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The magazine for the crane, lifting and transport industry

July 2007

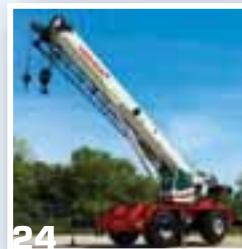
Volume 3 Issue 7

AMERICAN Cranes & Transport

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

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transport & heavy haul 84



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



Grove's New RT540E

The RT540E is the latest addition to Grove's rough-terrain product line. Advantages include a maximum lift capacity of 40 USL, a four-section boom reaching 102 ft in length, and a 45 ft offsettable telescopic swing-away extension. Other features include an LMI with anti-two block system, dual-axis electronic joystick controls, and an all-steel cab.

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Crane Group



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Keeping watch

Two acquisitions are big crane news this month. H&E Equipment Services has made a deal to purchase long-time crane dealer J.W. Burress. Absorbing Burress into the H&E fold will significantly expand the company's footprint in the Eastern US. H&E has become a rising star in the construction equipment industry, and we will continue to report how this company's activity impacts the crane sector. Chances are high that H&E continues to be on the lookout for companies like Burress to bring into their fold. John Engquist, in discussing the Burress acquisition says, "Our ideal acquisition target is a distributor with strong retail sales and product support capabilities and a rental component that we can improve and grow significantly. Burress certainly fits this profile."

After a year of waving the "We're for sale," flag, Coast Crane has been bought by a partnership of Northwest Capital Appreciation (NCA) and GE Asset Management Inc. Chances are good that customers will hardly notice there was a change in ownership as the management of the Seattle-based company reportedly will stay in place. Dan Goodale's strong leadership was a reason the company was an attractive investment and his continued leadership will likely bring the equity group the returns they are seeking.

"We are excited to partner with Coast's strong management team and look forward to growing the company with the help of CEO Dan Goodale and his team," said NCA's Brad Creswell. "Dan and his management team have built an outstanding company and we are privileged to be able to partner with them in this acquisition."

Two big crane company acquisitions in as many months do not suggest a trend, but it's something we will continue to watch. Recently at the magazine, we have fielded a handful of calls from financial firms, business brokers and analysts asking questions about the state of the crane industry. One West Coast firm was assessing the investment potential of crane rental companies in the US. Is the time right for another big round of mergers and acquisitions? Most people we talk to think not.

It's mid summer and fittingly the word that keeps popping up in the July issue of *ACT* is "hot." Throughout this issue sources appear to be stuck on the word in describing the construction equipment market (*Business News*, page 12), the demand for rough terrain cranes (page 24) and the demand for used cranes (page 29).

And, finally, it was interesting to discover that crane manufacturers do a lot of business with the military, selling them conventional cranes as well as specialized military cranes painted up in camouflage colors and looking like they are headed for the war zone. Our military cranes article on page 41 offers a rare look at this rather obscure crane market.

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Atlas Industrial Contractors uses a tower lifting system to remove a methanol reactor from a decommissioned refinery.

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



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

news

H&E purchases J.W. Burrell; Maxim places Indy's I-70 bridge beams puzzle together; Eagle West orders eight Koenig self erecting tower cranes; All Erection anxious for new Manitowoc 14000 models; Coast Crane acquired by equity firm

international news

Hiab cranes working on Chinese railway; Effer's success at SED; Soon Douglas bought by Tiong Woon

business news

ACT's share index for heavy equipment manufacturers saw steep growth in April and May, putting the HEI back on track with the mainstream indexes. But is a downward correction inevitable?

Chris Sleight reports

safety

Understanding the basic elements of safety behavior. *Terry Young* reports

certification news

NCCCO names new directors, officers; Crane operator Code of Ethics adopted

product news

New Koenig models come to North America; new cable handling equipment from Reel-O-Matic; Ringfeder's seven new flywheel couplings

interview

Ethics and honesty have allowed Wilhelm Trucking and Rigging to serve the industry for almost a century. Bob Wilhelm, Jr. runs the family business based on the ideals passed along from his kin. *DAnn Shiffler* reports



rough terrain cranes

The "hot" demand for more RTs has dealers anxious for more units and the manufacturers are doing their best to keep up. *Hal Lundgren* reports

used cranes

With a backlog of new cranes happening worldwide, contractors are buying more used cranes for top dollar. *John Wyatt* reports



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industry focus: urban infrastructure

It wasn't an earthquake that destroyed an interstate ramp in San Francisco but an overturned tanker truck hauling 8,600 gallons of gas. The reconstruction is complete. *ACT* reports

site report: rigging

At a decommissioned refinery, Atlas Industrial Contractors removed a methanol reactor that required high engineering and precise rigging.

site report: lift & transport

Texas's Lide Industries has discovered a practical solution for hauling and setting industrial and petrochemical tanks. *ACT* reports

military cranes

Cranes are an important part of the arsenal of vehicles and machines used by the US Armed Forces. *ACT* reports



comment

The association's strong investment in research creates a stronger membership with many benefits. By *Joel Dandrea*

SC&RA news

Lake Michigan Carferry offers a hassle free mode of transportation for heavy haulers. *Terry White* reports

risk management

Contracts that spell out the relationships between general contractors, subcontractors, and owner/developers have become the key driving force in jobsite responsibility. *Tim Hillegonds* reports

people & events

MCG names global product managers; ICEUU online exhibitor education

free subscription

How to subscribe and receive your free copies of *ACT*

marketplace

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

products, parts & accessories

equipment for sale or rent

crane & lifting services

transport & heavy haul



highlights

➔ Let a steady stream of customers learn about your company's products or services by operating a booth at the 2007 Crane & Rigging Workshop Exhibit Center, Friday, September 21, 11:30 a.m. – 2:30 p.m., at The Westin Crown Center, Kansas City, MO. Like the Exhibit Center at the recent SC&RA Annual Conference, booth space is expected to sell out. Booth assignments are made on a first come, first served basis. Fourteen booths already have been reserved. Sign up for your space now by contacting the SC&RA at (703) 698-0291 or visit the web site at www.scranet.org

➔ Advertisements suggesting that OSHA workplace posters must be purchased from private companies may be misleading employers. OSHA reminds employers that official posters – such as the new “OSHA Job Safety and Health: It's the Law” poster are available at no cost by visiting the agency's web site at www.osha.gov/pls/publications/pubindex.list or by calling the publications office at (202) 693-1888.

➔ June 1 officially marked the beginning of the 2007 US hurricane season. Experts at the National Oceanic and Atmospheric Administration's Climate Prediction Center forecast a 75% likelihood of 13 to 17 named storms. OSHA offers a number of resources on the agency's Hurricane Recovery web page at www.osha.gov/OshDoc/hurricaneRecovery.html

➔ The Commercial Vehicle Safety Alliance (CVSA) is advocating universal adoption of electronic on board recorder (EOBR) technology to enable significant positive changes to commercial vehicle drivers' hours-of-service (HOS) compliance. CVSA is an organization of local, state, provincial, territorial and federal motor carrier safety officials and industry representatives from the US, Canada, and Mexico.

Maxim eases in place critical I-70 bridge beams

In the business of cranes and rigging, routine projects are often noteworthy. Such was the case in Indianapolis, IN back in June on the mammoth Interstate 70 reconstruction project. Contractor Walsh Construction, with the assistance of several subcontractors and engineers, put in place the feature pieces of the I-70 puzzle.

The new I-70 design called for an elevated roadway 53 feet above the original roadbed to raise the line of sight to eliminate traffic slowing. The bridge is designed with three spans, each 134 feet long. The beams that comprise each span weighed 70.85 tons. The critical issue was that the first span rises above a live railroad track owned by CSX Railroad. The railroad required a 50% safety factor as the nine beams were being placed, meaning that the cranes had to be rigged as if the beams weighed 106 tons each.

Randy Carson, sales representative for Maxim Crane Works, said the lift plan was designed around a lift of 114,000 pounds at a 79 foot radius to satisfy the railroad's requirements.

Two Terex Demag 500 cranes place the critical beams that comprise the I-70 bridge in Indianapolis



Other elements requiring precise engineering included ground bearing pressures and the strategic location of the two 500 ton Terex Demag cranes used to lift and place the beams.

Both cranes were rigged with 129 feet of main boom and 269,000 pounds of counterweight with superlift attachments. One crane was positioned 43 feet

below on the existing roadbed while the other was positioned on a MSE engineered wall 53 feet above ground.

The nine critical beams were placed on the first span without incident. After the first span was completed Maxim's operators could go back to assuming the beams were the actual 70,000 pounds.

All Erection orders cranes, receives cranes

In an effort to update and modernize its crawler fleet, Cleveland-based All Erection & Crane Rental Corp. has ordered what it describes as “a substantial number of the first Manitowoc Model 14000 crawler cranes.”

The Model 14000 is Manitowoc's latest offering in the 220 ton class. It has 282 feet of main boom and a maximum luffing jib of 373 feet. Fixed jib attachments are also available.

“We are anxious to get started with these new crawlers,” said Michael Liptak, president. “We look forward to having the all-around versatility and modern

operation of a fully hydraulic crane in this size class.”

All Erection & Crane Rental Corp. has also taken delivery of three new Tadano 130 ton all terrain hydraulic cranes. They are part of a 10-crane Tadano purchase, with the remaining seven to be delivered throughout 2007. With the demand for cranes so high, the new cranes will have an immediate impact, according to Liptak.





H&E Equipment Services purchasing J.W. Burress

H&E Equipment Services said it will acquire J.W. Burress. The acquisition is subject to several conditions, including obtaining third-party agreements from equipment manufacturers and vendors. The deal was set to close

by July 31, 2007 at a purchase price of \$108.7 million.

Burress is a privately owned construction equipment distributor serving the mid-Atlantic markets with 12 branches. The company's main business is selling new and used equipment, representing approximately 60% revenues. Burress represents such manufacturers as Hitachi, Manitowoc, Grove and Terex. H&E does not anticipate that Burress will continue to represent Hitachi.

"Burress is one of the premier distributors of heavy construction equipment in the US and has an outstanding reputation with the manufacturers they represent and the end users they serve," said John Engquist, H&E president and CEO. "This acquisition will expand our footprint contiguously throughout the mid-Atlantic region and affords us significant growth opportunities."

The Orr Group represented J.W. Burress in the transaction.



highlights

➔ Connecticut Senate Bill 224, passed by both houses of the state legislature on May 22, relieves rental-vehicle owners of the burden of parking tickets issued to their customers. The bill allows the owner of a leased or rented motor vehicle who receives the second notice to notify the municipality of the identity of the person who leased or rented the vehicle when the ticket was issued, and the person's address, driver's license number, and license issuing state. The municipality must then issue the notice of violation to the person who leased or rented the vehicle. Governor Jodi Rell (R) was expected to sign the legislation, which would go into effect on July 1.

➔ The Association of Equipment Manufacturers (AEM) has announced it supports the US Trade Representative (USTR) on its agreement with members of Congress to consider free trade agreements on a bipartisan basis. Under the agreement, labor and environmental protections will be added to stalled free trade agreements now waiting for congressional approval.

Reaching new heights in Virginia

The Westin Virginia Beach Town Center will soon be tallest building in the state of Virginia. Rising out of the building, which will house a hotel and residential condos, is a Terex Peiner SSK315081 tower crane owned by P&J Arcomet of Manassas, VA. The crane, rising 560 feet above the ground at its top height, has been assisting in pouring concrete and construction of the shell of the building, which was designed with reinforced concrete. Century Concrete provided the post tension, shear walls and structural slab for the building and parking garage, which are slated for a late 2007 completion. From the tip of its spires, the building will stand about 500 feet tall.

Photos by John McKen



Coast Crane acquired by equity firm

Seattle-based Coast Crane has been acquired by a partnership of Northwest Capital Appreciation (NCA) and GE Asset Management Inc. Coast Crane is one of the largest crane distributors on the West Coast with 13 branches and 13 outlets specializing in crane rental, sales and service. It serves markets from San Diego to Anchorage and Western Canada. Details of the transaction were not disclosed.

"We are excited to partner with Coast's strong management team and look forward to growing the company with the help of CEO Dan Goodale and his team," said NCA's Brad Creswell,

in a press release. "Dan and his management team have built an outstanding company and we are privileged to be able to partner with them in this acquisition."

"Coast has grown substantially over the past few years as a result of strong commercial, energy and power and infrastructure construction markets, and an increase in maintenance projects by our 4,000 plus customers along the West Coast," said Goodale. Coast Crane was purchased from Audax Group, a Boston based private equity firm, which purchased the company several years ago from founder, Ralph Hovis, who started Coast in 1971, in Portland, OR.

Mantis hooks up with Celtic

Irish tower crane manufacturer Mantis Cranes has secured a deal with New York-based Celtic Self Erecting Cranes, worth just over \$2.7 million. Celtic has ordered Mantis' latest self erecting tower crane, the TC25 and two 32.10 models, which are set for delivery this summer. The company also ordered 15 self erecting cranes for delivery during the last quarter of 2007 and early 2008.

Celtic Cranes, owned by New York State-based concrete contractor Smith Bros, will distribute the units in the US.

"This is positive progress for our company and we are pleased to be doing business with Smith Bros.," said Seamus McMenamin, Mantis CEO. "Mantis has been expanding into new markets and to secure the American market is a real breakthrough. Adapting our cranes to US market specification took a lot of work but the end result is great motivation for myself and the Mantis Cranes team."

Mantis Cranes was set up in 1999 and claims to be the only manufacturer of self-erecting cranes outside mainland Europe.

Hirschmann breaks ground on new Americas HQ



Hirschmann Automation and Control has broken ground on its new Americas headquarters building in Chambersburg, PA. Attending the ceremony were business leaders and dignitaries from the Chambersburg area,

Breaking ground on new Hirschmann American headquarters

including Pennsylvania State Senator Terry Punt.

