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The magazine for the crane, lifting and transport industry

June 2006

Volume 2 • Issue 6

AMERICAN Cranes & Transport

A KHL Group Publication

www.khl.com/act

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

Better Product... Better Payback...

Manitex continues its...

commitment to new product development, driven by customer input.

Nine new models since 2003.

What's Your Market?

If it's Power Distribution, the 124SX, 35124C and 38124S provide the widest selection of options. All three platforms have man basket heights to 166'.

Heavy Lifts pay the bills? The 38124SHL provides more capacity at radius than any boom truck in the market.

If Duty Cycle is the key, all Manitex S- and SX-Series boom trucks are configured with feather soft controls for multi-function operation, continuous rotation, retracted outrigger charts and oil coolers as standard.

Payload necessary? The 26101C weighs up to 5,000 lbs. less than competitive models and the 30102C provides up to 10,000lbs. payload on a 54,000 GVWR chassis.

Wireline Work? The 102WL provides 30 ton crane capacity and the 124WL offers 134' tip height without a jib.

Truss work is made efficient with the 2281T, the highest capacity tractor mount on three axles.

Five new SC-Series models support Sign Erection and Service with working heights from 62' to 97'. Our newest, the SC-85 provides 85' working height and 12 ton crane capacity.

New Market Solutions?.....Ask Manitex!





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Milestones and more...

Imagine the scene, Weston Settlemier in South Carolina manning the booth at the product fair at the SC&RA Annual Conference and his brother Reid across the country near Sacramento at a Ritchie Bros. auction monitoring the bidding on a huge Liebherr crawler crane. The two brothers scheme via cell phone and the Internet to purchase the 800 ton capacity crane that garnered bidders from around the globe. The Bigge brothers purchase was a record setter, the largest crane ever sold via auction by Ritchie Bros. and the largest sum ever bid on a crane at a Ritchie Bros. auction. See our article about how the deal unfolded on page 7.



This issue marks the first anniversary of *American Cranes & Transport* magazine. Thanks to the hard work and dedication of countless individuals on two continents, the magazine has enjoyed a great launch year, meeting and even exceeding expectations both editorially and commercially.

A year ago in this space our publisher James King termed the magazine's association with SC&RA as a "powerful partnership," stating that our mission is "to publish the finest crane and specialized transport magazine there has ever been for the North America market." He challenged us to achieve editorial excellence by focusing "on what the reader wants rather than pandering to commercial pressures like so many other business publishers." Looking back on the past 12 months, assessing reader input, a growing subscriber base and commercial success, we are as proud as punch of what has been accomplished. But rest assured, we won't rest on our laurels.

Among the many goals we will pursue over the next year, we are concentrating on increasing our contacts in and coverage of the transport industry. That said, we will begin this month the mailing of our Transport 50 survey of the largest specialized transport companies in North America. If you think your company should be included in this listing, let me know and I'll mail you a survey. We are set to print the Transport 50 in our September issue.

As always, keep those news tips coming. Write, call or email!

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LIEBHERR

The Group



In a dual lift, transport, lift and launch effort, W.O. Grubb and Miller Transfer teamed up to dispatch the replica pirate ship "Pieces of Eight" on its maiden voyage just off Virginia Beach, VA.

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American Cranes & Transport is published 12 times a year by KHL Group, 4720 Rosedale Avenue, Suite 801, Bethesda, MD 20814. SUBSCRIPTIONS: Annual subscription rate for non-qualified North American readers is \$50.00 and the Rest of the World is \$80.00. 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.

Member of



Published by



www.khl.com ISSN 1555-1830

BPA applied for

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



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

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Rehabilitating the historic Bridge of Lions in San Augustine, FL is a tedious and expensive process, but well worth the effort to extend the life of a beautiful old trestle. Lifting, transporting and launching the Pieces of Eight replica pirate ship for its maiden voyage was a fun task for crews from Miller Transfer and W.O. Grubb. *D. Ann Shiffler* reports

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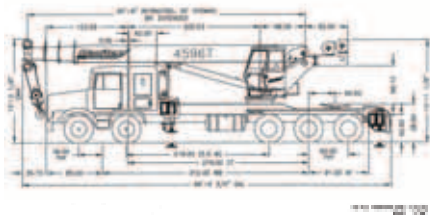
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Manitex plans 45-ton capacity truck crane

Engineers at Georgetown, TX-based Manitex are putting the finishing touches to a new 45 ton capacity truck crane targeting the Canadian oil field market, *ACT* has learned exclusively. The machine

MANITEX 4596T AND KW C500 CHASSIS



Manitex engineers are putting finishing touches to a 45-ton capacity boom truck or truck crane designed for the Canadian oil fields. It could be available to the general North American market by late 2006

is set to be introduced in Calgary at the Global Petroleum Show in early June.

Among the biggest questions to answer on this new crane is whether to market it as a boom truck or a truck crane, sources said. As a boom truck, it would be the largest capacity model available in North America. With a rating of 45 tons at 8 feet, a 96 foot boom, a two-stage offsettable jib, and an option for a second hoist, the machine is designed for heavy duty work in northern oil fields. The subframe was designed to pull oil field trailers and haul related equipment. Dubbed the Manitex 4596T, the crane is available with radio-controlled outriggers, another industry first, the manufacturer claimed.

Manitex plans to introduce the 4596T as a truck crane to the general North American market later in 2006. Marketing department sources say they are kicking around the idea of giving the unit an additional name to describe its heavy duty capabilities and "boss" attributes.

Giuffre teams up with Terex for Dino models

Milwaukee-based Giuffre Bros. Cranes, Inc. is adding two new truck-mounted cranes to its product line. The new Dino 1800 and Dino 2500, will have 18 and 25 tons capacity.

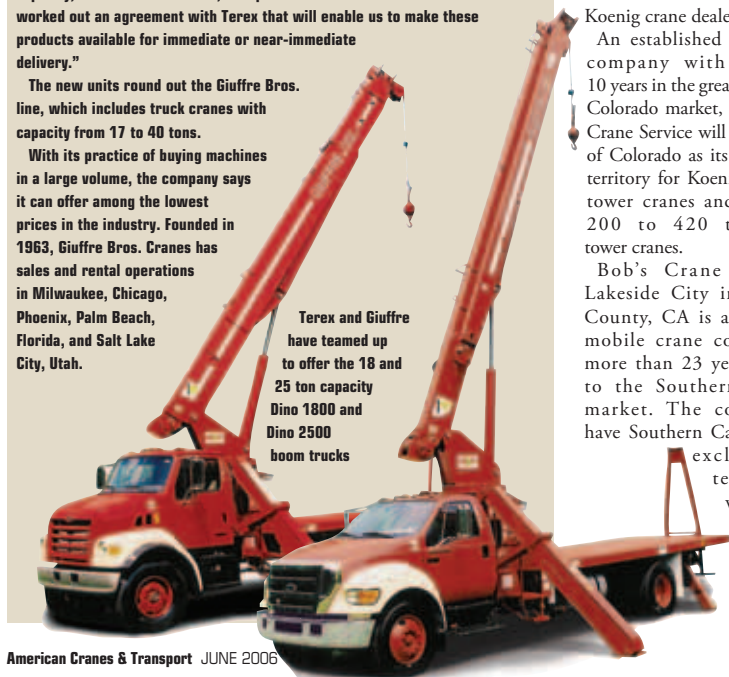
The additions are a result of an exclusive contract between Giuffre Bros. and the Terex Waverly, IA division. Under a special licensing agreement, Giuffre Bros. will be the only crane distributor to handle these two new products, according to the company.

"Our customers have been asking for truck-mounted cranes with more capacity," said Dominic Giuffre, vice president of Giuffre Bros. Cranes. "We worked out an agreement with Terex that will enable us to make these products available for immediate or near-immediate delivery."

The new units round out the Giuffre Bros. line, which includes truck cranes with capacity from 17 to 40 tons.

With its practice of buying machines in a large volume, the company says it can offer among the lowest prices in the industry. Founded in 1963, Giuffre Bros. Cranes has sales and rental operations in Milwaukee, Chicago, Phoenix, Palm Beach, Florida, and Salt Lake City, Utah.

Terex and Giuffre have teamed up to offer the 18 and 25 ton capacity Dino 1800 and Dino 2500 boom trucks



New Koenig tower crane dealers

Boulder Valley Crane Service of Colorado and Bob's Crane Service of California are new Koenig crane dealers.

An established mobile crane company with more than 10 years in the greater Denver and Colorado market, Boulder Valley Crane Service will cover the state of Colorado as its exclusive sales territory for Koenig self erecting tower cranes and for Wilbert 200 to 420 tonne-meter tower cranes.

Bob's Crane Service of Lakeside City in San Diego County, CA is an established mobile crane company with more than 23 years of service to the Southern California market. The company will have Southern California as its

exclusive sales territory and will also distribute the Koenig and Wilbert tower cranes.

Net sales at Terex Cranes for the first quarter of 2006 increased \$69.9 million (23%) to \$368.7 million from \$298.8 million in the first quarter of 2005. Terex said the increase reflected improvement in all businesses, and particularly strength in the North American crane market and the tower crane business. Income from operations increased \$20.8 million to \$26.0 million, or 7.1% of sales, for Q1 2006, from \$5.2 million, or 1.7% of sales, for the first quarter of 2005. Order backlog, at \$634.2 million was more than double that in the same period 2005 of \$307 million. "The Terex Cranes segment continued to show strong revenue growth from its recent cyclical lows," said Steve Filipov, president Terex Cranes. "Our first quarter net sales for the North American business, which has been struggling for the past few years, were approximately 90% higher than the same quarter the prior year, which was partially impacted by a strike at our Waverly, Iowa location. The tower crane business continues to operate well in a strong demand market, posting stronger than anticipated net sales increases versus the prior year. The international crane business, led mainly by our German business, as well as our Australian operations, had modest revenue growth, but improved profitability through better sourcing of components and pricing actions."

Boulder Valley Crane and Bob's Crane Service will now represent Koenig and Wilbert tower cranes





Bigge buys big Liebherr

Bigge Crane & Rigging won the bidding contest for a 2000 model 880 tonne capacity Liebherr LR 1800 crawler crane auctioned at a Ritchie Bros. auction in Northern California on April 28. The crane, which sold for approximately \$3.7 million, was the centerpiece of the event that mainly featured equipment used

on the Richmond-San Rafael Bridge Seismic Retrofit in San Francisco.

Scheduled during the same time as the product fair at the SC&RA Annual Conference in Hilton Head, SC., Bigge president Weston Settlemyer was on the East Coast at the conference while his brother Reid Settlemyer,



president of Bigge Equipment, was on the West Coast bidding live at Ritchie's auction site in Sacramento, CA. Weston watched the proceedings on the internet as Reid monitored and handled the bidding in person.

For almost a month prior to the auction the crane had created a stir among equipment people around the globe, according to Denis Prevost, vice president of Ritchie Bros. "We had people from Holland, Malaysia, Indonesia, the US and Canada interested in this crane."

As for the price, some have speculated it was a bit low, but Prevost contends the crane went for exactly the price it was worth. "Prior to anything selling, we don't know the market price," he said. "The bidders determined this crane was worth \$3.7 million."

Weston Settlemyer said he and his brother were excited about the opportunity to purchase the crane. "At this point we don't have a job for it but when it comes up, we will be ready," he said.

Originally attached to a barge, at press time the LR 1800 was being dismantled and trucked to Bigge's headquarters in San

The states

Ritchie Bros. Auctioneers reported its April 28 auction in California as the largest western United States auction in the company's history. The auction generated gross sales of more than \$30 million.

"It was an enormous unreserved marine fleet auction, and as far as we can tell, the largest of its kind ever in the world," said Mike Johnston, area manager for Ritchie Bros. "We had an international crowd with a majority of the items selling to end-users. At the end of the day, 53% of the sales went to buyers located outside of California."

- More than 1,000 people from 18 countries and 41 US states registered to bid
- There were more than 1,200 lots
- Equipment from 86 owners was sold
- Some 53% of sales went to buyers outside California
- More than \$4 million in sales went to Belgium-based businesses
- More than \$3 million in sales went to both British Columbia and Washington State

Leandro. Prevost was pleased with the success of the auction and that both Bigge and Ritchie Bros. could support the SC&RA by being at the conference and still transact business on the other side of the country. "It's a good story to tell," said Prevost.



highlight

► Sponsored by the Commercial Vehicle Safety Alliance, Roadcheck 2006 is an international truck and bus safety and security event that will be held June 6-8 throughout the United States, Canada and Mexico. As in previous Roadcheck events, this year's activities will focus on commercial vehicle safety and other driver safety programs, including security measures, cargo tanks and motor coach safety. This year's event will emphasize the need for commercial vehicle drivers to wear safety belts. Recent studies indicate that only about 54% of truck drivers heed the federal law requiring them to wear a safety belt.





MCG's podcast a first

Manitowoc Crane Group created the lifting industry's first podcast, broadcasting its CraneCast from the Intermat 2006 trade show in Paris in late April. Recorded live at the show, the podcast featured interviews with company product managers and a welcome message from Glen Tellock, MCG president.

"The audio broadcasts we published live on the web were an exciting project for us because people did really appreciate them," said Tom Cioni, director of worldwide

marketing communications for MCG. "We are still gathering our data, but we had several hundred full downloads of the files."

Cioni said streaming audio is becoming accepted in other industries, especially in finance.

"We figured it would work in the lifting industry because crane people are very interested in new technologies and they're

curious about new innovations and products," he said.

MCG plans to further develop its podcasts, Cioni said. "We view podcasting and listening to audio clips via the internet as emerging communications tools that suit modern lifestyles."



