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# ACT

The magazine for the crane, rigging and transport industry

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## MARKETPLACE

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**Telescopic  
crawler  
market  
takes off**

**'No  
longer  
a niche'**



Official  
domestic magazine  
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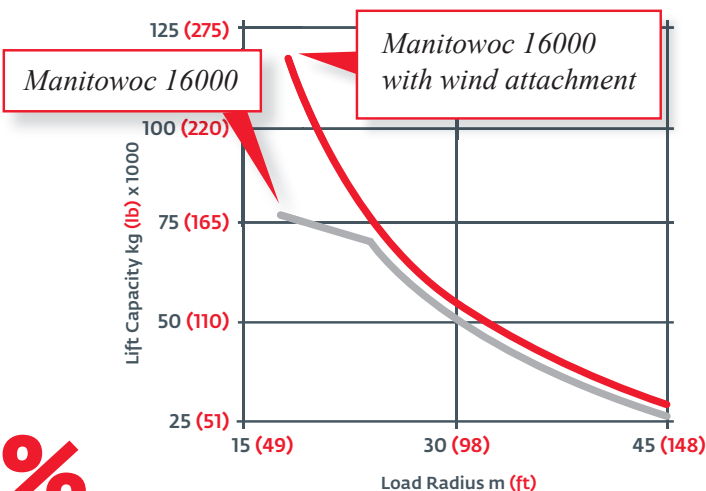
### New Manitowoc 16000 wind attachment

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The Manitowoc 16000 wind attachment  
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# 49%

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# Whirlwind

We are now seven months into 2012 and the pace of activity in the crane and transport sector is brisk. From the perspective of all the news being made, it's been an editorial whirlwind with so much to cover. Consider the month of June: Assistant Editor Lindsey Anderson flew south to Brazil to cover Cranes & Transport Latin America and the M&T Expo. I flew north to check in at the Crane Rental Association of Canada annual conference. Plus Alex Dahm, editor of our sister magazine *International Cranes and Specialized Transport*, flew over to Germany for Liebherr's Customer Days event while *International Cranes* Deputy Editor Euan Youdale travelled to Turkey to cover Cranes & Transport Turkey. In our News section, which we have expanded this month, you can read the news made at these events and other goings on around the industry.

Since their inception about 30 years ago, telescopic crawler cranes have been considered a niche crane. Last month at the CRAC annual conference, Link-Belt's Bill Stramer made a presentation about the telescopic crawler crane market saying these are no longer "niche" cranes. Telescopic crawlers have become a versatile fleet addition, and they shine in the oil patch, on wind farms and in various other markets, he said. In our Product Focus: Telescopic Crawlers on page 31, we discuss the market for these cranes, new models and utilization. If you've got telescopic crawlers in your fleet, let us know what you think about these cranes, the jobs they are performing, and the like.

At the SC&RA Specialized Transportation Symposium in Kansas City in March, I had the opportunity to meet Carol Davis, who heads the Texas Motor Carriers Division, which recently debuted its new TxPROS permitting system. I figured since she works just down the I-35 freeway from where I work that we ought to talk. In our Interview this month, Davis discusses the challenges in moving oversized, overweight cargo and how Texas approaches these types of hauls. I think you will find Davis' perspective engaging and enlightening.

And finally, what's going on with your company this summer? Drop us a line about your new cranes, old cranes, new projects and current projects.

**D. ANN SLAYTON SHIFFLER**  
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## Crane portfolio



**ACT100**

**ACTtransport50**

**IC50 TopLift**

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**A Tadano Mantis 15010 telescopic crawler performs pile driving on a bridge project in Canada. See our Product Focus: Telescopic Crawlers on page 31**



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*American Cranes & Transport* is published 12 times a year by KHL Group Americas LLC, 3726 East Ember Glow Way, Phoenix, AZ 85050. SUBSCRIPTIONS: Annual subscription rate is \$295. Free subscriptions are given on a controlled circulation basis to readers who fully complete a Reader Subscription Form and qualify under our terms of control. The publisher reserves the right to refuse subscription to non-qualified readers.



Produced in cooperation with the NCCCO



Official domestic magazine of the SC&RA

## NEWS

New telescopic crawler and flat top tower crane from Liebherr; CRAC elects new board; a Terex CC-2800-1 shuffles space shuttles; Manitowoc opens testing facility; and more news around the industry

## BUSINESS NEWS

The solvency of some of Europe's banks and individual countries weigh on the markets. *Chris Sleight* reports

## SAFETY/TRAINING

*Terry Young* reports on summer safety

## CERTIFICATION NEWS

Manitowoc donates calculators for test use; NCCCO elects directors, officers; and other crane certification news

## INTERVIEW: CAROL DAVIS

Carol Davis talks big about Texas and the new TxPros system. *D. Ann Shiffler* reports

## REGIONAL REPORT: EAST

*Hal Lundgren* reports on economic conditions in the eastern U.S.



## PRODUCT FOCUS: 31 TELESCOPIC CRAWLERS

Telescopic crawlers command new respect as the usage of these versatile cranes expands. *D. Ann Shiffler* reports

## PRODUCT FOCUS: 34 INDUSTRIAL CRANES

The market for carry deck and industrial cranes improves. *Lindsey Anderson* reports



## TECHNOLOGY

## UPDATE: LIFT PLANNING

*Lindsey Anderson* reports on innovations in the realm of lift planning software



## SITE REPORT: LIFTING

Crane Service Inc.'s GMK 7550 lifts beam bridges in New Mexico

## SITE REPORT: 43 RIGGING

JWP Rigging provides an innovative rigging plan for installing two horizontal storage tanks



## PEOPLE & EVENTS

Potain management changes, Wesley retires from Giuffre and more news about industry people and events



## COMMENT

Technology is posed to help America meet the world's appetite for energy. By *Joel Dandrea*

## NEWS

*Terry White* talks to a two-time SC&R Foundation grant winner

## RISK MANAGEMENT

*Brent Moody* discusses the importance of insurance agents

## MARKETPLACE

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

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■ Imperial Crane has opened its fourth office located in Roxanne, IL, positioning the company to break into the St. Louis-area crane market. Imperial's long-term goals are to expand their organization throughout the U.S., placing them in a position to grow their daily rentals and large, long-term projects, the company said.

■ Canada's Load Systems International has opened operations in the UK. Load Systems UK Ltd is based in Aberdeen, Scotland, and will provide services to the UK, Europe and Middle East market, providing wireless instrumentation and technology to the crane and lifting industry. The Aberdeen office will offer Load Systems' full range of products, including safe load indicators, load cells, load links, load pin shackles and A2B switches. Kirk Anderson heads up the new UK division as managing director. Millar Kennedy, sales director, and Richard Legge, technical director, join him.

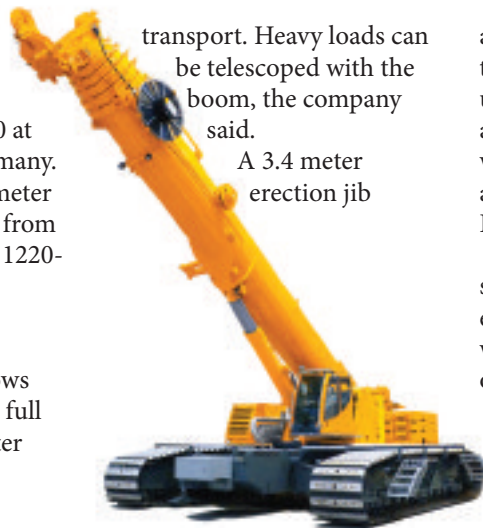
## LTR1220 shown to customers in Germany

Liebherr showed off its latest telescopic boom crawler crane, the 220-metric ton LTR 1220 at a customer event in Germany. The crane features a 60 meter telescopic boom derived from the 220-metric ton LTM 1220-5.2 mobile crane.

Crawler travel gear offers off-road ability, maneuverability and allows the crane to travel under full load. Set up time is shorter than with a lattice boom crane and it is easier to

transport. Heavy loads can be telescoped with the boom, the company said.

A 3.4 meter erection jib



and second hoist gear allows two-hook operation for tilt-up work. It is also suitable as an auxiliary crane in wind turbine installation and handling components, Liebherr said.

Power is from a 230 kW seven cylinder inline diesel engine. Line pull on the hoist winches is 105 kN for fast operation.

For more information see our Product Focus: Telescopic Crawlers article on page 31.

## CRAC names new board at annual conference in Banff

More than 260 people attended the Crane Rental Association of Canada annual conference May 30-June 2 in Banff, Alberta.

Highlights of the meeting included presentations by crane companies, an

economic outlook for Canada, a masquerade ball and a medieval dinner. Tours of Lake Louise, a golf tournament and river rafting were also on the list of activities.

The organization also appointed its 2012-2013 board: Chairman Valerie Brennan, Amherst Crane Rentals Limited; Vice Chairman Corey Mitchell, Myshak Crane & Rigging Ltd.; Secretary-Treasurer Jean-

Louis Lapointe, Guay Inc.; and Directors Dean Schmied, Northern Crane Services Inc., Sheena Baker, Canadian Crane Rentals Ltd.; Pierre Desgagnés, Tessier Limitée; Ron Dogotch, Tadano America Corp.; Larry McDonald, A.W. Leil Cranes & Equipment Ltd.; Frank McLachlan, Load Systems International; Ron Osterman, Sterling Crane; Tim Sittler, Mammoet; and Alan Swagerman, Mains Crane & Rigging Ltd.

## Falls, cranes and tightrope walker

With the help of three cranes and nerves made of steel, Nik Wallenda crossed Niagara Falls on a tightrope on the evening of June 15.

Wallenda – a seventh-generation member of the famous Flying Wallendas – walked from the U.S. to Canada across a 1,550-foot tightrope suspended 173 feet above the falls. To get the 2-inch-thick wire up and ready to go, two crane companies assisted – but only after a helicopter flew the wire from one side of the falls to the other.

On the American side, Clark Rigging and Rental utilized a Terex AC 140 and Terex AC 40 onsite. The 170-ton AC 140 supported the cable that Wallenda walked across, holding the wire up in the air so there was no side strain on the cable, which was anchored to a rock on both the Canadian and American sides. The Terex AC 40 acted as a support crane for off-loading and for network ABC's camera suspension.

On the Canadian side of the falls, Modern Crane of Ontario used a five-axle crane to hold the cable. They could not be reached for comment.

For photos of the spectacle, look to the August issue of *ACT*.



**Valerie Brennan of Amherst Crane Rentals is the new chairman of the CRAC board**

**CRAC members brave the waters of the Bow River in Banff, Canada**





■ The State of Florida has passed a law that calls for statewide regulations concerning hoisting equipment and worksites. The Florida Crane Safety Alliance, the Florida East Coast Chapter of Associated Builders and Contractors (ABC) and the Florida Crane Owners Council (FCOC) endorsed the statute which clarifies uniformity and eliminates the need for county or municipality adopted regulations. The bill closely follows new rules put forward by the federal OSHA in November 2010.



**Columbus McKinnon introduced its high capacity Yale LodeKing electric wire rope hoist. With capacities from 15 to 60 tons, the LodeKing wire rope hoist combines durability with higher capacities. It is engineered with standard features such as its true vertical lift design for better load control and center drive configuration for improved load centering, the company said. The hoist features a gear drive that delivers reliable performance with easy maintenance. In addition, the optional Ion Nitriding of sheaves and drums is available for protection against wear.**

## Shuffling the shuttles

New Jersey-based JF Lomma was brought in to lift the Space Shuttles *Discovery* and *Enterprise* during their move to museums in Washington, D.C. and New York City. After two years of planning, Lomma used its Terex CC 2800-1 crawler crane for the historic lifts.

On April 17, 2012, *Discovery* made its final voyage atop its Boeing 747 Shuttle Aircraft Carrier (SAC). *Discovery* replaced the Space Shuttle *Enterprise* at the Smithsonian Institution's James S. McDonnell Space Hangar.

Before being towed from Dulles to its final exhibit place, *Discovery* had to be hoisted from its carrier and its landing gear lowered into place one final time.

When the 747 SAC transports the space shuttle to a place other than a space center, there is a need for crane and rigging equipment. On April 20, Lomma's crews and United Space Alliance work crews hoisted the 98-ton shuttle off of the 747 SAC.



**A Terex CC 2800-1 crawler crane was recently used to lift the Space Shuttles *Discovery* and *Enterprise***

This job consisted of not one but two shuttle hoists. The first lifted the Space Shuttle *Discovery* off of the 747 SAC. The second loaded the Space Shuttle *Enterprise* onto the carrier, so it could be flown to John F. Kennedy International Airport in New York.

On arrival at JFK, *Enterprise*

was met by the Lomma crew and the CC 2800-1, which then worked to load the shuttle onto a special wheeled transport. From JFK, *Enterprise* embarked on a three-day journey on the Hudson River in early June. Its final destination is the Intrepid Sea, Air and Space Museum in New York City. ■

## Manitowoc opens testing facility

Manitowoc Cranes has built a state-of-the-art testing facility to rigorously scrutinize the components that go into its cranes. Located in Shady Grove, PA, the Product Verification Center will help produce stronger, more-reliable cranes, the company said.

The center features technologies that will deliver detailed pictures of anticipated component performance. Among the most significant are: A severe environment test (HALT) chamber that can mimic extreme temperature swings and test component reaction to continuous vibration; A walk-

in temperature and humidity chamber that's large enough to fit entire crane cabs, consoles and power boxes; A four-channel structural test system with advanced feedback control; An electrical and software testing lab; Imaging systems for forensic analysis,

including a thermal imaging camera and microscopes; A materials lab with a scanning electron microscope, flaw detector and hardness tester; and A cyclic corrosion chamber, which recreates salt water exposure and fog conditions. ■





■ Zoomlion has launched a 75-metric ton capacity hybrid truck crane for the Brazilian market. The four-axle ZMC75 provides all-axle steering like an all terrain. The first unit has already been sold to rental company THA, based in Brazil. Zoomlion has been in the Brazilian market for six years and said that crane sales have more than doubled over the last two years. The manufacturer forecasts 13 to 15 percent annual growth. Chinese manufacturers supply 70 percent of new truck cranes entering Brazil, Zoomlion said.

■ International lifting and transport specialist Sarens will ship its super heavy lift SGC-120 to China where it will help construct an oil platform. Sarens will work in cooperation with the Cheviot Octabuoy project at the Cosco Shipyard in Nantong, China to build the platform. The 3,200-metric ton capacity Sarens SGC-120 super heavy lift crane was launched in 2011 and is rated at 120,000 ton meters. It will be charged with lifting several modules in the construction of the top-side drilling platform, with a total weight of 15,000 tons. The crane will lift modules weighing up to 1,300 tons.

■ Terex Cranes is relocating the production of self-erecting tower cranes from its manufacturing facility in Fontanafredda, Italy to Montceau Les Mines, France. This affects the full range of self-erecting tower cranes, which includes 12 models ranging from 1 to 6 ton maximum capacity and 16 to 45 meters jib length. Effective as of July, the decision comes as part of a move by Terex Cranes to provide customers with increased response and value. The company says the production transfer will provide for the creation of 150 new jobs in France.