The 35,000 square foot building will have office and warehouse space, along with a state-of-the art training and conference center. The facility will house Hirschman's three divisions: ECS (information and control systems), INET (industrial networking), and ICON (industrial connectors).

"We are excited to move into a state-of-the art facility that will accommodate our future growth plans," said Mark Hendel, president of Hirschmann. "Chambersburg has been a good fit for Hirschmann and we look forward to growing within the community."

The company expects a move in date of October 1, 2007. Hirschmann employs 75 people who support the company's North and South American markets.

OSHA accepting comments on PPE standards

The Occupational Safety and Health Administration (OSHA) is proposing to revise the personal protective equipment (PPE) sections of its general industry, shipyard employment, long shoring and marine terminals standards regarding the use of eye and face protective devices, and head and foot protection. A notice of proposed rulemaking was published in May, and the agency was seeking public comments until July 16.

These proposed revisions are a continuation of OSHA's effort to update references to specific consensus and industry standards located throughout the agency's standards. The proposed revisions replace the existing references to specific, out-of-date consensus standards with performance language that requires PPE to be constructed in accordance with good design standards. For information on submitting comments, visit www.osha.gov/pls/oshaweb/owadisp.show_document?p_table=FEDERAL_REGISTER&p_id=19573

Eagle West orders towers

Eagle West Tower cranes has ordered eight Koenig K1545TKH self erecting tower cranes worth \$2.64 million. The cranes are scheduled for delivery starting in early 2008 and will take the Eagle West Tower Crane self erecting rental fleet up to 60 units by the end of 2008, according to Ryan Burton, general manager.

"The overall quality, service height, and lifting capacity of the Koenig cranes are what sells them to us and to our customers, but our customers always want more service height and lifting capacity," said Burton.

The Koenig K1545TKH has a maximum service height of 112 feet 6 inches with the jib horizontal or 142 feet when luffed at 30 degrees. Maximum lifting capacity is 15,874 pounds and a jib tip capacity is 4,100 pounds.

Based in Abbotsford, BC, Eagle West Tower Cranes has offices throughout the Pacific Northwest.

New Koenig dealer

Custom Service Crane of Mahomet, IL is a new dealer for Koenig Cranes North America.

With more than 14 years of experience in the Illinois market, Custom Service Crane has been awarded the state of Illinois as its exclusive sales territory for the line of Koenig self erecting tower cranes, as well as the line of Wilbert 150 to 650 tonne-meter tower cranes.

Custom Service Crane owner Randy Huffman is excited about the growth of the self erecting tower crane and tower crane markets. "We feel that being a Koenig dealer will have a huge effect on our company," he said. "We believe that the self erecting tower crane market will at least double over the next three years, once the construction industry is made aware of the technology and how it will save them time and money."

Safety First! video released

The Specialized Carriers & Rigging Association (SC&RA) has introduced *Safety First! A Team Effort (Series 2)*, a video with three topics and one bonus training session. The video, created by SC&RA in cooperation with the Construction Safety Council, features the following programs:

- **"Working Safely with Liquid Propane Gas"** examines how to prevent fires and explosions by wearing proper personal protective equipment, inspecting tanks before every fill, removing defective tanks from service, posting safe filling procedures to be followed on every fill, and proper transportation of cylinders.
- **"Housekeeping"** shows why employees should keep a clean work area, in addition to safe handling techniques for hazardous materials, how to make housekeeping part



- of a regular routine and how to respond accordingly to accidental spills.
- **"Back Injury Prevention"** demonstrates five steps to safe lifting. Also included are tips for warming up, moving heavy or awkward

objects, using special equipment to assist with a lift, and eliminating potential obstacles.

➤ **"Fire Watch Safety Practices"** (a bonus topic) explains how employees can reduce property damage and injury by taking necessary steps to identify hazardous and combustible materials, ventilating work areas and protection in case of fire. *Safety First! A Team Effort (Series 2)* is available in DVD format at \$129 for SC&RA members and \$159 for non-members. It also comes in VHS format at \$99 for members and \$129 for non-members. Also available at the same price is *Safety First! (Series 1)*, which features separate sessions on ladder safety, personal protective equipment, and personal fall arrest systems.

To order, call SC&RA at 703-698-0291 or visit the online store at www.scranet.org

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SED, the UK's annual exhibition for the construction industry, was reported to be a success with nearly 19,000 visitors attending the three-day show in late May. The turnout was strong, even though the show was on the heels of Bauma and the UK quarry, construction and recycling equipment exhibition Hillhead being held in the same year. "The entire SED team couldn't be happier with the way the show went – we have 397 very, very happy exhibitors," said Jackie Hanford, SED's sales manager and organizer. The next SED will be held May 13-15, 2008 at Rockingham Motor Speedway, near Corby in the English Midlands.

Operating income at Tadano increased by 61.2% for the April 2006 to March 2007 fiscal year compared to the 2005 to 2006 period. That amounted to \$107 million (Yen 12,924 million), an increase of \$41 million (Yen 4,907 million) for the Japanese crane manufacturer. Net sales were up 19.7% from \$1.004 billion (Yen 120,872 million) to \$1.202 billion (Yen 144,693 million). The growth followed a sharp increase in the sales of construction cranes in the Middle East and North America, along with replacement demand for domestic cranes. The ratio of overseas sales rose to 42.1%, breaking through the 40% mark for the first time. According to the company, the outlook for the next fiscal year also looks good, with a forecast net income rise of 44.4% to \$92 million (Yen 11,100 million) against the 2006 to 2007 figure of \$64 million (Yen 7,689 million).

Cargo handling specialist Cargotec Corp. will acquire Balti ES, a steel structure and component manufacturer in Narva, Estonia for an undisclosed sum. Balti ES is owned by Odense Steel Shipyard Ltd, a subsidiary of the A.P. Moller-Mærsk Group. It is an existing supplier to Cargotec and will support the growing component needs of Cargotec's Hiab and Kalmar businesses. Balti ES employs around 600 people and net sales were \$18.8 million (€14 million) in 2006. Managing director Vladimir Nazarenko will continue to be responsible for operations.

Hiab loader cranes ordered for work on China Railway

CHINA: China Railway Construction, the second biggest railway corporation in China, has ordered 23 Hiab XS 288 hydraulic loader cranes.

The cranes will be first used to help construct a test track on the Wu-Guang passenger transport line from Wuhan to Guangzhou in southern China. The Wu-Guang line has been separated into 23 sections and construction of the line will begin around September.

Each section contains a combination of nine different construction machines. Mounted on road-rail vehicles, the XS 288s will be used to lay the rails and to make adjustments.



Productivity and safety were the main reasons why China Railway chose the Hiab loader cranes, the

manufacturer said.

The order is valued at more than \$1 million (€800,000).

Effer hits jackpot at SED

ITALY: Italian knuckle boom crane manufacturer Effer sold all the cranes it had on display at the SED 2007 construction equipment exhibition where it was testing the market for the first time.

The largest crane on show was the (114 metric ton) rated model 1550. Its chart shows it will lift 25.5 tons (23.2 metric tons) at a 16 foot (4.91 meters) radius or 12 tons (10.9 metric tons) at 34.7 feet (10.6 meters). Maximum

reach with jib is 118 feet (36.2 meters).

Jeremy Newman, Effer UK sales manager, said it was difficult to promote a brand that customers are not instantly familiar with. "This was the first time we have exhibited in England and it was an occasion to put our name in front of a majority of buyers there. It was very good indeed – when you start with zero, the only way is up."



Effer was awarded the Award for Excellence for its Model 305

Soon Douglas sold to Tiong Woon

SINGAPORE: Tiong Woon Corp. Holding has bought Singapore tower crane leasing company Soon Douglas Pte for \$4.3 million (SG\$6.64million).

As a service provider for the oil and gas industry, TWC specializes in heavy lifting and the installation of process equipment. Soon Douglas primarily leases tower cranes and trades in spare parts for the construction, mining and shipbuilding industries. It operates a fleet of 49 tower cranes in Singapore and owns two mobile cranes.

Ang Kah Hong, TWC chairman and managing director, said, "It will also strengthen our position as a heavy lift company and enable us to build up another arm that we are confident will contribute positively to our operations."

Thanks to the current growth in the oil and gas sector, Ang was upbeat about the future. "TWC has a strong presence in the Asia Pacific region and currently has over 200 cranes deployed in the region," Ang said.

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



A strong rally over the last few months has pulled the *ACT* HEI's long-term performance back on par with the mainstream indexes. But the growth has been so sharp that a downward correction seems inevitable. **Chris Sleight** reports

Hitting the peak?

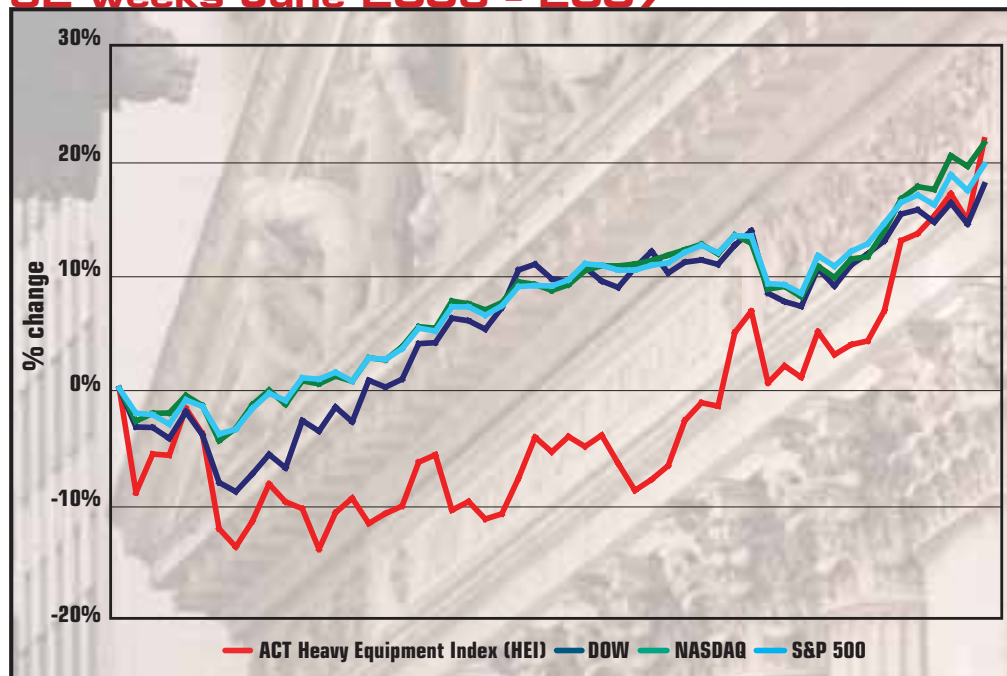
Having lagged behind mainstream markers like the Dow and S&P 500 for the last few months, the *ACT's* share index for American heavy equipment manufacturers saw steep growth in April and May to bring it back on par.

This was no mean feat. Both the Dow and S&P 500 hit record levels at the end of May, and it took a new high of 177.1 points for the *ACT* HEI to get back up there. As our graph shows, the performance of all four Indexes over the last 12 months look pretty similar, with net gains over the period ranging from 17.7% for the Dow to 21.7% for the *ACT* HEI.

While these are in an unusually close band, the paths the various indexes have taken over the last year have been significantly different. The Dow, NASDAQ and S&P 500 have had a slow and steady climb, with only a few bumps along the way. In contrast, the *ACT* HEI with its cyclical stocks has fallen much further during the sell-offs and climbed much more steeply in the buying periods.

Another point to make is that

52 weeks June 2006 - 2007



equities have performed extremely well over the last year. Despite the downward corrections of this February and last May, even the laggard index – the Dow – is up 17.7% over the last 12 months. That's obviously a long way ahead of other common investment

instruments such as bonds or savings, where a 5% to 6% return would be the order of the day.

But in some senses, this is also the key weakness of the equity markets. Such strong returns tend to lead to volatility, with investors looking to sell-off at the peak for maximum profits. Once a sell-off begins and share prices begin to fall there is often a sharp decline, because everyone piles in before prices fall even further.

With such sharp improvements in share prices, both in the heavy equipment sector and the mainstream markets in general, the likelihood is rising that

there will be this kind of sharp downward correction.

Any number of things could trigger a sell-off, but one of the areas that stocks are most sensitive to this year is interest rates. The economy has been more robust this year than some had forecast, but the flip side to this is that inflation is becoming more of a concern. This could see rates pushed up again, which would undoubtedly trigger a fall. **act**

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

about the index

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

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Companies committed to creating a safety culture must first understand the basic elements of safety behavior. **Terry Young** reports



TERRY YOUNG is president of Construction Safety Experts Inc. and a member of the board of directors of the SC&RA. He can be contacted at 919-632-3068 or e-mail: terry@safety-xperts.com

Behaving safely

Creating a safety culture requires accountability, top management support, policies and procedures, investigations, training, record keeping, audits, recognition, education, motivation and the ability to identify safe and unsafe behavior.

As we recognize and investigate unsafe behavior, the underlying cause of accidents become apparent. When we understand the root causes of accidents, we are given the information needed to eliminate those causes and change behavior.

There are three basic elements to safe behavior: knowledge, skill and attitude.

There needs to be a balance between each element. If your employee is lacking in knowledge, skill or attitude you create an unbalanced safety behavior in the work place.

FOR EXAMPLE:

→ A crane operator needs the following to be in balance to operate safely:

Knowledge – the understanding of how to operate the crane properly.

Skill – the ability to operate the crane properly.

Attitude – the desire to operate it properly.