Windmills in Canada

A Manitowoc Model 16000 crawler crane owned by JPW Riggers of Syracuse, NY has completed the assembly and installation of wind turbines for Canada's largest wind farm. The 440 ton crane was working at a wind farm near the city of St. Leon, Manitoba, Canada, where it worked for Canadian contractor HB White Canada, a subsidiary of White Construction USA, based in Clinton, IN. The crane was used to erect eight 262 foot-high wind turbine generators, each weighing 250 tons. The heaviest lift was the wind turbines' 51 ton nacelle. To erect the towers, the Model 16000 was configured with 226 tons of counterweight, 295 foot boom, plus an additional 23 feet of extended upper boom point. The St. Leon wind farm represents an investment of \$161 million, and when operational, will provide 99 MW of electricity, enough to power 35,000 homes.

Tadano shows dealers its new 20 ton boom truck

At its second annual dealer meeting in Houston, TX, Tadano America showed off its new 20 ton capacity TM20110 boom truck, mounted on a Sterling

chassis with a 22 foot flatbed. Sales manager Bryan Dammann said the meeting was a success and "included attendees from Canada as well as all corners of the US."

With 110 feet of boom, the 20 tonner is the largest boom truck in the Tadano line. The TM20110 features a

new pentagonal box boom on the TM1882 platform. It has a fully proportional five-section boom for a 120 foot maximum tip height. The outrigger system is out and down with multi-span capacities, allowing the operator to set his main frame outriggers in the straight down position and still have the ability to handle a load.



➤ Ritchie Bros. Auctioneers announced that the company's net earnings for the quarter ended March 31, 2006 were \$13.2 million, or \$0.38 per diluted weighted average share, compared to \$13.7 million, or \$0.40 per diluted share, for the equivalent period in 2005. Net earnings for the first quarter of 2005 would have been \$10.4 million, or \$0.30 per diluted share had after-tax gains of \$3.3 million recorded on the sale of excess property, which the company does not consider part of its normal operations, been excluded.

Gross auction sales for the quarter were a record \$572 million, representing a 25% increase over the first quarter of 2005, making this the largest first quarter gross auction sales in the company's history.

Auction revenues in the first quarter of 2006 were \$56.0 million, an increase of 15% compared to the same period in 2005. The company's auction revenue rate (auction revenues as a percentage of gross auction sales) was 9.79% in the first quarter of 2006, compared to 10.65% in the same quarter of the previous year.

➤ The Association of Equipment Manufacturers (AEM) has urged the US Senate to take action on the Water Resources Development Act (WRDA), which authorizes U.S. Army Corps of Engineers planning and construction activities, including revitalization of the locks and dams on the Upper Mississippi and Illinois waterways. In a letter to Senate Majority Leader, Bill Frist, AEM president Dennis Slater asked that floor time be scheduled to consider the legislation, noting that America's continued economic growth depends on a safe and efficient transportation network to transport raw materials and finished products.

➤ With a total attendance of 209,032, Interat organizers reported that 16% more people attended the show in Paris in April 2006 than the 2003 event. There was a 21% rise in foreign visitors compared to the previous show. A survey released by Interat organizers claimed that 99% of visitors were satisfied with their visit, 86% discovered new products and 30% signed contracts or ordered products.



➤ Dan Bumby received the Golden Achievement Award during the SC&RA Annual Conference, April 25-29, in Hilton Head Island, SC.

The award pays tribute to the individual who has made an outstanding contribution to the specialized carriers and rigging industry. Because of the award's significance, SC&RA does not issue it every year. It was last presented in 2004.

"Dan Bumby is very well respected in the industry – and not just in North America," said SC&RA chairman Jerry Thomsen.

"He has traveled the world and been an industry and SC&RA ambassador, diplomat and a true gentleman in every sense of the word. He is knowledgeable and resourceful, and he continues to be an asset to our organization."

New WHECO facility in Aiken, SC

Structural crane repair and restoration services company WHECO Corp. is opening a crane service center in Aiken, SC to meet demand in the Eastern US, the company said.

On a 30 acre site, the facility includes a 43,000 square-foot plant with two 30 ton overhead cranes and rail service directly into the building. There will be a full fabrication and hydraulic service center, as well as a full-service machine shop and multiple service bays specializing in turnkey accident restoration.

"While we are well-known nationally, we saw a need in the market for a full-service facility on the East Coast," said Ron Williams, WHECO chairman and CEO. "In Aiken, we will be able to do everything we are able to do at our West Coast facilities."

The company offers engineered structural repair solutions that are compliant, certifiable, guaranteed and warranted for cranes and other construction equipment.

The privately held company is headquartered in Richland, WA and has facilities in Seattle, WA, Los Angeles, CA and Kwajalein Atoll in the Marshall Islands.

Runnion takes on Potain self erectors

Runnion Equipment has taken on the dealership for Potain self-erecting cranes, serving Northern and Central Illinois, as well as Northwest Indiana.

Pat Runnion, president of Runnion Equipment, said customer response to the new line has been strong and that he is pleased to get in on the

"ground floor" for a new product in the US.

Founded in 1975 by Earle Runnion, Runnion Equipment Company also sells product lines including National Crane, Fassi, Trail King, Lift-All, Arm-Lift, Prentice and Tadano. Potain is a division of Manitowoc Crane Group.

Elliott Equipment launches SuperLink outrigger system

Elliott Equipment Company has introduced its SuperLink outrigger system, which allows for outriggers to be extended in a typical A-frame configuration on one side of the crane and dropped vertically to the other, allowing users to work in more confined spaces.

The company said the new outrigger system was developed after realizing that often, when working in tight spaces with an A-frame machine, some boom truck users do not deploy outriggers on one side of the machine. This practice is a safety problem that Elliott says the SuperLink system can solve because it allows the user to get full penetration on the extended side and non-extended side. Operators are locked out from rotating to the non-extended side by a proximity switch, allowing for work in narrow areas but with the ability

to get full penetration from a set of A outriggers.

The feature is deployed by inserting a pin into a collar on the outrigger leg to lock it into a vertical position to deploy straight down, the company said. The time to deploy is under a minute.

In the future, the company expects to outfit the majority of its A-frame outrigger units with this new option. Following is a list of features of the SuperLink outriggers:

- A-frame
- fully extended spread of 21 feet
- one-side extended spread of 14 feet
- stowed spread of 7.5 feet
- brake method to prevent full extension
- hardened steel pin



Cranes get star status

W.O. Grubb has supplied several cranes to the set-building effort for a Universal Pictures movie being shot in Crozet, VA.

Building a replica Noah's Ark for the film *Evan Almighty*, four Grubb cranes and operators have done duty on the set. A 60 ton capacity Terex RT160 has been working on site since late February, while a 65-ton capacity Link-Belt RTC-8065 started working in early April. Grubb has also supplied a 100 ton TM9100 and a 40 ton Link-Belt HTC8640 for intermittent work on the movie set.

In late May, the studio will begin shooting a scene in the movie in which a crane will be working. Starring in that scene will be a W.O. Grubb operator and a Demag AC 535. To film the scene and for use in various filming applications, Grubb will also supply five 70 ton capacity cranes.

A sequel to *Bruce Almighty*, the film is set for release in June 2007. Directed by Tom Shadyac the film stars Steve Carell and features Morgan Freeman as God.



Cottage Grove, WI-based JK Hackl Transportation Services Inc. recently celebrated 15 years of service under the ownership of Jerry Hackl. A full-service transportation company specializing in oversize/overweight shipments in the 48 contiguous states and Canada, JK Hackl handles freight that can be carried by flatbed, stepdeck, double-drop, or modular trailers.



Chinese crane maker acquired by Terex

CHINA: Terex Corporation has bought 50% of Sichuan Changjiang Engineering Crane Co., Ltd., based in Luzhou, Sichuan Province, China. The management of Changjiang Crane, which manufactures cranes between 8 and 160 tonnes lifting capacity, will own the remaining 50%.

Chinese regulations limit foreign companies from owning more than 50% of domestic firms that produce truck cranes

and other on-highway vehicles. If and when regulations allow, Terex said it has the right to acquire the remaining 50% of Changjiang Crane.

Steve Filipov, president of Terex Cranes, said, "There is significant opportunity to grow this business both inside and outside China, and over time we hope to utilize its supply chain to help improve our component costs globally. We plan to apply engineering and operational

resources to help Changjiang Crane accelerate its product and manufacturing development, building upon the significant accomplishments of the existing management team."

CEO of Changjiang Crane, Wang Li, will remain in position, "We look forward to the additional growth and development of Changjiang Crane as the newest member of the Terex Cranes family," he said.

ITALY: A Manitowoc Model 18000 crawler crane is playing a key role in conversion work at the Torre Nord power plant in Civitavecchia, northwest of Rome, Italy. The plant, which is owned and operated by Italian utility giant Enel, is replacing existing oil-fired systems with steam turbines

and constructing a new power station to accommodate the change.

The Model 18000, which is owned by Italian contractor Demont, will lift all the major components, including the steam turbines and the steel structures that support them.

The crane arrived on site at the end of 2005, will remain on the project until completion in 2009.

The Model 18000 is working with 259 feet of main boom and 108 feet of luffing jib together with the capacity-enhancing MAX-ER attachment, which gives the unit a maximum lift capacity of 827 tons. Demont studied a number of lifting options prior to beginning work on the Torrevaldaliga project but opted for the 18000 because of its excellent lifting capacity – particularly at long radii – and its compact dimensions, which allowed it to fit into existing spaces within the power plant. The 18000's hefty pick-and-carry capability was an additional advantage, which swung Demont's decision in favor of the Model 18000.



Kranenbouw to manufacture Jost towers

NETHERLANDS: Tower crane rental house Kranenbouw has signed an agreement with German manufacturer Jost Cranes to manufacture Jost cranes and provide sales and after sales support in the Benelux. Kranenbouw has a license to assemble the Jost topless JT 112.8 model, which Kranenbouw will sell under its own brand name.

Franc Jost, director of Jost Cranes, told *ACT* that the

company is having to turn down orders because of a lack of manufacturing space, hence the decision to grant Kranenbouw a license to produce the JT 112.8. Jost said licenses will be given to other interested companies that want to manufacture Jost cranes and sell them under their own name.

Kranenbouw managing director, Edwin van Zitteren, said, "We have thought about

developing our own tower cranes, we have explored the possibility to work as an OEM with some other crane manufacturers in the Far East and Spain, but only now with Jost Cranes have we found a partner where the strengths of both complement each other."

Kranenbouw will also assemble the flat top Jost JT 312.12 and JT 352.12. The first JT 312.12, with a maximum lifting capacity of 12 tonnes and lifts 1.8 tonnes

➤ Hiab parent company Cargotec has reported record orders totalling US\$1.1 billion for the first quarter 2006. Net sales were \$781 million and operating income was \$65 million, the company said.

Cargotec president and CEO, Carl-Gustaf Bergström, said, "Our orders in the first quarter broke records in all of our three business areas. We have had an excellent start to the year in all respects and achieved an operating margin of 8% for the rolling 12 month period."

The company forecast that sales for 2006 will grow 10% compared to last year.

➤ Unic Cranes Europe, distributor of mini crawler cranes, is celebrating the sale of nine new machines at the Internat exhibition in Paris last month. Marketing manager Matthew Deasey told *ACT* that the company sold two units to an existing customer in Germany but had also attracted new business from several other countries. Three units were sold to a new customer in Norway, two units in Germany and one each to customers in Sweden and Ireland.

➤ The International Organization for Standardization (ISO) has a new section on its web site to help small and medium-sized enterprises (SMEs) achieve the benefits of implementing quality and environmental management systems using its ISO 9001:2000 and ISO 14001:2004 standards. ISO secretary general, Alan Bryden, commented, "SMEs may mistakenly perceive of International Standards as being only for big business and government. In fact, SMEs too can benefit from the state-of-the-art technology and management practices disseminated by International Standards, which also open the door to export markets and participation in global supply chains."

at 80 meters, was due to leave the Kranenbouw factory at the end of April and be put straight to work for a large Benelux contractor.

"This is an aggressive growth" said van Zitteren, "but we have to take advantage of the high demand on the market and the capacity bottlenecks at our competitors."



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*.



Having had a mixed time in 2004 and 2005, the Dow looks more consistent at the moment. It is up just under 10% over the last 12 months, and if it can keep the momentum going, it could well hit an all-time high this year.

The last time the Dow scaled such highs, it was driven by the dot.com and telecoms boom of the late 1990s. These proved to be classic 'bubbles,' which grew at unsustainable rates and then went 'pop,' taking quite a few 401k retirement plans with them.

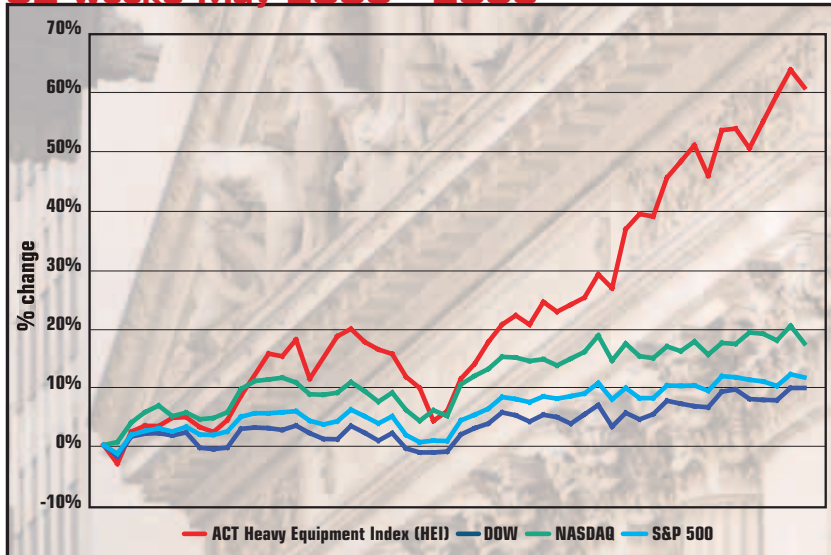
It may be tempting fate to say that the markets have learned their lesson, but it's fair to say that the growth is more measured and sustainable this time around, and the basis for growth is more tangible. Stocks are rising on the back of solid profits, good economic growth and traditional measures of corporate performance. Long gone are the days that start-up companies that had never made a profit could float for hundreds of millions of Dollars, and it's a good thing too!

