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A KHL Group Publication

act 50

North America's largest crane owning companies

REGIONAL REPORT: NORTHEAST



INTERVIEW: ALAN ASHLOCK



SC&RA: JOBS OF THE YEAR AWARDS





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



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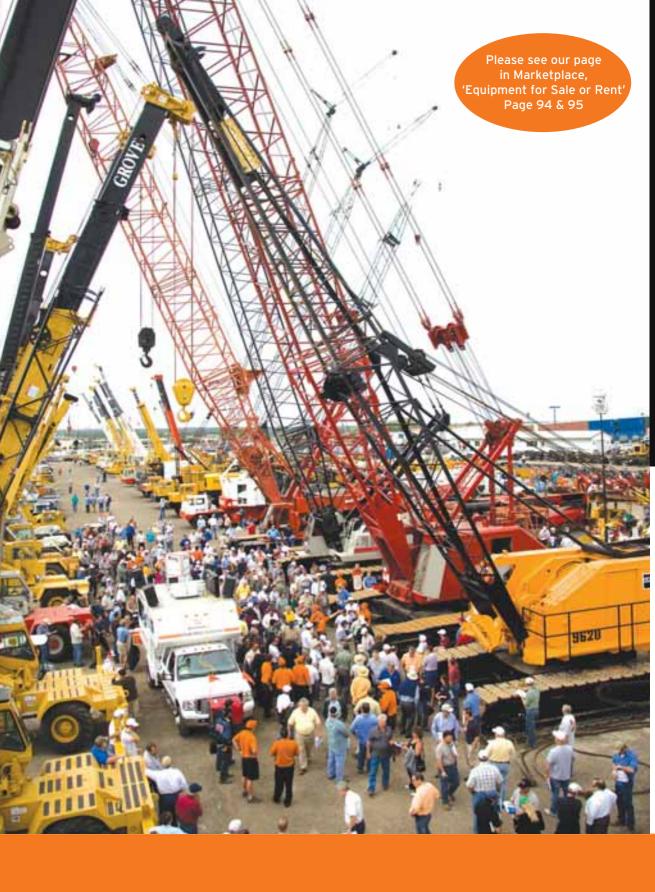
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On the rise

t's summer and that means heavy workloads for the construction industry, and consequently for the editors of ACT. News is abundant in the crane and transport sector with acquisitions on the rise, new crane deliveries on the rise and windmills on the rise throughout North America. Don't miss our report on the wind industry on page 47.

With the June issue of American Cranes & Transport we celebrate our 36th issue, which marks our third year of publishing. Fittingly the June 2008 issue is our largest issue ever.

Part of the reason for this is June is the month in which we present our annual act50 listing, and it's also the magazine in which we showcase the SC&RA's Job of the Year winners. Don't miss the stories of the incredible feats accomplished by the winning companies, starting on page 56.

On page 39, we are proud to offer up our third annual act50 listing of North America's largest crane-owning companies. Once again, it's taken a full year for us to cull the data in this list, and still we must qualify that it continues to be a work in progress, although the list has grown substantially over last year. It is by far the most comprehensive list of crane owning companies ever produced. But as it goes with making any list, we realize that a few major players are still not accounted for on the **act50**. All that said, our 2008 list offers much analysis to consider:

- The top five firms in our list together have a total lifting capacity of 1,092,519 tons, as compared to 675,710 tons last year.
- The top 10 firms on our list together have a total lifting capacity of 1,299,195 tons, as compared to 801,304 tons last year.
- Combined, the top 50 companies in our **act50** have a total lifting capacity of 1,813,356 tons as compared to 1,181,884 US tons in
- Mamomet, which was not included in our 2007 **act50**, is at the top of the 2008 list with a total lifting capacity of 467,228 tons.

Suffice it to say that the big companies got bigger, for the most part, and the mid size and small crane companies grew substantially as well. Among the companies that made the biggest leaps this year were Turner Industries that went from 27 on the list last year to 7 this year and Deep South Crane & Rigging that jumped from 43 to 8 this year. We'd like to thank all the companies that responded to our survey this year, and we welcome the newcomers to the list, some 20 companies. We hope to get to the 100 mark in 2009. If you aren't on the list, and you know you should be, please call me, write me, let me know you are out there, and we'll make sure your company is in the running for next year's act50. And finally, on the occasion of the magazine's third birthday,

I find it appropriate to thank our readers and those in the crane and transport industries that have supported the magazine in so many ways. Additionally, I'd like to thank the hardworking, dedicated and creative KHL Group USA and KHL

Group UK teams who continue to rise to the occasion to assure magazine's success.