→ As managers and supervisors you have a direct effect on these as follows:

Knowledge – by providing education and training for the operator.

Skill – by providing the employee the opportunity to acquire this skill set.

Attitude – by motivating employees with recognition, communication and tangible rewards.

The basic elements of safety behavior include supervisors and management inspiring employees through personal example, good management practices and a sense of moral responsibility.

Your company should provide all employees with training programs, training manuals, practice of work steps, policies and procedures, hands-on demonstrations, workers behavior, positive reinforcement, communication, rewards and recognition.

act



encouraging safe work

Good leadership and motivation techniques can reduce unsafe behavior. Some 85 to 90 percent of all accidents are behavior related. The relationship between the supervisor and the employee will change from a policeman to a coach, which is viewed as a helpful resource. Job satisfaction, improved morale, reduced accidents, return customers and a positive impact on your company's bottom line will follow. Make a plan by listing what supervisor and management can do to motivate safe working behavior. Some examples you may have already thought of include:

What encourages safe work?

Planning
Training
Incentives
Safety meetings
Maintained equipment
Positive reinforcement
Setting a good example
Recognition
Good attitude

What discourages safe work?

Shortcuts
Equipment improperly repaired
No recognition
Bad attitude
Unqualified supervision
Poor planning
No training
Low wages



leadership behavior

- Setting an example for safety behavior
- Identifying and correcting unsafe behavior
- Listening and communicating with workers
- A positive attitude
- Coaching and inspiring a team effort
- Enforcing safe operations and job procedures
- Participating in safety activities
- Positive recognition
- A commitment to a safe working environment



good management practices

- Accountability
- Planning
- Training
- Moral responsibility
- Communication
- Recognition
- Education/motivation
- Discipline

Make a Training Plan

Management must determine training needs and establish a time table.

Consider the employees you have, and then identify skills and knowledge that can be improved upon: job tasks, equipment operation, process, safety requirements and leadership skills.

EMPLOYEE	TRAINING NEEDED	WHEN
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

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NCCCO elects 2007 directors, officers



International Operating Engineers Local 3 JAC, Rancho Murrieta, CA, hosted the spring 2007 meetings of the National Commission for the Certification of Crane Operators (NCCCO) in Lake Tahoe, Nevada, in April. Pictured left to right are Tammy Castillo, director of apprenticeships, John Teller, director of training, and Kerry Hulse, NCCCO Commission chairman. IUOE Local 3 JAC also hosted the inaugural meeting of the NCCCO Rigger and Signalperson Task Forces.

The board of directors of the National Commission for the Certification of Crane Operators (NCCCO) has announced its 2007 directors and officers.

Elected president for a third,

one-year, term is John Kennedy, Manitowoc Crane Group. Prior to being elected president in 2005, Kennedy served two terms as secretary/treasurer.

Ronald Schad, Essex Crane Rental, Buffalo Grove, IL,

continues as immediate past president. Schad served the board as president from 2002 to 2004.

J. Chris Ryan, Boh Bros. Construction, Baton Rouge, LA has been elected as secretary/treasurer. Ryan has been a member of the board since 2003. This is his third term as secretary/treasurer.

Elected to a one-year term as vice president is Garry Higdem, CH2M Hill, Englewood, CO. Higdem has been a member of the board since 1999 and has served as vice president since 2002.

Kerry Hulse, Deep South Crane & Rigging, Houston, TX continues to serve the board as chairman, commissioners.

Other members of the board are: Stephen Brown, International Union of Operating Engineers; Dale Daul, Travelers; Robert Steiner, Kelley Equipment Co. of Florida; and Gene Owens, Granite Construction, Watsonville, CA.

act



More than 40 early risers at the 2007 Annual Conference of the Specialized Carriers & Rigging Association (SC&RA) in April took the opportunity of the 8th Annual CCO Fun Run/Walk to hit the trail and get the blood pumping prior to the main business sessions. Hosting the fundraising event (dubbed "Return to the Alamo") for the eighth straight year was Buckner Heavylift Cranes, Graham, NC, whose president Doug Williams is shown (inset left) with Graham Brent, NCCCO executive director.



Crane operator Code of Ethics adopted

The National Commission for the Certification of Crane Operators (NCCCO) has adopted a Code of Ethics that exemplifies the professional conduct that is expected of CCO-certified operators.

Candidates sign an attestation statement on the new candidate application form indicating their agreement to comply with the Code of Ethics throughout their certification period. The new application attestation states in part:

"I understand and agree that my failure to provide accurate and complete information or abide by NCCCO's policies and procedures, including the Code of Ethics, shall constitute grounds for the rejection of my application or denial or revocation of my certification."

"All professional crane operators recognize that CCO certification is a privilege that must be earned and maintained," said NCCCO Executive Director, Graham Brent. "The Code of Ethics identifies the main elements of professional conduct that should

be observed and upheld by all CCO-certified crane operators. Most professions require their practitioners to abide by industry-established standards of conduct. It is entirely appropriate that crane operator certification should carry with it a responsibility to carry out lifting duties in a safe and ethical manner."

CCO-certified crane operators who intentionally or knowingly violate any provision of the Code of Ethics will be subject to action by a peer review panel (NCCCO's Ethics and Discipline Committee), which may result in suspension or revocation of certification, he added.

Procedures for investigating complaints against CCO-certified operators are also delineated in a new disciplinary and appeals process.

"While NCCCO does not expect, invite, solicit or encourage complaints, these procedures are necessary to protect the reputation of the profession and to ensure a fair investigation of complaints," Brent said. **act**



NCCCO's Code of Ethics is as follows:

As a CCO-certified crane operator,
I will perform my work in a manner:

- 1** free of bias with regard to religion, ethnicity, gender, age, national origin and disability.
- 2** so as to place the safety and welfare of workers associated with the lifting operation above all other considerations.
- 3** so as to protect nearby general public, property and the environment.

In addition, I will:

- 4** make my management aware if I have safety concerns relating to the lifting operations which I am performing.
- 5** not knowingly violate safety related regulations, warnings or instructions set forth by OSHA, recognized safety standards, or the crane manufacturer.
- 6** not misrepresent or knowingly deceive others concerning my experience or the capabilities of myself or the crane I am operating.
- 7** not misrepresent or misuse my certification card or the NCCCO logo, which are the property of NCCCO, and I understand that I must return the card to NCCCO immediately if required to do so.



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New Koenig models offered stateside

Three new models of self erecting tower cranes are available in the US and Canada, Koenig Cranes North America has announced. The K1035TKH, K1343TKH and K1545TKH cranes have lattice frame telescoping towers with hydraulic unfolding jibs and remote control.

The company says the cranes have "exceptionally tall service heights" (achieved by the use of a built in tower climbing system and inserted tower sections) matched to lifting capacities for each crane model.

The cranes' lifting capacities can be increased by up to 20% with the use of the company's

Power Lift option, giving the K1035TKH a maximum lift of 10,584 pounds, the K1343TKH a maximum lift of 13,228 pounds and the K1545TKH a maximum lift of 15,874 pounds. The TKH models can also be luffed at 10° or 30° to increase service height.

The series is designed to work with the company's "Free Standing Structural Frame System," which allows its cranes an additional 20 feet elevation and is placed over and above sidewalks adjacent to city streets.

The first three TKH cranes entered service in Colorado, Texas, and British Columbia in June.



Koenig is bringing three new self erectors into the US

Reel-O-Matic adds stand to product line



Reel-O-Matic has an addition to its line of reel and cable handling equipment with a cable reel stand and paralleling reel combination for dispensing cable safely and efficiently. The CRS/RPR Combo is easily transported and protects the paralleling reel from jobsite damage. A tool used by electrical distributors and contractors, the combo can handle loads up to 5,000 pounds.

LAB's one gallon, lightweight pail

The original Lube-A-Boom lubricant is now available in a 1 gallon pail, weighing 7 pounds. The size allows customers to keep an easy-to-store amount of the friction reducing lubricant on hand.

The product is a specially formulated synthetic lubricant containing Teflon particles held in suspension that lasts long and outperforms conventional petroleum based greases.

It is synthetic, which means it is more pure as it contains none of the impurities inherent in petroleum-based lubricants. The product is also available in several sizes, from 14 ounce cartridges to 400 pound drums.



Seven new flywheel coupling

New Arcusaflex flywheel coupling sizes for larger engine applications are available from Ringfeder Corp. The seven couplings are in sizes AC 4.1, AC 4.9, AC 5.1, AC 6.1, AC 6.5, AC 13 and AC 13D, bringing the total available to 21 sizes, with torque ranges from 1,770 to 973,580 pounds per inch, which corresponds to approximately 6,500 kW at 1,000 rpm. The couplings come in standard rubber, as well as a silicone mixture to provide heat resistance in high temperature applications. Special configurations are available on request.

The flexible flywheel couplings allow a torsionally soft connection between an internal combustion engine and the driven components

of generators, compressors and pumps. A rubber disc element is vulcanized to a choice of bolt-on sleeve or taper bushing hubs, providing high torsional flexibility and shock absorption capability in reciprocating engine work environments

that may experience high angular, axial and/or parallel misalignments. This combination is for applications with up to 140,000 pounds-feet of torque and speeds up to 4,200 rpm.



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Running an ethical and honest company that serves its customers' needs has been the goal of **Wilhelm Trucking and Rigging** for almost 100 years. **Bob Wilhelm, Jr.** runs the family business based on the ideals passed along from his father and grandfather. **D. Ann Shiffler** reports

Rock solid

With a fleet of 25 horses and an array of buggies, Rudie Wilhelm started his business in 1912 in Portland, OR, hauling baggage from the local rail terminal. Almost a century later Wilhelm Trucking and Rigging is still family owned, with Wilhelm's grandson Bob Wilhelm, Jr. at the helm. The horses have been replaced with a modern fleet of trucks and trailers that haul cargo and oversized, over-dimensional freight throughout the Pacific Northwest.

"My grandfather started the business really prior to the motor truck," says Wilhelm. "In time they expanded into warehousing and general trucking. But, actually, you could say the business was built on the golf course. Rudie Wilhelm loved golf. He was the Oregon amateur champ seven times. He'd get customers out on the golf course and move them that way."

Wilhelm trucking recently took delivery of a Manac detachable 4th axle, 53 foot stretch single drop trailer



A third generation business, Wilhelm Trucking & Rigging was founded by Rudie Wilhelm almost a century ago. Pictured standing in front of the company's 2006 Oregon-made Freightliner is Bob Wilhelm, Jr., president



Wilhelm has been the genesis of practically every other heavy haul and rigging company in the Portland area. We are basically competing against many of our ex-employees.



Bob Wilhelm, Jr., president

works in the business," says Wilhelm. "He was here today. He came in and read the newspaper. He's sure fun to have around here. He started lubing trucks at 12 years old and he's still coming to work."

With hopes to pass the business to the fourth generation, Wilhelm says his son is working for the company as a rigger and a driver, learning the business from the ground up.

I recently had the opportunity to interview Bob Wilhelm, Jr. to get his take on the business of specialized transport and the challenges that must be met to keep a century old business thriving.

How has your family managed to keep the business going for almost 100 years?

I think that all of our family is very conservative and we pay attention to the business and we don't lose sight of our goals. The fact is we don't have yachts and planes. It's an interest in the business and keeping it solid from a financial stand point, those are the main things.

It is hard to keep a family business a family business. I have one son and one daughter, and I do have a succession plan that may or may not happen. We are financially starting to go through things that will allow it to happen. But there are events that can change those plans, so I have a contingency plan in mind also.

How does Wilhelm distinguish itself in the market? What percentage of your business is specialized heavy haul?

That's a difficult question. Wilhelm has been the genesis of practically every other heavy haul and rigging company in the Portland area. We are basically competing against many of our ex-employees.

I think what distinguishes us is that we do everything. We do the trucking, the rigging, the crane service. The other companies identify one of those things and that's not to say they don't do it well, but we can do everything and do it well. That and our reputation as an

ethical, honest company. That is invaluable in this area.

It varies, but right now we are probably doing 65% heavy hauling and 35% rigging.

What are the biggest challenges in running the business today and how do you address them?

You come to work and there's a challenge. Basically I see three things: Number one is that to keep the business open you've got to have good personnel and therein is a real dilemma because finding them is impossible and stealing them from other companies is not something we do. You basically have to bring them on, train them and hope they will turn out to be a nugget in the end. You have to be able to spot them in the raw.

Next, the regulatory climate in Oregon and the Washington area is another big challenge. They are continually restricting our ability to do some of the things we do best and that is basically a permitting issue. We've tried very hard through state associations, SC&RA and other methods to urge the cooperation of the state and done a good job, but there are still those people who can't see the forest for the trees.

Another challenge we are facing is the administration of the businesses. Health insurance is a huge issue today, and I can't tell you where it's going to end. It's a real dilemma for management. You feel very close to people but there's a limit to how much you can do. What it's doing is creating an unbalanced playing field where competitors may not be doing as much or are doing more, gaining an advantage or disadvantage. There's not a level playing field as far as benefits and what you can offer. This is a big challenge.

What are the challenges dealing with permitting and logistics for heavy hauling in all the different states and governmental entities in which you operate?

We operate basically in the Northwest: Oregon, Washington, Montana, California, and Idaho. We will go to Canada if necessary.

Through the years the business expanded to meet demand and, at one time, owned more than 1 million square feet of warehouse space in the Portland area. In the early 1940s, Rudie's son Bob Wilhelm, Sr. started working for the company.

"When Dad came into the business, his interest was specialized transport," said Wilhelm. "By the late 1930s and early 1940s there was quite a war effort in this region because they built Liberty ships here in Oregon, and there were jobs for welders and boilermakers. That was the start of industrial growth in Portland."