## Latin America a hotspot for cranes, transport

Nearly 200 industry professionals gathered at the International Cranes and Transport Latin America conference in São Paulo, Brazil.

The overwhelming view from the 13 speakers, 16 sponsors and near 200 attendees who gathered at the Tivoli Hotel on May 28 was that the event had played a significant role in supporting the Brazilian crane and transport industry.

With so many challenges in terms of under developed road systems, bureaucracy and the lack of a qualified workforce, to name but three, speakers said they were facing a difficult challenge to achieve the required legislation and investment.

Despite these challenges Brazil promises huge growth and is one of the few stable environments for the construction industry, according to speaker Helen Joyce, Brazil bureau chief of *The Economist*.

Some 37,000 miles of new roads are in planning. According to Joao Dominici, Sindipesa executive vice president, current infrastructure investment



**NCCCO Executive Director Graham Brent discusses crane certification at the International Cranes & Transport Latin America conference**

stands at less than 1 percent of GDP, while it should be nearer 3 percent.

Another speaker was David Rodrigues, Makro Engineering CCO, who talked about the wind turbine erection sector and requirements in crane and

transport design and safety.

Representatives from manufacturers Terex, Liebherr and Goldhofer also took to the stage with discussions on technical, customer liaison and product development issues.

## Biggie's 'big' move

Crane and specialized transport specialist Bigge Crane and Rigging, headquartered in San Leandro, CA is opening a branch in Rio de Janeiro, Brazil and has formed a partnership with crawler crane manufacturer Kobelco to meet Latin American customer needs.

"We've sold 200 cranes in this market [Brazil]," Weston Settlemier, Bigge president, told *American Cranes & Transport*. "We think there's great opportunity for crawlers in this country. We now form a complete package."

Jack Fendrick, president, Kobelco Cranes, North America, told *ACT* that the partnership will allow Kobelco to provide the best support for the Brazilian market.

## 10-crane tandem lift by Kiewit

Kiewit Offshore Services made a 10-crane lift of an offshore platform deck. The team of 10 CCO-certified operators selected for this delicate lift (which also involved walking with the load more than 300 feet) are part of more than 65 Kiewit Offshore operators who so far have successfully met the NCCCO requirements for CCO certification.

Training for Kiewit Offshore has been provided by East Texas Crane Academy, whose president, J.R. Williams, is



shown (center) flanked by Kiewit General Rigging Superintendent, Larry Schutz, and Pete Laux, Kiewit District Equipment Manager.

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# LIEBHERR

**The Group**



# Cranes galore at M&T Expo

The M&T Expo in Sao Paulo, Brazil in June was teaming with cranes from a multitude of manufacturers, including new offerings from Terex, Zoomlion, Manitowoc and more.

Manitowoc presented its first crane from its new factory in Brazil at the Expo.

The 59-tonne capacity Grove RT765E-2 rough terrain crane was assembled in the Passo Fundo plant 60 days ahead of schedule, said the company.

It was bought by Brazil-based Makro Engenharia, and is the first in a 32-crane order from the rental giant, including 16 rough terrains and 16 all terrains, although the latter will not be produced in Brazil.

Makro plans to put the cranes to work in mining, petrochemical and infrastructure projects throughout Latin America.

The RT765E-2 has four-wheel, multi-mode steering

and the manufacturer's Full Vision cab that helps operators maneuver around rugged jobsites.

Tower crane production will soon start there and no other product type is out of the question, added the company. The factory is expected to be assembling 60 percent of its rough terrains from local suppliers within five years.

Terex Cranes has also produced the first rough terrain crane from its new assembly plant in Brazil.

The 50-metric ton capacity RT555 Progress represents the initial step in a renewed drive to capture the Brazilian and general Latin American market.

With the first phase of the Cachoeirinha-based plant complete, rough terrain parts are being brought in as complete knock-down (CKD) kits from the established Waverly facility for assembly. In the second phase, Terex



**The Terex RT555 represents the initial step in a renewed drive to capture the Brazilian and general Latin American market, according to Terex**

aims to receive accreditation for local companies to supply components.

At the M&T Expo Terex press conference, Kevin Bradley, Terex Cranes president, said the acquisition last year of industrial and port equipment manufacturer Demag AG would also prove vital in targeting the Latin American market. Using Demag's established extensive dealer network in the continent, Terex plans to retrain those employees to represent all Terex crane products.

"We are reinventing our approach to the Latin American market. We are leading with a focus on customer service by leveraging our new employees from Demag. We will also bring product specialists to those regions – the approach has to be regional," Bradley added. "We do not feel good about our involvement in the market historically. We now need to take our share of the market by expanding investment in local service."

With developing markets representing 30 percent of Terex business, Latin America takes about 25 percent of that.

Expanding on crane production at Cachoeirinha, Bradley said, "We will not be limited by production

capacity and are now waiting to see how the market reacts to our news." Further rough terrain models are a distinct possibility, concluded Bradley, as are other crane types.

Meanwhile, Liebherr has no plans to introduce a manufacturing plant in Brazil for the production of crawler or mobile cranes in the immediate future.

Georg Reinbold, area sales manager for mobile and crawler cranes, said, "We are investigating the possibility of producing custom products for this market, but we find that it is cheaper for the customer to import existing cranes rather than producing or assembling locally."

Although Reinbold added that sooner-or-later, possibly in the next three to five years, Liebherr could set up such a facility but it would depend on whether local suppliers were able to provide the required components and parts. For example, Brazil is not yet able to supply the high strength steel used on many of the manufacturer's crawler and wheeled-mobile cranes.

The 220-metric ton capacity LTM 1220 wheeled mobile telescopic crane is the biggest selling crane product from Liebherr in Brazil. There are more than 150 units in the Brazilian market.







While wheeled mobile sales are still buoyant, Reinbold added that crawler sales had dropped off from last year while contractors wait for major infrastructure, bridge and roadway projects to be signed off by the Brazilian government. ■

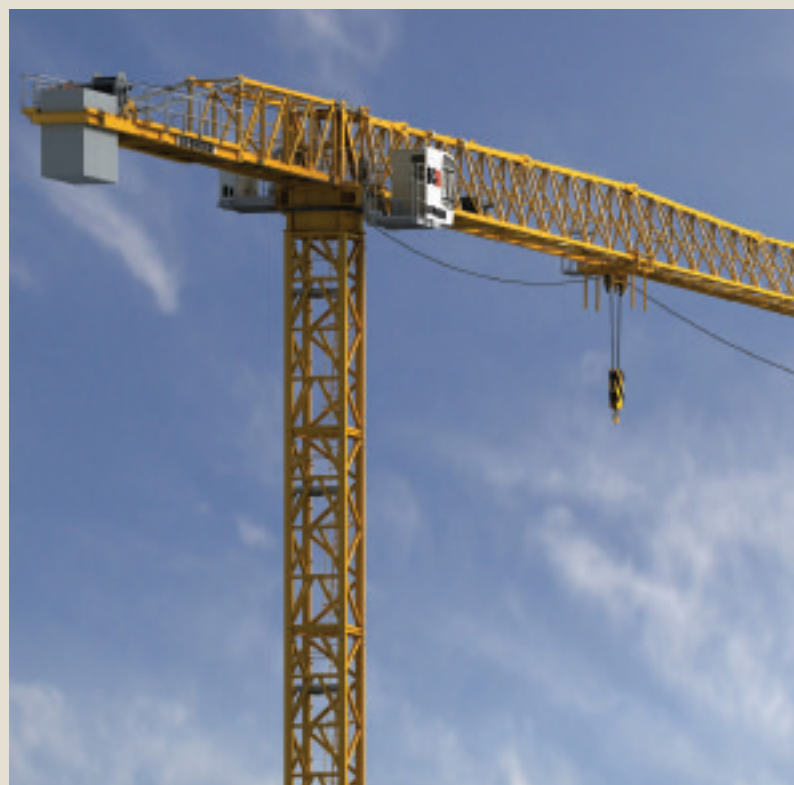
## Liebherr extends its Litronic flat top range

Liebherr has added a new weight category to its Litronic flat top crane series with the launch of the new 380 EC-B 16.

The new series flagship, first unveiled at Intermat in Paris in April 2012, extends the Litronic's lifting capacity to 380 tons.

The 380 EC-B offers a maximum radius of 75 meters, and can lift up to 3,400 kg on its jib. It can be specified in either a 12- or 16-ton capacity rating and can be fitted with either an IC or HC tower system.

The 380 EC-B comes with a compact crane superstructure that can be loaded onto five trucks. Its head, including the IC slewing ring support and the jib, can be accommodated in 40-foot containers.



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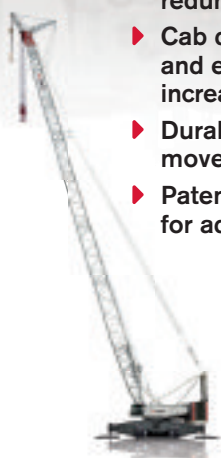
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The solvency of some of Europe's banks and individual countries continued to weigh on the markets in the early summer.

**Chris Sleight** reports

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

# Europe still weighs on markets

June saw a continuation of the issues that have dogged markets around the world for months, namely the continued banking and sovereign debt crisis in the Euro-zone. The nature of the problems have not changed over the last few months, or even since the end of 2011, when the currency bloc last teetered on the edge of oblivion, and it is the inability to find a consensus or a solution to the issues that continues to undermine the markets.

The problems in the region stem from too much debt for both the banking system and some countries. To date, the prescribed medicine has been spending cuts and various reforms. However, piling spending cuts on the already shrinking peripheral economies like Spain and Greece has worsened their economic decline, making it harder for them to borrow.

In Greece, the mood now

seems to be for an exit to the Euro. This is a dangerous path, as it could trigger a bank run and high inflation as the new currency devalues.

As far as the rest of the Euro-zone is concerned, there is a lack of consensus on how to best return the region to growth, and hence no clear indication of when the current recession will end. Germany is the largest member of the group, and continues to advocate austerity – partly because it is politically unpalatable for the German electorate to have to bail out spendaholic peripheral countries.

But this is clearly not working, and there is now a push for growth-oriented policies, helped by the election of left-wing Francois Hollande as French president in May. There is also increasing pressure to move towards some sort of Euro-zone debt mechanism – so-called Euro bonds – which would help mutualize debt in the

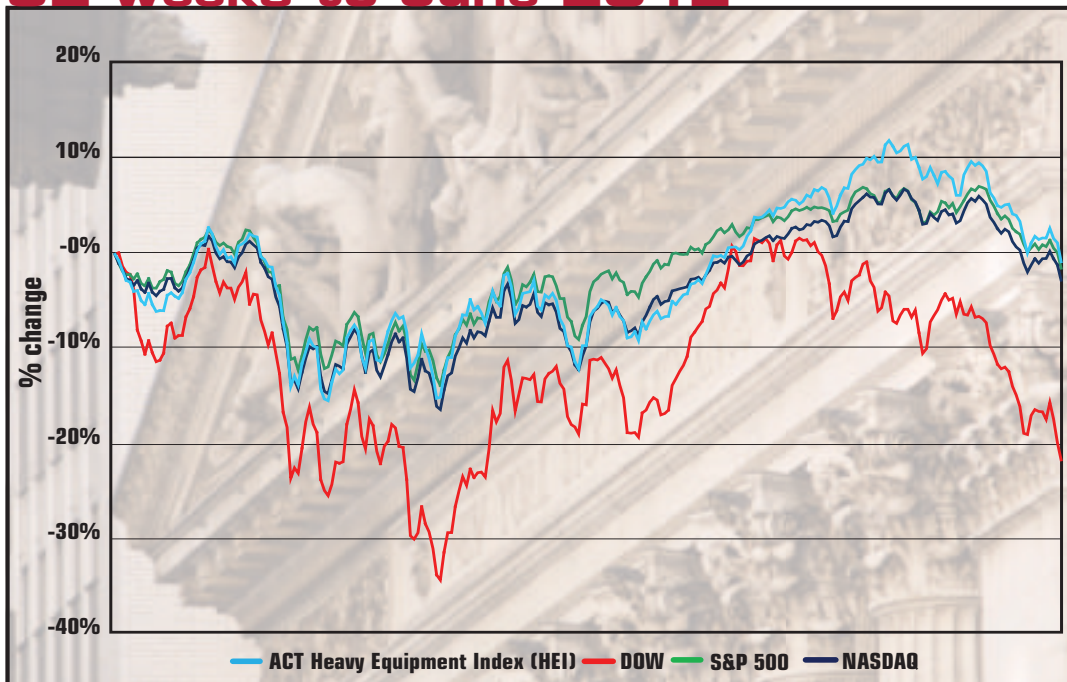
region and protect distressed countries like Spain from high borrowing costs.

Finally, the European Central Bank, the Euro-zone's Federal Reserve, is being pressured into some sort of quantitative easing to buy up sovereign debt in the region as well as provide more solid assurances for distressed banks.

But these policies are not in place, and there is not much political consensus on the subject within the Euro-zone. It is this continued uncertainty which is pushing down the markets, and the longer the situation goes on, the further shares will fall. There remains the fear that there will be some sort of 'Lehman moment' – whether it is Greece exiting the Euro or defaulting, the collapse of a major bank or another major event.

Europe's politicians need to put together a credible plan that will steer the region back to growth, and the sooner they do it, the better. ■

## 52 weeks to June 2012



**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*.



The image shows a large industrial construction site. A yellow Kobelco crane is lifting a large, green, cylindrical industrial component. The crane's boom is extended, and the component is suspended by green slings. In the background, there are other industrial structures, including a tall, green, cylindrical tower and various pipes and scaffolding. The sky is overcast.

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Jobsite safety must be reinforced during the hot summer months when heat hazards increase.

But this is true for all summertime activities.

**Terry Young** reports on how to keep your family safe this summer season

# Summer safety

**W**arm weather is here and with that comes the need for special precautions for summer safety. This month we are focusing on specific safety tips for you and your family this summer.

A family that has a member with a disability may need to develop a unique plan to provide special attention. Children should know their parents names, phone numbers and address. Be sure to teach young children when and how to dial 911. Emphasize that police and paramedics are there to help in an emergency.

## Pool safety

- Never leave children or vulnerable adults alone, in or near a pool.
- Train your family members in CPR and life saving techniques.
- If you have a pool, be sure the gates latch and the fence is at least 5-feet tall.
- Keep a phone and rescue equipment such as a life preserver and long pole near the pool.
- Use only approved swim vests. "Floaties" give a false sense of security.
- Children should take regular breaks to avoid becoming over tired.

## Bug safety

- Repellants that contain DEET should have no more than 10 percent concentration.
- Stay away from stagnant pools of water and heavily flowered gardens.
- If you are stung, remove the stinger using a credit card or your finger nail, gently scraping horizontally. Or pinch it out with a pair of tweezers.
- Do not use scented soaps, hair spray or perfumes when in areas where there are lots of insects.
- Wear shoes to avoid sharp objects and bee stings.