D.ANN SLAYTON SHIFFLER

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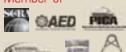


Wanzek Construction's 660-ton Terex-Demag CC2800-1 NT setting tower sections at the Marengo II Wind Project near Dayton, WA. See the Industry Report: Wind Power on page 47 and our ACT 50 listing on page 39

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magazine of the SC&RA

news

Tower Crane Taskforce gears up; H&E and Eagle West announce expansions; Crane Rental buys second Manitowoc Model 31000; Shuttlelift gantry crane assists in rebuilding new I-35 bridge in Minneapolis, MN

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Despite the general economic doom and gloom, shares in the heavy equipment sector hit record highs in April on the back of strong first quarter results. Chris Sleight reports

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Major expansion for Arcomet; Liebherr launches largest crane for offshore applications; China christens world's first fixed dual-beam gantry crane. Euan Youdale reports

safetv

Best practices in tower crane operation. Terry Young reports

certification news

North Carolina firms host CCO workshop and other news regarding operator training and certification



product news

New product news. Euan Youdale reports

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Conditions in the Northeastern US appear to be healthier than newscasts would suggest. John Wyatt reports

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Crane Rental Corporation's Alan Ashlock never envisioned himself running a large-scale crane company. D.Ann Shiffler reports

rough terrain cranes

Demand for rough terrain cranes is holding strong. ACT reports



ACT50

Our exclusive report on the top crane owning companies in North America

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Innovation, superior engineering and good, old fashioned common sense were required to achieve these incredible feats. D.Ann Shiffler and Terry White report



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News of people and events in the crane and transport industry

marketplace ¢

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

crane & lifting services

transport & heavy haul

highlights

Belden Inc., headquartered in St. Louis. MO has consolidated its affiliated Belden Europe (Venlo, The Netherlands), HEW-Kabel (Winnerfürth, Germany). Hirschmann Automation and Control (Neckartenzlingen. Germany) and Lumberg Automation (Schalksmühle. Germany) companies into the newly formed business unit of Belden EMEA. Its operational headquarters will be located in the greater area of Stuttgart, Germany, Dr. Wolfgang Babel, who already headed Hirschmann and Lumberg Automation. was named president of Belden EMEA. Together, with more than 2,200 employees worldwide, the four companies combine comprehensive expertise in the field of data transmission. Belden EMEA forms the umbrella for five operating divisions: Industrial **Networking, Industrial Connecting Solutions**, **Electronic Control Systems**, Cable Infrastructure, and Cable Specialty.

On May 1. 2008. Lifting Gear Hire opened its 10th warehouse in the US in Kansas City, MO, The 6,400square-foot building houses an inventory valued at \$1 million. The new facility has the capability to test hoists with a capacity up to 25 tons. While Lifting Gear Hire has existing warehouses in St. Louis. MO and Dallas, TX, the new facility will reduce delivery time and transportation costs and will expand its rental capabilities in Arkansas, Oklahoma, Nebraska, and western Kansas, according to the company. Founded in 1970. Lifting Gear Hire is among the world's largest companies involved in the rental, sale and service of lifting, winching and material handling equipment.

Tower Crane Taskforce tackles safety issues

On any given day approximately 1,500 tower cranes are working at jobsites throughout the US - almost double the amount of tower cranes working just a decade ago, it has been estimated.

The SC&RA recently assembled a taskforce to review and make recommendations regarding a number of safety and "best practice" issues regarding tower crane operation. Chaired by AmQuip President Frank Bardonaro, the SC&RA Tower Crane Taskforce brings together



Six tower cranes working on a massive construction site on the East Coast

We are taking a look at recent tower crane accidents and we will conduct a root cause analysis that will enable us to put together for the first time a set of industry 'best practices' to prevent accidents and injuries in the future.

Frank Bardonaro, president, AmQuip Corp.

"a group of people who have more knowledge and expertise than ever seen and gathered in one setting in the tower crane industry," said Bardonaro.

