3,815

#### **⇒** act50

COMPANY NAME	BASE	DEPOTS	EMPLOYEES	OPERATION	SENIOR CONTACT & TITLE
J J Curran Crane	USA	1	28	Mid-West US	Jeff Curran, Vice president
Burkhalter Rigging Inc.	USA	3	200	National	Phillip Burns, VP operations
Deep South Crane Rental Inc.	USA	2	50	S.E. Regional	Ron Scott, Risk manager
Ness Cranes Inc.	USA	1	57	Northwest	Kurt Kleppe, Vice president
Capital City Crane Rental	USA	2	60	Regional	Chet Gibson, Owner
Sheedy Drayage	USA	5	175	Worldwide	Thomas Hart, Manager
Clark Rigging & Rental	USA	2	75	Regional	David Clark, Vice president
Conmaco	USA	4	40	Regional	Ralph Ross, COO
Giuffre Bros. Cranes Inc.	USA	5	30	Worldwide	Georget Schalk, Branch manager
JPW Riggers & Erectors Inc.	USA	2	100	Local/National	Dave Schwalm, Executive vice president
Axis Crane	USA	3	35	Regional	Tyler Mayfield, President
Amherst Crane Rentals	Canada	a 3	n/a	National	Valerie Brennan-Burke, Vice president
Nixon-Egli Equipment Co.	Canada	a 2	87	California/Canada	John Skaff, Vice president
Industrial Builders Inc.	USA	1	300	Regional	Roger Haberman, Vice president
	J J Curran Crane  Burkhalter Rigging Inc.  Deep South Crane Rental Inc.  Ness Cranes Inc.  Capital City Crane Rental  Sheedy Drayage  Clark Rigging & Rental  Conmaco  Giuffre Bros. Cranes Inc.  JPW Riggers & Erectors Inc.  Axis Crane  Amherst Crane Rentals  Nixon-Egli Equipment Co.	J J Curran Crane  Burkhalter Rigging Inc. USA  Deep South Crane Rental Inc. USA  Ness Cranes Inc. USA  Capital City Crane Rental USA  Sheedy Drayage USA  Clark Rigging & Rental USA  Gonmaco USA  Giuffre Bros. Cranes Inc. USA  JPW Riggers & Erectors Inc. USA  Axis Crane USA  Amherst Crane Rentals Canada  Nixon-Egli Equipment Co. Canada	J J Curran Crane USA 1  Burkhalter Rigging Inc. USA 3  Deep South Crane Rental Inc. USA 2  Ness Cranes Inc. USA 1  Capital City Crane Rental USA 2  Sheedy Drayage USA 5  Clark Rigging & Rental USA 2  Conmaco USA 4  Giuffre Bros. Cranes Inc. USA 5  JPW Riggers & Erectors Inc. USA 2  Axis Crane USA 3  Amherst Crane Rentals Canada 3  Nixon-Egli Equipment Co. Canada 2	J J Curran Crane         USA         1         28           Burkhalter Rigging Inc.         USA         3         200           Deep South Crane Rental Inc.         USA         2         50           Ness Cranes Inc.         USA         1         57           Capital City Crane Rental         USA         2         60           Sheedy Drayage         USA         5         175           Clark Rigging & Rental         USA         2         75           Conmaco         USA         4         40           Giuffre Bros. Cranes Inc.         USA         5         30           JPW Riggers & Erectors Inc.         USA         2         100           Axis Crane         USA         3         35           Amherst Crane Rentals         Canada         3         n/a           Nixon-Egli Equipment Co.         Canada         2         87	J J Curran CraneUSA128Mid-West USBurkhalter Rigging Inc.USA3200NationalDeep South Crane Rental Inc.USA250S.E. RegionalNess Cranes Inc.USA157NorthwestCapital City Crane RentalUSA260RegionalSheedy DrayageUSA5175WorldwideClark Rigging & RentalUSA275RegionalConmacoUSA440RegionalGiuffre Bros. Cranes Inc.USA530WorldwideJPW Riggers & Erectors Inc.USA2100Local/NationalAxis CraneUSA335RegionalAmherst Crane RentalsCanada3n/aNationalNixon-Egli Equipment Co.Canada287California/Canada

Editor's Note: Submit information for the 2007 act50 by e-mailing d.annshiffler@khl.com or calling 512-869-8838.