As the business and industry of Portland evolved, Wilhelm Trucking evolved to meet the demand, and the rest "is history," says Wilhelm.

Today the company runs about 50 to 60 trucks and maintains a fleet of about 150 trailers and employs about 60 people, including Bob's son and his father. "Dad still



Bob Wilhelm, Jr., president and Duane Downs, vice president and general manager

But mainly it's Oregon and Washington.

[Regarding regulatory problems] there's not a big difference in Washington and Oregon. Both are a challenge. We've been able to get them together in terms of where the limits are going to be drawn. I must say that both are very cooperative and try very hard to say "yes."

One thing that has been a positive in Oregon is the MCTAC meetings. It's a meeting of the administrators of the ODOT Motor Carrier Transportation Advisory Council. It's time that you just let the fur fly and, hopefully, it irons out some issues. It has been very effective in Oregon and it has started in Washington where I anticipate likewise it will be good. We are all able to talk on a layman level. You can say: This is a problem and how can we solve it? It's amazing how much we get done at these meetings. It's not senior staff from the WDOT or ODOT. It's the middle level managers and people on the ground running. They tend to be the ones to see the problems and tend to know what the answers should be. It's a monthly dialogue and it's very positive.

Mostly, it's always about weight and the restrictions. Oregon is going through a \$6 billion dollar bridge replacement program and they have formed a committee that does nothing but study the delays that these potential projects will cause, and figure out how to avoid them. That has been an interesting project. It was modeled after a project in Virginia, apparently. I can't remember how many structures are involved in Oregon; it is massive bridge building, on IH5, IH84, US 97 and US 26. They are coordinating the bridge

work on all three of those so that bridges aren't closed at the same time. They are doing a heck of a job of tracking this project. The closures and weight restrictions are the key to the majority of problems.

What are your most memorable specialized transport projects?

You talk about single items, well I like to think that a successful project is one of many loads be they specialized or not that are completed without incident.

Oregon is really a strong proponent of green energy and there are windmills going up every where. I like to look at those. We recently delivered 1,400 loads [of wind tower components] without incident and 95% were permit loads – 140 foot windmill blades on 90 foot stretch trailers and with a tail swing of 40 feet. Those are pretty impressive deliveries, 300 of those delivered without a scratch. I look at those as successful and memorable projects.

But there are many other successful projects. What seems routine to us may be exciting to someone else. Other transformers and turbines and things like that. Bridge beams are also interesting deliveries, sometimes challenging one's ingenuity. We're heavy into the pre-stressed concrete business.

What is the most impressive piece of equipment or vehicle in your fleet (i.e. trailer, dolly, truck, etc)?

The way I answer that is of what we're capable of doing, one of the things we've done is concentrate on stretch equipment. We have

an array of stretch double drops, single drops and flatbeds, and those are unique pieces of equipment out here. They add a lot of flexibility to what we can do. We're just now taking delivery of new steering trailer combinations – four axle steer trailers and two complete units. And they will be very useful and will allow us to go up to 160,000 pound bridge beams, the next generation of bridge beams. That may not be big for Florida maybe but we are just getting there out here. And we still have our 300 ton capacity low bed that continually stays busy. It's 30 years old but still in good shape.

How do you hire and retain drivers?

I think a company's reputation has a lot to do with who comes walking through the door. When they know you are going to check their backgrounds and hire on the basis of their background, that eliminates a lot of people who are going to walk through the door. The problem is getting the right guys to walk through the door. In our market, satisfied drivers you have working for you are your best reference, your best salesmen. They spot a good driver and tell them about our company. We get a lot of driver referrals in that respect. We also just do the traditional running ads and other internet-based resources. We've been very fortunate. We have been short a few times but generally we are at the employment level we want. We're not a huge company; 40 or 50 drivers fills us up.

How is the LandStar System incorporated into Wilhelm Trucking and Rigging?

Basically, we are a Landstar agent and this complements our business. Wilhelm does not go nationwide, but Landstar is nationwide. We have the ability to offer nationwide services to any of our customers. In addition, we can solicit freight outside our area. We have six people who are dedicated to Landstar and that's all they do. The deal is with Landstar is if we get a haul that we can't handle, Landstar can handle it. If Landstar gets a deal that's more a Wilhelm deal, we will handle it. Landstar has very unique business model that is just absolutely incredibly efficient. It's been successful for us from day one. And it continues to be, as long as you understand how it works, it's fabulous.

When you are not at work how do you spend your time?

I enjoy golfing. I'm not the golfer my grandfather was but I enjoy it. I love to travel too. I just got back from the Far East. **act**

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144.4' boom +52.5' jib

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ATF65G-4	(75 tons)	144.4' Boom Length / 52.5' Jib Length
ATF90G-4	(110 tons)	167.9' Boom Length / 59.0' Jib Length
ATF110G-5	(130 tons)	170.6' Boom Length / 98.8' Jib Length
ATF160G-5	(200 tons)	196.9' Boom Length / 122' Jib Length
ATF220G-5	(250 tons)	223.1' Boom Length / 122' Jib Length
ATF360G-6	(400 tons)	196.9' Boom Length / 236.2' Jib Length

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GR-450XL-1	(45 tons)	108.3' Boom Length / 50' Jib Length
GR-500XL-1	(50 tons)	108.3' Boom Length / 50' Jib Length
GR-600XL-1	(60 tons)	137.8' Boom Length / 58.1' Jib Length
GR-800XL-1	(80 tons)	144.4' Boom Length / 58.1' Jib Length

GR-800XL-1



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At its CraneFest event in the fall of 2006, Link-Belt introduced the RTC-8090 Series II, 90 ton capacity rough terrain crane with a new boom design

The seemingly unquenchable thirst for rough terrain cranes has manufacturers doing what they can, even with their hands tied behind their backs. Hal Lundgren reports

Some like it hot

Those who know the rough terrain crane market's "temperature" describe it differently, but one word finds a place in nearly everyone's description: "Hot."

One observer calls the RT market "the hottest I've ever seen" and speculates that high demand might sustain for a decade. Another sees the RT in the first year of a five year, high demand cycle. Another takes a company view instead of an industry view. He says candidly, "I wish we had at least 20 more RTs. We have that much work for them."

According to Wally Jones, senior vice president at Richmond, VA-based Stafford Equipment, "I've been in this business 38 years, and this is the hottest I've ever seen the RT market. There are three reasons for this hot market: Energy, energy and energy."

"We're quoting (rental) business forward to 2010, and right now, our rental demand is fantastic," says Jones. "We rent to sell, and our rentals are up 50 or 60% over the last 12 or 18 months."

The RT has been around for 50 years – since Grove invented it in 1957. Exact Equipment's Jack Swan has been in the crane business for all but 15 of those years. He believes RT demand has always been cyclical. Today, he speculates, is the first year of a five-year demand cycle for RTs.

"There's a vast amount of work for the RT to do," Swan says in his Cleveland-area office. "Power. Commercial. Petrochemical. It's all out there for the RT until about 2010 or 2011."

"The RT is built for sitework, and there's a lot of sitework waiting in many areas of the world."

Exact Equipment has been selling to India and South America. Most sales are in 20- and 30-ton RT class. Swan says, "The bigger they are, the more popular they are."

According to Manitowoc's Doyle Bryant,



Powering the RTC-8090 Series II is the 225 hp (167.8 kW) Caterpillar C6.6 engine. A direct-mount Spicer powershift transmission takes the power to the wheels. It has six forward and six reverse speeds. A switch in the operator's cab controls the four steering modes: two-wheel front, two-wheel rear, four-wheel, and crab

director of product development and marketing, the RT market is nearly always hot in North America. "All aspects of plant maintenance – petrochemicals, paper mills, etc. – are helping to drive the market," he says. "Also construction, including building roads and bridges."

Bryant added, "RTs handle tough, off road conditions with four wheel drive and with various types of steering. They have simple, two axle configuration and a single cab. They excel at pick-and-carry operations."

Bryant also cited the "relatively inexpensive" cost of RT operations, noting, "Their design does not require the horsepower or transmission to handle highway travel, nor do they need additional axles. RTs do not require transport between jobs. The RT is the first crane to arrive at a jobsite and the last to leave."



According James Lomma, president of New York Crane, the RT market has never been more heated during his two decades in the business. But the dynamics include more than a growing workload.

"We're seeing a lack of new equipment we need," Lomma says. "The demand for new RTs is so high that manufacturers can't keep up with it."

"The older equipment is wearing out and, at least in the Northeast, demand for 65 ton and above RTs is still high. We just can't get them. If we could get them, we would want 25."

Lomma's crane operations now include more than 200 cranes, including more than 40 RTs.

"I've never seen this much demand for the RT in the last three years," he says. "I wish I knew how long it will last, but I don't. We have lots of different projects. Power plants. Windmills



The recipient of journalism awards from nine professional organizations, **HAL LUNDGREN** has written hundreds of magazine articles, published nine children's books, been active in many music activities and earned more than 40 medals in Senior Olympics' basketball and throwing competition.



Link-Belt RTC 8090 Series II has six access points – all four corners and two on the sides – to the operator's cab



closing some of those new plants. For the most part, our industry spent the '80s consuming inventory built up during those four boom years.

"That period following the boom had a long-lasting impact on our industry. We had 35 crane-makers during the 1970s' oil boom. A decade later, we were down to four."

Dogotch says a gradual market peak in the late 1990s, followed by a five year decline, affirmed the crane industry's cyclical nature. Then demand for RTs and other cranes began inching up again in 2004. By the second quarter of 2005, order books were reaching forward for a year or more. He attributes climbing demand to nearly every area of the energy business – not just oil, but petrochemicals, coal-fired plants, windmill farms, *et al.*

"When we hear about the market needing more RTs, we understand," Dogotch says. "We want to supply those cranes. Right now, crane makers are facing a shortage of components. Steel. Tires. Bearings. We need them all, and we continue to try to get more of what we need."

Dogotch and his company toil to acquire needed components to meet customer demand. At the same time, he hopes the component shortage might produce an unintended, but valuable, consequence. "By not getting all the components we need to produce RTs," he says, "we might smooth out some of the peaks and valleys that have always been part of our business."

According to Rick Curnutte, a Link-Belt project manager, current high demand results from large, industrial development, such as



The market is hot from the smallest RT we make to the largest. Our RTC-8050 Series II [50 ton], RTC-8065 [65 ton] and new RTC-8090 Series II [90 ton] are the most sought. There has also been an upward shift in volume of the tonnage classes.



Rick Curnutte, Link-Belt

(for electric power) in Pennsylvania, upstate New York and other places in the northeast. Condos in New York. As demand keeps going up for the RT, supply has not kept pace."

Ron Dogotch, vice president-general manager at Houston-based Tadano America, has kept a keen eye on that demand, "This is the best it has ever been for the crane business," says Dogotch. "And I mean ever. Excluding China, which is the busiest market, Japan, North America, Europe and Middle East all are experiencing huge booms."

The boom is similar, but less global, than the 1978-1981 boom driven by the oil industry, Dogotch says. "Back then, the crane industry was opening and expanding plants while working three shifts a day," he recalls. "Then the boom ended. By the second quarter of 1982, crane companies were considering





The 35 ton capacity 2007 Grove RT535E features a four-section full power boom and a new crane cab with improved instrumentation and control panel inside

ethanol plants, petrochemical expansions and maintenance work, coal-fired plants and highway expansion.

Curnutte explains that in his company, "The market is hot from the smallest [RT] we make to the largest. Our RTC-8050 Series II [50 ton], RTC-8065 [65 ton] and new RTC-8090 Series II [90 ton] are the most sought. There has also been an upward shift in volume of the tonnage classes. Twenty years ago, the 18- to 22-ton class was the largest market. Ten years ago, it was the 30 ton class. Now, it's the 50- to 65-ton class."

The significance in this shift is the development of more capacity and reach while still maintaining transport capability, Curnutte says.

Bryant, Swann, Lomma and other industry leaders have confirmed that rising demand for more RTs has been accompanied by demand for higher RT capacity.

Today, Bryant says, "The 50- to 60-ton RT is our most popular."

Swann has observed other competitive areas, including boom length. "You'll see a new RT come out with a longer boom," he says. "Then, not long after that, another company comes out with a model that matches the boom length."

With the longer boom length has come other advances. Curnutte says that Link-Belt pays close attention to safety, simplicity, serviceability, accessibility and transportability as it improves RT design.

The 30 ton capacity 2007 RT530E-2 builds on the functionality of the Grove RT530E with a Tier III compliant 160 hp QSB 6.7 liter Cummins diesel engine. The four section, full-power boom uses 100 k.s.i. steel to reduce weight while maximizing structural capacity



"By simplicity, we mean making the crane easy to operate because RTs are usually bare metal rentals," he says. "We also make serviceable items easy to reach. For example, Link-Belts have large engine hood doors that expose the entire engine. That feature makes a service person's life a whole lot easier. The maintenance job gets done faster, and the crane is back to work. After all, a crane is only making money when it's working."

Link-Belt, Curnutte says, also provides six access points – all four corners and two on

Tadano America recently announced a change in its model designations of its rough terrain and truck crane product lines. The new model designations incorporate the letter "G" which stands for global. The change in model names started with cranes produced after May 2007, according to the company.

TADANO ROUGH TERRAIN MODEL DESIGNATIONS

CURRENT		NEW
TR-150XL-4	to	GR-150XL-1
TR-300XL-4	to	GR-300XL-1
TR-500XL-4	to	GR-500XL-1
TR-600XL-4	to	GR-600XL-1
TR-800XL-4	to	GR-800XL-1



the sides – to the operator's cab. Access also is better with a full-length flat deck, which has front and rear steps integrated into the fenders.