It is ironic that in just a few years, investors have turned around from the brave new world of dot.coms, and are now favoring well-run companies in traditional sectors and industries. The way commodity prices are these days, it would be foolish not to invest in the oil & gas and

April and May saw the US markets continue their upward climb. At times it is a case of 'two steps forward, one step back' but, as our graph shows, the long term trend shows growth. **Chris Sleight** reports

Up again

52 weeks May 2005 - 2006



mining sectors. But in addition to these hot sectors, heavy equipment manufacturers are also enjoying a surprising surge in popularity.

It is understandable that companies like Bucyrus, Caterpillar and Joy Global, which are big suppliers to the mining sector are doing well at the moment – they simply can't make equipment fast enough. But at the same time, companies across the whole spectrum of the equipment industry are seeing their share prices rocket. This

includes the likes of Gehl and JLG, which have nothing to do with the mining sector.

The fundamental reason for this widespread success is the much stronger profitability in the equipment sector. To take one specific example, in 1999, around the last peak in the equipment market Caterpillar made a net profit margin of just less than 5%. That fell to below 4% in 2002 at the bottom of the cycle, but in 2005 it had risen close to 8%.

Outlook

All the equipment manufacturers are making up-beat noises at the moment, and the consensus is that 2006 will be another year of growth for the industry. *ACT's* Heavy Equipment Index is up 60% on a rolling 12-month basis, so it could go much higher. Oil prices remain high, and the

threat of a further rise persists. Iraq and Iran remain extremely problematic in terms of the price of crude oil, and the late-summer hurricane season in the Gulf of Mexico could see prices spike again. There is also a more fundamental problem of a lack of refinery capacity, which will continue to impact on fuel prices regardless of the availability of oil.

So oil could deflate the stock markets, but the other chief threat to growth over the last few years, interest rates, is diminishing. The Fed is now giving clear signs that the cost of borrowing is likely to stabilize this year, and this should provide a boost to the markets. **act**

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



about the index

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



TERRY YOUNG is president of Construction Safety Experts Inc. and a member of the board of directors of the SCSRA. He can be contacted at 919-625-4040 or terry@safety-xperts.com

Improper use of equipment is the primary reason for welding-related injuries. **Terry Young** reports

Preventing gas welding flashback

Oxygen and acetylene torches have been used for many years for the cutting, welding, brazing and heating of metals. It is important that employees are trained in proper set-up, equipment inspection, storage and handling, personal protective equipment, ventilation procedures, location of available fire extinguishers and devise an emergency plan. Although the equipment used today is extremely safe, hundreds of workers are injured or die each year resulting from improper use of equipment.

It is critical that a stable and useful flame is obtained at all times when using gas welding and cutting systems. Unstable flames not only reduce productivity but often put the employee and his or her co-workers in danger. OSHA requires one-way check valves that reverse the flow of gases. In most cases, the check valves come from the manufacturers and are built into the torch inlet.

To prevent a flashback, additional flashback arrestors must be installed at the regulators, the torch inlet, or both. Placing the devices at both locations often restricts the gas flow to where it is difficult to perform the work task. The problem with placing them at the torch inlet is if the hose catches on fire you are not protected at the regulator, and the fire may flashback to the cylinders that are unprotected. Flash arrestors on the oxygen and acetylene sides at the regulators will stop the flashback into the

cylinders. Although not an OSHA requirement, flashback arrestors will prevent fires, explosions, and more importantly, can save lives.

What is a Flashback?

A flashback is an explosion that comes from the torch head and progresses through the torch, hoses and regulators and into the cylinders. A flashback may cause the hose to catch on fire, an explosion, or a fire at the regulators and cylinders. If possible, shut off the oxygen to stop the fire. Then shut off the acetylene.

What causes flashbacks?

Gas pressure

High acetylene pressure exceeding 15 pounds may cause a flashback. Acetylene becomes unstable and decomposes under high pressure. Many companies use other fuel gases such as MAPP, propane, or natural gas, which may be used at higher operating pressures. Be sure to use the torch, tip and mixing chamber combination for your company's gas application.



Although not an OSHA requirement, flashback arrestors can prevent fires and explosions, and more importantly serious injury

These gases burn at different temperatures requiring specific product applications.

Burnback

If an oxygen cylinder is low or empty, reverse flow of gas may occur. The fuel gas being at a higher pressure, can travel up the oxygen line and mix with the gas in the hose, regulator and cylinder. If you light a torch without purging the lines, a burnback may also occur, causing explosions in the hose, regulator

or cylinder. Purging the lines with gas before lighting will prevent this from happening. When lighting the torch, purge the lines and light the torch with only the fuel gas valve open.

Backfire

A high oxygen pressure caused by holding the torch too close to the work or an obstruction causes gas starvation of the cutting flame and can result in the flame being sucked into the torch. This may cause an explosion in the hose, regulator or cylinder. Usually a loud, popping sound followed by a whistle occurs when this happens. If this occurs, close the torch oxygen valve, gas valve and then shut off the oxygen and fuel gas cylinder valves; wait for the equipment to cool. Then check the equipment for damages.

***Note:** Closing the oxygen valve first followed by the fuel gas valve is the reverse of the normal shut-down procedure.*



welding torch safety

Train your employees to prevent flashbacks, fires and explosions

- ➔ Keep acetylene pressure below 15 pounds
- ➔ Purge hoses before lighting the torch
- ➔ Light the torch with only the fuel gas valve open
- ➔ Use a flint lighter to ignite the flame
- ➔ Inspect equipment, hoses and connections for wear
- ➔ Inspect equipment for leaks
- ➔ Keep cylinders away from high temperature conditions
- ➔ Close the acetylene torch valve first when shutting off the torch
- ➔ Make sure you have check valves and flash arrestors on your equipment

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Altec
CRANES

NCCCO registers 1,000th practical examination site

Last month the Salt Lake City office of the National Commission for the Certification of Crane Operators (NCCCO) celebrated the registration of the 1,000th CCO Practical Exam site.

The 1,000 registered sites include 962 mobile crane sites, 34 tower crane sites, and seven overhead crane sites. Practical exam sites have been registered in 47 states including Hawaii and Alaska. California leads the way with 440 sites, including 12 tower crane sites.

Even more remarkable, perhaps, is the fact that no fewer than 3,159 cranes have been approved for use at those sites, every one of which has had a CAD drawing generated by NCCCO's Salt Lake City office for use in CCO practical exams.

The practical exam as a required component of operator certification was introduced

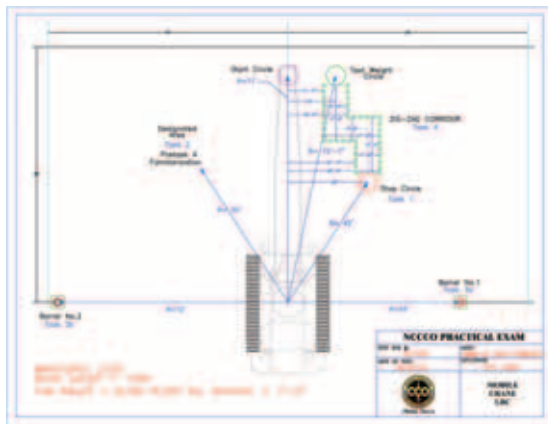
in 1998 to demonstrate proficiency in satisfactorily completing an "operation test" as defined in the ASME B30.5 standard. NCCCO began registering sites and their machines in 1999 in order to

“The registration of the 1,000th CCO Practical Exam site is a milestone that clearly indicates the overall acceptance of operator certification in general, and of the CCO Practical Examination process in particular.”

Phillip Kinser, NCCCO manager of program development

provide standardized exam layouts based on established criteria so candidates would be assessed through a valid and reliable process.

"The 47 states where CCO



A CAD practical test site layout is developed for every crane used for CCO practical exams

Phillip Kinser, NCCCO manager of program development and manager of the Salt Lake City office.

While recognizing that providing cranes, test site equipment, and authorized practical examiners can challenge the resources of companies and organizations, Kinser noted, "The registration of the 1,000th CCO Practical Exam site is a milestone that clearly indicates the overall acceptance of operator certification in general, and of the CCO practical examination process in particular," as crane operators seek certification in meeting individual goals and company and state requirements. **act**

Essex Liebherr crawler selected for CCO practical exam

CCO Practical Exam candidates were in for a treat when they signed up to take their hands-on exam with East Texas Crane Academy in April.

Chosen as the practical test crane for the lattice boom crane exam was a brand new Liebherr LR 1200 SX, one of a dozen bought by Essex Crane Rental, and never before used for CCO practical exam testing. Essex also provided the Arcola, TX test site for the CCO exams.

The 275 ton capacity machines, built by Liebherr in Nenzing, Austria, feature boom configurations and options reportedly available exclusively to Essex. Essex expects them to be particularly useful for application in the wind turbine industry.

According to CCO accredited practical examiner, Joe Bob Williams, president, East Texas Crane Academy, the LR 1200 SX was a hit with all the 25 candidates that tested on it. "It's really state-of-the-art," he said. "The radius indicator was precise to the inch."



Shown during a break between exams are (l to r): Joe Bob Williams, East Texas Crane Academy, Travis Moon (in the cab), and Bruce Reinstadler, Essex Crane Houston branch manager.



Eight new Terex mobiles and crawlers

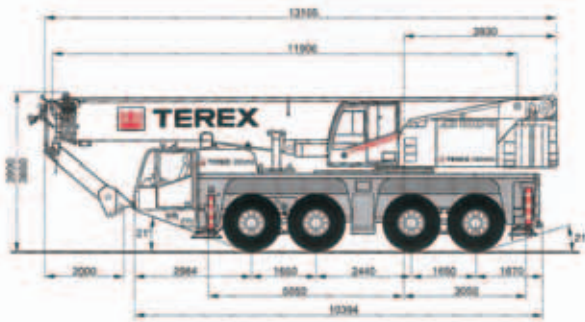
Five new mobile cranes and three new crawlers have been announced or shown by Terex Cranes. New from Terex-Demag in Germany will be the AC 100/4, a 110 ton capacity all terrain mobile crane on four axles. The new crane will have a five section 164 foot pinned boom for a strong lifting chart. At a 32 foot radius with the boom fully extended, the preliminary chart shows it will lift 13 tons. Maximum boom and jib combination will be 226 feet.

Expect to see this crane in iron next year at the Bauma exhibition in Germany and deliveries are scheduled to start in mid-2007.

Seen in iron for the first time at the Intermat exhibition in Paris last month was the new TC 60L truck crane. The TC 60L is one of a four-model range—there are standard and long boom versions of the TC 40 and TC 60.

Terex-Bendini will launch three

new telescopic crawlers this year. Production started in May of the TCC 45, and later this year the TCC 40 and the TCC 60 will follow. The TCC 45 has a maximum lifting capacity of 48 tons. Maximum boom length is 128 feet. The TCC 40 lifts 44 tons and has a maximum main boom length of 88 feet. Like the TCC 45, it is aimed at customers in the petrochemical industry in booming regions like the Middle East.



Palfinger offers solution for stability control



Safer crane operation is the goal of Palfinger's new Integrated Stability Control (ISC) system, which assists crane operators in achieving a better degree of stability, even when working in cramped spaces. This new system is available for all Palfinger cranes with hydraulically extendable outriggers.

Palfinger's ISC system is an all-in-one solution, allowing all the stabilizer legs to be controlled at three outrigger positions—retracted, half-extended and fully extended. The stabilizers can also be controlled—not under load and under load. The user can read the status of the stabilizers on a display panel.

The technical components of the ISC include a rotary transducer, a stabilizer support sensor system and the Paltronic 50, which handles the evaluation electronics.

Wireless and hands free

Eartec Company has introduced the Digicom, a full duplex wireless system that provides simultaneous talk communications. The digital transceivers are not voice activated, and there are no buttons to push. To operate the system, the users must simply turn the units on and talk through the headsets just like on a regular telephone. The company says Digicoms are useful for workers who need to work with their hands—such as crane operators and crews on construction sites. Eartec offers a full line of headsets. No FCC license is required.



New all terrain and tower crane from MCG

Announced at the Intermat exhibition in Paris last month by Manitowoc Crane Group was a new 110 ton Grove all terrain crane, the four axle GMK4115. Deliveries are due to start in August.

It has a 170 foot six-section Megaform boom with the Twin-Lock pinning system. A 32 to 55 foot bi-fold swing away jib can be specified as can two additional 16 foot inserts to give a maximum tip height of 269 feet. Preliminary charts show it will pick 18 tons at 32 foot radius with 131 feet of boom and 24 tons of counterweight, while with 7 tons of counterweight it will pick 15 tons, both through 360 degrees. Powering the superstructure is a 110 kW (147.5 hp) Mercedes-Benz OM 904 LA diesel.