WEBSITE	MOBILES	CRAWLERS	LARGEST CRANE	CAPACITY	ACT INDEX
www.jjcurran.com	50	0	Krupp KMK 8500	551	3,614
www.burkhalter.net	10	4	Liebherr LR 1400	440	3,400
www.deepsouthcranes.com	38	2	400 ton Terex-Demag superlift & luffer	r 400	3,128
www.nesscranes.com	33	0	GMK7550 with luffer	550	3,106
www.capitalcitycrane.com	38	9	Liebher LTM 1250/1	275	3,070*
www.sheedycrane.com	32	3	Grove GMK6350	350	3,053
www.clarkrigging.com	40	0	Demag AC 400 superlift & luffer	500	2,800
www.conmaco.com	10	24	Manitowoc 4000	175	2,792
www.giuffrebros.com	135	0	Manitex 3800	38	2,669.00
www.jpwriggers.com	18	2	Manitwoc 16000 Max-er	650	2,130
www.axiscrane.com	15	1	Demag AC 1200 superlift	500	2,045
www.amherstcrane.com	34	0	Liebherr LTM 1250/1	275	1,555
www.nixon-egli.com	22	0	Link-Belt RTC 80100	100	1,527
www.industrialbuilders.com	7	15	Manitowoc 555	150	1,520

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- 303 Peach Lane Arcola, TX 77583-7459 Phone 281-431-2576

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



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George Young, **George Young Company**  The **US Department of Transportation** recently released a strategy

for reducing congestion on America's highways. This new "blueprint" is a turn in the right direction

## Congestion relief

C&RA applauds the National Strategy to Reduce Congestion on America's Transportation Network, released in May by the US Department of Transportation (DOT). Transportation Secretary Norman Mineta has positioned the plan as a "blueprint for federal state and local officials to follow as we work together to tackle this growing problem."

We agree with him that congestion is one of the single largest threats to our nation's economic prosperity and way of life. Whether it takes the form of trucks stalled in traffic, cargo stuck at overwhelmed seaports or airplanes circling over crowded airports, congestion costs America \$200 billion annually, according to DOT estimates.

The strategic report noted ways congestion is hurting families throughout the US. Parents increasingly miss events with their children, friends and families find it hard to spend time together, and citizens steer away from civic involvement. While most SC&RA members share these hardships, the threat to their industry looms as an even greater concern.

DOT admitted that the costs to business have been insufficiently qualified, but included several telling examples such as the Atlanta pet food distributor that can only make about 12 daily deliveries per truck now, compared to 20

Congestion is particularly costly at the nation's borders. In 2005, congestion at the Otay Mesa and Tecate crossings along the California-Mexico borders cost the US economy \$3.7 billion in output and almost 40,000 jobs, according to the San Diego Association of Governments. Meanwhile, congestion at the Ambassador Bridge between Detroit, MI and Windsor, Canada costs motor carriers between \$150 million and \$200 million, according to Global Insight.

The Federal Highway Administration estimated that about half of all congestion can be traced to recurring causes such as physical bottlenecks and poor signal time and the other half to nonrecurring causes such as accidents,

work zones and inclement weather. SC&RA members especially suffer from a traffic and capacity imbalance, relying heavily on the Interstate Highway System that makes up a little over 1 percent of the nation's total miles of roadway but carries almost 25 percent of all

Acknowledging that the public sector has limited funds to address the problems of congestion, DOT is now calling on US investors-including financial, construction and engineering firms—to begin investing in highway, airport and transit projects. The DOT said it would work to reduce or remove barriers to private sector investment in US transportation systems.