Pricing in what Swann describes as the first year of a high demand cycle has risen sharply. New RTs are up 25 to 30% in the last two years, he says.

Where does the RT market go from here?

A weather forecaster might look at it this way. "Right now, we're in a heat wave. And there's no sign of a cool spell headed our way." **act**

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Supply down, demand up

Last year the market for used cranes was hot. This year it's hotter. John

Wyatt reports

Around 1,700 people attended and 700 bid via the internet at a May auction in Ritchie's permanent Orlando, FL site. Six Manitowoc 4600 crawler draglines were sold to onsite buyers from California and Florida

Need some extra cash? Easy. Dust off the 15-year old crawler crane in your fleet, tune it up, give it a fresh coat of paint, put it up for sale and watch the dollars roll in. For the second year running, the market for used cranes is vibrant, and the good news is that it appears demand will continue to be strong. The bad news is that the supply of used cranes has trickled down to a bare minimum, and prices are sky high.

The continued backlog for new cranes from manufacturers can mean well over a year wait time. Those looking to purchase a unit pronto are forced to attend auctions, call brokers and scour other sources for a unit. The internet continues to be a resource for used crane sellers, with the occasional unit available on eBay. A

strong dose of good luck is about as much as one could hope for on stumbling in the path of a machine for sale. And, if one does find a unit for sale, the price tag may seem incredible. Reports continue to come in of five-year-old machines selling at auction for more than their original retail prices.

"The used market is following that of the new crane market: that is a high demand, lack of availability, thus high values," says Pete Gipson, South-Central US sales manager for Iron Planet equipment auctioneer. He explains that from 2000 to 2004, a softer US economy caused manufacturers to pull back in production.

"Now the US economy is strong, and other parts of the world such as India and the





If you have a used crane right now to sell, you're probably going to make a lot of money.



Denis Prevost of Ritchie Bros. Auctioneers

Middle East are growing their infrastructures and availability is poor," says Gipson. "All contribute to the high demand and product shortage on both the used and new side."

A quick search on IronPlanet's web site shows very few listings of cranes available at upcoming auctions, bar a handful of rough terrain models.

"Generally speaking, all crane types from rough terrain to tower cranes are enjoying good activity," says Gipson. "More tower cranes are working in Dubai than any place in the world. The growth in infrastructure in some parts of the world is sucking up all the large cranes, from crawlers to mobiles. Here in the US, drilling and oil related industries are demanding cranes. The Gulf Coast region is demanding pick-and-carry products to handle steel and pipe, thus down cab RT cranes are twice as valuable as they were say three years ago. Used product will remain a valuable commodity."

Denis Prevost, vice president of national accounts for Ritchie Bros. Auctioneers, says the Canada-based auction company is seeing fewer cranes at its auctions. Those machines available, however, are going for higher and higher prices than what has been seen in the past. At a Ritchie auction in Lincoln, NE held in June 2007, a 60 ton Grove 760E model year 2000 went for \$290,000. At the same auction, a 1989 75 ton Link-Belt LS138 H crawler sold for \$245,000.

"If you have a used crane right now to sell, you're probably going to make a lot of money," Prevost says, adding that regardless of the age, if the machine is functioning well, it will be sold. And if it is in need of repair, Ritchie does have capabilities of refurbishment.

"Presentation, presentation, presentation," says Prevost. "We can do mechanical work,



put on new rope, new paint, sometimes just reupholstering a seat will bring the overall condition up to where you're going to get the most money for it."

At press time, Prevost says Ritchie collectively has just 150 used cranes for sale worldwide.

Slim pickings

On a much smaller scale, US Auctions' Wilmington, DE branch does not see many cranes roll through it auctions. However, in June, Marty Piela, vice president of East Coast for US Auctions, reports that a 15 ton rough terrain Dresser 150 ARS had just come to its doorstep. In his region, Piela says most equipment on the auction bill is from utility companies. He says 10 years ago, many utility companies owned their own fleets. Today,

these companies tend to rent the cranes they need or employ a subcontractor.

Piela says rough terrain cranes are the highest in demand. A 40-year industry veteran, Piela remembers back 20 to 30 years ago used machines selling for as much as a new crane, depending on its condition. US Auctions does not refurbish equipment.

Rental companies and dealers are reporting the same trends. Patrick Henry, vice president and general manager at Detroit's Laramie Crane & Truck, says large hydraulic rough terrain cranes and crawler cranes are not just the highest in demand in Michigan, but everywhere.

"I think this time last year was the beginning of the demand for cranes," says Henry. "Now the demand is so great ... you have to go to used cranes and they are drawing a premium right now."

Laramie, a fourth generation company in business since 1917, says recently his company sold off a lot of its older cranes, made new purchases and refurbished older models to keep in their fleet. The company recently



Quality used cranes are money in the bank.



Pete Gipson (left), Iron Planet



YEAR	MAKE AND MODEL	CAPACITY	PRICE
2003	Manitowoc 555 Series II	150 ton	\$850,000
1994	Link-Belt LS138H	75 ton	\$340,000
2000	Grove RT760E	60 ton	\$290,000
1989	Link-Belt LS138 H crawler	75 ton	\$245,000
1978	Manitowoc 4600 crawler dragline		\$210,000
1974	P&H 670WLC	70 ton	\$70,000
1992	Komatsu LC605	4.9 ton	\$12,000

received several new Manitowoc cranes: three 300 ton capacity Model 2250 crawlers, two Manitowoc 14000 crawlers; and eight new Grove rough terrains.

Bruce Stemp, project manager for Lampson International, says it is the simple law of supply and demand as to why the prices of used machines are going for premiums. "When fleet operators are unable to purchase new and look to the used market to add to their fleets, that increased interest in the used equipment drives prices up," he says. From his perspective, he says that almost all sizes and types of cranes are in high demand.

"If I had to pick a specific sector I would say those with capacities over 150 to 200 tons," Stemp says. He says contractors are willing to pay higher rates just to ensure equipment availability.

Dealers realize that if a customer asks for a new crane, they will be told to sit tight for a year, maybe two. Uli Mack, sales manager for Marco Cranes, a Link-Belt dealer headquartered in Phoenix, AZ, reports that because of the availability of new cranes could be as far out as next year or even 2009, the prices for used cranes will continue to rise. Prices on used machines have risen twice this year, which coincides with increases on new machines.

"We've seen cranes sell for more money than they were purchased for," says Mack. "You can have a crane that's four years old and turn around and sell it for more money than purchased for."

Mack admits that Marco carries many older model cranes that are sitting idle and thinks it would be good to get those up and running. "We're behind the eight ball on that," he says.

Beyond dealers, many of those looking for cranes turn to brokers. These "iron peddlers," as one referred to himself, are also a resource for finding cranes. But what magic can they work that the dealers can't? Right now, the shortage doesn't tend to discriminate.

David Stephens, a broker for Mitchell Companies in Meridian, MS, concurs that sales are strong, and availability is limited. He says 50 to 60 ton capacity rough terrains and 100 to 300 ton capacity all terrains are the highest in demand. Because of the lack of machines available in the US, Mitchell is buying cranes overseas. However, he thinks contractors are more willing to wait for newer machines than to buy older makes.

"Everyone wants to upgrade and are willing to



A 1996 Link-Belt HTC8665, 65 ton hydraulic truck crane fully loaded with options at Marco's yard in Phoenix.

“Most of our cranes are one owner and dealer maintained. We offer several used cranes for sale ranging in all tonnage sizes, year range and types.”

Uli Mack, sales manager for Marco Cranes

wait up to two years on a new crane," Stephens says. "Most just try to get by with their used cranes until their new ones arrive."

Short of new

So, what are manufacturers doing to combat the shortage? Braxton Snyder, worldwide sales manager for Link-Belt, says his company is continuing to increase its supply of new cranes. The challenge for Link-Belt and other manufacturers is component shortages, which account for much of the backlogs. Steel shortages continue to plague crane manufacturers.

Snyder says the market for used cranes has not hurt new model sales in the least. "The issue is the crane manufacturers can only make so many machines right now and are absorbed 100% in the market," he says. "The demand is so great that people need to buy used cranes."

The demand for cranes has prompted crane owners to fix up the aging and out of service cranes in their fleets, breathing new life into old machines and bringing renewed profits from rental or sale, as well. WHECO Corp. offers a service life extension program (SLEP) as well as complete restoration to get cranes

operational. According to Jay Shiffler, vice president, the restoration process involves total refurbishment, taking it down to the bare chassis and rebuilding it to like-new condition. A SLEP investment involves working with the customer to develop a scope of work that will bring the crane up to their performance expectations and stay within their budgetary constraints.

"To me, the market for SLEP and total restoration is not real active right now but as the market softens, we expect it will get better and improve," Shiffler says. "People simply don't want to take any crane out of service unless it's absolutely necessary."

Ralf Vieten, executive vice president of service for Liebherr's US operations, reports the same level of activity, citing that most owners have all of their machines rented out and don't want to take the time to service the equipment, unless absolutely necessary. He says that the parts and components business is solid. "We have a good stock and are upgrading our stock per customer demand," says Vieten. "Within 48 hours most customers are taken care of."

The company services and refurbishes cranes at two facilities, in Houston, and Newport News, VA. Like WHECO, Liebherr can completely take apart a unit and rebuild it. However, Vieten says most of the machines that need such intensive repair are those that have been involved in an accident, such as a tip over. In other words, remanufacturing requirements currently only demand what is necessary. "If there is a repair, it's minimal to get it back on the road," says Vieten.

Gipson at Iron Planet says parts and components are becoming more difficult to procure. "The reason is, companies are forced to rebuild what they have because new ones are too expensive to replace or are not available, period," he says. "Have you ever wondered why companies seldom part with their old, tired cranes? For just such circumstances as we are in today. They can refurbish those units and get them back in use or they can rob components and parts and keep other units going. Crane users are a resourceful group. Quality used cranes are money in the bank."

act



US Auctions' Wilmington, DE branch doesn't see many cranes roll through but this 15 ton rough terrain Dresser 150 ARS was featured in its June auction

At first glance, one would have assumed it was an earthquake that destroyed the ramp linking Interstate 580 to Interstate 880 in San Francisco. But a faulty fault wasn't the culprit of the MacArthur Maze collapse.

Melt-down

The California Bay Area has perhaps the most studied urban infrastructure in the world, with engineering and seismic experts constantly assessing how to shore up the infrastructure of San Francisco, Oakland and surrounding areas to withstand the wrath of frequent earthquakes.

Buildings are built to withstand catastrophic earthquakes, as are sewer and utility lines and, of course, the expansive freeway system. Despite all this engineering, retrofitting and rebuilding to make the infrastructure seismic sensitive, planners don't always anticipate the damage that a fire could cause. On April 29, 2007, a disaster of a different kind took place on an Oakland freeway: a tanker truck hauling 8,600 gallons of gasoline overturned and burst into flames.

According to news reports, the 50-foot-high ramp connecting westbound Interstate 580 to southbound Interstate 880 was destroyed by intense flames, which topped 2,750 degrees F, and melted the steel beams that supported the overpass. When the steel beams were compromised, a 165 foot section of the freeway collapsed onto the roadway below, closing two major arterials in the interchange.

Traffic congestion was a huge concern so repairing the roadway was an immediate priority. California Governor Arnold Schwarzenegger issued an emergency declaration to streamline public contracting and permitting codes and provide emergency funding to allow repair operations to begin immediately. The state went as far as to offer the low bidder that landed the job an incentive of \$200,000 a day for each day the project was finished before a June 29, 2007 deadline. CC Meyers earned \$5 million in incentive pay, finishing the work a full month ahead of schedule on May 25, 2007. The state originally estimated the job would take 50 days.

The first task was to remove the demolished

Bigge Crane and Rigging brought in a 90 ton capacity Link-Belt HTC8090 hydraulic truck crane to lift girders and do shoring work on the elevated roadway below





The first task was to remove the demolished asphalt and allow the reopening of Interstate 880

asphalt and allow the reopening of Interstate 880. Cleveland Wrecking Company was called in to demolish and remove the damaged section of freeway to reopen Southbound 880. Bigge Crane and Rigging moved in a 90 ton capacity Link-Belt HTC8090 hydraulic truck crane to lift girders and do shoring work on the elevated roadway below.

"We mainly did the preliminary structure support work," says Andrew Wierda, marketing coordinator at Bigge. "[The crane was] setting girders and shoring the elevated roadway for support."

Crews from C.C. Meyers showed up the day the contract was awarded, coordinating the engineering and repair work that would be an around the clock effort the next three weeks. Steel was supplied from Pennsylvania and Texas and fabricators from Arizona and California worked on the project.

Among the beams needed for the repair was a 57 foot concrete beam that weighed 100 tons. Known as the bent cap, which spans two columns and holds the bridge deck, the beam measured four feet wide and five feet tall.

The beam was hauled on an 11 axle unit comprised of a tractor, two jeeps and a steerable dolly



Reeve Trucking of Stockton, CA hauled the beam to the site with Donald Reeve, owner and president of the company, driving the truck himself from the steel fabricator Con-Fab California Corp. in Lathrop, CA.

"The bent cap is the piece of concrete that spans between the columns and holds up the girders," says Reeve. "It is concrete, which is interesting because the original bridge is steel. But for whatever reason, this bent cap was concrete, maybe the reason being how fast they could get it fabricated. They had to get it custom designed and engineered and get approvals and build it with the bracketry on each side to bolt the concrete to the steel in just a matter of weeks."

Reeve and his son Don Reeve, Jr. drove the truck and made the trip in about three hours. The beam was hauled on an 11 axle unit

If not for the smoke damage from the fire, one might think an earthquake caused the damage to the Oakland freeway

comprising a tractor, two jeeps and a steerable dolly. They delivered the beam right up to the ramp area near where the tanker crashed and burned back in April. Reeve placed the beam so that its end would pivot perpendicular to the I-880 ramp allowing the two cranes easy access.