The goal of the taskforce is multi-faceted. Bardonaro explained: "We are taking a look at recent tower crane accidents and we will conduct a root cause analysis that will enable us to put together for the first time a set of industry 'best practices' to prevent accidents and injuries in the future. We are working with rigging professionals and unions throughout the country to help determine the best way to put together lift plans and pre-job meeting plans that address tower crane erection and rigging procedures that should take place during erection, climbing and dismantling."

Additionally, the taskforce

is working on a campaign to effectively communicate that recent accidents were due to rigging procedures and rigging equipment failures rather than crane collapse or crane failure. "We want to make the public aware that this equipment and technology is extremely safe but some of the workforce doing the actual climbing and dismantlement may need additional training on specific types of equipment in the best and safest ways to complete these procedures," Bardonaro continued.

Other issues the taskforce will take on pertain to local governments taking tower crane regulations into their own hands in an effort to assure a safer worksite. "Cities are passing laws about tower crane operations without talking to anyone in the crane industry until after the law was

passed," he said. "These new laws often don't address anv of the things related to accident prevention or safety."

Bardonaro says the taskforce is willing to help municipalities and even state governments formulate legislation that is meaningful and will improve jobsite safety. "We are rising up to take this head on, to make the public aware of the real problems of safety," he explained.

Comprised of tower crane professionals across the country, the taskforce is ultimately trying to improve safety and awareness of proper tower crane operation. "We're all competitors but for this cause we are trying to improve the situation by sharing all our problems and productively trying to come up with solutions to correct them," said

Forthcoming from the taskforce is a fact sheet to assist tower crane owners when speaking to the media regarding tower crane operator and safety.

He said the taskforce is dedicated to increasing training, certification, and assuring the expertise of workers involved in tower crane erection, climbs, and other operations.

Crane owners sue Miami-Dade

In late April, a group of contractors and crane owning companies filed a federal lawsuit in Florida in an effort to stop Miami-Dade County from enforcing a new ordinance enacted in March that regulates the usage and operation of tower cranes in the county. The injunction contends that the ordinance is less safe than federal requirements and that it poses a danger to safety and would hamper commercial construction.

On May 16, right at press time, there was an injunction hearing in the United States Federal Courthouse in Miami. The all-day proceedings included testimony from witnesses of both sides, according to Bruce Whitten, president of the Florida Crane Owners Council, which was one of the groups that filed the lawsuit.

"Florida's large-scale construction projects are impossible without cranes," said Whitten. "We have to keep projects moving forward and keep Floridians working. But, with this ordinance, Miami-Dade has made it impossible to operate cranes in this county."

The coalition of contractors and crane owners object to several parts of the ordinance, including one requirement that requires tower crane operators to jump tower cranes more often than OSHA rules require.

Jumping a tower crane can be dangerous because it involves dismantling, moving and reassembling of parts of the crane, according to the press release. The coalition contends that unnecessary jumping of a tower crane adds risk to the jobsite.

The group that filed the lawsuit supports a statewide safety standard for tower cranes that passed in the Florida House of Representatives in 2008 and 2007, but was stopped in the Florida State Senate.

Miami-Dade County enacted the ordinance just days after a fatal crane accident at the Paramount Bay condominium site in Miami.

CRC orders latest Manitowoc crawler

Orlando, FL-based Crane Rental Corporation will buy the second Manitowoc Model 31000. Manitowoc unveiled the new 2,535-ton capacity heavy lift crawler crane at CONEXPO 2008.

The 31000 is the largest-capacity crawler crane Manitowoc has ever designed or built. It employs a lift-enhancing mechanism, which eliminates the need for a counterweight wagon. This feature, called the VPC (the Variable Position Counterweight) never touches the ground and extends or retracts as needed by the crane's lift.

Alan Ashlock, president, Crane Rental Corporation, said the 31000 is a logical choice for his company as he grows his fleet and the lifting capacities he now offers his customers. The company also owns a range of other Manitowoc crawlers including 555s, 888s, 999s, and 2250s. The 31000 will become the company's flagship crane.

"The 31000 is an ideal crane for the complex and massive lifts customers are asking for help with today," Ashlock said.