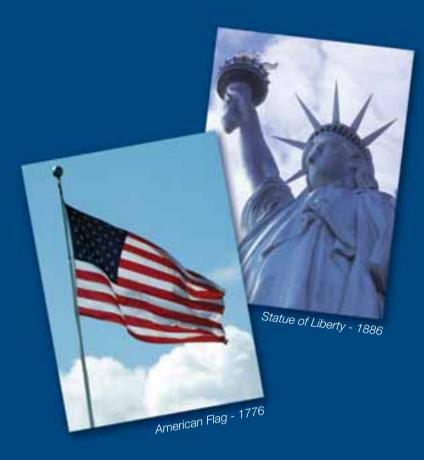
SC&RA members stand to benefit from private-public partnerships that expand or enhance the nation's infrastructure. Members from our Transportation, Crane & Rigging, and Allied Industries Groups will all play a major role in completing major projects. After the completion of these projects, members should be able to move specialized loads and equipment more expeditiously and costeffectively.

Despite our general support of private-public partnerships, however, we will remain watchful for developments that work against our members' best interests. For example, we will oppose any plan of a private-public partnership that would impose a disproportionate share of tolls or taxes on heavy haulers.

So far, we see no discouraging signs. Nor do we have any reason to disagree with Transportation Secretary Mineta's assessment: "We don't have to let traffic delays put our lives on hold any longer. We have the tools, the technology and the plan to make today's congestion a thing of the past."

foel Dundrey

Joel Dandrea, executive vice president



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## Worthy mention

#### The SC&RA's 2006 Job of the Year

competition featured a range of spectacular rigging and transport projects from around the world.

Below is a sampling of entries that did not win a trophy, but were Winning projects nonetheless. Terry White reports

ast month's issue of American Cranes & Transport included profiles of winning entries in the SC&RA Hauling and Rigging Job of the Year Competition from Barnhart, Emmert International, Fagioli S.p.A, and PSC Crane & Rigging. Although not recognized as a winning entry, several of the jobs merit further recognition. Through ingenuity, hard work and a commitment to safety, the SC&RA member companies responsible for these jobs met considerable professional challenges unique to their industry.

Category: Rigging Job between \$150,000 and \$750,000

Assembling a new control tower at Heathrow Airport



The recent expansion of London's Heathrow Airport necessitated a new control tower. The lifting and transportation contractor (Fagioli PSC Limited, Iver, Buckinghamshire, United Kingdom) worked with the steelwork contractor (Watson Steel, Bolton, Lancashire, United Kingdom) to minimize disruption and keep construction equipment below the radar ceiling so that airport operations could continue safely.

During a two-hour period one night, the 101 foot high, 900 ton cab was assembled offsite, fully glazed, and transported 1.8 kilometers across the airport to the lifting location on three units of six-axle Scheuerle self propelled modular transporters (SPMT).

The cab and its transport and erection frame were then connected to the preerected lifting system while temporary guy wires were connected and prepared for the lifting operation. During the lift, a series of 40 foot mast sections were added until the tower reached an elevation of 285 feet and a completed weight of 1,150 tons. Lifting equipment included three identical Fagioli PSC Towerlift masts and associated strand jacks.

Category: Rigging Job between \$150,000 and \$750,000

#### Moving in at the Mercedes-Benz Motor Heritage Museum

Scholpp Montage GmbH, Stuttgart, Germany, moved and positioned 160 exhibits into the new Mercedes-Benz Motor Heritage Museum in Stuttgart. The exhibits ranged from lightweight items such as a 176 pound racecar engine, to cars, trucks, planes and boats weighing as much as 40,000 pounds.

The curvy building's unique architectural features presented special challenges. The six levels inside are a continuous single surface with slowly sloping ramps winding through the building. Scholpp had to cope with stipulated floor loads of only 72 pounds per square foot and limited clearances.

To protect floor surfaces, Scholpp used carpet and plywood, forklifts with white tires, and disposable shoes. Electric power lifting and transport devices eliminated fumes.

Equipment included a hydraulic scissorlift, a lift-basket on scissor-lift, an air-film transport system, and four hooks powered by electric winches to lift baskets. Scholpp safely completed the project without damaging the building or any of the exhibits, using only 6,980 hours of the 7,820 hours budgeted for the project.