## Playground/outdoor safety

- Make sure metal slides are cool before using.
- Equipment must be in good condition.
- Teach your children to stay away from strangers.
- Wear a helmet and protective gear when riding a skateboard, bike, motorcycle or horse.
- If you are in a large park, select a meeting place in case someone gets lost.
- Swings should be made of soft material such as rubber or plastic.
- Trampolines are not recommended for young children.
- Avoid letting children cross the street alone.

## Sun fun

- Keep infants out of the direct sunlight.
- Wear light-weight clothing and hats.
- Sun glasses will also protect your eyes from the sun.
- Apply sunscreen 30 minutes before going outside.
- Use at least a (SPF) 15 sunscreen.
- Everyone should drink plenty of water and avoid caffeinated drinks.
- Do not leave children or pets in a car in the summer. A few minutes even with a cracked window can put them in immediate danger.
- The sun rays are the strongest between 10 a.m. and 4 p.m.





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## Maniowoc exclusive calculator sponsor for CCO exams

To support the National Commission for the Certification of Crane Operators' recently revised policy allowing the use of basic calculators on certain CCO written exams, Maniowoc Cranes, Manitowoc, WI, has donated 10,000 calculators for candidates' use.

Ingo Schiller, senior vice president of global marketing at Maniowoc, said: "We're delighted to support the continued development of NCCCO's operations through the supply of calculators for exams. Part of the reason NCCCO remains at the forefront of operator certification is its continual review of processes, and the supply of approved calculators is the latest example of that commitment. At Maniowoc we believe that properly trained and certified operators are the cornerstone to any competent and professional lifting organization."

Candidates taking Mobile Crane Operator Specialty exams will be provided durable new Maniowoc-branded calculators beginning July 2 for their use during the test administration and, thanks to Maniowoc's sponsorship, be allowed to keep them afterwards for their own use.

While use of the calculators is not required during the exams, the NCCCO-supplied calculators are the only ones permitted for use; for security reasons, candidates may not bring their own calculators into the secure exam room.

# NCCCO elects directors, officers for 2012/2013

The Board of Directors of the National Commission for the Certification of Crane Operators (NCCCO) has announced the industry leaders who will serve the NCCCO Board during 2012-2013.



Elected to the office of President for a one-year term is **Thom Sicklesteel** (left), Sicklesteel Cranes, Mount Vernon, WA. Sicklesteel, who has been a member of the Board since 2009, has previously served

as Secretary/Treasurer.

Elected to a further one-year term as Vice President is **Joe Collins**, Becht Engineering, Baytown, TX. Collins has been a member of the Board since 2010.

Elected to a one-year term as Secretary/Treasurer (and beginning a three-year term as an elected member of the Board) is **J. Kerry Hulse** (right), Deep South Crane & Rigging,



Houston, TX. Hulse also continues to serve the Board in the capacity of Chairman, Commissioners.

Following the retirement from the Board of **John Kennedy**, Maniowoc Crane Group, **J. Chris Ryan**, Boh Bros. Construction, New Orleans, LA assumes the position of Immediate Past President.

Newly elected to the Board for a three-year term is **James T. Callahan** (right), general president of the International Union of Operating Engineers, Washington, DC.



Other members of the Board are:

**Vinal George Bell**, Cianbro, Pittsfield, ME; **Peter Juhren**, Morrow Equipment, Portland, OR; and **Tim Watters**, Hoffman Equipment, Piscataway, NJ.

In addition to John Kennedy, **Dale Daul**, McGough Construction, St. Paul, MN, is also retiring from the NCCCO Board of Directors.

## NCCCO issues experience log book to newly certified crane operators

All newly CCO-certified crane operators now receive a Crane Operator Experience Log Book from the National Commission for the Certification of Crane Operators (NCCCO). The log book, which is provided free of charge within a few weeks of notification of certification, is designed to provide operators with a convenient and centralized place to record their seat time and details of their crane experience.

While use of the log book is optional, it may assist operators in recording the 1,000 hours of crane experience required for recertification, said NCCCO

Executive Director, Graham Brent.

The convenient, pocket-sized log book features one-week-to-a-view pages for the tracking of jobs, locations, cranes used, daily hours, and other information during a 12-month period. The book also has space to record personal information and CCO certifications, as well as emergency medical data and contacts.

A bonus section provides key references from OSHA 29 CFR 1926 Subpart CC, including power line safety guidelines, a list of crane types covered under Subpart CC, and OSHA standard hand signals. Important NCCCO contacts and information resources are also listed.





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In 2011, Texas issued a record-breaking 590,000 permits. In 2012, the state is on track to issue more than 700,000 permits



# Texas talk

**Carol Davis**, one of the most engaging administrators in the realm of state transportation, talks big about Texas, and for good reason. **D. Ann Shiffler** reports

“Everything is bigger in Texas.” This old adage certainly applies to Lone Star State’s transportation system. Texas is the number one U.S. export state, and about 17 percent of all U.S. exports pass through the Texas. The state has more than 90,000 centerline miles of on-system roadways and 50,000-plus bridges. At any given time, some 9,000 temporary and permanent restrictions are in place in Texas, most of which are potential impediments to oversize/overweight transport.

Manufacturers, shippers, carriers and consumers depend on moving cargo through Texas, and the state issues 27 different permit types to transport cargo exceeding legal size and weight limits. In 2011, Texas issued more than 590,000 permits, a record-breaking year. In 2012, the state is on track to issue more than

700,000 permits, an 18 percent increase.

Who is it that oversees the mammoth job of assuring overweight and oversized cargo is transported through Texas? That would be the Texas Department of Motor Vehicles, which is headed by a veteran in the business, Carol Davis.

For close to 25 years, the petite, yet dynamic Davis has toiled in the Texas transportation sector, learning the ropes of an industry that involves working with a host of people, ranging from the owners of small trucking companies to powerful business leaders and politicians.

Until January 2012, Davis worked for the huge state entity known as TxDOT. In 2009, the Texas legislature created the Texas Department of Motor Vehicles (TxDMV), and the Motor Carrier Division’s (MCD) oversize/overweight (OS/OW) permitting and size/weight administrative enforcement programs were transferred from the Texas Department of Transportation (TxDOT) to TxDMV in January 2012.

>22

“I’ve heard of at least one state where employees use a paper map, a push pin and a string with 1-mile increments marked so they can calculate the state mileage fee as the crow flies.”



Davis also made the jump to the TxDMV.

“TxDMV was created to be customer-focused and retail-oriented, so it’s a good fit for our motor carrier programs,” says Davis. “It’s a very exciting time for us, with many opportunities to re-think state government. Right now I’m engaged in TxDMV initiatives to implement enterprise-wide technology, organizational, and business process improvements. I’m also working to ensure continued collaboration with TxDOT to get the information we need to safely permit and route transported cargo.”

One of the biggest initiatives of her department has been the implementation of the Texas Permitting and Routing Optimization System, known as TxPROS. Launched in August 2011, Davis says the new system has been a huge convenience for transportation companies that do business in Texas. TxPROS was implemented just in time for a notable increase in permit applications, as well.

“Over the past 9 months we’ve routinely issued 2,600 to 3,200 permits daily, and on May 29th we broke our all-time record by issuing 3,674 permits,” Davis says. “In one day!”

Before TxPROS, Davis says the state couldn’t easily capture specific, industry-type information for permitted loads. “It was all calculated manually, and we didn’t do it very often because of the manpower involved,” she says. “TxPROS automated that task, and the majority of permitted cargo for the first 9 months of fiscal year 2012 is related to oil and gas production (40 percent) and general/roadway construction (25 percent).”

We caught up with Davis in late May to discuss her department’s efforts to automate Texas’ permitting process and talk about oversized/overweight transportation issues in general.

## WHAT IS TXPROS? HOW IS IT WORKING?

TxPROS was launched in August 2011 after four years of development. TxPROS provides beginning-to-end permit processing, tracking, financials and workflow/performance management capabilities for both customers and the state. TxPROS provides integrated, GIS-based mapping and routing with real time restriction management for true (versus “static”) automated routing.

TxPROS has built-in flexibility so designated staff can change fees, add permit types, change “help” verbiage and



forms, and a multitude of other tasks that will allow us to respond more quickly to changing needs and save us money over the program’s lifecycle. Both MCD and customer dashboards provide real-time information on permit statuses and workflow. MCD can adjust staff resources in real time to meet the current work volume.

Before TxPROS, customers could submit applications online through our old Central Permitting System, but those applications sat in a queue until normal business hours. Every morning we faced 600 to 800 applications when we walked in the door and it was often 10 or 11 a.m. before we could start working on today’s applications. We manually processed applications and routed trucks using customized paper maps.

With TxPROS, customers can self-issue the majority of permits types online 24/7, including general permits to transport loads up to 16-feet-wide, 16-feet-6-inches high, 110-feet-long and weighing 180,000 pounds. Customers can manage their own accounts, user rights, inventories, yards, financials and reporting. If they choose to save their truck and trailer information, they don’t have to re-key it for every application. The streamlined processing and self-service capabilities TxPROS provides allow us to use our staff time working on more complex permit types, process those permit applications more quickly, and provide better customer service for all.

We collaborated closely with our staff and customers – the true system users – from project design

through development, testing and implementation. The initial successes we’ve had with TxPROS, and its simple, intuitive design, are a direct result of that collaboration.

TxPROS will always be a work in progress as we continue to improve it. From day one, more than 50 percent of customers have self-issued their permits online and that number keeps growing. We’ve been able to issue more permits in the first 9 months since implementation than was ever possible before. We’ve collected an additional \$14 million in fees during that timeframe. Not bad for a \$1.6 million investment.

## WHAT TYPES OF VIOLATIONS ARE MOST COMMON IN TERMS OF OVERWEIGHT/OVERSIZE CARGO?

From looking at law enforcement citations and our own size/weight administrative enforcement actions, a few types of size and weight violations stand out: overloading axles, which causes some of the more serious pavement damage; improperly loading tall cargo and hitting bridges/overpasses; and then just plain disregard for permitting requirements, with no company program in place to ensure they operate within the law.

You see a lot of interesting things, and I often wonder, “What was this person thinking?” Carriers who routinely add extra weight to each truck with no regard for roadway or bridge damage. Individuals who routinely shave 10,000 pounds off their gross weight to avoid the route inspection process. Shippers who are more interested in the “low bid” carrier than in operating within the law, and don’t





**Carol Davis, (left) was a part of a panel of regional transportation officials that presented an update at the SC&RA Specialized Transportation Symposium in Kansas City in March 2012. Pictured, from left, are Davis, representing TexasDMV and Western Association of State Highway and Transportation Officials (WASHTO); Tommy Thames, Mississippi DOT and the Southeastern Association of State Highway and Transportation Officials (SASHTO); Angela Woodard, Indiana Department of Revenue's Oversize/Overweight Permit Section and Mid America Association of State Transportation Officials (MAASTO); and Glenn Rowe, Pennsylvania DOT and the Northeast Association of Transportation Association (NASTO)**

consider their own potential liability in those situations.

I don't think people understand the potential risks involved – to the traveling public, people and cargo and the transportation infrastructure. Or maybe that's just a risk they're willing to take. In the end, we're all taxpayers and we all pick up the tab.

**TEXAS HAS A REPUTATION OF BEING ONE OF THE MORE "HEAVY HAUL FRIENDLY" STATES. WHY DO YOU THINK THIS IS THE CASE?**

In our case we're very cognizant of the big picture and the role we play in it. That's something our employees learn from day one. We've built a high-performing, accountable culture where employees are focused on finding solutions.

We aim to smash what I call artificial roadblocks – requirements or practices that have no basis in statute or maybe no longer make sense. We try to approach challenges creatively with a big picture focus. Now, the carrier may have to "go the long way" to get from Point A to Point B. They may have to barge their cargo further than expected, or mitigate for bridges that can't take the weight. But we will do everything within our power to make it happen. I can't recall a single case where we've said, "Sorry, you can't get from here to there."

In addition to educating our employees and customers, we make the effort to educate/inform our agency peers on the ground. We want them to understand what we do at MCD, how we do it, and why it's important. This helps break down organizational silos and head off

complaints about all the big trucks we're sending on their roads. We strategically develop MCD's management team and staff to help meet our goals. We reach out to our industry partners to better understand their needs and points of view, and incorporate their input into our operations. All of this is an ongoing process and none of it happened overnight, or by accident. It's been part of MCD's strategic plan for years.

**WHY DO YOU THINK OTHER "LESS FRIENDLY HEAVY HAUL" STATES ARE MORE RELUCTANT TO ADDRESS UNIFORMITY?**

Each state has unique challenges. It may not be that they're more reluctant. It may be that they're less able to address these challenges. Some state motor carrier programs are buried deep within engineering-focused organizations. Many programs are under-resourced and don't have current technology.

I've heard of at least one state where employees use a paper map, a push pin, and a string with 1-mile increments marked so they can calculate the state mileage fee as the crow flies. Many state government staff aren't exposed to the big picture issues and their overall role, or they don't have the ability to engage upper management about the importance of their programs. And then there are always bad actors in the industry who give everyone a bad reputation in the eyes of state employees. And unfortunately, there are always employees who will protect their turf at all costs – even if it impacts their customers and their own state's economic vitality.

We need industry leaders to help effect real, wide-scale change. We greatly value and need industry collaboration on

regional and national Highway Transport Committees, but you're essentially preaching to the choir. For the most part, the state people at those meetings get it. We need industry – motor carriers and shippers – to partner with us and help elevate these issues within state organizations.

Don't yell at the permit clerk who's buried in the weeds: Start having real conversations with state leadership about the importance of these industries to the economy, American job growth, infrastructure funding; discuss your customer service needs, the pressing harmonization issues between states and how that affects business operations. Take on a leadership role and collaborate on state and national solutions.

**CAN YOU DESCRIBE A FEW OF THE MORE MEMORABLE HEAVY HAUL PROJECTS IN TEXAS OVER THE PAST FEW YEARS?**

Of course cargo bound to aid in disaster recovery efforts always have an impact. People are hurting and we get to help facilitate the delivery of food and water, or construction equipment and cranes to dig out. We play a small role but at least we're not helpless.

There have been so many memorable projects – and every day there's something new. Everything from mega-load generators and transformers to help support our electrical infrastructure, to movie props, numerous space shuttles, and Christmas trees bound for the White House. Everything has a personal connection for me.

Early on I was too embarrassed to ask someone what a pig launcher was, so I asked my dad. Turns out it's a piece of oil field equipment. I got over my embarrassment and still ask stupid questions today.

In 1997 we were so proud to contribute photos of permitted loads to TxDOT's 80th anniversary exhibition. We had a dusty photo of a Victorian-era house being moved. I thought it looked really interesting and included it. When our then-executive director passed by, he whispered that the house was actually the infamous "Chicken Ranch." Never could confirm that, but the photo came down.