A nighttime job, CalTrans closed the ramp on the freeway underneath the freeway to be repaired for Reeve to position the trailer in the precise place. "They had the cranes sitting on either side of the bridge on the ground," explains Reeve. "I was parked on the bridge about 30 feet below the bridge being repaired. There were cranes on the ground and they had enough boom to extend up beyond the bridge I was on up to the bridge being repaired. We steered the dolly sideways so the bent cap could be picked and put in place close to each column."

The setting of the beam attracted the media and onlookers. A laser measuring system was used to ensure the exact placement of the beam on the columns. Cores had been drilled in the columns, and after the laser measuring system

Reeve and his son Don Reeve, Jr. drove the truck and made the trip in about three hours



News media and CalTrans officials followed the path of the beam from the time it was loaded to the time it was installed in the wee hours of the night

i the numbers game

MacArthur Maze

- **2,750 degrees F** – heat of fire that melted steel beams that supported overpass
- **50 days** – original estimate by state of California for how long repair would take
- **18 days** – time it took C.C. Myers to rebuild roadway
- **100 tons** – weight of newly fabricated concrete bent cap beam
- **25 days** – time that roadway was closed
- **\$867,075** – Low bid submitted by C.C. Myers
- **\$200,000** -- Incentive per day for early completion
- **\$5 million** – amount of C.C. Myers bonus for early completion
- **3** – number of cranes that worked on the project from demolition to completion



A night-time job, CalTrans closed the ramp on the freeway that the heat damaged roadway had fallen on for Reeve to position the trailer in the precise place

Two cranes rented from Maxim Crane Works were sitting on either side of the bridge on the ground and were rigged with enough boom to extend up beyond the first bridge. The dolly was steered at an angle so the bent cap could be picked and put in place close to each column

A laser measuring system was used to ensure the exact placement of the beam on the columns. Cranes used included Maxim's 300 ton capacity Grove GMK6300B hydraulic wheeled mobile crane and 210 ton capacity Grove GMK5210 telescopic wheeled mobile crane



determined exact placement, the riggers dropped long pins, six inches in diameter, into the holes to secure the beam in place. The holes were then grouted and the entire bent cap was installed the night it arrived onsite.

The Sacramento branch of Maxim Crane Works provided the two cranes that worked on the reconstruction project, according to Maxim's Mark Swaney. Two cranes were used for the project, a 300 ton capacity Grove GMK6300B hydraulic wheeled mobile crane and a 210 ton capacity Grove GMK5210 telescopic wheeled mobile crane.

"We had both cranes for installation of the bent cap and one crane stayed for installation of steel beams and miscellaneous materials," says Swaney.

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After surveying the job, the Atlas team concluded that the reactor was so tightly surrounded by obstructions that the use of cranes to lift the unit up and out was impossible



Precision-plus rigging

Removing a methanol reactor from a decommissioned refinery required precision engineering and rigging by Atlas Industrial Contractors. **ACT** reports

When it was put in place decades ago, the 400 ton methanol reactor was probably a breeze to install at the Valero Refinery in Delaware City, DE. Back then, it stood alone in the middle of a paved draining area. But the refinery has seen a lot of development since that time: A heat exchanger was snuggled up closely to the reactor it served and concrete structures had been erected on three of the reactor's four sides.

In 2006, the plant was to be decommissioned, with the first task the removal of the reactor and its relocation to owners in Trinidad. Atlas Industrial Contractors of Columbus, OH was contracted for the project. After surveying the job, the Atlas team concluded that the reactor was so tightly surrounded by obstructions that the use of cranes to lift the unit up and out was impossible. They determined the job could best be accomplished using a tower lifting system, specialized tailing equipment, and trunnion lift links.

Using a tower lift system owned, operated, and fabricated by Atlas, and a small assembly crane supplied by United Crane and Rigging

of Baltimore, MD, the tower sections and header beam assemblies were rigged to rise to more than 70 feet top elevation. The header configuration was two W36 by 359 by 50 foot beams. The lifting was done using four L-100 PSC strand jacks, each with 108 metric ton capacity. For the tailing equipment, Atlas employed two legs of its 500 ton Lift Systems hydraulic gantries supporting a W38 by 475 by 50 foot header beam.

The plan was that as the tower lifting system raised the reactor, the gantry tailing equipment provided the forward movement to "walk" the bottom of the reactor away as the top moved through its rotation to horizontal and the lowering process continued. At the same time, the reactor was raised to keep the bottom away from the ground as the top was lowered, then raised it to bring the entire reactor to elevation before lowering it into shipping saddles. As the top of the reactor was lowered, there was only inches of clearance between it, the concrete structure immediately adjacent and the reactor's heat exchanger and protruding nozzles.

To assure those inches were precisely accounted for, Atlas called on the engineering expertise of Ruby and Associates of Farmington Hills, MI.

Atlas designed and fabricated several of the components needed for the job, including two 180 ton trunnion links to attach the reactor's trunnions to the strand jacks for lift and rotation. Also, a unique tailing fixture to pass beneath, and be welded to, the reactor's skirt had to be fabricated to accommodate Atlas' tailing equipment and reactor design loads, and a 100 ton lifting link to attach the tailing fixture to D-rings on the 500 ton gantry's header beam. All rigging attachments and fixtures were designed with a safety factor of 5:1 to account for any unknown or unexpected variables.

Atlas' first task was to assemble the gantry track. Two 45 foot sections of the 800 ton heavy duty gantry track formed the tower lifting system's base. They were joined to an additional 30 feet of 400 ton gantry track to allow for a common runway for the tailing equipment. Due to the 6 inch difference in the height of the rails, and because the whole of the track passed over a bowl-shaped draining area, timbers were placed and shims employed to level the entire 75 foot length of the tower base and track. Engineers determined that the best way to stabilize the lifting tower was to bolt its bases directly to the 800 ton gantry track

sections. The timbers also helped distribute the load from the tower.

To test the equipment, the reactor was lifted one inch above the foundation it rested on. Atlas personnel quickly determined that the weight of the reactor was in excess of the estimate provided by the owner's drawings. The tailing fixture was then inserted beneath the reactor's skirt, and the reactor returned to its former position on its foundation and support cribbing, as the lift entered a built-in hold point.

An engineering review was conducted to determine if the actual weight – 384 tons versus the anticipated 360 tons – was still within engineering and safety parameters. It was, and a "go" was given to continue.

The next day, the reactor was once again raised from the foundation and the Atlas crew, clad in fire-retardant Nomex jump suits, completed the full penetration welding of the tailing fixture to the reactor's skirt. But

Atlas crews determined the job could best be accomplished using a tower lifting system, specialized tailing equipment, and trunnion lift links



The tower sections and header beam assemblies would be rigged to rise to more than 70 feet top elevation





Atlas designed and fabricated several of the components needed for the job, including two 180 ton trunnion links

then, unexpectedly, the wind started to blow. The lifting assembly and bracing had been engineered for maximum winds of 20 mph. With wind gusts clocked at 55 mph, Atlas returned the reactor to rest on the support cribbing and tailing fixture and work was secured for the day.

The next day the lift resumed and the reactor was raised from its foundation for the last time. As it was raised, the tailing equipment moved slowly away from the base of the tower lifting system, keeping the vessel clear of the ground and slowly raised the bottom as the top was lowered and rotated horizontally.

During this critical time, the need to keep the reactor trunnions and tower legs in a plumb attitude was closely monitored by Atlas personnel using precision theodolite instruments. With an out-of-plumb tolerance of only three degrees, successful coordination between the tower system and tailing gantry operations required close communications between the various Atlas teams on the project.

With a start of 7 a.m., by 1 p.m., the lift and rotation were complete and the reactor lay securely in its saddles ready for transport. **ECT**



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Setting tanks with the Autogru PM model 47025P knuckle boom crane

Mexia-TX based Lide Industries manufactures tanks for a range of industries. The company uses trucks with knuckle boom cranes to haul and set its petrochemical tanks



Lide Industries of Mexia, TX

has discovered a practical solution for hauling and setting industrial and petrochemical tanks.

ACT reports

Knuckling down

Lide Industries manufactures storage tanks for a broad spectrum of customers who use the tanks for storing feed ingredients, raw materials for industrial applications, waste material and petrochemical products.

Since the family business was founded in 1976, Lide Industries has become a major player in the storage tank industry, fabricating tanks to exacting specifications in carbon steel and stainless steel for cylindrical, rectangular, cone-bottom, silo, double-wall and other configurations.

After 30 years in the business, Lide has reviewed many options for lifting, transporting and setting the tanks for customers. Many years back, the company determined that knuckle boom-equipped trucks are an efficient way to load and unload the tanks from tank trailers.

Lide Industries has a fleet of 12 trucks with knuckle boom cranes. More recently, Billy Lide, president, says the company has been purchasing the tractor trucks and Italian-built Autogru PM brand of knuckle boom cranes from Peoria, IL-based Cranes & Equipment Inc. "As we replace our older units we're replacing them with PM cranes we purchase from Cranes & Equipment," says Lide. "We have a good relationship with them and the cranes perform very well."

The cranes are used primarily to set oil field trucks, says Lide. "Basically, it's the best way to

set the tanks," he says. "We've been using them this way for almost 30 years." Rather than depend on third-party carriers, Lide prefers to deliver its products itself, ensuring there are no surprises from third-party carriers to jeopardize commitments made to clients.

Varying tanks

The tanks that Lide Industries builds for the oil field industry come in different sizes but the three basic sizes are: a 210 barrel tank that is 10 foot in diameter, 15 feet tall and weighs 5,500 pounds; a 300 barrel tank that is 12 foot in diameter, 15 feet tall and weighs 7,000 pounds; and the last, a 400 barrel tank that is 12 feet in diameter, 20 feet tall and weighs 8,400 pounds. The company makes tanks that weigh upwards to 10,000 pounds that can be off-loaded in certain situations.

Cranes are mounted just behind the cab of the truck, and the tanks are secured to trailers pulled behind. "We use flat bed trailers but we also have a lot of tank trailers that are designed specifically for tanks," says Lide. "They are low to the ground with a concave bottom."

At the location, the crane lifts the tank up off the trailer and sets it on its foundation. For the most part, the lift and setting is a smooth operation with no obstacles. "Some locations will have firewalls," says Lide. "We like to get the firewalls flattened before setting a tank,

especially with the 400 barrel tank because it's so tall."

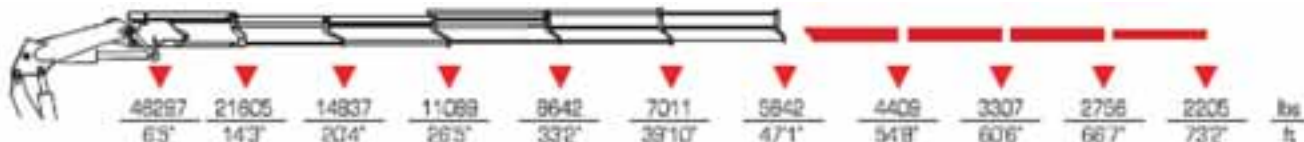
While the cranes can be operated via remote control, Lide says his operators prefer to operate the cranes from the unit's control panel. "Most of the time they like to be there by the crane," he says. "Ninety nine percent of the time we have another person there to guide the tanks while the operator is operating the crane."

The Autogru PM Model 47025P is the newest crane that Lide Industries has been buying, according to Joan Ausbury, president of Cranes & Equipment. "Lide Industries' loads are oversized and create a challenge in their erection, but with the help of knuckleboom cranes on the delivering tractors, it makes the setting of tanks much easier and without the need of hiring a mobile crane," says Ausbury.

The Autogru PM Model 47025P has a maximum rating of 46,300 pounds and a maximum horizontal hydraulic reach of 55 feet, 3 inches and a maximum vertical hydraulic reach of almost 67 feet. The crane weighs between 9,612 pounds and 11,662 pounds, depending on certain variables.

Demand continues to grow in the US for the Italian-built PM cranes, according to Ausbury. More than 4,400 cranes were produced by PM in calendar year 2006. Cranes & Equipment Corp. has been a distributor for PM since 1988.

act





Duty calls



Terex Demag redesigned its commercial AC 50-1 crane, transforming it into the MAC-50 a heavy duty crane that will be used by US Marines around the world. The MAC-50 was put through vigorous trials and testing to assure it met the needs and design specifications requested by the US Marine Corps

Cranes are an important part of the arsenal of vehicles and machines used by the **US Armed Forces**. While many of the deals made between the **military and the manufacturers** are seemingly covert, lots of cranes are **reporting for duty on bases, ships and in war zones**. **ACT** reports

Crane manufacturers and the US Armed Forces have a long and strong relationship. Most US manufacturers have at some point supplied cranes to various branches of the military, and cranes in all sizes and classes are a mainstay on military installations, bases, posts and ports.

Often the military rents cranes just like any other business would for a specific task or project. Other times, the military purchases conventional cranes from manufacturers, just like any other business would. And then there

are times when the military needs a specially designed crane, and that's when things get interesting. Engineering teams are put to the test to design cranes within a specific envelope of specifications supplied by the US Army, Navy, Marines, Coast Guard and Air Force.

For the most part, manufacturers are often reluctant to talk about their dealings with the military, for a number of good reasons.

"Our sales to US government, the military, is and has always been pretty steady," says Pat Collins, product manager for Link-Belt. "At

Last spring, a Grove RT875E rough terrain crane started to work on a large-scale construction project at the Efficient Basing-Grafenwoehr facility, a large US military training area in Bavaria, Germany



A Grove GMK7550 is lifted onto a Navy ship to do repair work on the ship's mast. Weighing about 90 tons, the crane was lifted on board by an adjacent harbor crane



this time, we do not have any huge contracts, no 100 machine deals, but every month we ship a crane or cranes to the government."