Eagle West expands

Eagle West Cranes Inc. has purchased three Southern Alberta, Canadabased companies: Cox Crane Ltd. in Medicine Hat; Cox Hoisting Ltd. in Lethbridge; and Custom Cranes Ltd. in Brooks.

Eagle West was set to take ownership of these entities on May 30, 2008. Former owner Lee Cox will become district manager for all three companies. The three companies have a fleet of 16 cranes, including six boom trucks and 10 hydraulic cranes ranging in size from 17 to 100 tons.

Jim Barkman, Eagle West Cranes Inc. president & CEO stated: "When the highly skilled operating teams and cranes from these locations work together with the existing talent and fleet of our Calgary based division, Stampede Crane & Rigging we will have a significant presence and ability to serve the customer base in Southern Alberta."

Shuttlelift gantry helps rebuild I-35W bridge in Minneapolis

A Shuttlelift SL 300 gantry crane is working in Minneapolis, MN on the reconstruction of the I-35W bridge. Delivered a week ahead of schedule in late April, the new SL 300 is moving precast bridge sections from the casting beds to a flatbed trailer for onward transportation to the main construction site. Due to the fast track of the project, the crane was operating continuously over a 45 day period.

Kurt Minten, Shuttlelift director of industrial sales, explained: "This project is being worked around the clock in order to meet completion deadlines. The SL 300 was bought specifically to move the pre-cast bridge sections, from the casting yard to the transporting vehicles, in a time efficient and safe manner."

He said the new crane was

well suited for the 'pick and carry' application required. Once all the bridge sections have been moved to the main construction site, the crane's work will be done. "Although the crane's work cycle will be short, it is absolutely essential to the success of this construction project," Minten said.

The SL 300 was manufactured with additional features specific for its purpose including eight high intensity HID lights to provide essential night-time illumination; a fully airconditioned operator's cab; and wireless remote control for optimum load control. There was much consultation with Flatiron-Manson, which resulted in the Shuttlelift SL 300 being chosen as the 'right crane' for this type of project, Minten said.

When completed, the new bridge (also known as the St. Anthony Falls Bridge) will form



Shuttlelift SL 300 undergoing erection at Flatiron-Manson casting yard

part of the interstate highway I-35W; the bridge will have a 100 year life span and will carry five lanes of traffic in each direction on two separate road beds, eight feet apart; the design has incorporated a Light Rail Transport-ready feature that can accommodate future transportation needs. The total width of the bridge will be 189 feet – 76 feet wider than the bridge it replaces.

H&E Equipment Services opens new facility in Jackson, MS

H&E Equipment Services celebrated the grand opening of its newly constructed, fullservice facility in Jackson, MS on April 24, 2008. Taking part in the event were some 750 customers, manufacturers, employees and neighboring

The new 30,000 square foot facility is located on six acres and features eight service bays, which are serviced by two 10-ton overhead cranes, a fully-stocked parts warehouse and equipment sales and rentals offices.

The H&E Jackson branch offers new and used equipment sales, a large equipment rental fleet and in-house and mobile service and repair.

The H&E Jackson branch is an authorized dealer for Manitowoc, Grove, National, Manitex, Link-Belt Excavators, Terex, JLG, Genie, Skyjack, Gehl and Yanmar, with capability to service and provide parts for a range of brands and construction equipment.



In California, a new state-wide regulation is being developed that will require long-haul tractors and trailers to be equipped with devices that will reduce drag and rolling resistance to improve transportation efficiency. As proposed. the regulation would apply to nearly all in-use on the road heavy diesel vehicles regardless of where the vehicle is registered. Trucks found in violation of the requirements will result in penalties to the company/ owner-operator of the truck as well as anvone involved in the commercial movement of that vehicle including the shipper, broker or other party responsible for the truck. For more information visit: http://www.arb.ca.gov/ cc/smartway/smartway.htm



Modulift expands with **US** division

UK-based Modulift. manufacturer of a modular spreader system of the same name, is expanding its US operations via the launch of a sister company, Modulift Inc. Headed by CEO Chris Batten, the new US company is part of Modulift's aggressive growth strategy to continue to expand an increasing US customer base and meet the demands of the American lifting industries, according to the company.

Modulift already has a presence in North America, including long established customer Lifting Gear Hire Corporation (LGH). "It's been a productive and busy start to 2008," said Batten. "We have already received a series of customer inquiries and potential sales leads as a result of discussions with existing Modulift users as well as our recent visit to Con Expo-Con AGG in Las Vegas."