On the carrier, standard is 8 x 6

x 8 drive/steer with independent rear and crab steering and 8 x 8 x 8 is optional. Power is from a 295 kW (390 hp) Mercedes-Benz engine driving through a Mercedes G240-16 transmission with 16 forward and two reverse gears and two stage transfer case. The GMK4115 is under 13 tons per axle on 16.00 R25 tires with 6.9 tons of counterweight, swing away jib and 17 ton hook block. Up to 28.8 tons of counterweight

can be carried. Also unveiled at Intermat was a new carrier cabin that will debut on the new GMK4115. Based on technology from the commercial vehicle industry, the new cab has an emphasis on operator comfort and has a streamlined form to reduce fuel consumption, among other benefits.

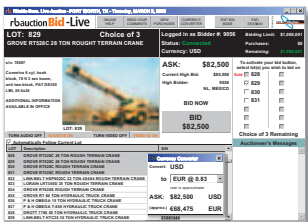
Also announced at Intermat was the Potain MR 295 luffing jib tower crane, which is available in three versions. Lifting capacity is up to 27.5 tons and maximum radius is 197 feet where 3 tons can be lifted.





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in Marketplace,
'Equipment for Sale or Rent'
Page 55

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Two 40 ton capacity Terex truck cranes owned by Bigge Crane and Rigging, hoist a neon sign

It is not often that you interview six people and all six say the same thing. But such is the case when you talk to crane industry professionals about the truck crane in North America.

"The truck crane is the taxi cab of the industry," says Ron Dogotch, vice president and general manager at Tadano, which produces four truck crane models, ranging in capacity from 30 to 80 tons.

"In terms of rentals, it's a taxi cab for us," says Dan Stevenson at Chicago-based Stevenson Crane Service.

"The biggest advantage of the truck crane is that we can operate it 24 hours a day, like a taxi cab," says Rick Schroeder at Gatwood Crane Service, also in Chicago.

"It's an especially good crane for the taxi jobs in the market," says Doyle Bryant, director of new product development at Manitowoc Crane Group.

Manufacturers, dealers and crane operating companies concur that as a commodity in the general construction market, the truck crane is a hot one, mainly because it's a machine that can produce billable hours quickly and efficiently, much like a taxi cab.

"The market for the truck crane has not cooled, not at all," says Dogotch. "The biggest problem is the manufacturer deliveries are extended. There is still pent up demand."

In other words, backlogs on truck crane orders are still very far out, in some cases up to a year. Dogotch was reluctant to use the words, but finally conceded that manufacturers may be "sold out" of certain models, especially those in the higher capacities. Unfortunately, it's a good problem to have, he says.



"One really good thing is we have enjoyed much success with our 30 ton truck crane," says Dogotch, discussing the smaller end of the market. "And we even introduced it quietly, without a formal announcement. We have a substantial backlog for it already."

By early next year Dogotch says Tadano will likely introduce a new model, probably a 90 ton capacity truck crane. As an example of demand, he says he already has orders for the new unit "sight unseen, specs unknown."

Backlog blues

Terex is in the same boat, with more orders than it can get out the door. A spokesperson says Terex is operating at full tilt, and that it does not have plans to release any new truck crane models until at least 2007.

Stevenson can empathize, first hand. "Manufacturers can't increase market share in Chicago land because they can't deliver," he says. "It's a moot point. We ordered 17

Chicago-based Stevenson Crane uses its Terex T340 truck crane to hoist trees and miscellaneous landscaping items for Christy Webber Landscapes. This summer, this project will be showcased on HGTV's Landscapers' Challenge, on a program featuring a homeowner's rooftop garden

Truck cranes are likened to taxi cabs as a "get-the-job done" crane that is once again experiencing a heyday.

D. Ann Shiffler reports

Calling all taxis...



With a 90 ton capacity and a five-section 140 foot boom, Link-Belt says its HTC 8690 has found strong acceptance in the higher end of the truck crane market

cranes in March of 05, and of those, maybe a half dozen were truck cranes. The first one of them, a Terex truck crane, was just delivered last week."

Stevenson, who noted that his wife Donna Stevenson owns and runs the crane rental side of the company, said that the demand for truck cranes is mainly due to replacement of older units. "We don't see as many companies adding to their fleets as much as replacing," he says. "The used equipment market is very good. You can spin some of the older stuff."

Admitting that any type of crane is in high demand right now, Stevenson says the truck crane is especially sought after because "you can get a lot of bang for the buck. With their mobility, with 94 feet of boom, that's good capacity and road speed, they can be a taxi cab, a good rental machine," he says. "With ours, we order all our truck cranes with the creature comforts, automatic transmission and air ride suspension."

Stevenson's fleet of truck cranes ranges from

40 to 75 ton capacities. The machines are used all over the region, sometimes "hitting as many as five or six jobs with one truck crane in a day," he says.

Occasionally, Stevenson will rent a truck crane for a two-day job, but no longer. "If they need it for more than a week, we will replace it with an RT," he says.

American mainstay

With some 50 mobile cranes in its fleet, 30 of which are truck cranes, and with such brands as Terex, Link-Belt and Grove, Gatwood Crane Service has also felt the backlog pinch.

"We took delivery of a Terex truck crane this week [mid May] that was ordered on May 1, of 2005," says Schroeder. "We have seven more Terex units coming and we have some National truck-mounted cranes coming."

Truck cranes are a mainstay in the North American market for a number of reasons, Schroeder says, mainly because of the wide open spaces. MCG's Bryant concurs.



"I think truck cranes in North America are a good product because of the distances we have to drive," says Bryant. "We have a lot more areas to cover and wide open spaces between jobs."

Manitowoc sells four truck crane models and rumor has it MCG has a new model in its future. "We have plans, but we can't talk about them," Bryant says. "We are looking at updating, upgrading – suffice it to say our truck crane line is not going to go away."

Customers and dealers are pressuring manufacturers to produce a higher capacity truck crane that is still roadable and simple to operate. "We do hear wishes for a 100 ton to 120 ton truck crane," says Bryant. "The market is talking about it."

Dogotch concurs, implying that a bigger truck crane class is on the way.

"I wish I had a 100 to 120 ton class truck crane," says Stevenson. "In this part of the country, we can travel two or three states and the road speeds are much better in a truck crane."

Is bigger better?

But Ed Gatwood, vice president of Gatwood Crane Service, is concerned about the push for higher capacity units. "The biggest advantage of the truck crane is to keep the chassis at a width where we can operate it 24 hours a day," he says. "That width is eight feet, six inches wide. With a 120 ton truck crane, I don't think they could stay with that width. If it has a wider chassis, it will lose a lot of its advantages."



Twin Grove TMS800E models owned by W.D. Grubb lift 36 ton storage vats at the Port of Richmond in Virginia. The vats were transported to a Coors Brewery

Two Grove TMS760E truck cranes being used last year to erect a stage for a Rolling Stones concert in Virginia



Gatwood Crane Service took delivery of this new Terex T-335 in mid May



Gatwood says that the Midwestern US is "weight sensitive" when it comes to cranes. "We are in a very weight sensitive market in Chicago because all of the DOTs and cities and counties have all found that they can get revenues for overweight loads and vehicles," Gatwood says. "Because everyone is so weight sensitive, it has changed some purchasing habits. I don't envision anything larger than a 90 ton capacity truck crane will be on a chassis that will make them advantageous to move."

Another attribute of the truck crane is its ease of operation, Bryant says. "They are almost as low tech as a rough terrain crane," he says. "If you can run an RT, you can run a truck crane. Now both ours and Link-Belt's 90 tonners are a little more complex than the smaller capacity truck cranes. And if the customers continue to demand more capacity and longer booms, we will probably start to see more complexity, especially when it comes to keeping them lighter."

Worry flags

Link-Belt continues to offer more truck crane models and with more variations than other

manufacturers, and the company has hinted that a new model truck crane will soon be available from the Lexington, KY-based company.

In an interview earlier this year, Link-Belt vice president Bill Stramer said: "We have several new machines which we will be introducing in October 2006 at our Cranefest event. Currently we have in development new products in all product segments."

A few years back, the truck crane market put up "worry flags" that perhaps the fancy and technologically advanced all-terrain crane would replace the truck crane in the American market. "As to the question of whether all terrain cranes will replace truck cranes in North America, my answer is 'no way,'" says Stramer. "The landscape of North America demands that over the road cranes travel extreme distances between jobs. Truck cranes provide a much more cost-effective combination of initial investment and long-term maintenance cost. As North American manufacturers have developed new truck cranes with reach and capacity specifications that are now comparable with the AT products,

we have seen great success with the truck crane and a reduction in the AT performance in those classes."

The only "worry flags" right now in the truck crane market are related to end-user costs – rental prices and gas prices.

"The rates are not where they should be as of right now," says Gatwood. "Everyone keeps saying that prices should go up but you don't see anyone doing it."

Gatwood contends that even a \$5 an hour rate increase is enough to swing a customer to go for the lower rate. "It's very competitive," he says. "Rates have gone up some. The number of crane rental companies has expanded. It's a case of capitalism working."

One also might think that rising fuel prices would affect the demand for truck cranes, which may get two to three miles to a gallon, Gatwood says. "Some companies are putting a fuel surcharge on truck cranes and some are just increasing their rates," he says.

Bryant says that he hasn't heard much talk "yet," about fuel economy in cranes. "I would think it would have to get a good bit higher in fuel prices for that to start," he says. **act**

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Leading the way for the ALL Erection family of companies, Jack Swan is a conscientious and insightful crane industry professional. **ACT** reports

Having it ALL

With 27 locations throughout the Midwestern US and Canada, ALL Erection is among the largest and most active crane and equipment rental companies in the country. At the helm of the family owned company is Jack Swan, an industry mainstay who keeps a close eye on industry trends and issues, and whose opinions are valued, even by competitors.

ALL Erection also has one of the largest

fleets of equipment in the country with almost every brand of lifting equipment represented, including Grove, Manitowoc, Link-Belt, Lull, Gradall, Terex, Broderson, Shuttlerlift, National, Peiner, Snorkel, JLG and Genie. Fittingly, ALL is a top customer for the gamut of equipment manufacturing companies marketing their products. And Swan is the guy to see.

We were able to catch up with Swan last

month to discuss the state of the industry and to get his take on equipment costs, equipment demand, rental rates, safety and crane design.

New crane prices have increased substantially, with recent price hikes upwards to 20%. Are rental rates keeping up incrementally with price hikes on new machines?

We have been able to get our rental rates up but it is well overdue. The rental rates dropped in 2002 as all other costs including labor, insurance and fuel rose. Now with the cost of equipment rising substantially, coupled with an increase in demand, it is allowing us to raise prices to help compensate for these increases.

What are the factors in setting competitive rental rates for cranes?

ALL Erection has many locations over a large area and we continually monitor the rental rates and our utilization. We have a very narrow management structure and can react quickly to changes in the market. The price of new equipment, labor, insurance and demand all help us determine pricing. There is a surprising difference in rental rates between different markets.

In your tenure in the industry, has the market for crane sales and rental been much better than it is today? If so when?

I have never seen it as busy as it is in all phases – sales and rentals of all types of cranes. It has gotten very busy many times before, but now it seems as if every area of the world is looking for cranes, creating a huge demand.

What do you attribute this most recent boom to, in terms of demand?

There is a huge amount of work in North America as well as the rest of the world. The manufacturers can't keep up with the demand and this has created a big demand for used cranes. The US dollar being as weak as it is has also contributed to the demand for US product, both new and used.

With 27 locations and one of the largest fleets of cranes in the country, ALL Erection is a major player in the crane sales and rental market in the US and Canada



What are the major growth industries (in terms of demand for crane rental, sales, services, etc.)

The work is coming from all industries. We see demand in power, petrochemical, steel, heavy highway construction as well as commercial work. There is a very large amount of work just beginning with power plants and in wind energy with all the windmills scheduled to be built. All of these things require a large amount of cranes.

How many cranes are in the ALL Erection fleet? What's the smallest capacity? What's the largest capacity?

It is hard to say as we are buying and selling cranes every day, and we haven't had any reason to count them lately. I am quite sure that ALL has one of the largest, most modern, well-maintained and diverse rental fleets in North America. ALL rents and sells cranes including

rough terrains, carry decks, hydraulic truck cranes, all terrains and crawlers and we have recently gotten into the tower crane business. We also have a rental fleet of aerial lifts, reach forklifts and boom trucks, which we also sell. We provide cranes either bare or operated and maintained.

Our smallest crane is a Broderick IC20, 2.5 ton and our largest is our Manitowoc 21000, which is a 1,000-ton crawler. We currently have four of these working in the US, all with Max-ers and luffing jibs.

Describe your company's "Safety Management System."

Safety is a very important issue to us, as it is important to the welfare of our employees, their families and our customers. Each of our locations has its own safety manager who reports directly to his local manager as well as our corporate safety manager. We are constantly providing safety training to our employees and are striving to have all our operators with a CCO.



Over the past couple of years, manufacturers have introduced many new cranes to the market. What comes to mind as impressive?

There isn't any particular new crane that stands out above any other. All the manufacturers are continually supplying new products. As they do this they seem to get more technical requiring additional training. Today's workforce must be better educated to maintain this equipment and comprehend all the information they require today to take care of the newer cranes.

I would like to see them simplify some of the equipment, which would make it easier and less expensive to maintain. All this technology is great when it works but it's a nightmare when it doesn't.

What's next for ALL Erection? Any plans for expansion in other markets. Will the company remain privately held?