Most recently, Link-Belt has supplied cranes to the San Diego Naval Station, a frequent customer, Collins says. "We've supplied over 30-odd Link-Belts to them over the last 10 years. We recently sent them a RTC 80100 series II, which is probably one of four or five they have working on the docks for them."

Link-Belt has one person who works full time on military and government contracts, Collins says. Recently the company shipped a LS-108 to a base in Alaska and an HSP-8030 to a base in Corpus Christi.

While Link-Belt generally works direct with the government entities in which it supplies cranes, the company also encourages and supports its dealers to make sure they are working with their local military or Army Corps of Engineers "because they get onto things we may not be aware of," says Collins.

Link-Belt dealers also offer support services to the military and crane rental.



An RTC-80100 Series II Link-Belt hoists a load onto an aircraft carrier



"Our business with the government is strong, but it's not something we promote or talk about much," says Collins.

Wrecking crew

Georgetown, TX-based Manitex has produced some 370 MTRV cranes for OshKosh Corp., which is supplying the heavy duty boom trucks to the USMC. The MTRV, which stands for Medium Tactical Vehicle Recovery, is used in the Marines' wrecker variant of its MTRV program.

"We are building the last four in the contract this month," says Scott Rolston, general manager. "It has been a good project for us."

Manitex engineers designed the crane to the specifications provided by the USMC. One of the challenges was designing a machine that once it was mounted to the truck would allow the vehicle to be loaded on a C-130 aircraft.

The 17 ton crane has a 31 foot boom, and it interfaced to OshKosh's hydraulic and remote control system. "Basically it was used as a wrecker truck," says Rolston. "They have been deployed around the world, including Iraq."

Due to the rigorous conditions in which they work, the boom trucks are sometimes under fire, literally. Manitex supplies parts for the machines through OshKosh.

A few good cranes

In April 2006, four specially designed Terex Demag Mac 50 cranes reported for duty at the US Marine Corps System Command in Quantico, VA. The customized "pilot" all-terrain cranes have been put to the test by the Marines over the last year to assure they meet the demands of the material handling and construction equipment division.

According to Tom Manley, vice president of Terex government programs, the machines passed the Marines muster with flying colors. "We just received production approval from the Marine Corps," says Manley in mid June who was in Germany at the Terex Demag facility where the cranes will be made. "We are now in full production and in the process of shipping them new cranes."

As for modifications from the original design, Manley says there were no "significant modifications."

"Essentially we will produce the same crane that went through testing," Manley explains. "In my opinion, the Mac 50 is the best military crane available right now."

The new machine will replace the Marines' older heavy lift cranes.

Bringing the commercial AC 50-1 crane up to the USMC's demanding military specifications involved hard work. The project required extensive engineering and management by Terex Demag to provide a custom solution for the USMC.

The MAC 50 has a maximum lifting capacity



The Marine crane built by Manitex is a 17 tonner with 31 foot boom. It interfaces to OshKosh's hydraulic and remote control system.

of 100,000 pounds. Its top speed is 47.2 mph, and the main boom extends to 82 feet. The fully hydraulic boom system minimizes telescoping times and can be telescoped under load. Power is from a 333 hp (250 kW) Cummins engine and all axles are driven and can be steered individually.

The four-axle crane weighs 69,886 pounds. The Marines need good cross-country performance and maneuverability. Technical aspects of both crane and chassis have been designed to make ease of operation a priority, even when situations for the operator veer towards the dramatic, Manley says. The initial delivery cranes were fitted with hydraulic clamshell grabs.

Modifications to the AC 50-1 to transform it into a military crane, were undertaken with close collaboration between the USMC, Terex Government Programs and Terex Demag. A fundamental challenge was a narrow time window in which to adapt the AC 50-1. Among the modifications were a salt-water fording capability of 60 inches, a redesign for compliance with US federal highway regulations and military requirements, as well as a drive train consisting of a Cummins engine and Allison transmission.

Before the MAC 50s were approved for their first official deployment, the four initial cranes delivered were subjected to rigorous verification testing at the US Aberdeen Proving Grounds in Maryland. One of the units remained in Germany for similar treatment to allow manufacturers in Germany to provide their American colleagues advice and support, if need be.

The initial order to Terex was reported to be for 130 machines with a potential contract value of \$88.6 million.

MCG maneuvers

Manitowoc Crane Group also does business with the military, and has a division that deals direct with the military for crane sales and service. Since the early 1960s, Manitowoc has been selling cranes to the military and various government agencies, according to Jim McDowell, director of government marketing. Current contracts include work with the US Army for the "reset" (repair as necessary to return crane to full operational capacity) of the AT422T and RT875CC. In May, Manitowoc was awarded a contract to reset RT875CC Army cranes for re-deployment to Iraq.

Last year, the company undertook a huge project to repair and restore more than 60 rough terrain cranes that it had sold to the military several years before. Many of the cranes had served time in Iraq, and had been damaged by sand, bullets and other harsh conditions of war.

Like Link-Belt, MCG encourages its dealers and customers to get involved with supporting the military. Last spring, a Grove RT875E rough terrain crane started to work on a large-scale construction project at the Efficient Basing-Grafenwoehr facility, one of the largest military training areas outside the US. In the town of Grafenwoehr in eastern Bavaria, Germany, the crane is used for a range of lifting duties over a 16-month period, including the assembly of prefabricated elements for 835 houses on the new Netzaberg Housing Area.

The RT875E is owned by rental company Wiesbauer, based in Bietigheim-Bissingen, and is working for local contractor Zapf. Grafenwoehr houses the 7th Army Training Command, a unit that provides testing and training for military apparatus used by US and NATO forces. To consolidate its command and control headquarters, the United States Army Europe is moving 3,500 soldiers and their families from across Europe to this new installation. This requires the renovation of existing facilities and the construction of new homes.

On the mainland, last year Ness Cranes of Seattle, WA dispatched its Grove GMK7550 all terrain crane on board the US Navy's aircraft carrier, USS John C Stennis, to help erect a new mast.

According to MCG, work took place at the Puget Sound Naval Shipyard just outside Seattle, and lasted just over a month. Ness's directive for the 550 ton capacity GMK7550 was to replace the ship's main mast, as the additional weight of new antennae exceeded the structural limit for the old mast. The heaviest load to be lifted onto the ship, however, was the GMK7550 itself. Weighing about 90 tons, it is the largest mobile crane in the Grove line and had to be lifted on board by an adjacent harbor crane.

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The collective information our association researches strives to ensure the industry a safe, legit and profitable agenda

Research tools

One of SC&RA's most important activities is conducting research projects to provide information not available anywhere else. In many cases, these projects benefit from the financial assistance of the SC&R Foundation. Research to be funded is carefully selected by SC&RA members themselves in consultation with the association's staff.

In keeping with the SC&RA mission, the goal is to conduct research that yields the unique information our membership needs to safely, legally and profitably transport lift and erect oversize and overweight items. Frequently, we depend on the research to help advance our regulatory and legislative agenda.

The findings enable us to make a strong case when dealing with local, state and federal officials. In addition, we often distribute our research reports to dozens of other associations with interests similar to ours, including but not limited to the American Trucking Associations, state and local trucking associations, the US Chamber of Commerce and the Association of Equipment Manufacturers.

These groups also tend to have very strong regulatory and legislative outreach capabilities. Pooling research and other resources fortifies all of our efforts to affect positive change.

Increasingly, this spirit of cooperation flows across US borders. By sharing research results, we have facilitated dialog with groups such as the Crane Rental Association of Canada, the European Specialized Transport Association, the Crane Industry Council of Australia, the New Zealand Heavy Haulage Association and many others.

A prime example of practical research that addresses a very real problem is our new study, *Nonuniformity in Oversize/Overweight Load Permitting Practices*. This report documents how the lack of uniformity in state, county and municipal permitting requirements serves as a roadblock to the safe and efficient movement of oversize/overweight loads.

Hard evidence is presented to demonstrate how carriers are challenged on a day-to-day basis with navigating through a maze of differences in permit administration, requirements and enforcement. Merely identifying who is responsible for permit administration, particularly at the county and municipal level, can be a daunting task.

Because a 50-state process seemed overly broad in scope, the analysis focused on permitting

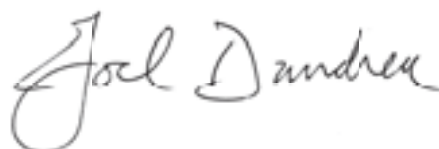
practices in the Midwest region of Wisconsin, Illinois, Indiana, Ohio and Michigan. The report incorporated interviews with state permit officials, trucking industry representatives and permitting service agency representatives. It also examined state regulations; a sample of 11 state oversize/overweight vehicle permits and related county and municipal permits; and an additional 12 individual state and local permits involving specific processing issues. Furthermore, the report included information from relevant research reports, papers, and other publications.

Conducting the study was J. Garza Consulting, which also completed SC&RA's comprehensive, award-winning "Pilot Car Escort-Best Practices" training program. Because the research was conducted by an independent organization, we gained credible, viable results that went well beyond the anecdotal reports we had been receiving from members.

Clearly, this 39-page analysis will not languish on our shelves. Almost immediately, staff used it to advocate SC&RA's position to members of the American Association of State and Highway Transportation Officials. The report will also be used as the basis for numerous SC&RA presentations before state and regional permitting authorities in the immediate and long-term future.

We encourage our members to use the research findings in their own local and state areas of operation to help drive change. By using this report, our members will be able speak with a consistent, unified voice. To receive your copy of the report, call SC&RA at 703-608-0291.

As we work to disseminate information concerning this research project, we continue efforts on other significant research. For example, SC&RA is now beginning research to obtain more quantifiable data on the size, scope and economic impact of our industry. This information will give government agencies at every level even more reason to listen to our industry's unified voice.



Joel Dandrea, executive vice president

Lake Michigan Carferry
offers an innovative,
hassle-free mode of
transportation for heavy
haulers. **Terry White**
reports

S.S. Badger makes it easy

“Big Ship, Big Trucks!” That’s how Lake Michigan Carferry (LMC), Ludington, MI, promotes its services to transporters of oversize/overweight loads. The company’s 410-foot long, seven-story high S.S. Badger is capable of hauling more than 4 million pounds of cargo.

The *Badger* can accommodate overdimensional loads up to 16 feet 9 inches wide and 18 feet 6 inches high and in excess of 200 feet long and 600,000 pounds. In a single crossing, the *Badger* can carry a dozen semis and about 80 cars.

LMC’s trailer transfer service allows customers to drop the trailer portion of a semi at docks in Ludington or Manitowoc, WI. An LMC yard tractor then loads the trailer onto the *Badger*

for transport to the other side of the lake, where it is unloaded in a staging area to await pick up.

Traveling at an average speed of 18 mph, the *Badger* completes the 60 mile crossing in four hours. In many cases, transporting via the *Badger* significantly reduces highway mileage. For example, truckers who travel 332 miles solely by highway between Ludington and Milwaukee, WI could slash their highway travel to 79 miles by taking the *Badger* for a shortcut.

“By using the *Badger*, we use less fuel and cut about eight hours off our driving time,” says Donna Semrau, operations manager for Merrill Iron & Steel, Merrill, WI. “The drivers get their required sleep, and don’t waste valuable time sitting in Chicago-area traffic.”



Last year, the *Badger* moved 1,500 commercial loads during its sailing season, which runs from mid-May to mid-October

As diesel prices escalate, the fuel savings makes the *Badger* an even more economical alternative, points out Pat McCarthy, LMC commercial business manager. He notes that the savings in time and money grows exponentially when overdimensional loads are involved.

“If you need to go back and forth between Michigan and Wisconsin, you can completely avoid the delays at the state lines in Illinois and Indiana,” he says. “Indiana for superloads is pretty expensive. You need to line up police escorts and spend as much as \$300 per hour for bucket trucks. Just avoiding that state often justifies the cost of a trip on the *Badger*.”

John Mummert, permit manager at All Erection & Crane Rental Corp., Cleveland, OH, concurs. His company has become a frequent customer, largely because the *Badger* can save his company time while avoiding potential permitting delays.

“We’re very happy with Lake Michigan Carferry,” he says. “They can usually accommodate our

needs for oversize/overweight loads with just a day’s notice. Their company has always been dependable and provided a well maintained ship. In the 12 years I’ve been with All Erection & Crane Rental, I can only think of one time their ship was out of service. Plus, some of our drivers really enjoy the *Badger*.”

Indeed, LMC goes to great lengths to make the trip pleasurable. The *Badger* has a buffet-style dining room and a deli-style snack bar, free movies, TV lounges, a quiet room, an arcade, a gift shop, and plenty of spacious outside decks for walking or lounging.

Drivers transporting a semi are welcome to bring along one guest at no additional charge to enjoy the interesting, unique and relaxing experience of sailing aboard the *Badger*.

“The truck drivers enjoy the same great experience as tourists who take the *Badger*,” says Magee Johnson, LMC director of media relations. “It also can help them meet their hours-of-service requirements because they can log off while they’re aboard. We even offer them a free, private stateroom so they can catch a few hours of sleep.”

Last year, the *Badger* moved



Lake Michigan

Traveling at an average speed of 18 mph, the U.S.S. *Badger* completes the 60-mile route across Lake Michigan in four hours





Although the *S.S. Badger* has become popular with tourists traveling in recreational vehicles, cars (including vintage and classic models), motorcycles and bicycles, the ship has a long, proud tradition of transporting freight across Lake Michigan. Built in 1952 by the Christy Corp. of Sturgeon Bay, WI at a cost of \$5 million, the *Badger* entered service on March 21, 1953, under the ownership of the C&O railroad.