#### Category: Rigging Job over \$750.000

Replacing a reactor head and steam generators at a nuclear power plant



The Steam Generating Team Ltd, Charlotte, NC, called on Mammoet USA, Rosharon TX, to help replace a reactor head weighing 172,674 pounds and two steam generators weighing 1,144,500 pounds each at a nuclear power plant in Russelville, AR. Judging the lifting equipment already inside the containment building to be inadequate

for handling the lifts, Mammoet developed separate hydraulic push and pull travel systems, as well as lift systems with 900 ton capacity strand jacks, for the building's interior and exterior.

Mammoet used self propelled modular transporters in a double 16-lines configuration for onsite transportation. Complicating factors included the strict safety and radiological protection rules of a nuclear environment, the ongoing presence of plant staff, and a tight schedule within the set outage critical path time.



Are you planning a project that might merit consideration as an SC&RA Hauling or Rigging Job of the Year? The Association encourages you to plan now how you can use video footage. photos and thorough documentation to enhance your chances of winning. In addition to benefiting from coverage in American Cranes & Transport, International Cranes & Specialized Transport and other publications serving the industry. entries will be showcased at the SC&RA Annual Conference, the Crane & Rigging Workshop, and the Specialized Transportation Symposium.





#### Category: Moving Job

#### Moving a houseboat swept inland by hurricane Katrina

After Hurricane Katrina deposited a 300,000 pound houseboat on the side of a highway, Turner Industries Group, Baton Rouge, LA, (formerly known as Nichols Construction Corp.), was contracted to return the vessel to the water. Turner Industries used its six axle, self-propelled Goldhofer PST/SL6 trailer, to lift the two-story houseboat - which measured 32 feet wide, 96 feet long, and 28 feet tall - and haul it approximately 700 feet to the water while making a 90 degree turn.

Because of the thin walls and questionable structural integrity of the houseboat's barge and sponson sections, Turner Industries made

innovative use of long support beams, knee braces, and doubler plates to distribute the loads. Counterweights placed on the ends of the sponsons overcame differences between the houseboat's center of gravity and the center of the trailer. At the water, the owner's tugboat and two Turner Industries winch trucks launched the houseboat by pulling it on soaped-up steel plates.



#### additional entries

Rigging and Hauling Job of the Year winners **Emmert International and Barnhart also made** presentations on an additional five jobs. Barnhart chronicled the haul of a 160,000 pound vessel from Corpus Christi, TX to the Panhandle of Texas as well as the rigging associated with the installation of a 68,000 pound shield door at the High Flux Isotope Reactor at the Oak Ridge **National Laboratory**.

**Emmert International submitted three additional** rigging entries, including the pick and move of two diesel engine generator systems from 55 feet below ground at a nuclear plant in Washington, the insertion into a building of two replacement vessels down a narrow alleyway to a plant in Oregon, and the task of lifting and moving a turbine engine that had rolled off a truck in a small tunnel in Eastern Washington.

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## **SC&R** Foundation recognizes seven students

he SC&R Foundation recently awarded \$21,000 in scholarships to seven students preparing for a career related to transportation or construction management. More than 80 applications were received for the 2006-2007 program.

The scholarships were announced during the Specialized Carriers & Rigging Association (SC&RA) Annual Conference in Hilton Head Island, SC, April 25-29. Since 1986, the SC&R Foundation has awarded over \$150,000 in scholarships.

In alphabetical order, this year's \$3,000 scholarship recipients are: Andrew Arnett; George Bacon; Jerel Fields, II; Jacob Harberts; Amanda Jordan; Jason McDonald; and Amanda Ruksznis.



Andrew Arnett is preparing for his junior year, double majoring in Entrepreneurship and Finance at the University of Dayton, OH. He also won the award last year. His father, James Arnettt, owns

Orbit Movers and Erectors in Dayton.

"Andrew has maintained a very high grade point average, which is exceptional considering his involvement in activities on campus. Andrew currently serves as the president of a micro-company, demonstrating his leadership, management, and entrepreneurial strengths," noted his advisor, Department Of Management Professor Tracy Miller. "Andrew aspires to follow in his father's footsteps and become an integral part of his family's business and the Dayton community."