And I'll never forget one of my first permit field trips. They transported the replica of Columbus' ship, the Niña, from Port Aransas to Irving, TX. This would normally be a 450-mile trip by car, but the tour was sponsored by a local burger chain, so every night they had to stop

**TxPROS provides beginning-to-end permit processing, tracking, financials and workflow/performance management capabilities for customers and the state.**

**The system provides integrated, GIS-based mapping and routing with real time restriction management for true automated routing**

at one of those restaurants. And on the return trip they had to take a different route to stop at different restaurants. I'm sure it was a nightmare for whoever routed and issued that permit. Families came out to see the Niña in every town. I got my first ride in a cherry picker to take photos. And even though that ship looked huge on a trailer, I still wonder about the courage it took for the original sailors to leave their homelands for unknown lands, on a wooden boat that was about 70-feet-long, 22-feet-wide, 21-feet-tall, and weighed less than 75 tons. Truly amazing!

#### **WHAT IS THE ROLE OF AASHTO AND WASHTO? WHAT IS YOUR AFFILIATION WITH THESE ORGANIZATIONS?**

AASHTO is the American Association of State Highway and Transportation Officials, and I'm involved on the executive committee for the Subcommittee on Highway Transport. Regional committees are independent, such as the 18-state Western Association of State Highway and Transportation Officials (WASHTO) Committee on Highway Transport (COHT) that I chair. The primary goals of the WASHTO COHT are to identify and explore major motor carrier industry-related transportation issues, define actions and solutions, improve coordination and communication, and to recommend policies, position statements and standards. The WASHTO COHT also administers the 12-state Western Regional Permitting Agreement.

Over the past few years we've had a lot more interest and participation by motor carriers, shippers and logistics professionals. We're all starting to realize that freight transportation issues can't be addressed solely on a state-by-state basis – it needs to be addressed regionally and nationally. Truck size and weight issues are of big interest right now because of several proposals to raise limits at the federal level.

Commercial vehicle safety and

enforcement are big because of the U.S. DOT's Compliance, Safety and Accountability (CSA) program. Harmonization of state permitting requirements is a big issue because it impacts every carrier transporting OS/OW cargo between states. Industry is starting to ask if "all the states have different slide rules" because of the harmonization issues.

Participation beyond our normal motor carrier stakeholders has caused us to think about these issues in new ways. The Mid-America group, formerly known as Mississippi Valley, has reformed and they're making great strides in documenting state permitting requirements and looking at regional standards. Last year Glenn Rowe from Pennsylvania attended our AASHTO Subcommittee meeting, and subsequently the Northeast region is starting to come back together as a group. There's a lot of cross-pollination between these groups as we work through the challenges.

Right now we're looking at proposing major revisions to the *AASHTO Guide for Vehicle Weights and Dimensions*, which hasn't been overhauled in a decade. We're looking at how we can address some low hanging fruit issues related to permitting harmonization. Things like lights, signs, flags, etc. The states have been involved in several conference calls on the issues, and the subcommittee is pulling together an industry advisory group to help us. Our next subcommittee meeting is in July in Milwaukee. Again, this effort will eventually require the support of executive management at the state levels, and we cannot be successful on our own. We need

industry out there helping to bring issues forward and garnering support.

#### **WHAT IS IT YOU LIKE ABOUT YOUR JOB? WHAT IS IT YOU DON'T LIKE ABOUT YOUR JOB?**

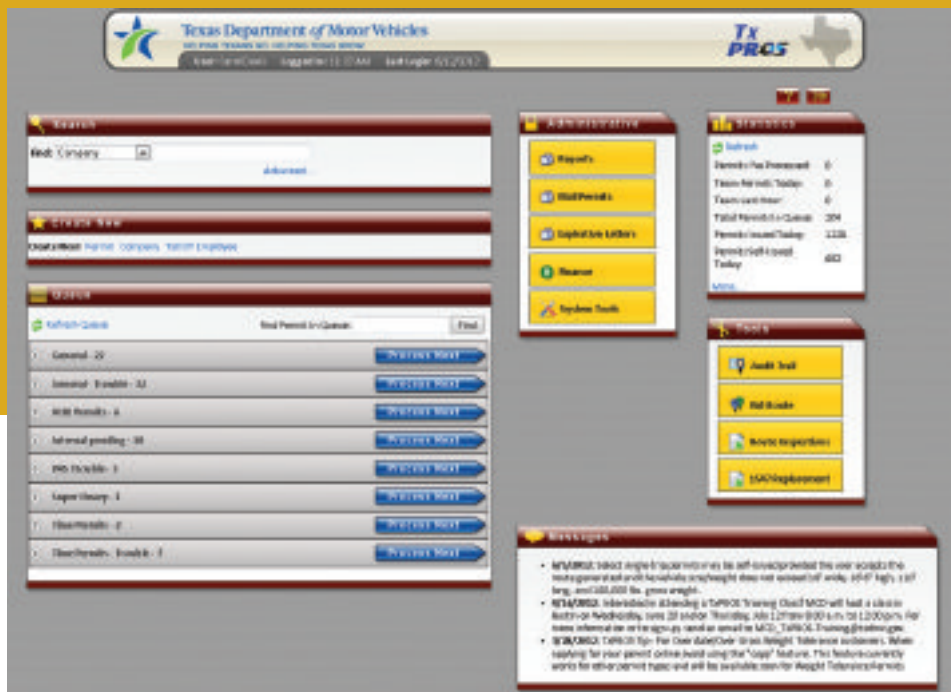
I have the opportunity to work with great people who do amazing things as a part of their normal routine. Each day brings new challenges and puzzles to solve. I get to poke around on tours of incident command centers, state-of-the-art manufacturing and logistics facilities, ports, and even the underbelly of a cargo vessel; see what happens in real life and maybe get an idea or two for our own operations.

I get to mentor others to reach their potential, and watch them spread their wings and fly. I get to help people connect the dots from a heavy load on the highway to flipping a light switch in their kitchen. I perform a public service that has meaning to me.

Of course, there will always be disappointments and setbacks, but overall, what's not to like?

#### **WHAT IS IT ABOUT THE TRANSPORTATION INDUSTRY THAT KEEPS YOU ENGAGED?**

Transportation is the lifeblood of modern civilization. We built major trade routes, seaports, airports, highways, railroads and intermodal facilities. We even send humans and scientific instruments into the far reaches of space. But while other countries are investing heavily in their transportation infrastructures, we seem to be in perpetual political, and actual, gridlock when it comes to transportation. How could anyone be disengaged from something so critical?







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# New energy

Companies in the Eastern U.S. have done what it takes to stay profitable, whether that means changing their service offerings or chasing new types of business.

**Hal Lundgren** reports

**N**atural gas is colorless, odorless and, for Mansfield Crane, profitable. Just in time, too.

Based in Mansfield, PA, the company serves southern New York and northern Pennsylvania customers. Once 50-50 in its two-state customer balance, the company now does about 80 percent of its business in Pennsylvania. President Trapper Wyman has Marcellus Shale natural gas to thank for that upsurge.

"We were energy-aware back in 2000," says Wyman, who founded the company with his father, Edward. "When Marcellus Shale opportunities took off, we were there. We were prepared to get in on it. And we did."

Wyman says Mansfield performs rigging, lifting and hauling for Marcellus Shale customers.

"We take care of everything for them," he says. "The Marcellus Shale accounts for about 70 percent of our business. We were lucky to get in on it when we did."

Mansfield Crane's fleet consists of eight cranes with capacities to 275 tons. Wyman anticipates little change in 2012 from 2011. He sees steady Pennsylvania business and continued New York softness.

"Southern New York sort of fell off the cliff for us," he says. "There's nothing happening right now, nothing opening up that will change it for us."

Wyman regrets the tail-off in his company's New York energy work, adding, "Energy can lead to so much business in infrastructure and other areas."

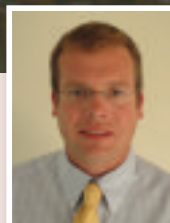


**Mansfield Crane uses its GMK 5275 to move an oil rig in Pennsylvania**

Natick, MA-based O. B. Hill Trucking and Rigging also prepared early for its success. The company started in, so to speak, "the ice age." The company's headquarters sits on the same land where President Bryant Hill, Jr.'s grandfather built an ice house a century ago.

As people began switching from ice boxes to electric refrigerators, the company reinvented itself as a trucking and rigging specialist. More recently, O.B. Hill has become a busy carrier of Boston-area healthcare equipment, as well as a servicer of hospitals, pharmaceutical

“When Marcellus Shale opportunities took off, we were there. We were prepared to get in on it. And we did.”



**TRAPPER WYMAN**  
Mansfield Crane



makers and high-tech businesses.

If a hospital needs a giant MRI machine picked up, safely hauled, then lifted to the correct floor, O.B. Hill can handle the job. Bryant Hill stands confident in the company's experience in handling each step of a job, even a fragile \$1 million or \$2 million medical device.

"If it's shipped in (to the Boston area), we can pick it up and deliver it to a hospital," he says. "We're also there to rig it out. If a customer asks us, 'We're not sure what we'll do with the equipment that's being replaced. Do you have a place to keep it until we make a decision?' We do. So we can haul out the replaced medical machine and store it."

## Personal touch

According to Hill, his state's economy is strong enough to generate plenty of local business.

"We certainly could handle a load to North Carolina," he says. "But that's not business we would solicit. We're fortunate to have plenty of business close to us."

Hill says the company has had a series of profitable years.

"Even in 2008, a down year for so many, we made a profit," he says.

Hill, 63, started with his family business at 22. One reason he "still loves the

"Rigging, the industry we're now in, doesn't lend itself to being gigantic. So we're not."

**JIMMY BIONDI**  
W.J. Casey Trucking and Rigging

industry" is the personal touch his company offers customers.

"We don't sell a job, and then walk away from it," he says. "Our people stay with it. When the work starts, we don't send in a foreman who's unfamiliar with project, and then have him look up and ask, 'What's supposed to be going on here?' People familiar with our jobs stay with those jobs."

As O. B. Hill has relied on several reinventions, Moores Crane has a different take on the future. The Dover, NH, company puts more faith in its past than a business plan for 2013 and beyond.

Owner Hadley Moores says, "We look at our history, what we've been doing, to determine where we're going."

The approach has worked consistently. "Our business has been a little better in each year since 2008," he says. Nearly all of Moores' work is in New England, and four-fifths in New Hampshire.

"From what we see, New England is doing better than the rest of the country,"

**O.B. Hill Trucking & Rigging Company's General Manager Jennifer Grandoni, President Bryant Hill and Operations Manager Andy Hill show off their SC&RA 35-year Longevity Award. The siblings have reinvented the company to go after new markets, such as moving medical equipment**



**O.B. Hill Trucking & Rigging hauls concrete panels used at Fenway Park**

**Based in New Jersey, W. J. Casey Trucking and Rigging performs a lot of work upgrading utility substations and on infrastructure repair and replacement**



he says. "We're tied to customers we've served for years. It's like, 'If you're busy, we're busy.' When someone asks what next year will be like, I'm never sure I have an answer. A lot of that depends on what we're asked to do. If the phone rings and a customer wants something done, we go do it."

## Customer focussed

Branchburg, New Jersey-based W. J. Casey Trucking and Rigging also links its success to the repeat customer.

"What we try to accomplish isn't very complicated," says Jimmy Biondi, president. "Most of our customers are within 100 miles of our headquarters, although we do have good customers in Maine and New Hampshire. We are always prepared to go where people pay us to go. Because we're small, we provide very personalized service. Our customers appreciate that. They know we're there to spoil them with our service. And we do."

Biondi says the company name survives despite a shift from trucking to rigging.

"The trucking side of our business has gone to the wayside," he explains. "In trucking, we realized that you either have big volume or you die. We have 25 people. We had twice that many when we were in trucking. Rigging, the industry we're now in, doesn't lend itself to being gigantic. So we're not."

In New Jersey, Biondi sees a steady need for the services that Casey offers – upgrading utility substations and plenty of infrastructure repair and replacement.

But no matter the project and its location, Biondi insists the "how" is the job's most important element.

"Our company has been around for three generations," he says. "We continue to understand that we have to keep spoiling our customers."





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Long considered a 'niche' crane, telescopic crawler cranes are busting out of that category. **D. Ann Shiffler** reports

Liebherr recently extended its telescopic crawler crane line with the introduction of a 220-metric ton capacity unit known as the LTR 1220



# Niche no more

**D**oug Williams could be described as a connoisseur of cranes. The president and CEO of Buckner Companies has helped his company build an enviable fleet of crawlers, ATs and RTs that are used on projects throughout the United States. Williams assesses the cranes his company purchases based on a variety of factors, with durability, flexibility and ease of operation all on the list. For several years he has looked at the idea of buying a telescopic crawler crane.

"I've always had a lot of interest in them, both the Mantis line through the years and then when Liebherr came out with the LTR 1100, I was really impressed with it," Williams says.

And so he made the plunge, adding four Tadano Mantis and four Liebherr telescopic crawlers to the Buckner fleet over the past nine months.

"We've have found them to be very useful cranes," says Williams. "We are currently using them on wind projects and on power line transmission projects. We have five of them working in the mainland U.S. and three working in Hawaii."

On a wind farm job in Hawaii, Williams says the three telescopic crawlers have proven themselves very useful, handling support work and unloading. The LTR 1100 is strong enough to set the lower portions of some of the wind towers.

## Unexplored potential

When the wind jobs are complete Williams says he envisions putting these units in refineries, power plants and on general construction jobsites.

"We are finding that because of their ability to crawl, they can by far, in certain situations, especially in tailing, tilting up a load or working in a storage yard, they can far exceed the same capacity RT or AT. If you think about it, to get your full capacity on a RT or AT you have to have your outriggers down, so if you need to move something 50 feet, you have to increase your radius and therefore reduce your capacity. But with a telescopic crawler if you need to, you can cover that 50 feet by crawling."

Williams says customers have loved the telescopic crawler and have commented that for their particular applications they are using these cranes for work that might

have taken a crane 1½ to two times larger because of their lack of mobility. He says manufacturers have realized the potential for higher capacity telescopic crawlers.

"We think [with these cranes in our fleet] we have an unexplored advantage that we can see coming in other areas like refineries and power plants and general industrial and construction work.

Williams says in the 100-ton and above capacity, his company probably has the largest single fleet of telescopic crawlers in the country. "We've made a significant investment in this type of crane," he says. "We are impressed with them."

## Great fleet addition

"Historically, the telescopic crawler market was a niche market," says Bill Stramer, vice president of marketing, sales and support for Link-Belt. "But it's not a niche market any more. It's a growing and very active market because these machines have tremendous jobsite capabilities."

Introduced three years ago, the Link Belt TCC 750 was designed to be robust, yet simple to operate.

"These machines are designed to walk

great distances and they offer tremendous jobsite flexibility,” he says. “They can work in extremely tight conditions and they can pick and carry loads with ease. They have a lot of travel power which allows them to move up and down steep slopes and get in where other cranes can’t. With the TCC 750, it moves from job to job in just two loads.”

Link-Belt introduced its TCC 1100 in 2011. “Although we consider this crane a ‘clean sheet of paper,’ our engineers were able to utilize components from our other cranes. We were able to utilize a lot of components from our other models for this crane,” he says. “The turntable bearing is the same one we use on our 130-ton rough terrain crane. The boom is the same as our 110 ton RT. It has a full power 150-foot boom. We also utilized the same three-piece bi-fold fly.”