ALL has a lot of good things on the horizon. Things are very busy and there are tremendous opportunities for those who are prepared for them. I feel that we have planned very well for the future. We have many new cranes, aeriels, forklifts trucks and trailers on order that were ordered in the past year and they are coming in at a steady pace, which will help us take care of our customers' demands. This will also allow



ALL Erection has been family owned and operated for more than 40 years

us to continue to update our equipment fleet.

We are constantly looking for new markets but at this time any expansion will probably be internally, and not through acquisitions. There are many companies that would like to sell out now but they think their businesses are like gold. They might be right!

ALL has been family owned for over 40

years and the ownership is committed to the business. I don't see any ownership changes in the near future.

How does the company distinguish itself in the market?

ALL has complete service shop facilities at each of our 27 locations. We have complete support for our products to help keep our equipment up and running. We have our own hydraulic, electrical, fabrication and weld shops, which allows us to better control our repairs and maintenance.

ALL also has a large transportation fleet to deliver our products to the customer where and when they need it. Our fleet consists of approximately 240 tractors and 800 trailers. This allows us control of our own transportation.

ALL is known for our large, well-maintained fleet of equipment and our ability to get it to the job when required and support it when it is there. We are a very aggressive company, and in good times and bad we have continued to invest in our fleet.

A high profile person in the crane industry, you are known as insightful and shrewd. What's your business philosophy? What's your favorite part of your job? The worst part?


I prefer the word "insightful" over shrewd. That makes me sound like a crane salesman.

I feel that you should treat everyone fairly, including employees, suppliers and customers. If you do so, you will be treated fairly and will have loyalty returned. This is not always the way it works out, but it does more often than not. We have a lot of good employees who have spent the majority of their career at ALL. Most of our suppliers and customers do a large amount of repeat business with us because of the relationships we have developed over the years.

I enjoy all the interesting people that I have met through this business. There are a lot of good, interesting people including employees, customers and suppliers that I have gotten to know.

There is probably something that is the worst part, but it keeps changing. It usually has something to do with moving equipment between these so called "United States," which if you have tried to do that, you will realize in a hurry that there is nothing "united" about them.

What do you do to unwind after a long work week? Hobbies? Outside interests?

I enjoy spending time with family and friends. I like to boat, ski and snowmobile but I don't spend much time at any. 



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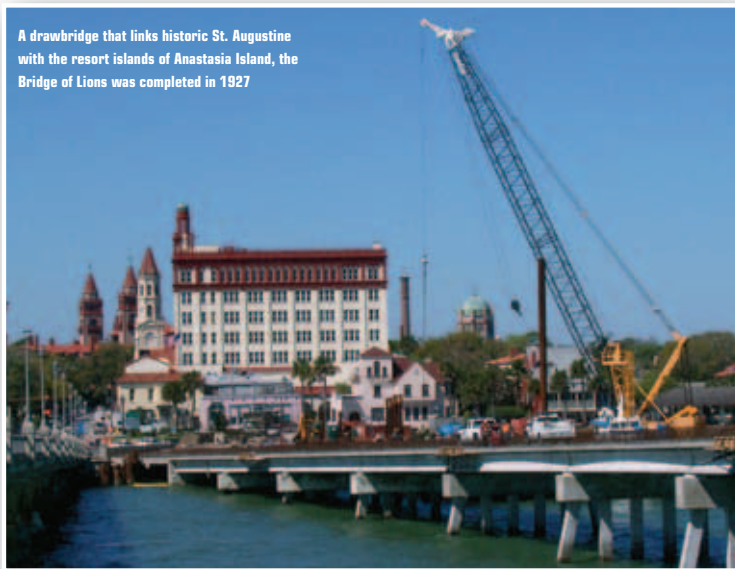


**LIFTING CAPACITIES
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Rehabilitating the historic Bridge of Lions in San Augustine, FL is a tedious and expensive process, but well worth the effort to extend the life of this beautiful old trestle. **D. Ann Shiffler** reports

Compassionate construction

A drawbridge that links historic St. Augustine with the resort islands of Anastasia Island, the Bridge of Lions was completed in 1927



for its Old World charm,” according to the Florida DOT.

The five-year, \$76 million restoration project promises to preserve the Spanish Renaissance beauty of the bridge as well as incorporate safety and traffic improvements that will bring the structure into the 21st century. Virginia Beach, VA-based Tidewater Skanska won the contract for the project.

A year after work commenced in the spring of 2005, the project is well under way with Tidewater Skanska crews building a replacement bridge that is set to be completed this fall.

“In order for the bridge to stay on the National Register, we have to totally rehabilitate

The multi-million dollar question put before citizens of St. Augustine, FL was simple. Do we condemn or repair the beautiful but crumbling historic Bridge of Lions which links the nation’s oldest city, founded by Spanish military forces in 1565, with the resort communities of Anastasia Island.

According to the Florida Department of Transportation, the Bridge of Lions was among the most threatened structures of the National Register of Historic Places. The graceful drawbridge arches some 1,545 feet across Matanzas Bay, linking tourists from the islands to the historic city of St. Augustine.

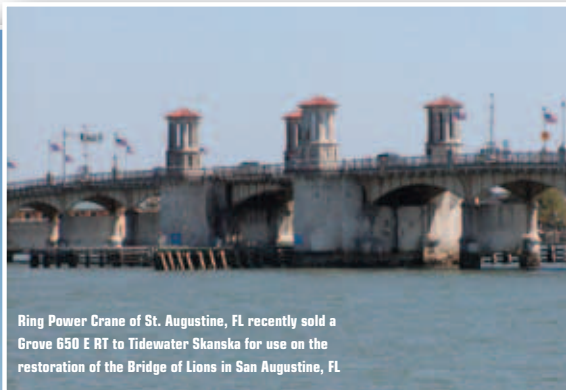
Resoundingly, the citizens of St. Augustine called for the rehabilitation of the beloved old structure which had served as a “backdrop for romance and artistic creativity in a city known

Because the Bridge of Lions is a drawbridge and critical to marine traffic, the replacement bridge will be a vertical lift span, instead of a drawbridge. In this position, it will provide a vertical clearance of 80 feet at the mean high water, accommodating the majority of marine craft that currently travel through the area





Well-known US bridge builder Tidewater Skanska won the five-year, \$76 million Bridge of Lions rehabilitation contract



Ring Power Crane of St. Augustine, FL recently sold a Grove 650 E RT to Tidewater Skanska for use on the restoration of the Bridge of Lions in San Augustine, FL

were used in the clean-up in New York City after 9-11."

After the temporary bridge is complete and traffic diverted to it this fall, the real rehab work on the Bridge of Lions will begin. According to the Florida DOT, the condition of the existing bridge warrants an extensive bridge rehabilitation that will blend with the ornate architecture of the existing bridge while maintaining current bridge design requirements.

Following is a summary of the major elements of the actual bridge rehab effort:

- Remove and replace all approach piers and associated foundations with piers designed for current scour and ship impact requirements.
- Remove and replace abutments and associated foundations.
- Rehabilitate bascule piers including all concrete surfaces, observation towers, and bearing seats.
- Strengthen existing bascule pier foundation to increase load capacity and accommodate current scour and ship impact requirements.
- Replace the superstructure and widen the travel lanes from 10 feet to 11 feet.
- Remove, rehabilitate, and re-use approach span arched steel plate girders
- Remove and replace existing bascule span steel framing and deck.
- Replace existing handrails, light poles, and light fixtures with elements similar to the original elements from 1927.
- Replace the bascule machinery and all electrical components and wiring that operates the moveable span.
- Provide a safety barrier between the edge of the travel lanes and sidewalk.
- Replace the fender system to provide improved resistance to ship impacts.
- Re-align the eastern approach roadway to provide a safer alignment for vehicular traffic.
- Restore park approaches; create new gateway park on east approach; and enhance overall urban design.

the old bridge," says Laurie Sanderson, public information officer. "To do this, it was decided to build a replacement bridge for temporary use."

This spring crews were driving piles and placing the concrete supports for the replacement bridge. The beautiful old concrete lions stationed at the west end of the old bridge are set to be removed and placed into storage for safekeeping until they are restored to their original grandeur and replaced back in their old locations. The same will happen for the clay-tile roofed watch towers.

Several cranes are being utilized on the project, including three Manitowoc crawlers and a new Grove RT, according to Dave Glass, with Ring Power Crane, which is headquartered in St. Augustine and has locations throughout the Southeastern US.

"We sold them a Grove 650 E RT for the project," says Glass. "Another interesting thing about the cranes, two of the bigger Manitowocs



Lifting, transporting and launching the *Pieces of Eight* replica pirate ship for its maiden voyage was a task that crews from Miller Transfer and W.O. Grubb Crane Rental enjoyed.

D. Ann Shiffler reports

Ship Ahoy!

Starting this month, the pirate ship *Pieces of Eight* can be seen sailing up and down the Virginia Beach coastline, offering pirate voyages to adventure-seeking tourists. Back in March, the ship was launched in the ocean thanks to the lifting, rigging and transport expertise of crews from Miller Transfer and W.O. Grubb Crane Rental.

At 125,000 pounds, 65 feet long, 12 feet wide and 16 feet tall, the ship as an object to lift and transport would not be considered extraordinary, says Lynne Southcombe, rigging superintendent for W.O. Grubb.

"It certainly isn't that big or heavy, and we were in a wide open area with no wires or trees," says Southcombe. "It was a simple job, even though it was unusual."

After the ship was completed at a Virginia Beach shipbuilding facility, the task at hand last spring was to get the craft from the shipyard onto a trailer where it would be backed down to the water front, and then lifted off the trailer and placed into the water. Questions ranged from "does the boat have engineered lift points to will it float once put in the water?"

Using a spreader bar system, Southcombe and his crew decided the best way to lift the boat was to use 12-inch wide straps in a basket configuration.

"Each one was good for 92,000 pounds," says Southcombe. "We had plenty of rigging but the question was where do we place the straps to be able to pick it up level? We needed to keep from having 90,000 pounds on one strap and 20,000 pounds on the other."

With no engineered lift points identified, Southcombe figured the weight of the ship to be mainly in the center hull area, the location of the engines. Using a 200-ton capacity Demag AC535 for the lift, Southcombe says the crane was placed parallel to the boat, which was secured to a platform on which it

was built. The straps were placed around the hull and the platform, in order to lift both at once. The boat was swung about 180 degrees to place it on the trailer, Southcombe says.

The crane lifted the craft gently up a few feet off the ground, to assure the straps were in the right place to keep it level. Southcombe

directed the operator to bring the boat back down and asked for one of the straps to be moved about six inches to better distribute the weight of the boat. It was then lifted and placed on a Miller Transfer trailer system.

"We used an extendable tri-axle step trailer and a four-axle tractor," says Craig Smith, district sales manager for Miller Transfer, located in Norfolk, VA. "We secured the platform to the trailer using chains."

Once secured on the trailer, the boat's journey to the sea was quite short, no more than 500 yards, Smith estimates.

From that point, the Demag was again marshaled to lift the boat off the trailer and set it in the water. This time the boat would be separated from the platform and the slings placed around the hull where Southcombe had previously marked for them to be placed.

Smith agrees that the project was not that difficult, but that special care needed to be taken due to the investment the owners had in the brand new boat, which was commissioned for his tourist business. The owners were onsite to watch the launch and christen the ship.

"Everyone wishes the owners success," Smith says. "It's totally an entrepreneurial effort. The guy had sunk his life savings into this idea. But everyone seems to think it will do well."

"It was a fun project because there is so much human interest in the project," Smith says. "Everyone was so excited, especially the owners. She even came up and hugged the driver."

act

A 200-ton capacity Demag AC535 owned by W.O. Grubb was used to lift the ship onto the trailer and off the trailer into the water



Miller Transfer used an extendable tri-axle step trailer and a four-axle tractor to transport the vessel down a slope, about 500 yards to the dock



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Six companies were recognized for their work on complex jobs ranging from transporting an historic submarine from a river port to a museum in Italy to jacking up and rotating for repair a launch structure at Kennedy Space Center in Florida. **ACT** reports

SC&RA Job of

Moving Job of the Year: Fagioli PSC, Milan, Italy

Hotty Toti

To say the least, the challenge was huge, awkward and full of pomp. Last summer, Fagioli PSC took on the task to move a Cold War era submarine from a port on the Cremona River to the Museum of Science and Technology in Milan, Italy.

The 11 day adventure was fraught with details, starting with the task of lifting the submarine, the *Enrico Toti*, out of the water and onto trailers for the trip to Milan. Fagioli used a 400 ton capacity gantry crane and a 400 ton LTM Liebherr to hoist the craft, which weighed close to 445 tons and was approximately 203 feet long, 10 feet wide and 23 feet high.

Secured on Fagioli's 15 axle Cometto modular trailers, the submarine and its convoy painstakingly made the 58 mile trip mainly at night, all the time surrounded by the army, support vehicles and a throng of curious people who stayed up late to watch the strange "vehicle" pass through their towns and villages and eventually through the narrow, sometimes steep and often curvaceous streets of Milan.

Complicating the journey was the result of the publicity generated about the move of the *Enrico Toti*, with coverage from local papers to the *New York Times*, from Italian broadcasting to CNN. On the last night of its journey, besides the massive convoy, some 200,000 onlookers followed the submarine into the Milan Centre.

Built during the height of the Cold War in 1967, the submarine's mission was to track Russian nuclear-propelled submarines. It was not until the late 1990s that the old underwater vessel was disarmed and retired. After years of discussion and overcoming a host of bureaucratic difficulties, it was



decided the submarine would become a permanent exhibit at the Leonardo da Vinci Science and Technology Museum in Milan Centre.