George Bacon will begin his senior year as a Mechanical Engineering major at Seattle University, Washington, in the fall. He also won the award last year. His father, David Bacon, is a shipping clerk at Coast Crane

Company in Seattle.

"The most outstanding qualities about Mr. Bacon are his intellect and work ethics," said Mechanical Engineering Assistant Professor Frank J. Shih. "He has been the top scorer in almost all of the exams I have administered... and in the three engineering courses he has taken from me. He is an extremely motivated individual who is enthusiastic about a career in mechanical engineering. Besides excelling in classrooms, he is inquisitive, bright high achieving, dependable and exhibits strong leadership skills."



Jerel Fields, II will begin his junior year as a civil engineering major at Rose-Hulman Institute of Technology, Terre Haute, IN. The three-time SC&R Foundation scholarship recipient has been designated

as the winner of the Charles W. & Esthermae H. Young scholarship. His father, David Fields, is president of Western Crane Service, Inc., Bowling Green, KY.

"His contributions to discussion and group work were exceptional, productively advancing the discussion, and conversation with him, both in and out of class, is always enlivened by the intensity of his interests," wrote English and Comparative Literature Assistant Professor Mark Henry Minster, PhD. "Other students wanted to be in his group because he is goaloriented, good at drawing others out of their shells, and fun to be around. He is probably the most engaging student I have had here at Rose-Hulman, always alert and responsible."



Jacob Harberts will be a senior with a double major in finance and economics at the University of Wisconsin-LaCrosse. He also won the award last year, His father, Paul Harberts, is vice

president of operations at Midwest Specialized Transportation, Inc., Rochester, MN.

"Jacob has the skills that major corporations desire of students entering the job world," said Jeffrey Wills, operations manager at Mayo Collaborative Services. "I am excited about his future in the professional world because of the attributes he possesses. Along with having a wealth of overall skills, his most important skill might be his relentless determination to be successful."

Amanda Jordan plans to attend Texas A&M University, College Station, TS, as a freshman engineering major. Her father, Don Jordan, is operations manager at the Crane Inspection and Certification Bureau, Brookside Village,

"Amanda Jordan is one of those rare students that comes along and reminds you why you decided to teach," wrote Hunter Morgan, agriculture department chair at Pearland High





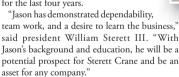
#### about the SC&R Foundation

⇒ The SC&R Foundation is a 501(c)(3) corporation with the mission to advance research and education while furthering other charitable, educational and scientific purposes for the industries served by SCSRA

SC&RA is an international trade association of nearly 1,200 members from 44 nations. Members are involved in specialized transportation, machinery moving and erecting, industrial maintenance, millwrighting and crane and rigging operations, manufacturing and rental.

School, Pearland, TX. "Amanda is driven first by excellence. She will outperform the room in every task and will work hard to do a job that will meet even the highest standards. She is also driven by integrity. She will be consistent at every task. She will work hard whether you are watching or not."

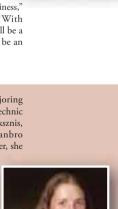
Winner of four SC&R Foundation scholarships, Jason McDonald plans to earn a degree in mechanical engineering technology from Purdue University, West Lafayette, IN, in December 2007. His father, Timothy McDonald, has worked as a crane operator for Sterett Crane & Rigging Co., Owensboro, KY, for over 25 years. Jason has worked for Sterett Crane & Rigging part time in the summer and during winter breaks for the last four years.



Amanda Ruksznis will be a junior majoring in civil engineering at Worcester Polytechnic Institute, MA. Her father, Thomas Ruksznis, is equipment superintendent at Cianbro Corporation, Pittsfield, ME. Last summer, she

worked at Cianbro as an electrician's helper. She is the recipient of the Christopher A. Lorenz Memorial Scholarship.

"Amanda is one of the best students that I have advised here at WPI," said mechanical engineering professor Isa Bar-On. "She is very reliable and has a very serious commitment to whatever she is doing. She does not know what it means to do something only partially or superficially. If she does something, she does it right."