The TCC 1100, similar to the TCC-750, was designed to provide three lower gauge/width positions, and both models were designed for quick assembly and disassembly. The TCC 1100 can be moved in just four loads, Stramer says.

“We think we are pretty quick with mobilization/demobilization tasks,” he says. “The main machine house is 90,000 pounds. The machine actually self-assembles the tracks and is very stable during this operation due to the wide outrigger stance of the car body.”

Stramer says the expectation is that tele-crawlers are most utilized in transmission

line work. However, these cranes are now working in refineries, on wind farms and they “shine” in the oil patch, he says.

Stramer says that telescopic crawlers have become a wise fleet purchase.

“For fleet management, this crane is a good idea,” he says. “It has really strong capabilities.”

## Looking back

Looking back at the history of the telescopic crawler in the U.S., SpanDeck was the first prominent manufacturer in the telescopic crawler space and for years owned the market for this type of crane. Introduced by SpanDeck in 1979, the earliest models were the 2010 and the 2610, with 10 and 13-ton capacities, respectively. The company later expanded the line to include higher capacity cranes such as the 18-ton 3612 and the 25-ton 5012 introduced in 1983. Power line contractors discovered the crane and it became the machine of choice for that type of work.

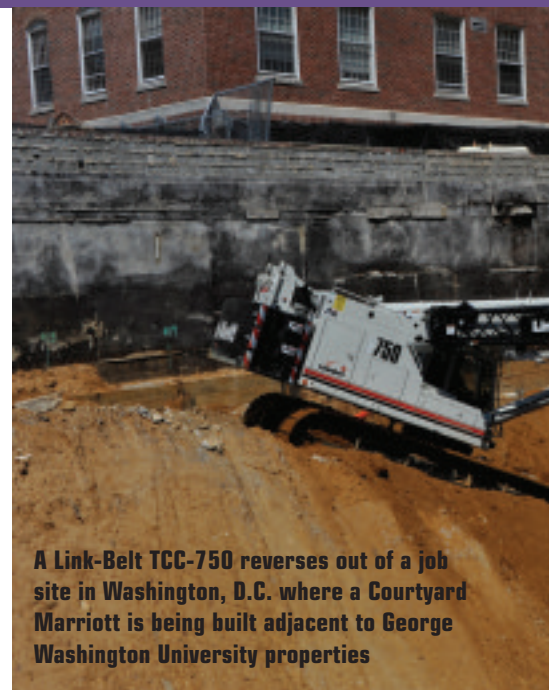
Through the years the SpanDeck Mantis line grew in models and capacity. In 2007 Mantis introduced the 200RS 100-ton telescopic crawler crane developed to assist in the clearing and recovery efforts following train derailments. In late 2008 Tadano acquired Spandek and the Mantis crawler crane product line. Today the line consists of eight models: the 30-ton 6010, the 6010LP (a compact dimension version of the 6010), the 40-ton 8012, the 45-ton 9010, the 50-ton 10010Mx, the 77-ton 15010, the 100-ton 20010, and the 100-ton 200RS.

The market for the telescopic crawlers looks to be strong and growing for the near future, says Ed Hisrich, vice president of sales and customer support for Tadano Mantis. “We are seeing demand in power transmission, wind power and the oil patch,” he says. “As long as oil stays above \$75 or \$80 a barrel I think the oil and gas market will be okay.”

The wind market continues to be strong in 2012 but it will likely fall off in 2013, Hisrich says. “The wind market is ultimately going to depend on what happens with the PTC and if that gets passed by Congress,” he says. “I’ve seen all kinds of numbers about what wind is going to do next year. We know it will be down but how much is the question.”

All in all, Hisrich says the market for tele-crawlers is “pretty strong and I don’t see it changing significantly.”

The Tadano Mantis “marriage” is now about 3.5 years old and it’s been a win-win



**A Link-Belt TCC-750 reverses out of a job site in Washington, D.C. where a Courtyard Marriott is being built adjacent to George Washington University properties**

situation for both the company and the product.

“We’ve made a lot of improvements on the manufacturing end of things in terms of work flow processes. Quality is high and we are working on some development projects down the road. The marriage has been good and we are going to continue to put out better products every day. And we will have some new products coming in the future.”

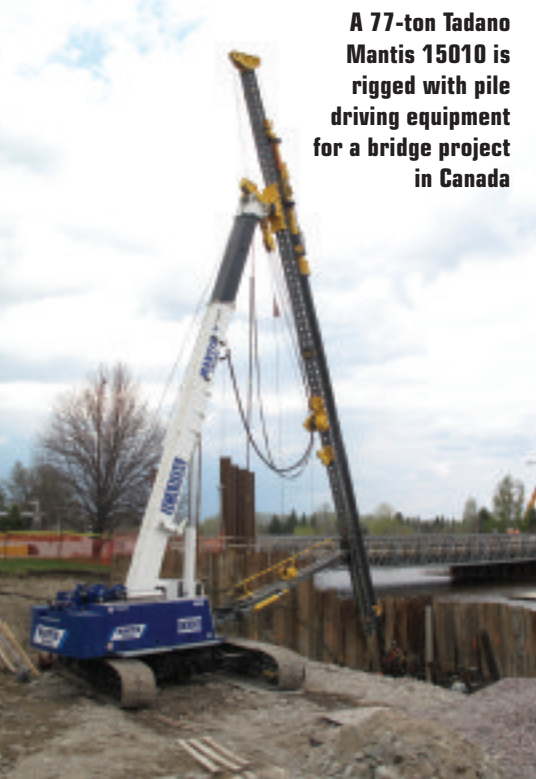
In terms of producing higher capacity telescopic crawlers, Hisrich says he thinks Tadano Mantis will develop “somewhat higher capacities.”

“I don’t see going tremendously higher but I do see us increasing capacities in the next few years,” he says. “We are going to maintain our core competencies and that being a robust machine. We will add new features and upgrade capacities and change some of the design to continue to make the product better.”

Over the last few years, the Tadano Mantis telescopic crawler range has gained attention in a range of markets, including pile driving. A 77-ton capacity Tadano Mantis 15010 was recently rented by Icanda Corporation from Cropac Equipment, a Tadano Mantis dealer. The crane was rented with 78 feet of Birmingham Foundation Solutions L-15 vertical travel leads, a Birmingham B-21 Diesel Hammer and an HHH-12 hydraulic spotter. Icanda is using the crane and pile driving system to drive 14-inch pipe piles for a bridge foundation in Saint Méthode, Quebec.

“The unique ability to quickly adjust both the telescopic boom and spotter length has enabled Icanda to perform

**A 77-ton Tadano Mantis 15010 is rigged with pile driving equipment for a bridge project in Canada**







the piling job with less excavation at the worksite because the boom can be retracted and spotter extended to achieve the 3:1 fore-batter for driving piles; then the boom can be extended and spotter raised and retracted to achieve a reverse batter (thus consuming less space) while loading piles into the lead system,” Tadano Mantis says.

The company says that Icanda identified the Mantis 15010 as an ideal pile driving crane because of its heavy duty design and the flexibility of the telescopic boom.

### German ingenuity

Liebherr has extended its line of telescopic crawler cranes with the introduction of the 220-metric ton capacity unit known as the

LTR 1220.

The new LTR 1220 features a 60 meter boom, which the company says “outdistances any telescopic crawler cranes offered by the competition both with regard to load capacity and boom length.”

The Liebherr line of telescopic crawlers includes the LTR 1060 with a maximum load capacity of 60 metric tons, the LTR 1100 with a capacity of 100 metric tons, the new LTR 1220 and the 1,200 metric ton LTR 11200 heavy lift crane with the narrow crawler travel gear.

The new LTR crawler travel gear provides strong off-road capacity and maneuverability, and the crane can travel under full load, Liebherr says.

The 60-meter telescopic boom on the LTR 1220 is derived from the LTM 1220-5.2 mobile crane. With the company’s Liebherr Telematik telescoping system, it can be extended fully automatically to the desired length. The telescopic boom can be extended by a biparted swing-away jib, 12.2 to 22.2 meters long, which can be lengthened still further by means of two 7-meter lattice sections. Additionally, a 7-meter lattice section is available, which is fitted between the telescopic boom and the swing-away jib, in order to raise the connection point of the jib, capable of being luffed by up to 45 degrees. As an option, the swing-away jib can also be adjusted hydraulically. Operators of the LTM 1220-5.2 mobile crane can also use existing equipment elements on the LTR 1220.

The travel gear of the LTR 1220 can be

hydraulically telescoped out from the crawler carrier width of 4.5 meters to the intermediate width of 5.88 meters or the maximum width of 7.25 meters. The basic machine, with crawler carriers one meter wide, weighs in at about 90 metric tons and has a minimum overall width of 5.01 meters. The crane is capable of assembling itself.

The LTR 1220 makes use of the new Liebherr LICCON2 crane control system and the crawler chassis travel can also be operated via remote control.

**A Link-Belt TCC-750 helps install individual caissons used for foundational support**



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Like most sectors, the market for carry deck and industrial cranes is better off than it was a few years ago. **Lindsey Anderson** reports

# Mini lifters



**A**cross the board, demand for carry deck and small industrial cranes is largely up over last year, and manufacturers are reporting they expect 2013 to be even better.

Ruben Olivas Saunders, global product director of truck cranes, boom trucks and industrial cranes for Manitowoc Cranes, and Thomas McCallum, director of industrial crane sales and crane remarketing for Manitowoc Cranes, both say the industrial crane market is getting stronger.

"Rental rates, for the most part, are

increasing and dealers are very satisfied with the performance and utilization of industrial cranes," McCallum says.

Saunders says demand is definitely higher than the 2008 through 2010 downturn. "We can safely say we are getting back to 'normal' sales volumes and demand," he explains. "Dealers are getting industrial cranes into new or different markets, thus increasing demand and usage."

For Broderson Manufacturing Corp., which has produced carry deck cranes for more than 35 years and just celebrated its 10,000th unit off the line, the market has been solidly up over the last year.

"Based on feedback from our dealers we feel demand will remain strong through 2013," says Jim Miller, district manager for Broderson. "Five years ago demand for our cranes was at an all-time high. Though we have not reached that level again, we are approaching it. Large jobs are pushing the utilization rates at our dealers and they are growing their fleets to meet the demand."

According to Miller, North American demand is currently broad based. Broderson's key markets include petrochemical, automotive plants (new construction and maintenance), pulp/paper and power generation.

"[Our markets] that we serve are in expansion/improvement mode and our

dealers are beefing up their rental fleets as well as retailing machines," Miller says.

## Market options

For Italian-based Valla, which produces electric industrial cranes, demand is also up. "In the last few years, we have been gaining more exposure and interest in the North American market, which have only been linked to positive outcomes," says Elisa Muntoni, who manages North American sales for the company.

Valla has been operating in the U.S. for three years and targets a niche market with its cranes. Mostly, the units are used in construction, automotive, aerospace, tire manufacturing, power plants, plant maintenance, chemical, petrochemical, marine, glass, stone, paper and textiles.

"Our machines are electric so they produce zero emissions and give users the ability to utilize them indoors. They are ultra compact and do not include outriggers," Muntoni says. "[The cranes] are very maneuverable and precise, which allows them to be used in tight areas, reaching into tight spaces, the boom moves loads with great stability."

For Manitowoc's line, most applications are factory work related, but carry decks also work in refineries, automotive and manufacturing. Like its competitors, Manitowoc sees its industrial cranes



**Manitowoc's Grove YB4409 is popular for yard and industrial plant use**



Broderon recently manufactured its 10,000th unit



being utilized for a variety of industrial applications in tight spaces where lifting solutions are needed, or on yards that require the typical carry deck application.

"Currently, the most active industrial cranes are the 9-ton and 15-ton cranes, which are widely accepted by most industries and rental fleets," says McCallum and Saunders. "The industrial crane is not too complex for operators and they feel comfortable when operating one."

Italian-based Valla has seen a growing demand for its cranes in the United States



## Model trends

Broderon's Miller says the company is seeing demand for all of its units.

"The trend for sales of all models has been up," he says. "The IC-80 (9-ton), IC-200 (15-ton) and IC-250 (18-ton) are the most popular rental fleet machines right now."

What could be even more popular, too, is a new unit. Broderon is currently prototype testing a new 25-ton model that will go into production late this year – the IC-400. The company is also working hard on engine regulations.

"We are putting a huge engineering effort into moving to Tier 4i and Tier 4 engines for all models," Miller says. "We are also aggressively pursuing CE/EN13000 certification for European markets. We just finished this certification for our IC-250."

Valla is seeing a growing trend toward "being green and decreasing emissions as much as possible," Muntoni says. "That is why our electric cranes have been gaining market share and attention in North America."

According to Muntoni, the U.S. Navy, the Port Authority of New York and New Jersey all have mandatory rules about lowering waste and emissions, which drives demand.

"Another change that we are noticing

**Valla cranes distinguish themselves in the market because they are electric and do not produce emissions, an important attribute when working inside a factory or plant**



is linked to the current condition of our economy. Since many companies have been looking for ways to cut costs, many have resorted to downsizing their square footage," Muntoni says. "Our cranes have been helpful to many companies that have space limitations because our machines have small footprints, which allows effortless maneuverability and they have the ability to carry large loads. All these reasons pushed United Rentals to think ahead and decide to include several models of our cranes in their fleet."

Valla's best seller is the 25E (2.5-ton capacity), which is used for curtain wall applications in mid- and high-rise construction. In the mid-range, the company's 75E (7.5-tons capacity) is popular and is used for construction and power plant maintenance and in the large-range, its 400E (40 tons capacity) is the go-to unit for industrial moving, industrial production and steel mills.

Meanwhile, Manitowoc says it is working on something new in the carry deck arena. "[We are] known for our appetite for innovation," says McCallum.

Manitowoc also noted that it is seeing interest from Latin American companies.

"Latin American countries that have a strong connection with the U.S. mirror a lot of the material handling practices

and lifting solutions of the North American market," says McCallum. "Industrial cranes are a proven lifting solution in these markets. However, some South American markets prefer European-style material handling practices and lifting solutions. In those markets our sales teams are introducing the benefits of a carry deck crane over other lifting solutions – especially when the Euro exchange rate makes other solutions

more expensive."

Overall, no matter the demographic, carry deck customers expect their cranes to be as simple and as rugged as possible. "The innovations we integrate into our new products and projects are focused on reducing cost, creating commonality among our components and improving performance," says Saunders. And that's likely not to change any time soon.



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# Planning ahead

Lift planning has become easier and more precise as technology advances and improves. **Lindsey Anderson** reports

Lift planning software has been in the market since the mid 1990s. One of the most beneficial aspects of lift planning software is the increased ability to calculate and view every detail of a lift plan, which allows users to plan complex, multiple crane lifts. But as technology speeds ahead every day, numerous product and software updates have occurred since the inception of this software.

Some of the major changes – and what appears to be happening overall in the realm of lift planning – is that more companies are using lift planning applications now, making the end customer more informed, says Tawnia Weiss, president of A1A Software. A1A Software is a website and software development company in the heavy construction industry. The company started with a lift planning program and moved on to develop [www.3dliftplan.com](http://www.3dliftplan.com) and [www.iCraneTrax.com](http://www.iCraneTrax.com).