Fagioli's team of engineers planned the trip with care, aware of each obstacle they would face along the tedious route. A daily routine for the engineers was to disconnect and reconnect power lines and remove and re-install lamp posts and road signs.

Narrow streets were often hazardous, as were the 90 degree turns in some restricted areas. Among the obstacles:

- 1,312 feet of sidewalks
- 20 lamp posts that were removed and then re-installed
- 12 traffic lights that were removed and then re-installed
- Two railway lines which had to be stopped and wires cut
- Two subway line routes had to be stopped and re-routed
- Seven 90 degree turns, including one full U-turn.

Beyond all these challenges, safety was a primary consideration, especially in light of



the publicity and the number of people along the route. Standard procedure for Fagioli on every job is to prepare a health and safety plan involving risk assessment, equipment inspection, hazardous conditions reports and environmental analysis reports.

"The numerous obstacles and difficulties to transport a 450 ton submarine into the heart of a big city had been studied several times thanks to pre-survey, collaboration with local authorities, engineering studies with computer aided design and the result was a perfect job without any trouble," says Rudy Corbetta, marketing officer for Fagioli.

In all the project employed four engineers for 30 days and 11 people for 15 days 24/7 for a total of 2,610 man hours.

**Moving:**

FAGIOLI, for the 58 mile transport of the *Enrico Toti* submarine from Cremona River Port to the Museum of Science and Technology in Milan, Italy

Hauling more than 160,000 pounds (net):

EMMERT INTERNATIONAL, for the 2,900 mile transport of two exchange vessels from the Gulf Coast to Edmonton, Canada

Hauling less than 160,000 pounds (net):

EMMERT INTERNATIONAL, for transporting 66 gas pipe modules from Tyler, TX to Benton Harbor, MI

the year awards

Hauling more than 160,000 pounds (net): Emmert International, Clackamas, OR

Extreme haul

One continent, two countries and five states for a total of 2,900 miles – these were the geographies that comprised the route that Emmert International charted to deliver two identical stacked 626,000 pound heat exchangers simultaneously from Houston, TX to Edmonton, Alberta, Canada.

As one would imagine, the hardest part of this project took place months before the actual transport. “Our first step was to contact authorities in Alberta, Canada to see if our conceptual design and equipment could even be used in the Canadian province,” says Roy Emmert, vice president.

After two months of back and forth with authorities in Alberta, Emmert received approval for its route plan through Canada. Next, the team devised a route through the US. The plan would span 29 days and involve passing through the states of Texas, Oklahoma, Colorado, Wyoming, Montana, and on to Canada. The permitting process was complicated and required approval from scores of governmental entities involved along the route.

Emmert used custom-built wooden saddles to support the stacked heat exchangers. At a legal gross weight of 626,000 pounds, a height of 17 feet 6 inches, and a width of 22 feet 6 inches, the trailer was designed and configured to 18 feet wide to meet US regulations.

But that wouldn't work in Canada, where the standard for hauls is 14 feet wide. The Alberta Transportation Department accepted a design that was two feet

wider than the norm. Once the stacked heat exchangers reached the Canadian border, Emmert modified the trailer's frame and dolly system from 18 to 16 feet wide. To do this Emmert designed and built a frame that would allow the dollies to be moved inward two feet. Custom dolly steering bars were also installed during the configuration change to increase the stability of the trailer and the load.

According to Emmert, this may have been the first load that was ever approved and transported in Alberta using a 16 foot wide trailer configuration on dollies. The Emmert team presented to Canadian bridge engineers several stability drawings before convincing them 16 foot wide dollies were safe over the bridges. But Emmert International's team never compromised on safety.

In addition to the logistics to meet governmental requirements, the route presented constant challenges, including rugged terrain, railroad crossings, steep grades, and sharp turns. Then there was the weather, ranging from 96 degrees F in the southern US to sub-zero – as low as minus 49 degrees F – in Canada. The convoy ran into two blizzards where visibility was low.

As if that was not



enough, during the transport it was also crucial to maintain the nitrogen purge on the vessels, and the engines on the transport vehicles had to run continuously in the sub-zero temperatures to keep the liquids and hydraulics from freezing. At the destination in Edmonton, the stacked heat exchangers were off-loaded to the client's staging area. Emmert's team estimated that the job required 800 hours of engineering and 1,500 hours of planning and coordination for a total of 5,250 man-hours.



Hauling less than 160,000 pounds (net): Emmert International, Clackamas, OR

Modules to Michigan

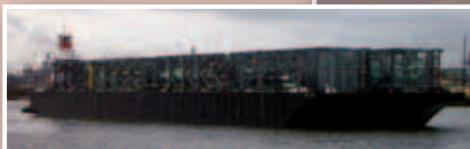
Emmert International moved 66 gas pipe modules from the manufacturer in Tyler, TX to a refinery plant in Detroit, MI. After assessing the module weights and dimensions, the task was to determine a feasible route. With severe cold weather conditions in Michigan a prime consideration, Emmert had to work fast on planning, execution and completion.

The plan took shape, with the team determining that 52 of the 66 smaller modules (ranging from 12 to 14 feet long and 78,000 to 122,000 pounds) could be transported 1,730 miles through Texas, Arkansas, Tennessee, Kentucky, Indiana and Michigan. These hauls were made using four-axle trucks with three-, four- and five-axle step deck stretch trailers. The remaining 14 modules, which were 16 feet 6 inches tall and 70 feet long, would be too tall to transport over the road due to the height restrictions.

Emmert devised a plan to transport the

remaining modules to the Port of Houston, load them on barges and transport them via the Mississippi River through Chicago and on to Lake Michigan to Benton Harbor.

When the modules arrived at Benton Harbor, Emmert only had 10 days to get the modules across



and icy roads were an issue.

The state of Michigan gave Emmert special permission to use bucket trucks to lift overhead power lines out of the way for the loads to pass underneath.

The planning for this job encompassed seven months, and required 150 hours of engineering and 200 hours of planning and coordination. Permits were required from six states, and man hours totaled 2,900.



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**Rigging job more than \$750,000:**

BARNHART, for lifting NASA's Shuttle Launch Pads to aid work being done for corrosion control and steel reinforcement

Rigging job between \$150,000 and \$750,000:

BARNHART, for the replacement of two feedwater heaters in a coal fired power plant in Sioux City, IA

Rigging job less than \$150,000:

PSC CRANE & RIGGING, Ohio, for an 8 MW Wartsila Generator installation in an Indiana power plant

Rigging job more than \$750,000: Barnhart, Mobile, AL

Launch pad lift and twist

In preparation for Space Shuttle missions, NASA continues to complete several large-scale renovation projects at Kennedy Space Center at Cape Canaveral in Florida. In spring 2005 Barnhart was called on to assist with one of the more complicated projects on Launch Pad A.

The task was to lift up the launch facility structure so that other contractors could come in and reinforce the structure with additional steel and also complete corrosion treatment. After the restoration work was done Barnhart would come back in to lower and secure the facility back to its launch pad.

Barnhart engineers realized this assignment would require detailed and precise planning at every step. First of all, they would need to develop a lift plan for a structure that had never been weighed and in which engineered lift points had never been identified.

"Our three major concerns or considerations were actually applying the loads to the jacking locations determined by NASA," explains Shaun Sipe, regional director at Barnhart. "They had chosen six points on the structure that needed to be lifted and we had to figure out how to get underneath those points."

For the most part, the huge structure is a maze of pipes, steel and related support structures. "For each lift location there was a different challenge to physically getting to the location," Sipe says.

Once the engineering team devised a way to transfer the load of the structure to the Barnhart jacks, the second challenge would be to spread the load to the launch pad foundation. NASA wasn't sure the amount of load the foundation could take.

The third challenge for Barnhart's team was deciding how to erect the lifting structure

underneath NASA's rotating structure. The structure being lifted can rotate around the launch pad, which meant that Barnhart's lifting towers would need to have two elevations, one at 124 feet and one at 103 feet – a 21 foot difference between jacking points. The lifting tower structures would require two elevations, and using the rotational ability of the facility to make this happen.

"We asked NASA if we could use the rotational function, the ability to move



30 minutes away, they would shut down the job entirely. They had several days this would happen.

In addition, anytime there is work to be done on such an expensive, highly technical apparatus, there is added scrutiny and pressure. "There's the unique value of the structure," explains Sipe. "It's one of a kind, irreplaceable basically and, also, the application of our lift tower and a configuration using a jacking

or shoring tower – that was a first for us. It was a first time application of the shoring tower but we hope will not be the last."

By the time the job was complete Barnhart and NASA concluded that the weight of the structure was about 5 million pounds, although Barnhart only lifted about 2.5 million pounds of the structure (around 1,300 tons). The structure is roughly 170 feet high and more than an 80 foot radius.

Despite the complexity, Sipe says the job was completed without incident. "We basically went in and set up our system and once we lifted the launch facility and secured it, we left for two months and then came back when the work was done and took it all down."

the structure to its mated position where the Space Shuttle sits for launch, and at that location build the first floor of our tower," Sipe explains. "Then we swung the structure over that floor and built the second floor, and once again, swinging it back over the second floor and the original tower."

That plan worked, allowing Barnhart to use its Modular Lift Towers and hydraulic jacks to lift the structure so that crews could come in and do the necessary work.

Aside from the challenges of dealing with the labyrinth of duct work, piping and steel, Barnhart crews would also worry about high winds and lightning that prevailed in the spring. Sipe says that storms rolled through almost every afternoon, and if lightning was

Rigging job between \$150,000 and \$750,000: Barnhart, Memphis, TN

The Heat was on

Building a better mousetrap is what engineers at Barnhart strive to do. When a prospective client presented them with a rigging plan to extract, replace and install two large scale feedwater heaters into a coal fired power plant in Sioux City, IA last fall, Barnhart figured a way to do it easier and for less money.

Of course "easy" is a relative term when it comes to this particular project. Alan Barnhart, president, says the plan was quite complicated but was executed perfectly. By changing the original plan Barnhart was able to use a smaller crane than would have been needed if the job had been done the way the customer had originally specified. "Our plan reduced the cost of the job and allowed us to be more competitive," he says.

Weighing in at some 80 tons each, the new feedwater heaters were 40 feet long and six feet in diameter. The old heaters that had to be extracted from the building were

essentially the same size, maybe a bit heavier and a bit shorter.

The heaters had to be passed through a hole the customer made in the building. They were originally placed in the building during its construction, when the roof was off but, for several reasons, the roof could not be opened up for the replacement. An opening in the side of the building was the best option.

Initially, the customer proposed using a much higher capacity crane, one that would require about 80 truckloads to assemble and operate. "We had a large enough crane to do what they were proposing," Barnhart explains. "But that was a very big crane with a very big price, so we asked the customer if we could propose some alternatives. We had our TC 3000 close to the site, and after measuring the building and realizing we could move the heaters through the building, we came up with a system to bring the heaters out of the wall. This allowed us to be much closer and



Rigging job less than \$150,000: PSC Crane & Rigging, Piqua, OH

The dancing generator

In Indiana, you can almost always count on it being cold if not snowy in late November and early December. Both were the case when PSC Crane & Rigging accomplished a highly engineered rigging task that began with off-loading and transferring an 8 MW Wartsila generator from a rail car onto a nine-line Goldhofer trailer and then hauling it one mile through the town of Rensselaer to the Indian Power Plant facility.

The generator weighed some 320,000 pounds and measured 44 feet long, 10 feet 10 inches wide and 14 feet 2 inches high. At the plant the real challenge began – offloading the generator and rotating it 90 degrees to slide it into an opening in the building and then sliding it into position for the installation, which involved shimmying of vibration mounts and final leveling to the manufacturer's specifications.

Similar to threading a needle on a much larger scale, sliding the generator into the plant through a tight clearance proved to be an extraordinary rigging challenge. The generator was

unloaded in the middle of the street and rotated 90 degrees in line with the opening in the brick façade of the building and then rigged inside the building onto the new concrete foundation. The existing opening in the brick façade of a little more than 10 feet wide had to be enlarged for the generator to safely pass through. A 13 foot wide area of grass in front of the brick façade opening had to be temporarily replaced with compacted gravel.

At the site the generator was lifted off the Goldhofer just outside of the building where it was to be installed. The rigging plan involved the use of a 500 ton J&R Lift-N-Lock gantry system equipped with a 400 ton J&R Power Rotator. The generator was suspended from the gantry with a spreader

bar arrangement using wire rope slings. Engineered lift points were supplied by the manufacturer.

Once the generator was lifted it had to be rotated 90 degrees to be set on an hydraulic slide rail system to slide it into the building. Once it cleared the building, it was jacked up to remove the slide rail system underneath it and to install the vibration mounts.

Randy Sever, vice president of operations, says the job went off without a hitch, even though a series of obstacles did change plans along the way. "This project was well thought out from the initial planning stages and carried through to project completion," he says. "The planning,





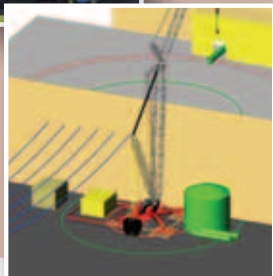
allowed us to use the TC 3000."

Barnhart would use its 800 ton capacity Demag TC 3000 lattice boom truck crane to lift the old and new heaters. The flooring in the building presented a challenge and a system to spread the load had to be devised.

"There were many tight clearances to deal with, in some cases two inches or less," explains Barnhart. "Once inside the building, we would use two systems, a light slide system and an air caster system."

Barnhart's new plan was less expensive but a bit more tedious. "We had to rotate the heaters in some very tight spaces."