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#### events diary

#### Ronken named truck driver of the year

Veteran truck driver Howard Ronken has been recognized as SC&RA's Truck Driver of the Year. An employee of Rochester, MN-based Midwest Specialized Transportation, Ronken has professionally driven more than 4.2 million commercial miles.

He began his career in 1955 at

the age of 15, driving a straight truck for farmers in Spring Valley, MN. At 17 he started driving semis for Woodrich Construction, hauling iron ore for the Hanna Mining Company. He continued to drive for two years after graduating from Spring Valley High School. In May 1960,

#### Lift Systems honors employees

More than 300 employees and families of Lift Systems of Moline, IL were recently treated to an open house, tours, demonstrations and a luncheon. Highlights of the event were demonstrations of various pieces of equipment, including gantry and mobile, and a crawler mounted nuclear waste cask transporter. Located on the Mississippi River next to Iowa, loyalties of employees are divided between the University of Iowa Hawkeyes and the University of Illinois Illini. To show support for each team, two pairs of 2020sc mini jacks were painted in each schools' colors.



#### CCAA holds May meeting in Baltimore, OH

The Crane Certification Association (CCAA) was formed to promote crane safety, improve the certification profession and address the subject of crane safety in governmental forums.

With members across the twice a year during its spring and winter conferences to discuss issues, share information and conduct training to increase the knowledge and professionalism among its membership.

The organization also actively works with regulatory bodies that implement projects and programs that affect the crane industry (OSHA, CAL OSHA, WISHA, etc.), and maintains a working relationship with many of the major crane manufacturers across the country. In May, the CCAA held its spring meeting in Baltimore. The meeting included 11 presentations on such subjects

as OSHA regulations, line pull testing, soil stability, deflection for supporting structures for overhead cranes and certified crane surveyor training.



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Jerry Thomsen presents Howard Ronken with the Truck Driver of the Year award

Ronken enlisted in the U.S. Air Force, serving as an electronic countermeasures technician until being honorably discharged in 1964.

Ronken's long, continuing relationship with Midwest Specialized Transportation began in February 1974. Within the Midwest System, Ronken is highly respected and described as "nothing less than a true professional." He earned the Minnesota Trucking Association's Driver of the Month Award in December 2005

#### ConExpo recognized as largest trade show

For the third year in a row, the ConExpo-Con/Agg international exposition for the construction industries has been named the largest trade show of any industry in the United States. The last three editions of the triennial exhibition have earned the top spot for the years in which it was held - 1999, 2002 and now 2005.

Rankings are based on net square feet of exhibit space and are included in the "Tradeshow Week 200" analysis of the largest 200 US industry shows, conducted annually by Tradeshow Week magazine. ConExpo-Con/ Agg 2005 set records for exhibit space and attendance - spanning more than 1.88 million net square feet of exhibit space and attracting more than 124,300 attendees.

#### 2006

**Mega Utility Show** September 13 – 14, 2006 Shakonee MN muee2006@anl.com

#### SC&RA Crane & Rigging Workshop

September 21 - 23, 2006 Sheraton Atlanta Atlanta GA www.scranet.org

#### **Associated Wire Rope Fabricators**

October 22 – 25, 2006 Westin Riverwalk San Antonio, TX

#### Web Sling & Tie Down Association

November 12 - 14, 2006 Indianapolis, IN

#### 2007

Associated Equipment **Distributors** January 16 – 18. 2007 Las Vegas, NV www.aed.net

#### **World of Concrete**

January 23 – 26, 2007 Las Vegas, NV www.worldofconcrete.com

#### SC&RA Transportation Symposium Symposium

Orlando, FL www.scranet.org

#### National Plant & Eng Maintenance (NPEM)

March 13 – 15, 2007 Chicago, IL www.manufacturingweek.com

#### **Associated General** Contractors

March 21 - 23, 2007 San Antonio, TX

#### OSHA training required in MA and RI

Employees entering construction jobsites in Massachusetts or Rhode Island need to be aware of safety-training certification requirements. Massachusetts has implemented requirements for most construction workers to have an OSHA 10-hour site safety-training certificate in their possession by August of 2006. Rhode Island is already requiring this certificate. Once implemented, most job site managers will prohibit jobsite access to workers who do not have this certificate.