## To the 'net

3DLiftPlan is a web-based program that provides tools, visual aids, worksheets and more to companies. It's accessible from any computer and updated automatically, with no additional CAD software required. The solution offers user-friendly access to features that include the construction of 3-D jobsites and loads, the creation of detailed rigging designs, simulation of co-operative, multi-crane solutions, all while monitoring crane capacity from any angle, plus much more.

"We can update load chart data when alerted by the manufacturer, upgrade or add new features and develop faster than any software-computer based program,"

**A1A Software's planning features a refinery pick using a Terex all terrain crane**

Weiss says. "By being an internet-based application, users can be assured that they are always using the most accurate and up-to-date version of data and crane geometry and never have to waste costly time downloading and making sure the new updates are installed correctly."

Over the course of the years, A1A has witnessed firsthand the technological changes that shape digital and software landscapes.

"End customers are requesting more from crane companies and want to see as much information about the lift they are requesting," Weiss says. "Ground bearing pressure has also become a very critical part of the information that crane companies and end users are requesting. By working with our site sponsors we are able to offer more of this information giving the crane companies and end customers one place that they can go to find out all the information required."

## Growing interest

Three sponsors have now signed up with A1A: Link-Belt Construction Equipment, Terex and Tadano Mantis. Link-Belt



**A wind turbine lift plan is demonstrated using a Link-Belt 548 crawler**

was the company's first site sponsor and assisted A1A in marketing its 3DLiftPlan to its customers. Last year, Terex signed a sponsorship agreement, and since then, A1A has seen its list grow by more than 3,000 users since signing with Terex. A1A is currently working with Terex to add all of its cranes to the company's website.

"Available in over 162 countries, the 3D Lift Planning software provides Terex Cranes customers globally the service of a 'virtual' test-drive of our cranes to ensure they meet their specific application needs prior to purchase or rental," says Frank Bardonaro, vice president and general manager Terex Cranes North America. "The service is free of charge for Terex customers and easy to use, with no need for special training."

Also during the last year, Weiss says they have added both EN13000 and ANSI B30.5 charts in metric and imperial making its site more visible to more users globally.

"Because of this we decided we had to have the site translated into other languages," she says. "The site is now available in German and Spanish. We are





**A1A and Terex Cranes are working together to get all of the Terex crane fleet on A1A's website**

planning software and websites will ever move into an application form for on-the-go folks.

"The only applications I have seen out there [for crane lift planning] are chart viewers, and simplistic chart search applications," Weiss says when asked. "Since 3DLiftPlan.com is a website you have always been able to do those basic functions on a mobile device. This allows users to quickly look up a chart when they are not close to a computer. We want to make this even better."

A1A is currently in the process of developing an app that will allow users to perform the simplistic tasks of finding a chart, but also be able to run a more advanced search including adding jobsite obstructions. Users will also be able to create rigging diagrams and check ground bearing pressure. This app will be tied to the users' account on 3DLiftPlan.com so they access this same information when they return to their computer, according to Weiss.

finishing the French translations and will be working on other languages soon."

Another sponsor, Tadano Mantis, just signed on with A1A, and will sponsor their large telescopic crawler cranes. "By having multiple manufacturers sponsor their crane on one application, customers have free access to the most up-to-date and accurate information to safely plan their lifts," Weiss says. "This also gives the manufacturer great exposure by allowing users to try out one of their cranes. We have had some really great feedback from all of our customers about these sponsorships and how 3DLiftPlan has really helped their business.

Weiss says because of the support of these manufacturers, A1A is in the process of putting a second server location in place. "Users have enjoyed a 99.9 percent uptime of 3DLiftPlan.com, but with the addition of this second location we want to be able to offer 100 percent uptime," she says. "The server should be online by the end of the summer."

## Smart phone application?

As more people move into the mobile realm – checking e-mail and browsing the web on smart phones and tablets – a question arises about whether lift

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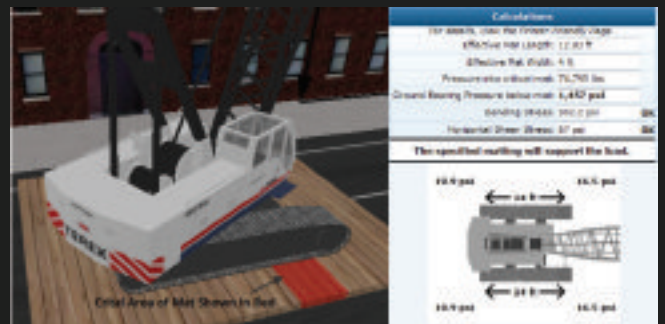
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And since it's a website application it can be accessed from any location or device including iPads, or any Smartphone with internet access.

Upcoming features will include full integration with 3DLiftPlan.com to manage and track lift plans, quick crane selection, manage safety, track inventory, accounting integration and much more.

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The 115-foot-long beams weighed about 88,000 pounds each

Crane Service Inc. gets a bridge project back on schedule with the quick placement of 20 beams. **ACT** reports

# Beam me

**T**he corridor between Raton, New Mexico and the Colorado border – a one-lane, undivided roadway – has been a tricky road to drive on for many years. Winter weather conditions often made the narrow road impassable. The project to upgrade the roadway and make it a two-lane divided highway has been in the works for a few years.

As the project progressed, Crane Service

Inc. was contracted to set 20 115-foot bridge beams that weighed about 88,000 pounds each. When the Crane Service team arrived at the site, the project was behind schedule due to a snow storm that had shut down construction.

## About Crane Service, Inc.

Crane Service, Inc., with branches in Albuquerque, Bloomfield and Chaparral, NM and Sweetwater, TX, specializes in rigging, heavy hoisting and heavy hauling. The company has been serving the greater Southwestern U.S. for more than 50 years. The company has a crane fleet with capacities from 8.5 tons to 550 tons



**The Grove GMK 7550 worked at a radius of 45 feet**







talented team was able to overcome this obstacle and we were able to get the project back on schedule.”

The 550-ton capacity all terrain crane was rigged with 142 feet of boom and worked at a radius of 45 feet to safely set each beam.

**The 20 beams were placed in a four-day period, getting the project back on schedule**



Using its Grove GMK 7550, Crane Service Inc. initiated a plan to set all the beams over a four-day period.

“The contractor faced weather delays that set the project behind,” says Crane Service Inc.’s Chuck Connolly. “Our



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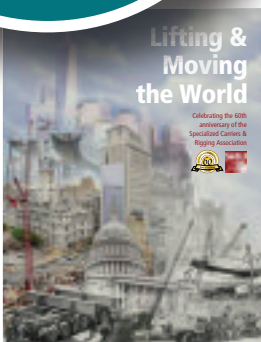
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- Supplied engineering, risk management or other crane, rigging and specialized transportation-related services for a Jobs of the Year winner or entrant

PROFILE CLOSING DATE: **October 2012** PUBLISH DATE: **April 2013**





The two LOX storage tanks were unloaded from the rail siding using a jack and slide system

Rigging two huge horizontal LOX storage tanks from a rail siding to an air products plant was not a piece of cake.

**ACT** reports



# Genius rigging

**H**WP Rigging is accustomed to taking on challenging jobs, so when the company was contacted by Air Products and Chemical of Granite City, IL to rig, load, transport unload and set two storage tanks, the rigging and engineering team was excited about the prospect of such a project.

Some three months before the job was performed in the fall of 2011, HWP Rigging's team produced a proposal that involved several innovative rigging concepts.

"The initial plan was to use a crane until we suggested a safer and more cost-effective solution," says Robert Deutsch, project manager of the St. Louis-based company. "But our alternative lifting method of a jack and slide system to unload the rail cars and using a gantry system for installation was selected for several reasons, including cost savings, which sincerely pleased our customer as we were told our method kept the project in budget."

The horizontal LOX storage tanks

measured 13-feet in diameter and were 126-feet-long. They weighed 206,000 pounds each.

## Safe alternative

Additionally, Deutsch says there was no need to lift the tanks over live process piping, which made HWP Rigging's plan a safer alternative. And finally, if a crane had been utilized, due to the tight spacing within the plant, it would have needed to be set up in the rail yard of a neighboring steel mill's property. Setting up a crane on someone else's property was another liability that wasn't attractive.

As mentioned, probably the most challenging aspect of the job was the extremely tight clearances, in some cases less than 1 inch while travelling the 126-feet to position the Goldhofer trailer for the lift.

Safety was a premier concern for HWP Rigging's crews, which worked within the live Air Products and Chemical plant. Safety meetings were a priority and before each maneuver the crew was updated on the next step of the job.

HWP's rigging plan allowed for the plant to remain operational, another cost savings to the customer. The job was also performed in close proximity to live rail road tracks.

**Using its 19-line Goldhofer, HWP's team transported the tanks into the plant. In some cases clearances were less than 1-inch**



## About HWP Rigging

HWP Rigging is a family business based in St. Louis, MO. For more than 20 years, HWP has specialized in providing rigging and transportation solutions for industrial and commercial applications. HWP's crews are experienced in planning, dismantling, packing, transporting, reassembling and positioning heavy, delicate and expensive equipment including food processing and medical equipment, transformers, aerospace components, printing presses and artwork. The company's equipment fleet includes hydraulic cranes and gantries, forklifts, jacking and dolly systems. The company's transport fleet consists of lowboys, flatbeds, tilt-beds, lift-gate vans and modular trailers.

**Using a Riggers Manufacturing gantry system, each 206,000-pound storage tank was hoisted into position for installation**

"The safety issues addressed on this job included zero lost time and with not a scratch occurring," Deutsch says.

Once the project began, things ran like clockwork, Deutsch says.

Using a Westport Canada 500-ton Hydra-slide jack and slide system, the tanks were unloaded from the rail siding onto two 19-line Goldhofer trailers. They

were transported to the site one behind the other. The route was about three-quarters of a mile.

Once in the plant, the Goldhofer slowly made its way to the installation site. A Riggers Manufacturing 1,000-ton gantry system with beam trolleys was used to lift the tanks and set them into place onto the foundations.



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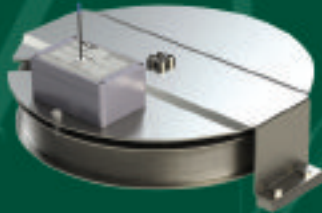
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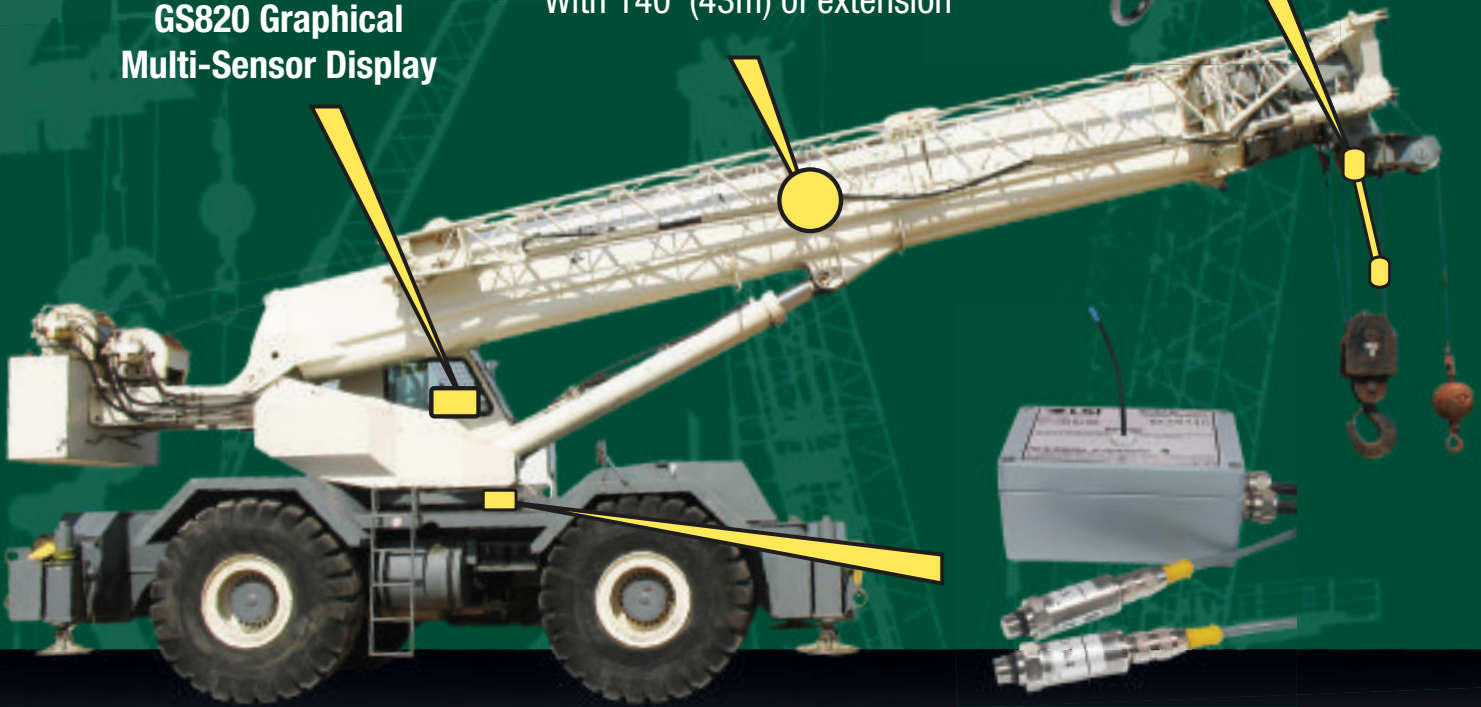
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# DIRECTOR ADVOCACY



The Specialized Carriers & Rigging Association (SC&RA) is seeking a Director of Advocacy to lead the development and implementation of the Association's advocacy strategy to influence the legislative and regulatory environment in support of the specialized transportation, crane and rigging industries. Other duties include, but are not limited to:

- Writing industry articles for trade and business journals
- Formulating comments on related industry rulemakings
- Establishing and representing the Association on regulatory and legislative coalitions
- Conducting presentations at industry events for educational and/or advocacy purposes

Established in 1948, SC&RA is an international trade association headquartered in Fairfax, Virginia representing over 1,300 member companies from 46 nations that transport, lift and erect overweight/over-dimensional items. The Association benefits from strong support from three primary industry sectors: heavy/specialized trucking, crane and rigging and allied industries. The Association primarily serves its membership through advocacy, education, communication and research initiatives that improve safety, efficiency and profitability.

**Candidates must possess excellent communication and problem solving skills, ability to work independently and with diverse groups (both internally and externally), manage multiple tasks in a fast-paced environment, detail-oriented, and possess a teamwork attitude while providing continuous, quality improvement on Association issues and services.**

**Candidates must have at least five years of experience in an industry advocacy position(s), preferably within the transportation sector. Transportation association experience and working knowledge of U.S. DOT, FMCSA regulations, state permitting and OSHA regulations a plus! Bachelor's degree required.**

We offer a competitive compensation plan and benefits package including medical/dental/vision/life insurance as well as a matching retirement contribution, PTO days and high quality work environment. Salary commensurate with experience. Growth opportunities available.