Barnhart was especially proud of the creativity and ingenuity used in the rigging plan for this job. "This job required innovation and adapting a rigging system to accomplish something we had never done before and that saved the customer time and money."



scheduling and utilization of state-of-the-art rigging applications with respect to this project provided safe work practices for all our employees and overall jobsite safety. The rigging equipment selected in completing this project simplified the riggings tasks at hand and at the same time created an overall efficiency to the generator installation project schedule.

All total, the project required 578 man-hours, including approximately 80 hours of project management and 20 hours of engineer designed lift and rigging planning.



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Specialized Carriers & Rigging Association



Ultimately, SC&RA is in the **communications business**, and its two official magazines, *International Cranes* and *Specialized Transport* and *American Cranes & Transport*, help the association achieve many of its core missions

First year review

This issue marks the first anniversary of *American Cranes & Transport (ACT)*. It has been a great first year for SC&RA's official domestic magazine.

The quality of this magazine reflects SC&RA's belief that, as an association, we really are in the communications business. It's not enough to offer the best products, services and events concerning such important areas as safety, insurance and risk management, government affairs, management, labor relations, international trade and industry recognition. Unless we clearly communicate who we are, what we have accomplished, and how we are working to advance the membership and the industry, we have failed in one of our core missions.

Several years ago, we realized the need to greatly enhance SC&RA's communications program to bolster credibility, recruit and retain members, promote programs and services, and otherwise nurture an organization that wanted and deserved a commitment to excellence. Building on the tradition established by our quality weekly newsletter, we sought to greatly improve upon our monthly publication.

The search led us to KHL Group, which already had earned a reputation for objective reporting of the global crane and general construction business and all of its components. In January 2004, SC&RA established its partnership with KHL, choosing *International Cranes and Specialized Transport (IC&ST)* to become the association's official magazine.

SC&RA members throughout the world have been very well-served by *IC&ST*. Readers and advertisers alike greatly appreciate this well-designed magazine that is always packed with independent, in-depth articles.

We soon recognized the opportunity to further strengthen communications in the North American market through the publication of an entirely new KHL magazine, *American Cranes & Transport*. This magazine already has exceeded our high expectations.

Today, it is much bigger and better than

earlier editions. In the beginning, *ACT* typically ran 68 pages. In April, it hit 100 pages for the first time. KHL works very hard to ensure *ACT* is a magazine that members will want to read from cover to cover before placing in the lobby for visitors to peruse.

From the beginning, KHL has been very responsive to the needs of both SC&RA members and staff. Indeed, much of the direction for the magazine comes from the members themselves. Joining KHL and SC&RA on the KHL Group Editorial Advisory Board are: Daniel R. Barclay of Dan Barclay, Inc.; Butch Odegaard of Trail King Industries, Inc.; Ingo Schiller of Liebherr Cranes, Inc.; Terry Young of Install, Inc.; John Ward of All States Freight Systems; George Young of George Young Company; Scott Bragg of Bragg Crane Service; Bill Stramer of Link-Belt Construction Equipment Company; Toni Sabia of Transport Systems and Products, Inc.; Michael Battaini of Sheedy Drayage Co.; Gary Stang of Anderson Trucking Service, Inc.; and Larry Bryce, Manitowoc Crane Group. This board's behind-the-scenes support has been invaluable.

During SC&RA's recent annual conference in Hilton Head Island, SC, the Editorial Advisory Board had the opportunity to sit down with the KHL USA staff to review *ACT*'s progress and establish a course for the second year of publishing. Although KHL editorial and advertising staff members left the meeting with a long list of goals to pursue over the next year, they were encouraged by the positive feedback from the advisory board.

While pleased, thus far, with the magazine, we expect even greater accomplishments as SC&RA and KHL charge ahead.



Joel Dandrea, executive vice president

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

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First timers to the SC&RA annual conference give the week-long event a thumbs up. **Terry White** reports

The Wrap-up

B.D. Ralls, president, Statewide-Nationwide Bucket Truck Escorts. Houston. TX:



I was very impressed with the conference all the way through. The program, the leadership, the educational sessions – they were all excellent. It was all new to me, and I learned a lot. I met many very fine executives, including some we had already done business with. Jim White, who was SC&RA chairman, and his wife Ginger, gave us a lot of pointers about our business. And Jerry Thomsen, who was finishing up as president, was a super guide who took me around and introduced me to folks. When you have that type of introduction, it has to have a profound impact. The other thing that was very impressive was the SC&RA staff. They were helpful in every regard.



Joe Creamons, regional sales manager, Construction & Transportation Equipment Finance division, Center Capital Corp., Jacksonville, FL:



I can honestly say it was very worthwhile and beneficial to go. I've been at it 22-½ years, so I've been to a lot of shows. Some of them are so big it's just ridiculous. The SC&RA annual conference really is the perfect size. There were some very good opportunities to meet some end users and decisionmakers throughout the whole meeting – from the golf outing to the Products Fair. I picked up a lot of cards of owners and CFOs, and I've followed up with all of them. I look forward to the annual conference next year.



Mike Wardzinski, manager, Buchanan Hauling & Rigging, Inc., Trafford, PA:



The annual conference was very informative. I saw all the educational sessions and went to the Truck Permit Policy Task Force, the Transportation Group Safety Committee, and the Annual Membership & Board of Directors Meetings. Those groups have a lot on their plate. I was especially impressed with how the association was dealing with all the heavy hauling permit issues. I had a good time and met a lot of nice, helpful people. I hope to go to San Antonio next year.



Kim J. Berrian, senior vice president, Berrian Insurance Group, Inc., Englewood, CO:



Overall, the experience was wonderful. It was great coming face-to-face with our policyholders, and we were encouraged that others we talked with were wide open to hearing about what our new program offered. We had been a member for about 14 months, but I feel like the annual conference has helped me understand and appreciate SC&RA much more. I learned a lot from the special sessions as well, particularly Bob Gray's session on building total recall. I've already put him in contact with some of my old associates.



Mark your calendar now for the 2007 Annual Conference, April 10-14, at The Westin La Cantera Resort, approximately 15 miles from the heart of downtown San Antonio, Texas and the historic Riverwalk.

More than 540 registered attendees from nine nations were given an outstanding opportunity to partake of a five-day program full of energizing educational, recreational and social events during the SC&RA Annual Conference, April 25-29.

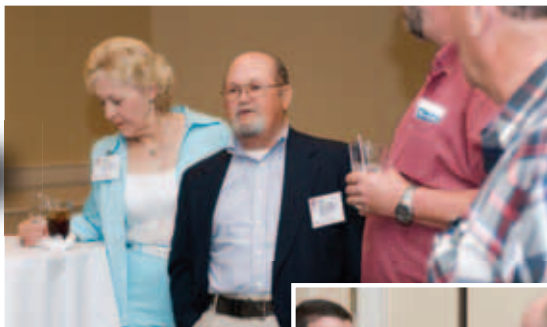
Contributing greatly to the overall impact were the luxurious facilities, fine dining and ocean views throughout The Westin Resort, Hilton Head Island, SC.

Attendees stretched their minds through presentations by six world-class speakers; 54 Product Fair exhibits; more than a dozen board, committee and task force meetings; and Rigging and Hauling Job of the Year presentations. They exercised their bodies with golf and tennis

tournaments, the CCO 5K Run/Walk along the beach, and visits to the full-service health club. Then they wound down in the evenings with classy receptions and dinners.

As always, the annual conference was a time for attendees to build both personal and professional relationships. In many cases, the networking extended well beyond scheduled events.

For about 50 first-time attendees, the annual conference also provided a great way to become more aware of some of the many benefits made possible by their membership in SC&RA. In return, these first-timers brought fresh perspectives and voices to the event. Afterwards, four of them offered reviews. **act**



B.D. Ralls and his wife Edith meet fellow SC&RA members during the First-timers reception



Mike Wardzinski chats with SC&RA's newsletter editor and *American Cranes & Transport* contributing editor Terry White



First-timer Kim Berrian (left) stepped forward to help opening session speaker Bob Gray demonstrate the "Turbo-charged Brain"



What is the best protocol to follow when seemingly minor losses occur? **Kevin Cunningham** reports

Deductible issues

company is working for says not to worry about it, that they will take care of the damage. After all, it is a willow tree. How much can that really cost to replace?

Months later, the contractor has not taken care of the damage, and a lawsuit is filed against XYZ Crane, asserting over \$12,000 in damages for the replacement of the tree. The crane company, believing that the general contractor would be picking up the tab for the damage, never submitted a claim to its carrier.

Another variation could occur with a simple road hazard liability claim. A crane or a heavy hauler gets into a minor fender bender with a car, and the company's driver is at fault. The car that is hit sustains only minor damage, and at the accident scene, the driver of the car says that no one in the car is injured. The company, thinking that the loss is below their deductible, offers to pay for the damage to the vehicle. A couple weeks or months later,

the driver of the car gets an attorney and presents damages in the amount of \$20,000 for soft tissue injuries and \$5,000 for the car damage.

Notify your carrier

The question then becomes what is the best protocol to follow when losses like these occur. Prompt notice to your carrier is crucial, even if the property damage or bodily injury alleged is below the deductible. Notice serves many purposes. First, it takes away an insurance company's ability to assert late notice of a claim as a policy defense to a later filed lawsuit. In addition, the prompt notice will allow your insurer to determine if any investigation into the loss is needed. Also, if the insurer is notified before the company makes a payout, it will be unable to assert voluntary payment as a defense to coverage.

Lastly, if it is determined that the insured wants to pay for the claim out of pocket, he can have the assistance of the carrier or claims adjuster in getting both property damage and bodily injury releases either at the scene of the accident or close in time afterward. Often times, when a company makes a payment on a claim that is below the deductible, this step of getting releases isn't taken, which can open the insured up to additional liability.

While some companies would rather pay these low value claims themselves, others will always submit the claims to their carriers. The claims adjuster then pays the claim (whether it be above or below the deductible)

and then looks to the insured for reimbursement of the deductible. Sometimes, this process runs very smoothly, but often times, it takes a lot of effort to get an insured to part with their money. If an insured does not pay its deductible, it is possible that a legal battle will ensue.

One of the reasons an insured may refuse to pay its deductible is on the basis that the insured was not liable for the loss, or there is no coverage under the policy for the alleged loss. This raises the issue of the insurer's ability to settle claims when the insured does not believe he is at fault for the loss. For example, in *Boral Industries v. Continental Casualty Co.*, an insurer settled a claim below the insured's deductible, and sought reimbursement from the insured for the payment. The company contended that there was no coverage under its insurance policy for the loss and the carrier settled in bad faith, relieving the company of having to pay its deductible.

Good sense

Typically, claims for bad faith against an insurance company result from failing to settle a claim within the policy limits, so when a suit alleging bad faith for settling a claim results, the court has to take an entirely different approach. The court in *Boral* noted that the insurance policy contained an unencumbered right to settle claims, such that the insured was on the hook for the deductible. The court also stated that since the insured was a corporate entity, it had the ability

Many crane, rigging, heavy haul and transport companies have liability deductibles that range anywhere from \$10,000 to \$25,000. This creates some complicated scenarios when what seems to be a minor property damage or bodily injury loss occurs.

Take for example the case of XYZ Crane, who is working at a jobsite in a residential area setting trusses. The operator is flying a truss when the rigging breaks, and the truss falls onto a willow tree. The contractor the crane



Prompt notice

Notifying your carrier, even in the event of a seemingly small loss that is below the deductible, is crucial for the following reasons:

- ➔ Notice served takes away an insurance company's ability to assert late notice of a claim as a policy defense to a later filed lawsuit.
- ➔ Prompt notice will allow your insurer to determine if any investigation into the loss is needed.
- ➔ If the insurer is notified before the company makes a payout, it will be unable to assert voluntary payment as a defense to coverage.
- ➔ With prompt notice, the insured has the assistance of the carrier or claims adjuster in getting both property damage and bodily injury releases either at the scene of the accident or close in time afterward, (even if it ends up that the insured pays for the claim out of pocket.) Often, when payments are made on claims that are below the deductible, the step of getting releases isn't take, which can open the insured up to additional liability.



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info@specialriskservices.com

to negotiate with the carrier on the settlement provision in the policy. Most policies do contain a provision that allows the carrier to settle claims despite what the insured views as lack of liability or lack of coverage, and, as this court noted, when this happens the insured must still pay its deductible.

Of course, a carrier or claims adjuster's good business sense should indicate that they should keep the insured in the loop regarding the possible settlement of any claim, however, that does

not necessarily mean that the insured's consent is needed to settle a claim.

However, all these problems can be avoided if you are able to develop a good working relationship with your carrier and with their claims adjusters. For example, an accident occurs as XYZ Crane is driving to a jobsite. A car rear-ends the crane at a stoplight after failing to brake.

The car asserts that the crane stopped too fast. The driver of the car claims soft tissue injuries and damage to their car in the amount of \$8,000. In this scenario, XYZ Crane is faced with a few options, some of which are better than others. First, it can recognize its lack of liability for the accident and refuse to pay a claim and refuse to alert its carrier, which is not the best option, considering the litigious nature of our society. The driver will most certainly bring suit against XYZ Crane.

The next option is for XYZ Crane to pay the damage out of pocket, as it is below the deductible. Again, this may not be the best option, especially when

there is very questionable liability. In addition, if XYZ Crane pays without getting a release from the driver of the car, more problems can result for XYZ Crane, such as the driver attempting to sue for more money.

The best option in this scenario would be to contact your insurance carrier immediately, who will be able to solidify liability defenses from a scene investigation, and if they are qualified, will recognize that the claim is not one that should be paid.