Based in Pittsburgh, PA, the company is securing a second distribution outlet on the West Coast, as well as continuing to explore business opportunities with new distributors and retail customers to accelerate Modulift's usage with target markets, Batten said.

"This is an exciting time for Modulift; there is huge

potential for the system to become more widely used among several industries in America," said Nick Latham, chairman of Modulift. "Our entire range of spreaders will now be manufactured and distributed within the US, eliminating the need for them to be imported from the UK."

The Modulift range comprises 16 systems, which provide lifting capacity for weights between 2 to 3,000 metric tons. The system is used for the smallest maintenance work to the largest lifting jobs in many industry sectors. Modulift currently has sales and rental customers in the construction, maritime, offshore, oil & gas, industrial and aerospace industries.

Modulift distributor Lifting Gear Hire provided two Modulift 400s for a record breaking lift on the Elizabeth River in Virginia last vear for its customer Advanced **Automation Technologies.** The lift, organized by LGH's Houston agent, was of a 740 ton Portal Whirler crane using

a Chesapeake 1,000 barge crane with the Mod 400s and 2 inch by 40 foot gator laid top slings. The Whirler crane was transported 18 miles down the river to the customer site, where the Modulift was again used to lift it into position.

Shawmut expands in Canada

Manitowoc distributor Shawmut **Equipment Company has** expanded its sales and support services of the Manitowoc, **Grove and National Crane** brands into the Maritime provinces of Canada.

Manitowoc has extended Shawmut Equipment's distributor territory into the provinces of New Brunswick, Nova Scotia, and Prince Edward

"We have been fortunate to establish relationships with crane rental firms in these provinces, and we look forward to earning the business of other crane users in the Maritimes.' said David O'Connell, president

Founded in 1957, Shawmut Equipment is a third generation family-owned crane distributorship. The company solely focuses on and specializes in the sale and support of cranes. Shawmut **Equipment represents** Manitowoc products in the six states of New England, including Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and



All Terrain Cranes

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



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Despite the general economic doom and gloom, shares in the heavy equipment sector hit record highs in April on the back of strong first

quarter results. Chris Sleight reports

New high

nyone who thought the construction sector was going to hell in a handcart would have had a shock on April 18, 2008, when Caterpillar published its results for the first quarter of the year. With revenues +18% higher than the first three months of 2007, and net profits up +13%, the word 'recession' was hardly the first to spring to mind.

Cat is a global company of course, and most of this growth came from outside the US. But it still generates more than half of its revenues on this continent. and its Q1 sales in North America were +4% higher than in 2007. It was a strong performance considering this is a comparison of pre- and post-subprime crisis numbers.

The markets clearly thought this. In fact, Cat's results clearly caught investors on the hop, with the company's shares leaping 8.5% from the closing price the day before the results announcement to close on the day of the figures.

Since Cat is the undisputed global leader in industry, its strong performance pulled up other shares in the sector. This pushed ACT's Heavy Equipment Index (HEI) to a new record high of 202,14 points - the first time it has broken through the 200-point barrier. The previous high was 197.16 points, set in October 2007.

55 weeks May 2008 30% 20% 10% -10% -20% ACT Heavy Equipment Index (HEI) — DOW — S&P 500

But as the saying goes, 'One swallow does not a summer make,' and although Cat and others in the heavy equipment business are doing better than expected, the North American market is clearly still troubled, and will be for some time. Indeed, commenting on the results, Caterpillar chairman and CEO Jim Owens said, "I am pleased to be able to report record results this quarter, particularly given the tough economic conditions experiencing in the US."

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.

Wider recovery

Although the heavy equipment sector has led the way, there has been a clear improvement in stock prices across the board since about mid-March. As our graph shows, the three most widely followed stock indicators, the Dow, NASDAQ and S&P 500 have all been trending upwards following the lows of a few weeks ago.

There is also an interesting comparison to be made here between shares in the equipment sector and the broad indicators. As the ACT HEI's red line shows, the equipment sector rebounded almost immediately following sharp falls in January. Despite a few wobbles along the way, the sector has been growing ever since this low.