**Resumes should be submitted to [HR@scranet.org](mailto:HR@scranet.org) along with salary history by July 31, 2012. All submissions MUST include salary history or candidate will not be considered. All inquiries will be handled in strict confidence.**

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**Jim Sever**, PSC Crane & Rigging  
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# Energy focus

Just as technology has helped America increase farm production to meet the world's appetite for food, technology is poised to help America meet the world's appetite for energy. Technologies such as horizontal drilling for the development of newly discovered shale natural gas deposits in Pennsylvania, West Virginia and elsewhere is helping to free up resources once thought to be inaccessible.

The same kinds of technologies are also being used to develop new resources for oil in parts of Texas, Colorado and Montana, where the resource could not be tapped successfully before. Likewise, engineers continue to use technology to develop ultra-deepwater resources that stand to power America into the 21st century.

Historically, America accounted for a major percentage of global oil imports, but it may emerge as a growing net exporter of oil and natural gas products. Although there are a number of factors involved in this development, it is due in large part to increased production for unconventional gas and tight oil.

"The United States is projected to become a net exporter of liquefied natural gas in 2016, a net pipeline exporter in 2025, and an overall net exporter of natural gas in 2021," according to testimony earlier this year before the U.S. Senate by Howard Gruenspecht, Acting Administrator of the Energy Information Administration of the Department of Energy. "The outlook reflects increased use of Liquefied Natural Gas in markets outside of North America, strong domestic natural gas production, reduced pipeline exports, and relatively low natural gas prices in the United States."

Domestic crude oil production increased from 5.1 million barrels per day in 2007 to 5.5 million barrels per day in 2010, according to the U.S. Department of Energy. By 2020, ongoing development of oil, combined with the development of offshore Gulf of Mexico resources, are projected to push domestic crude oil production to 6.7 million barrels per day.

The rise in unconventional gas and tight oil is not only increasing domestic production, but it is also influencing how coal fits into the U.S. energy mix, according to a report issued March 7 by Wood Mackenzie. "Tighter environmental regulations on power plants are reducing

the demand for thermal coal," said James Brick, Macro Energy Analyst at the global energy consulting group. "Low-cost coal resources that might have targeted the U.S. power sector will increasingly be placed in the export market. Much of it is expected to go to Asia as China's rapid economic development requires significant amounts of energy."

Meanwhile, the report noted, the growth in tight oil and biofuels penetration, combined with lower product demand growth, will continue to reduce dependence on foreign energy. The Renewable Fuel Standards are encouraging the use of oil-displacing biofuels while the Corporate Average Fuel Economy standards will increase the efficiency of the U.S. vehicle fleet, and will continue to put downward pressure on domestic product demand.

The changing energy industry bears some striking resemblances to our members' industry. The challenge for the energy industry is to develop resources in ways that are safe, legal, profitable and have minimal impact on the environment; SC&RA members seek to meet the same goals while transporting and lifting oversize/overweight items. Increasingly, important works completed by SC&RA members are for the energy industry.

Accordingly, SC&RA is proud to exhibit at major energy expositions such as PowerGen and Windpower. While there, our staff represents SC&RA members to potential customers by answering questions about how to locate the association's members and the services/equipment they provide. At the same time, we learn about various aspects of the energy industry, which helps us develop relevant sessions for our own major meetings.

SC&RA is committed to building a better energy industry. Long after the work is finished, our members will benefit, along with the rest of the nation. ■

#### EXECUTIVE VICE PRESIDENT



**Joel Dandrea**

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A two-time SC&RA grant winner talks about how continuing education has evolved his career with McTyre Trucking. **Terry White** reports



# Forging a career

## Foundation announces summer 2012 vocational/tech school grants

The SC&R Foundation is pleased to offer a special round of grants this summer for SC&RA member company employees and family members of employees. Grant amounts may range from \$500 to \$1,500 to pay for tuition, fees, books, supplies and other relevant expenses.

Grants may be awarded to applicants taking a vocational/technical school course such as welding or diesel mechanics. Grants may also be awarded to employees looking to take continuing education courses, such as accounting or marketing, to further advance their career in the industry.

Grant applications must be postmarked by August 17 and received by August 31, and any grant amounts will be awarded no later than December 31 for use in 2012 and 2013. Please note that after July 21 applications should be mailed to new office location. Details are outlined on the application.

To download a grant application and to learn more about the SC&R Foundation, visit [www.scranet.org/foundation](http://www.scranet.org/foundation). The Scholarship and Grant applications for 2013-2014 will be available late-September 2012.

**W**hen Wayne Newman, a yardman at McTyre Trucking Company, Orlando, FL, learned about the SC&R Foundation 2010 Grant program for Vocational/Technical school classes, he went to work completing an application for coursework in diesel mechanics.

After learning of Newman's plans, John McTyre, Sr., president of McTyre Trucking, walked up to him in the shop and asked why he chose that particular curriculum.

"I have dedicated my career to these trucks, and the more I know about them, the better it will be for the company," Newman replied.

"Son, I don't really need a certified mechanic because 90 percent of the equipment we have here is under warranty," said McTyre. "What I need is a welder. Have you ever thought about welding?"

"I have now," said Newman, who was later awarded a \$1,500 grant from the SC&R Foundation, which he used to complete a welding course at Mid-Florida Tech in Orlando. "I had never done any welding before, but it turns out that it's fun to take two pieces of iron and make something out of them."

More importantly, the training has proven useful on the job.

"We were doing some work on a weekend and didn't expect to do any welding," recalled McTyre. "But we ran across some problems that required a welder, and he was able to help us out on the spot."

Newman pointed out that components on large, specialized equipment such as McTyre Trucking's dual-lane transport are more likely to sustain damage that requires welding repairs when moving oversize/overweight loads.

"If something happens on the road, you can weld it in the field," he said. "You can make the repairs quickly with very little downtime, and that's really important when you're working with a permit and a tight schedule."

Although he felt equipped to handle such emergencies, Newman realized he wanted to strengthen his welding expertise beyond what he learned in that first class and from Paul Devlin, a welder on the McTyre Trucking staff.

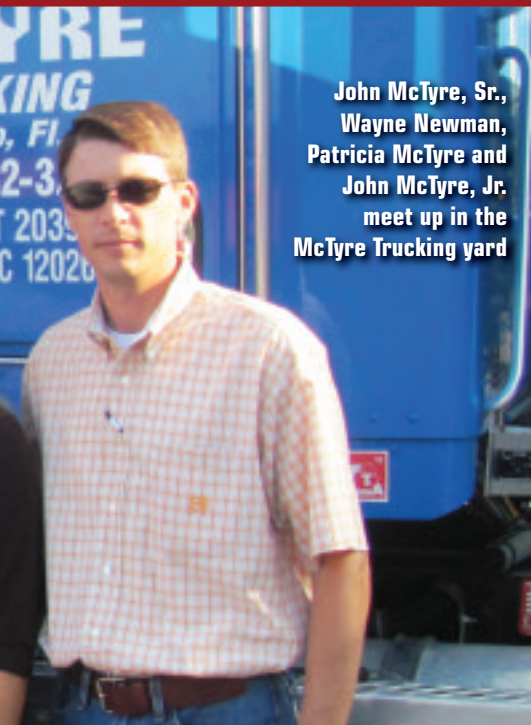
## Two-time winner

So he applied for another grant. When the SC&R Foundation Scholarship and Grant winners were announced at the SC&RA Annual Conference, April 17-21, in Austin, TX, Wayne Newman was named as the recipient of a \$1,500 Eugene R. DuBay Memorial Grant. He plans to use the grant to pursue a Welding Certificate at Mid-Florida Tech.

His latest grant honors Eugene R. DuBay, who died on June 24, 2011 after a long illness. By the time he retired from the International Union of Operating Engineers in 1990 after 32 years of service, he had helped erect many major bridges, powerhouses, buildings and industrial sites throughout the Northeast.

But his career was far from over after his initial retirement. For the next 20 years,





**John McTyre, Sr.,  
Wayne Newman,  
Patricia McTyre and  
John McTyre, Jr.  
meet up in the  
McTyre Trucking yard**

he supervised numerous heavy rigging projects throughout the South and Southwest. In 2010, he retired from M&R Constructors, Richmond, VA, which funded the grant.

Like Eugene DuBay remained throughout his career, Newman is passionate about his industry.

"I've always enjoyed working with the big, heavy stuff," he said. "The wider, the taller, the uglier it is, the more we like it. Actually, I don't call what we do work. When we're moving a 500,000-pound transformer, I call it having fun. When I'm fortunate enough to be part of a team making a big move, it give me chills."

He said he especially appreciates situations where "you can get a crane close enough to handle a piece so you don't have to crib it up and jack and slide it out the old-school way."

### Like family

Newman said that liking the people he worked for made the job even more enjoyable. He praised Patricia, the company's director, and her husband John McTyre, whom he calls "moms" and "pops" because "they have personally treated me like a son more than an employee."

The admiration is mutual. "He is absolutely the hardest working man I have ever seen in my life," said John McTyre.

Newman pointed out that the familial atmosphere extends beyond John and Patricia McTyre and their son John McTyre, Jr., the company's Vice President, to encompass everyone on the payroll.

"They encourage all of us to broaden our horizons," he said.

Indeed, the company has a policy of matching any grant or scholarship awarded to employees or their families.

Newman has been in the industry for over 20 years. This is his second stint with McTyre Trucking. He also has worked in Orlando at Crane Rental Corporation, All Sunshine Crane Rental, Rountree Transport Rigging, and Miami Transfer – all SC&RA members.

"No matter where I was, If I wasn't pulling loads, I was making sure they were ready to go the next day," he said. "I would not knowingly want to work for companies that are not a member of the Association," he said. "They all move different challenging loads that some of their competitors wouldn't even touch."

As a two-time SC&R Foundation grant winner, he finds himself surprised that more employees do not apply for the financial assistance for technical training. "If you're given the opportunity to learn, why not take it?" he said. "If the Foundation or your company is paying for it, you're getting a new career opportunity handed to you. It seems to me that it doesn't get any easier than that."

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[www.scranet.org/events](http://www.scranet.org/events)**

## Brent Moody

discusses the value of  
an insurance agent

# Assessing

**M**aybe insurance is a dirty word to you. Something you have to deal with once a year. Something you look forward to about as much as an afternoon car wreck. Right up there with heading to the DMV to have your driver's license renewed. Insurance for the crane and rigging industry is complex. It can be expensive. But ultimately, it is a very necessary cost of doing business. Due to its complexity, the majority of your friendly neighborhood state governments, in conjunction with a multitude of insurance companies, have mandated that you as a prospective insured hire someone to represent your interests when it comes to purchasing an insurance policy. Why?

## Costly analysis

Think about it. Do you want to spend countless hours analyzing coverage forms? Do you have time to sift through a 90-page policy to try and figure out if property of others in your care, custody, or control is covered? Consider premiums. Let's say you get a quote for \$50,000. Is that good? Terrible? Illegal? How would you know?

After all, we're not talking personal auto insurance or a term-life policy here. Insurance coverage for the specialized transportation and crane and rigging industries is as complex as it can be costly and construction contracts are becoming more and more populated with legal jargon impacting indemnity and ability to transfer risks.

Without a knowledgeable liaison, you'd be left to navigate this maze of words and procedures on your own and if we can be honest, you've got better things to do. Michelle Luna from Brennan & Stuart, Inc., insurance and risk management professionals in Illinois, reminds us: "Insurance isn't black and white. It is important to have a trusted advisor to assist in the navigation of coverage and retention options. Every situation is different, every client is unique." She asks, "Can your agent work for you as a trusted advisor to navigate coverage options and make informed decisions by illustrating the impact to their business?"

Dennis Ianovale and Kevin Forbes from ECBM Insurance Brokers & Consultants in Pennsylvania advise buyers to beware.

"We continue to be surprised by the coverage limitations and exclusions many crane and rigging companies have in their existing policies when we review them," says Ianovale. Forgetting the impact of claims handling to the next years' premium, he tells us, "Far too often, it becomes clear they have been working with an agent who provided a low cost premium with limited coverage, leaving the insured with excessive cost when they have a claim and an exponential increase in premium that could have been avoided."

Forbes and the team at ECBM focus on understanding the business operations and exposures first, then define the coverage necessary to protect the insureds. "Having the experience we do within the specialized transportation and crane and rigging industries, we know what coverage terms are needed to make sure the policy you paid for will back you up when it is needed."

## Knowledge counts

That's exactly the type of understanding you want to see in the agency representing you and your company in the insurance marketplace. You want an agent that knows insurance better than insurance companies. You want an agent that works with other organizations like yours. You want an agent that can translate contractual language so that you understand exactly the kind of agreement you are entering into. That agent should be able to look over the insurance requirements of your biggest clients and know precisely what coverages you need as well as the best places to purchase them. Michelle Luna reinforces, "It is important to our clients that they are working with someone who understands their industry. Our clients are confident that they can hand over the responsibility of making sure that they are properly insured." Your agent is the face of your organization when dealing with insurance companies. Company underwriters, especially in the crane and rigging industry, want to work with knowledgeable agents. That guy sitting in an office 2,000 miles away from your address has no idea what kind of company you are running. It's your agent's job to "paint the picture." The better

## ASK THREE QUESTIONS

When you choose an insurance agent/broker, ask three simple questions:

### 1 EXPERIENCE:

How long has (fill in the blank) been in their particular industry?

### 2 CREDIBLE:

Has (fill in the blank) successfully worked with others in my own industry?

### 3 EXPERTISE IN YOUR INDUSTRY:

Do you have projects on or near the water and has your agent checked your policy for waterborne exclusions? (Scenario situational)



## BIO:

**Brent Moody**  
is assistant  
vice president,  
underwriting, for  
NBIS



# your agent

the relationship between your agent and the insurance companies he deals with, the fewer the headaches, not to mention the better the terms and pricing. This becomes even more important if the event of a large loss.

In the crane and rigging industry, your insurance program should cover every aspect of your business operation. There shouldn't be an accident scenario where you're left liable on your own, with no course for indemnification. Everyone assumes that when they have an accident, their insurance company will pay for it. This is completely true as long as the accident is considered a covered loss. That is, the cause of the accident is covered under the terms and conditions of your insurance policy.

## Important understanding

How about industry experience and knowledge of the rating structures and pricing models used by the companies

underwriting your organization? Your agent is the sole individual standing between you and a multi-million dollar insurer. The team at Brennan & Stuart can prove their expertise. "As agents who specialize in the heavy transportation and rigging industry, we bring a menu of value added services to the table," says Luna. "I can't say enough about the coverage and endorsements in the specialized carrier and rigging industry."

She continues, "If your agent doesn't understand that truck cranes should be insured under a general liability form with a revised mobile equipment definition instead of an automobile form or that the boom overload exclusion should be removed from your inland marine form, it's time to find a new agent."