Many typical claims adjusters will be willing to pay a claim of this sort, just to get it off of their desk. Therefore, it is important that you stress to them your position, and this open communication may bring the issue to a mutually beneficial resolution.

Teamwork pays

In the insurance world, it is not only important to have a company that will pay the claims that need to be paid, but also will not pay the claims that should

not be paid. Also, qualified claims adjusters will recognize that when a claim comes in that is below deductible, there is still a need for their assistance. A qualified claims adjuster will not just refer the claim back to the insured for them to deal with because it is below the deductible. He will become actively involved in assisting the insured in any way possible, even if the insured decides to pay the claim himself. A qualified claims handler will also recognize the need for a coverage opinion in the event that there is questionable coverage; he will not just pay the loss.

While money is the bottom line when it comes to insurance, claims handling affects this bottom line. Your company should only pay for claims it is liable for, and teaming up with a carrier that understands that is important. Otherwise, insult can be added to injury by your company having to pay a deductible for the settlement of a claim by your carrier that should not have been settled in the first place. **act**



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Martz to chair ConExpo

Link-Belt Construction Equipment president **CHUCK MARTZ** was recently named chairman of the ConExpo-Con/Agg 2008 Exposition which will be held March 11-15 in Las Vegas, NV.

ConExpo-Con/Agg is held every three years and will likely be the largest international show and equipment display for the construction industry in 2008. Martz will lead a show management board of volunteer business executives comprising both exhibitors and attendees.

MCG's Satori recognized as top engineer

Manitowoc Crane Group engineering manager **Robert**

Satori is the 2006 winner of the ASABE (American Society of Agricultural and Biological Engineers) Wisconsin Section Young Engineer Award. The selection committee's decision was unanimous, even

though there was strong praise for the entire slate of nominees. The award announcement was made at the ASABE Wisconsin Section meeting in Oshkosh, WI in late March.

Satori manages a group of 15 engineers in the design and

analysis of crawler and mobile cranes. In addition to his day-to-day responsibilities, Satori has been active in the recruitment and mentoring of graduate engineers with the company. He has worked with the company's human resources department to recruit a high school intern and has promoted engineering and science as a career path at a local middle school.

Satori began his engineering career after graduating with a BS degree in agricultural engineering from the University of Wisconsin-Madison. He worked as a production engineer and supervisor before joining MCG as a mechanical engineer in 1999.



Baxter takes on new role at JLG

DAVID BAXTER has been appointed director of North American marketing and market development at JLG

Industries, reporting to Craig Paylor, senior vice president North American sales, marketing and customer support.

David earned a Bachelor of Science degree in marketing from California State University, Fresno and a MBA from the University of Georgia. He is a certified 6 Sigma Green Belt.



He quickly rose through the ranks, promoted to staff project engineer in 2001 and engineering manager in 2002. Satori earned a Masters of Engineering at the University of Wisconsin-Madison in 2004, and is a certified 6 Sigma Green Belt. **act**

SC&RA names new officers

At its annual conference in April in Hilton Head, SC, the Specialized Carriers & Rigging Association announced its new officers for 2006-2007. They are: chairman **JERRY THOMSEN**, Trail King Industries, Inc., Mitchell, SD; president, **Doug Williams**, Buckner HeavyLift Cranes, Graham, NC; vice president, **JOHN WARD**, All States Freight Systems, Twinsburg, OH; treasurer, **JAMES VITEZ**, KMX International, Hamburg, PA; and assistant treasurer, **RANDALL GODDARD**, Atlas Industrial Contractors, Ltd., Columbus, OH.

Group chairmen include: Allied Industries Group chairman, **BUTCH ODEGAARD**, Trail King Industries, Inc., Mitchell, SD; Crane & Rigging Group chairman, **KEVIN JOHNSTON**, J&R Engineering Co., Inc., Mukwonago, WI; Ladies Group chairwoman, **STEPHANIE BRAGG**, Bragg Crane Service, Long Beach, CA and Transportation Group chairman, **PAUL LEFEBVRE**, LeFebvre & Sons, Inc., Elk River, MN.

New SC&RA Foundation officers are president, **JOE BOB JOYCE**, Joyce Crane; vice president, **DOUG MILLER**, DEM & Associates; and treasurer, **GEORGE YOUNG**, George Young Company.



Gavel exchange between former president Jerry Thomsen, right, and new president Doug Williams at the closing dinner at the SC&RA conference in Hilton Head, SC

Next WOA in Atlanta

The next World of Asphalt show and conference will be held March 19-22, 2007 at the Georgia International Convention Center in Atlanta, GA. World of Asphalt is the only industry-focused event targeting the business and professional development needs of asphalt, highway and maintenance professionals from companies large to small. For more information contact World of Asphalt: phone 800-867-6060 (toll free) or 414-298-4150, fax 414-272-2672, or online at www.worldofasphalt.com. **act**



international diary

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November 21 – 24, 2006

Shanghai, China

Ph: (Germany) +49 89 94 92 07 20

www.bauma-china.com

2007

Bauma Munich

April 23 – 29, 2007

Munich, Germany

www.bauma-germany.com

Smith joins TurnKey

Former OSHA safety official **Billy Smith** has joined TurnKey Specialty Insurance Services, Inc. as vice president of risk mitigation, reporting to Tim Conlon. With more than 25 years in the industry, Smith is responsible for loss control and risk mitigation strategies.

Prior to joining TurnKey, Smith worked at the US Department of Labor, Maxim Crane Works and the International Union of Operating Engineers. Smith will be Chicago-based and will work remotely from Maryland. **act**

2006

Mega Utility Show

September 13 – 14, 2006

Shakopee, MN

muee2006@aol.com



SC&RA Crane & Rigging Workshop

September 21 – 23, 2006

Sheraton Atlanta

Atlanta, GA

www.scranet.org

Associated Wire Rope Fabricators

October 22 – 25, 2006

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www.awrf.org

2007

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January 16 – 18, 2007

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www.aed.net

World of Concrete

January 23 – 26, 2007

Las Vegas, NV

www.worldofconcrete.com



SC&RA Transportation Symposium

March 8 – 10, 2007

Orlando, FL

www.scranet.org

Bridon names new president, engineer

John Churchfield has succeeded Bill Golla as president of Bridon American Corporation. In his new role, Churchfield will oversee Bridon's approach to the deployment of lean thinking, ensuring the company will continue to improve the services it provides to its customers worldwide, the company said.

Golla, who has worked for Bridon American for 32 years, is planning to retire at the end of 2006. Until that time he will serve as vice president of special projects.

Also Bridon American announces the appointment of **Dave Henninger** as wire rope engineer, reporting directly to David Sleightholm, technical director. Prior to joining Bridon, Henninger worked for Arcos Alloys and Paulsen Wire Rope. **act**

JUNE 2006

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- 6 ☐ Manufacturer of lifting and transport equipment
- 7 ☐ Other industry
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- ☐ None of the above
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What is the annual sales of your company?

- ☐ Under \$1 million ☐ \$1-3 million
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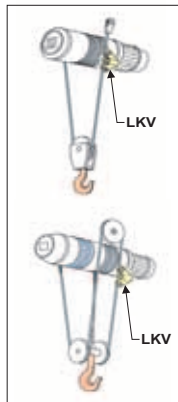
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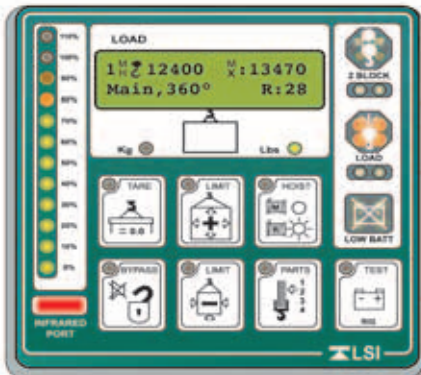
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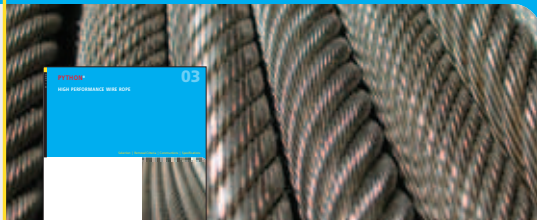
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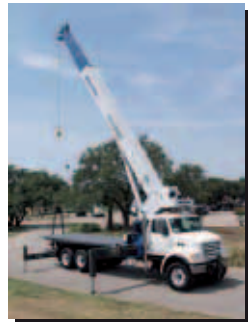
TOLUCA, MEXICO – JUNE 6, 2006**PHONE: +52.722.211.2922****ROUGH TERRAIN CRANES:** Komatsu LW250-2 30 Ton 4x4.**HOUSTON, TX, USA – JUNE 8 & 9, 2006****PHONE: 713.455.5200****ALL TERRAIN CRANES:** Demag AC435 180 Ton, Krupp KMK6225 225 Ton.**ROUGH TERRAIN CRANES:** Grove RT875 75 Ton, Grove RT635C 35 Ton, 2-Link-Belt HSP8050 50 Ton, Lorain LRT445 45 Ton, P & H CN128 28 Ton, P & H Omega 18 Ton.**HYDRAULIC TRUCK CRANES:** 3- Link-Belt HTC860 60 Ton.**CRANES:** Broderson IC701B Carry Deck, P & H CHC14.**DUBAI, UNITED ARAB EMIRATES – JUNE 12, 13 & 14, 2006****PHONE: +971.4.883.8398****ROUGH TERRAIN CRANES:** Coles TR680S 70 Ton, Tadano TR250M 25 Ton, Tadano TR250-5, Tadano TR250-3.**CRANES:** Mitsubishi VSC4233 8 Wheel Straddle Carrier.**LOS ANGELES, CA, USA – JUNE 13 & 14, 2006****PHONE: 951.940.9441****ROUGH TERRAIN CRANES:** Pettibone 40SC 4x4x4 20 Ton, Pettibone 36SCP 18 Ton 4x4x4.**HYDRAULIC TRUCK CRANES:** Bucyrus- Erie H5 15 Ton, Demag HC340 150 Ton 12 x 6 x 8.**EDMONTON, AB, CANADA – JUNE 15, 2006****PHONE: 780.955.2486****ROUGH TERRAIN CRANES:** Grove RT740 40 Ton.**HYDRAULIC TRUCK CRANES:** Link-Belt HTC50W 50 Ton.**ALBUQUERQUE, NM, USA – JUNE 19, 2006****PHONE: 505.836.0738****TOWER CRANES:** Pecco PC3600.**CRANES:** P & H 5 Ton Overhead Bridge, 25 Ton Bridge A-Frame.**NORTH EAST, MD, USA – JUNE 21 & 22, 2006****PHONE: 410.287.4330****ROUGH TERRAIN CRANES:** P & H R150 15 Ton.**HYDRAULIC TRUCK CRANES:** Bucyrus Erie 45C 30 Ton.**CRANES:** Timberland Equipment PC252530EH Electric Derrick Hoist.

LINK-BELT 140 TON – HARTFORD, CT

DENVER, CO, USA – JUNE 23, 2006**PHONE: 303.659.3962****ALL TERRAIN CRANES:** 2- Grove AT180 20 Ton.**ROUGH TERRAIN CRANES:** Grove RT65S 35 Ton, P & H R150 15 Ton, Pettibone PM32 15 Ton.**HYDRAULIC TRUCK CRANES:** Grove TM180.**HARTFORD, CT, USA – JUNE 28, 2006****PHONE: 860.684.1055****ROUGH TERRAIN CRANES:** 1999 Grove RT855B 55 Ton, Grove RT740 40 Ton, Grove RT58 14 Ton, 2- Lorain LRT445 45 Ton, 1997 Terex RT450 50 Ton.**CONVENTIONAL TRUCK CRANES:** Link-Belt HC238B 140 Ton, Link-Belt HC238A 140 Ton, Link-Belt HC138 65 Ton.**BOOM TRUCKS:** Freightliner FLD120SD T/A w/Manitex 2592S 25 Ton.**SACRAMENTO, CA, USA – JUNE 28 & 29, 2006****PHONE: 530.724.3900****CRAWLER CRANES:** Mantis 2610 13 Ton.**CHESAPEAKE, VA, USA – JULY 13, 2006****PHONE: 410.287.4330****ROUGH TERRAIN CRANES:** Grove RT422 22 Ton.**CONVENTIONAL TRUCK CRANES:** American 4450 40 Ton.**CRAWLER CRANES:** American 4240 40 Ton, Link-Belt LS108 45 Ton, Manitowoc 4000W 150 Ton, Manitowoc 3500 60 Ton, Northwest 41 18 Ton.**CALL FOR A FREE BROCHURE****800.663.8457****For complete, up-to-date equipment listings,
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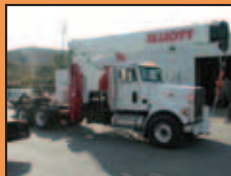
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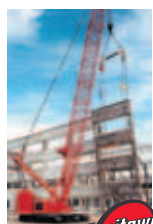
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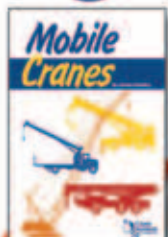
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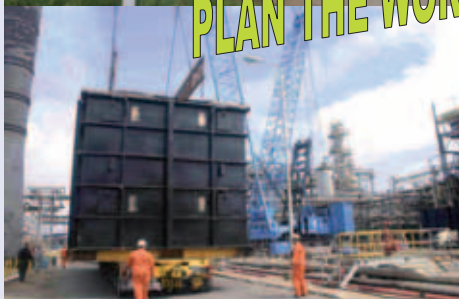
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