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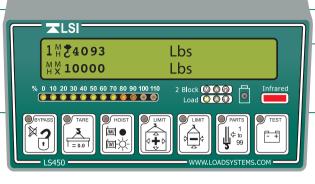


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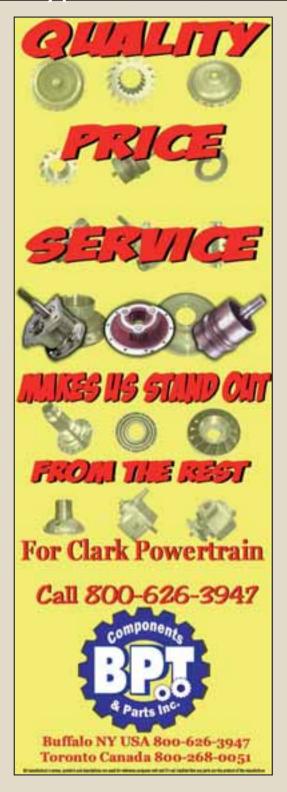
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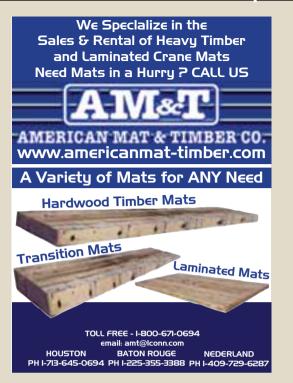
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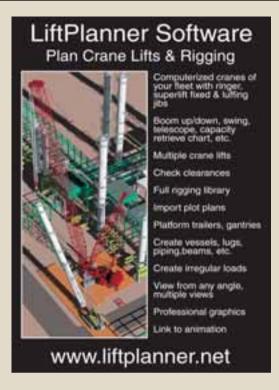


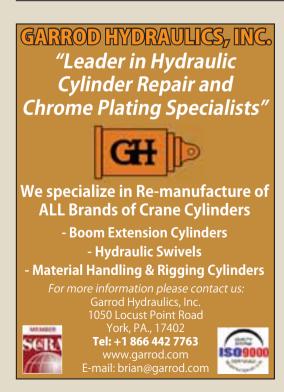
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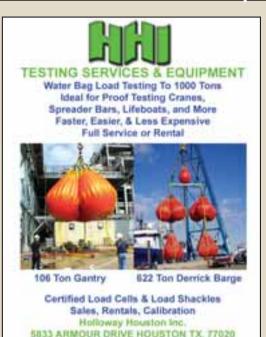
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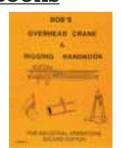
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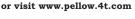
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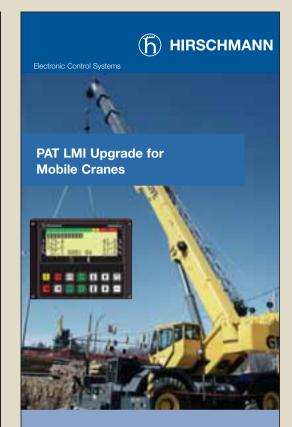