Work with the best when it comes to your insurance and risk management program. Insist on someone with experience who understands your

“It is important to our clients that they are working with someone who understands their industry. Our clients are confident that they can hand over the responsibility of making sure that they are properly insured.”

**MICHELLE LUNA**  
Brennan & Stuart, Inc.

business and the industry as a whole. Someone who has worked with similar companies to yours and demonstrated value in coverage and services, not a low premium. Ultimately, how can you afford not to?



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**JULY 11**

12 pm EST

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**AUG 29**

12 pm EST

## EVALUATING INSURANCE NEEDS, TRENDS AND COSTS

In anticipation of the commercial construction market rebounding in early 2013, many insureds are starting to refocus their internal teams and resources. Economic changes like these often cause many business owners to review their business finances and operations, targeting areas such as Insurance asking "Do I have the right insurance coverage now to protect my company?" John Brotsos and Brent Moody from NBIS will review common oversights in Insurance coverage based on the changing economic climate. Additionally, they will review what is behind the cost of Insurance and how to leverage policies and coverages to your advantage. Don't let your current Insurance coverage compromise your profitability; make sure your policy has you covered.

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Vice  
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■ Terex Cranes has awarded its inaugural Terex Continuing Education Scholarship to Lee Rucker, a student from Kansas City planning to study a Masters degree course in electrical engineering at Lindenwood University, Saint Charles, MO. The \$3,000-per-year scholarship was awarded to Rucker by the Specialized Carriers & Rigging Association's Foundation (SC&R Foundation). Rucker is the son of SC&RA member James Rucker, maintenance supervisor at WireCo World Group, Kansas City, MO.

■ Cargotec has announced changes in its executive board. Chief Operating Officer Pekka Vauramo has been appointed as Executive Vice President, Marine as of August 1. He will continue as Deputy to CEO. President and CEO Mikael Mäkinen will act as the Head of Marine business area until August 1. Olli Isotalo, currently Executive Vice President, Marine, has been appointed Executive Vice President, Terminals. Unto Ahtola, currently Executive Vice President, Terminals, will transfer to a new role as Executive Vice President concentrating on development projects. He continues to report to Mikael Mäkinen. Vauramo, Isotalo and Ahtola will continue as members of the executive board.

■ The SC&R Foundation is accepting applications for grants for member company employees and members. Grant amounts may range from \$500 to \$1,500 to pay for tuition, fees, books, supplies and other relevant expense. The application deadline is August 17, 2012.

## New global product directors for Potain



Thibaut Le Besnerais has been named global product director for Manitowoc's Potain tower crane line. In this role,

Le Besnerais will create and oversee product strategy for tower cranes built under the Potain brand.

In addition, Rémi Deporte, currently global product director for mechanisms at Potain, will expand his responsibilities to include Manitowoc's line of Potain self-erecting cranes. In this new role, Deporte will report to Le Besnerais.

Le Besnerais, in

turn, will report to senior vice president of marketing and product management, Ingo Schiller. Le Besnerais will work with the company's engineering, marketing, sales and operations teams to coordinate and facilitate new product launches and updates.

"Thibaut's history of leadership roles with Manitowoc has given him a comprehensive understanding of our products and customers, as well as the tower crane market as a whole," says Schiller.

Both Le Besnerais and Deporte will continue to be based at Manitowoc's Ecully, France location.



### Thomas Wesley retires from Giuffre

Giuffre Bros. Cranes celebrated the retirement of Tom Wesley on June 1. Wesley had been a boom truck salesman with Giuffre Bros. for 25 years. The company says he was personally responsible for the sale of more than 800 units.

According to the company, Wesley was not only a valued and well-liked employee, he was also a decorated U.S. Veteran of the Vietnam War where he served as a field medic.

"Tom will be missed and we wish him luck in his retirement," said Giuffre Bros. "Wisconsin's loss is Florida's gain!"

## Turkey conference delivers in Istanbul

The International Cranes and Transport Turkey Conference, held June 5 at the Wow hotel in Istanbul, was the first event of its kind in the country.

Organized by KHL Group and APA Publishing, the one-day event was held in a country where the crane and transport sector is looking forward to strong growth in the infrastructure, industrial and energy sectors.

Asaf Savas Akat, professor of economics at Istanbul Bilgi University, set the pace of the show with a valuable insight into the challenges faced in the country and the

surrounding region.

Despite requirements for a higher skilled workforce and improved education system, however, the cornerstones are in place politically and privately to overcome these issues, among others, he said.

Other speakers included president of Turkey construction machinery association IMDER, Cüneyt Divriş; regional director of heavy lift and transport specialist ALE, Richard Peckover; and president of Turkey-based lifting services giant Sarilar, Hanifi Gürbüz.

## 2012

### SC&RA Crane & Rigging Workshop

Sept. 19-21

Louisville, KY

[www.scranet.org](http://www.scranet.org)

### Associated Wire Rope Fabricators Fall Conference

Sept. 30 - Oct. 3

Washington, D.C.

[www.awrf.org/](http://www.awrf.org/)

### China International Cranes and Transport Summit

November 26

Shanghai, China

[www.khl.com/events/cics2012/](http://www.khl.com/events/cics2012/)

## 2013

### World of Concrete

Feb. 5-8, 2013

Las Vegas, NV

[www.worldofconcrete.com](http://www.worldofconcrete.com)

### SC&RA Specialized Transportation Symposium

Feb. 27-March 1, 2013

Orlando, FL

[www.scranet.org/meetings](http://www.scranet.org/meetings)

## Bauma booked with a year to go

Exhibition space for the Bauma 2013 show in Munich, Germany is fully booked, despite another 15,000 square meters being added. At 570,000 square meters, next year's event looks set to be the largest construction equipment exhibition ever held.

Bauma will be held from April 15-21, 2013. The show runs on a three year cycle, and was last held in 2010, when, despite travel disruption from the Iceland's volcanic ash cloud, 420,000 visitors attended from more than 200 countries. Some 3,256 exhibitors took space at the 2010 show.



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# Marketplace

The Marketplace is designed to help readers find what they need to do their job. It is divided into convenient categories, giving more exposure to the advertiser to help sell your products, equipment, crane & lifting services, and transport and heavy haul needs.

## Products, Parts & Accessories 55

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

## Equipment for Sale or Rent 63

Crane, rigging and lifting equipment for sale or rent, new or used.

## Safety, Training & Industry Services

Training, insurance, inspections, financing, consulting and safety equipment.

## Transport & Heavy Haul 72

Transportation permits, freight forwarding, heavy haul and pilot car services.

## Career Opportunities 74

Employee recruitment and job postings.

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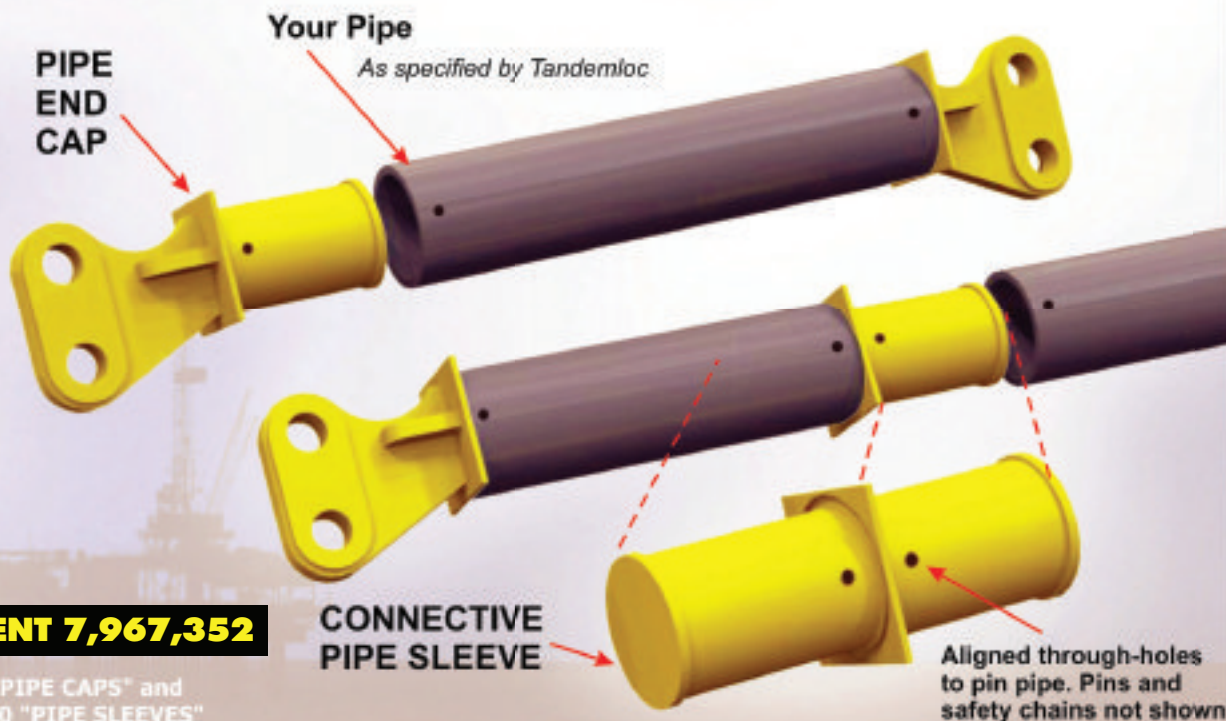
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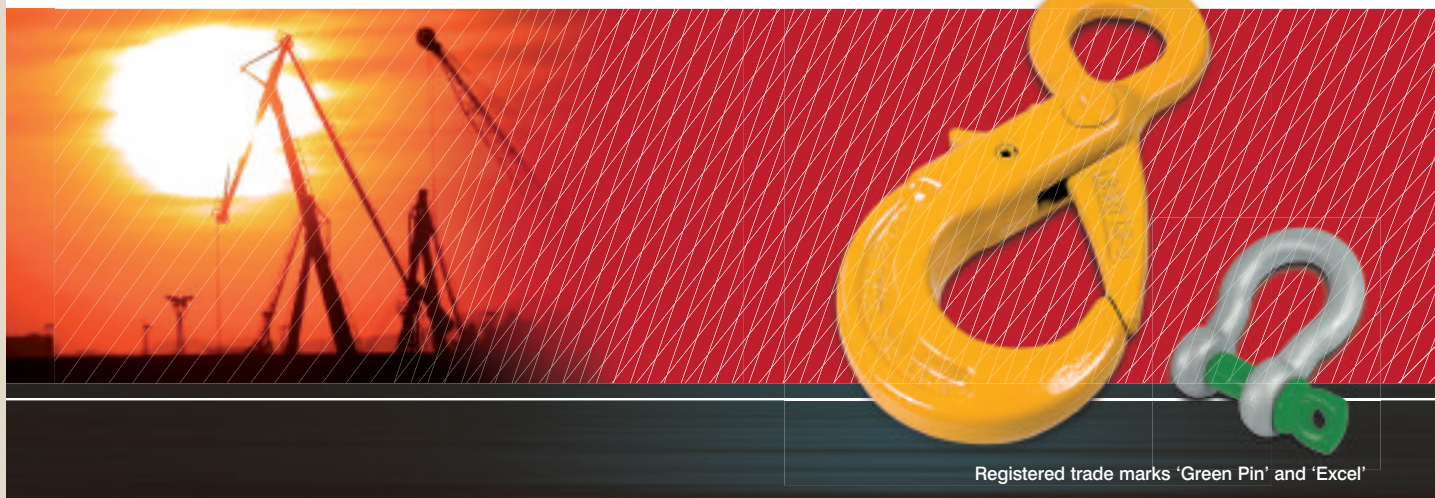




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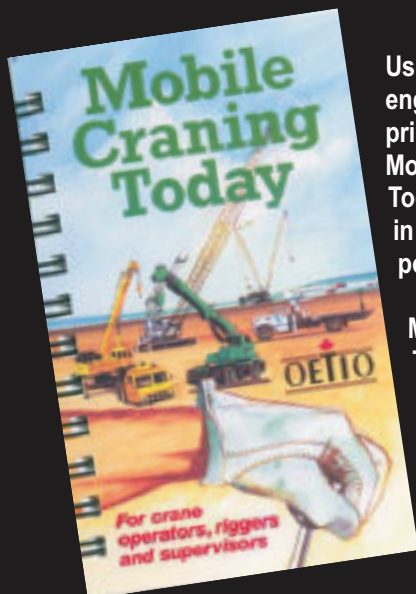
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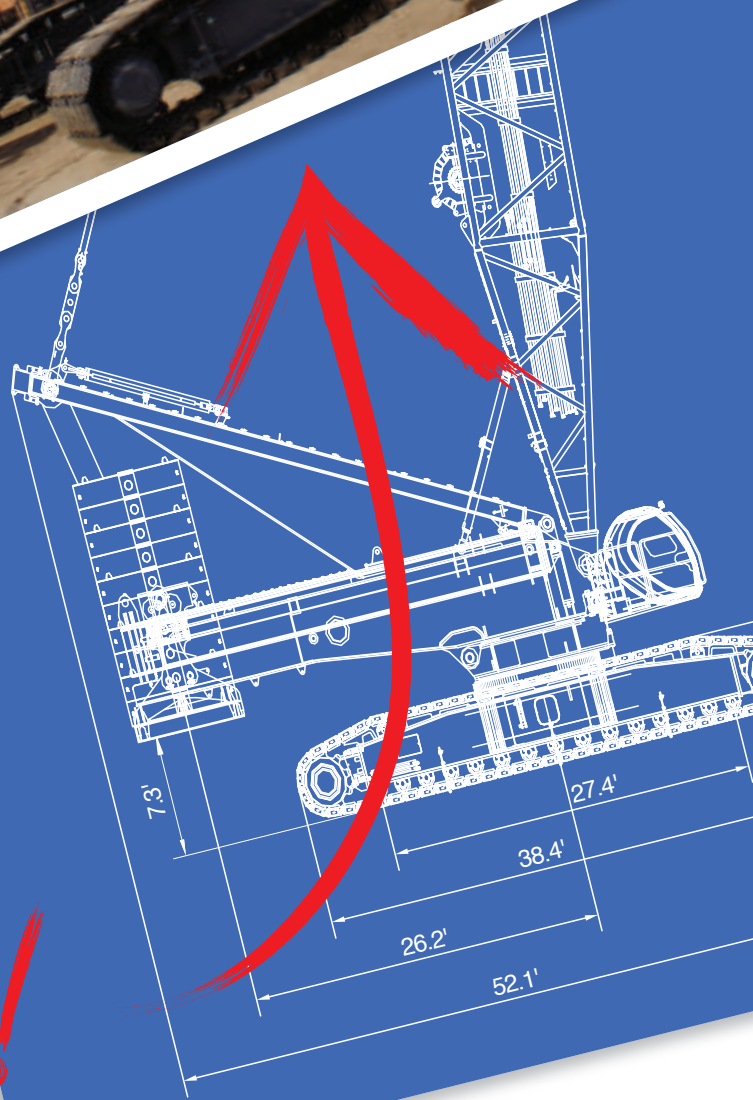
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