The *Badger* was designed specifically to handle rough conditions expected during year-round sailing on Lake Michigan. For decades, she primarily transported railroad freight cars, with Manitowoc, Kewaunee, and Milwaukee as her Wisconsin ports of call and Ludington as her Michigan port of call.

In 1983, the *S.S. Badger*, *S.S. Spartan*, and *City of Midland* were sold to the Michigan-Wisconsin Transportation Company. Unable to keep the ferries

afloat with passenger and auto revenues, the new company filed for bankruptcy. On November 16, 1990, the *Badger* – the last of the Lake Michigan car ferries – set sail on what was expected might be her final trip, from Kewaunee to Ludington.

In 1991, Charles Conrad purchased the *Badger*, *Spartan*, and *City of Midland*. After being idle for a year and a half, the refurbished *Badger* resumed cross-lake service between Ludington, MI and Manitowoc, WI on May 18, 1992, under the new ownership of Lake Michigan Carferry Service. The *Badger* now operates with a new mission, offering passengers and their vehicles an optimal cruise experience and value. The goal was to blend tradition with innovation.

In 2003, the *Badger* was rechristened in honor of her 50th year in service. Today, she makes 492 crossings per season.



1,500 commercial loads during its sailing season, which runs from mid-May to mid-October. One of the biggest challenges facing the company is building awareness of its services, according to LMC's Pat McCarthy. "We identified SC&RA as the premier organization representing the heavy haul industry," he says. "We're a niche market, and the association has been a great avenue for us to develop

a relationship with customers. We make a point of attending the Specialized Transportation

Symposium and having a booth at the Exhibit Center there."

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about the author

TERRY WHITE is president of T&S White Company, a writing, editing and graphic design firm in Burke, Virginia. He has written for organizations that include: Brick Institute of America; Finishing Contractors Association; Ironworker-Management Progressive Action Cooperative Trust; National Erectors Association; and US Chamber of Commerce. His relationship with SC&RA dates back to 1991.



The *Badger* can accommodate oversized loads up to 16 feet 9 inches wide and 18 feet 6 inches high and in excess of 200 feet long and 600,000 pounds. In a single crossing, the *Badger* can carry a dozen semis and around 80 cars

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The contract game

Contracts that spell out the relationships between general contractors, subcontractors, and owner/developers have become the key driving force in jobsite responsibility. Liability positioning through contracts is a game of chess, not checkers. **Tim Hillegonds** reports

Though the housing market continues to turn downward and real estate investors are scratching their heads and searching for ideas to remedy their property blues, the construction industry continues to thrive. Buildings persist from the ground in urban developments as the idea of condo and loft living becomes significantly more popular among young, ambitious adults and the proverbial empty nesters. Crane booms populate the skylines of America's ever-growing cities, and the smell of diesel fuel permeates the air.

In today's world, it's nearly impossible to drive to work, home or the grocery store without passing a construction site. Dirt, plywood and heavy machinery are all moved from here to there and back again as men in white and yellow hardhats yell and holler, and do their best to maintain schedules and safety records. But the question that most crane and business owners have is this: Who exactly is responsible for it all?

Since handshake agreements have become about as reliable as my old man's 1972 Datsun, contracts spelling out the relationships between the general contractors, subcontractors, and owner/developers have become the key driving force in jobsite responsibility. Construction industry professionals have become increasingly more aware of the direct correlation between their loss history and the cost of insurance: therefore, who signs what

contract and when they sign, it has become immeasurably more important.

Historically, general contractors have been seen as the controlling entity on a jobsite. Recognized by the court system in a number of cases, they are known as the party retaining the lion's share of control at the jobsite, presumably because they are present and, therefore, aware.

But general contractors typically did not agree with this allocation of responsibility. Realizing that they were, in fact, putting themselves at the mercy of the subcontractors they worked with, they began to look for ways to force other companies onto the chopping block. By "incorporating" the prime contract between the owner/developer and general contractor with the subcontractor agreement signed by the subcontractor, they could shrink their duty to maintain the site and set the stage for downstream risk transfer.

The term "incorporation," when used in reference to a subcontract agreement, is referring to the practice of incorporating, or adding, other documents, often citing government regulations, to the prime contract. Though good for companies acting in the general capacity, this poses a litany of problems for companies like crane rental shops. The additional obligations of the prime contract, as well as government regulations that may include responsibility for site conditions,

now becomes the responsibility of the smaller company. And to complicate matters even more, often times the contractor to whom the crane company is renting its crane to fails to make the prime contract available for viewing.

This practice, though unfair at best, is far from uncommon and past arguments to this effect have fallen on the deaf ears of the courts. Though the views it has taken have varied according to each specific case, in large part the response has been this: When the subcontractor agreement incorporates these additional documents properly, it is the responsibility of the crane company to understand these obligations and not contract blindly. In fact, the only argument that a company has been able to use successfully in this sort of circumstance is a conscionability defense – a defense available to small time



The contract is to 'contractor' what 'construct' is to construction. It's in the name. It's what you do. It's the very backbone of running a successful business.





TIMOTHY J. HILLEGONDS is the senior claims investigator for NBIS Construction & Transport Underwriters, Inc. He is the lead coordinator of the "Shockloss Claim Investigation Process" developed by Kevin Cunningham and the SC&RA Insurance & Risk Management Committee.



How then, when its scope is narrowly defined, can it rightfully be responsible for the conditions of the jobsite and the actions of the other contractors?

The truth is, they can't. But all too often they are. In the case of Benson Paint Co. vs. Williams Construction Co., the subcontractor was denied its motion for summary judgment based on a contractual clause that stated, "subcontractor shall remove from the premises, as often as directed by the contractor, all rubbish, debris and surplus material which may accumulate from the prosecution of the work and should the subcontractor fail to do so upon such notice, then the contractor may, at his option, cause the same to be removed and charge the expense of the removal to the subcontractor."

When the incident that sparked the lawsuit happened – a plaintiff stepping off a ladder onto a piece of aluminum conduit and subsequently falling onto a glass bottle – the general was able to successfully push the liability onto the subcontractor for not removing the bottle because of its contract. The courts had no choice but to side with the mighty general because of the subs' negligent act of not removing the bottle. (Although, perhaps, the act of greater negligence was not understanding the contractual implications in the first place.)

Contract law and the task of understanding what you are signing can be a tedious and dreary chore. Contracts seem to favor the run-on sentence like the Dubai skyline favors the tower crane, but at the end of the day, when safety records and loss runs find themselves in jeopardy of becoming flawed, the contract savvy subcontractor will find himself enjoying the protection of the fruits of his labor. The contract is to "contractor" what "construct" is to construction. It's in the name. It's what you do. It's the very backbone of running a successful business.

As a company, you should take a hard look at what measures you've taken to understand and protect yourself. Claims drive insurance rates. Contracts drive claims. And although the Princeton Law Review might reject me as its editor, I'm quite certain I've had enough contract law shoved down my throat to understand its importance.

As an industry, we need to be part of the solution, not part of the problem. We need not breed ignorance and instead begin to do our part in changing this broken system. **act**

➔ For information on having your contracts reviewed as part of the SC&RA Insurance Program, please contact Leslie Parker at the NBIS Baltimore office. She can be reached by calling 410-863-4894.

subcontractors as a result of unfair bargaining power in relation to a general contractor.

Playing the game

Liability positioning through contracts is a game of chess, not checkers. The due diligence done when signing a contract is often the difference between positioning yourself for checkmate or unintentionally sacrificing your queen. Carefully crafted subcontract agreements can disguise jobsite responsibility provisions as safety measures. A contract stating that "a subcontractor shall conduct inspections to determine that safe working conditions and equipment exist and accepts full responsibility for providing a safe place to work" puts the entire task of maintaining the jobsite on the sole shoulders of the crane company, a task that, essentially, lacks feasibility. Construction sites change by the minute and a crane company's role at that site is concise and limited: to operate the crane.

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Smith joins Carlile as CFO

Terrance Smith has joined the executive management team Carlile Transportation Systems Inc as chief financial officer.

Smith brings years of corporate and banking experience, where most recently he was a vice president and corporate banking executive for Key Bank North America in Anchorage, AK.

“His financial expertise and commitment to service will help guide Carlile’s financial and accounting strategies as we continue to grow our business throughout North America and Hawaii,” said Harry McDonald, Carlile president. **act**

ConExpo/IFPE earn IBP status

The ConExpo-Con/Agg 2008 and co-located IFPE 2008 expositions have been selected by the US Department of Commerce to participate in its International Buyer Program (IBP). The IBP will help bring international attendees to the shows and facilitate connections with exhibitors wanting to enter the global marketplace.

A few chosen expositions are named to the IBP each year based on their status as quality events serving industries with strong export potential. Around 20% of show attendance to the events is expected to come from outside the states. The IBP will promote the March 11-15 trade show to a worldwide audience.

As part of the program, ConExpo and IFPE 2008 will operate an International Trade Center during the shows, with services to include interpreters, a separate registration area, message centers, phone/fax/e-mail, meeting rooms and a lounge area. The shows will also provide assistance with travel and housing arrangements for international delegations. An Export Opportunities Guide will be produced for distribution onsite and to Commerce Department international posts.

MCG names global product managers

Staff changes at Manitowoc Crane Group include the appointment of three new global product managers. **David Havard** is global product manager for Potain tower and self erecting cranes; **Neil Hollingshead** is global product manager for Grove all terrain and rough terrain mobile cranes; and **Ruben Olivas Saunders**, global product manager for Grove truck cranes and National Crane boom trucks. The three join Raman Joshi, global product manager of Manitowoc crawler cranes, in representing the company’s full product line.

“Our global product managers will complement our existing product managers. They will ensure that new and existing cranes meet global market needs and fulfill our company objectives,” said Bob Hund, MCG vice president of marketing.

Havard most recently served as product manager for Potain self-erecting cranes, while Hollingshead is returning to MCG. He previously served as product manager for Grove all terrains. Saunders most recently served as sales manager for Potain in Central and South America. Joshi has been in his position since 2006.

The global product management team will work closely with regional management, ensuring both

local and global requirements are met for existing and new product development projects, according to the company. **act**

Bryce to head Manitowoc Crane Care

Manitowoc Crane Group (MCG) has announced that **Larry Bryce** (right), vice president of strategic planning and business development, has been promoted to executive vice president, Manitowoc Crane Care. He will



report to **Eric Etchart**, MCG president.

Bryce joined Manitowoc in 2004 as vice president of worldwide marketing. Previously, he was worldwide sales manager for John Deere Power Systems and director of global business development for Square D, Schneider North America.

Bryce succeeds Larry Weyers, who is now heading up MCG’s Americas region. Etchart said that Bryce will build on the already strong reputation of the Crane Care division.

Bryce earned a MBA from Northwestern University and a BS from Oklahoma State University. **act**

ICUEE offers exhibitor education

To help exhibitors with pre-show and at-show marketing efforts, ICUEE 2007 – The Demo Expo, set for October 16-18 in Louisville, KY is offering a series of web-based education programs.

The show’s management is presenting the seminars through the fall of 2007, geared to company trade show coordinators as well as marketing and sales professionals. Trade show strategist Steve Miller is featured in the modules and is joined by ICUEE exhibitors to discuss issues, such as measuring return on investment, booth design, exhibit staffing, target marketing and pre-show promotion. Each web module is 30 minutes long and while registration is required, there is no fee.

“These programs are ideal for time-crunched staffs to hear the latest strategies and tips to get the most out of their trade show investment at ICUEE and the other shows they may exhibit at,” said Nicole Hallada, ICUEE show manager and AEM director of marketing.



ICUEE 2007, which will be held October 16-18 in Louisville, KY, is offering a series of web-based education programs for company tradeshow coordinators



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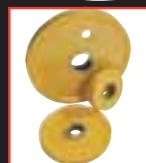
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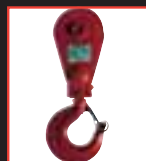
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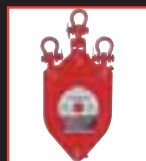
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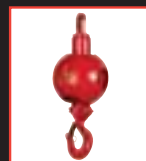
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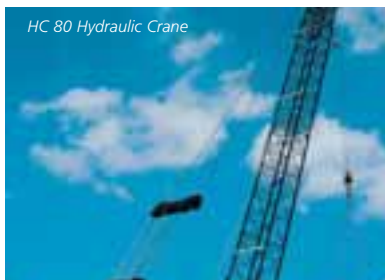
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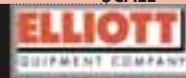
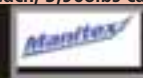
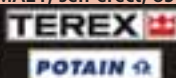
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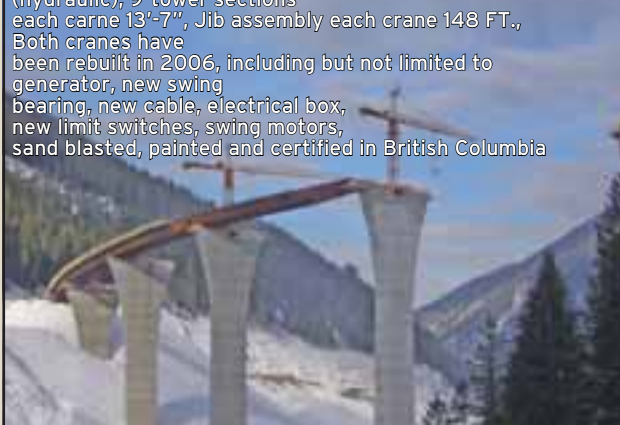
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