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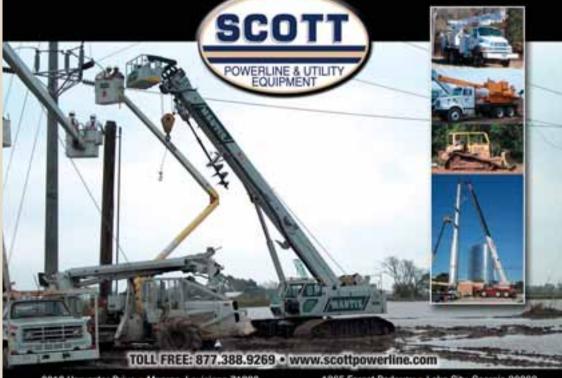
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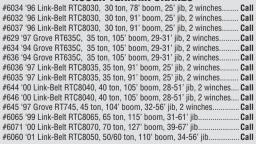
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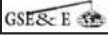
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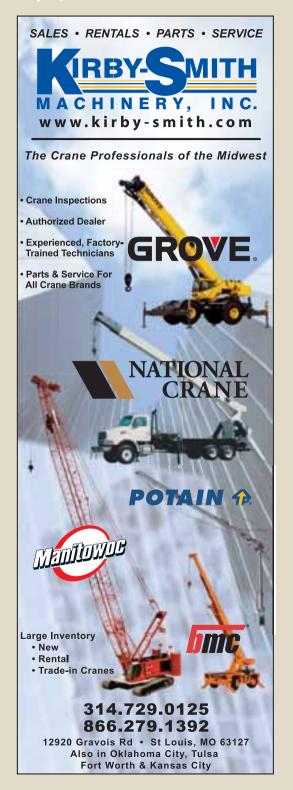
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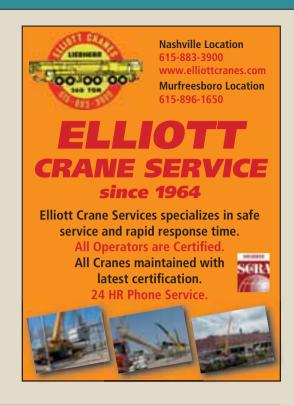
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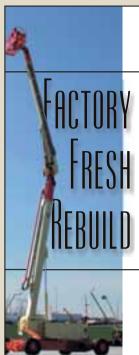


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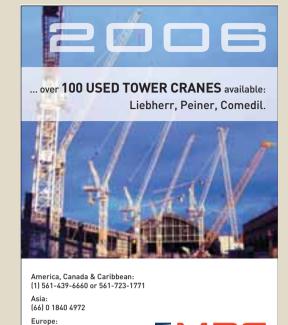
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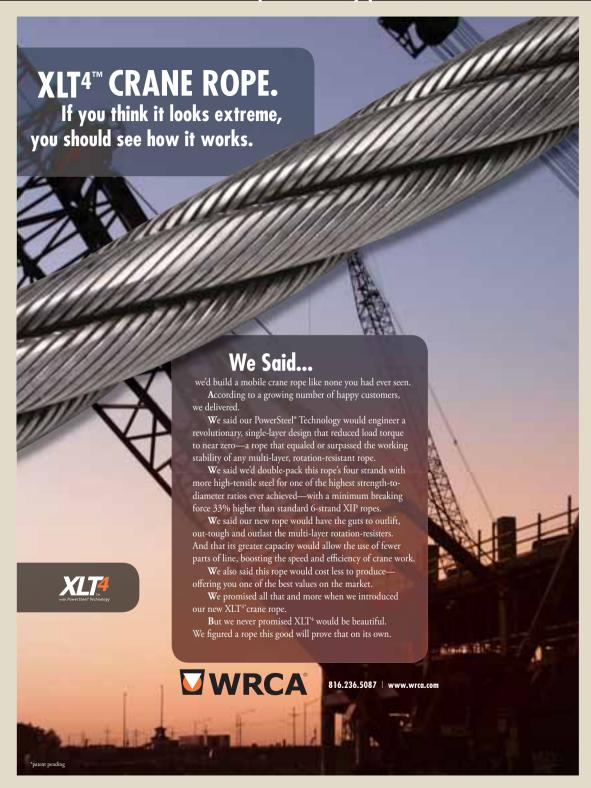
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## **Featuring Lift Adjuster Control System**

The exclusive **Lift Adjuster Control System** safety feature compensates for boom deflection when the boom is under load by automatically extending the boom elevation cylinder to maintain constant load radius



**75 Tons 144.4' boom +52.5' jib** 

ATF45-3 (50 tons) ATF65G-4 (75 tons) ATF80-4 (100 tons) ATF110G-5 (130 tons) ATF160G-5 (200 tons)

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# Rough Terrain Crane



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