In contrast, the mainstream indicators fell in January and slumped again in March before picking up.

about the author

CHRIS SLEIGHT is one of the world's most internationally

renowned construction business writers, with specialist expertise

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> > and Specialized Transport

This implies that equipment shares, which are meant to be 'cyclical' and more susceptible to ups and downs, have actually proved to be more resilient during the credit crunch than broader measures of share price performance. It seems clear that the international nature of the equipment business has been its salvation, and what the markets seem to be saving is that the difficulties in the US residential and banking sectors have not had much of an impact on the real global economy.

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

⇒ UK: Leading crane rental house Ainscough Crane Hire Limited has acquired James Jack Lifting Services Limited. James Jack is based in Aberdeen, Scotland and also operates from Invergordon, Dundee and Grangemouth in Scotland

Neil Partridge, Ainscough managing director, commented, "James Jack Lifting Services is a good business and will be an excellent complement to Ainscough. Whilst we intend that the company will operate independently for some time, we extend a warm welcome to all employees, customers and suppliers of James Jack."

⇒ AUSTRALIA: Leading tower crane manufacturer Wolffkran has a new dealer in Australia. The German manufacturer signed the deal with the Caelli Group of Companies in what it called a "strategic partnership" to increase the supply of its electric luffing tower cranes to the Australian market. The contract has already included three Wolff 355 B models. "All cranes supplied to Caelli **Constructions for Australian use** have been specifically upgraded so that they fully comply with all the stringent Australian standards and operating requirements," said Wolffkran.

⇒ SCANDINAVIA: Two mobile crane rental companies have merged to become what they claim is the region's market leader.

Kynningsrud Crane and Stangeland will join under the co-owned holding company Nordic Crane Group AS, but both companies will continue to operate under their respective names and management.

Kynningsrud is primarily positioned in the construction, wind and petrochemical markets in the eastern part of Norway and in Sweden. Stangeland mainly works in the oil and gas market, as well as construction and industrial projects along the coast of Norway.

Major expansion at Arcomet

SINGAPORE: Leading international tower crane company Arcomet's expansion strategy took a major step forward in April with the acquisition of Y&P Marketing Pte Ltd in Singapore.

Arcomet acquired 100% of Y&P. "The price is undisclosed but we paid market value. The assets include 30 tower cranes in the rental fleet, all Terex Comedil," Dirk Theyskens, Arcomet managing director, told ACT sister publication International Cranes and Specialized Transport.

"We acquired Y&P because we think Asia is on the brink of a new growth decade after years of recession," Theyskens continued. "We needed a base there and we thought that Y&P was the best situated, first of all because Singapore is a very safe environment, both from a legal standpoint and a general standpoint. It is well organized and it provides some of the

advantages for foreign investors that we were looking for."

Second, Y&P is the Terex Comedil dealer for Singapore and it holds marketing rights for other Asian countries "and we bought those with the acquisition so, now we are the official Terex Comedil distributor for many Asian countries; Singapore, Hong Kong, Macao, Malaysia, Taiwan, South Korea," Theyskens explained.

In addition to the Singapore acquisition, a small rental operation with 30 cranes has been acquired in Hong Kong to develop the market there.

"We will also establish rental sales and service points in Taiwan in Korea and in Dubai, in the Emirates. All of this – the Middle East and the Far East – will be controlled from Singapore," Theyskens explained.

Y&P has been in tower crane sales and rental in its local

and overseas market since the company was established in 1999. Turnover is €15 million (US\$23 million).

Liebherr launches its largest



GERMANY: The new 2,000 metric ton (2,240 US ton) capacity class MTC 78000 is Liebherr's entry into a new market segment of heavy lift cranes for offshore applications.

It is the manufacturer's largest crane to date and is claimed as one of the biggest offshore slewing cranes in the world. Four units had been ordered at the time of writing in early May, according to the manufacturer.

Capacity is 1,600 metric tons (1,792 tons) but could be up to 2,000 metric tons. The 1,600 metric tons will be available up to a 35 meter (115 feet) radius, which corresponds to a maximum dynamic moment of 78,000 metric-ton-meters, Liebherr said. Boom length of the cranes ordered is 87 meters (285 feet). The crane can slew through 360° and, at the maximum 74 meter (243 feet) radius, the main hoist gives a capacity of nearly 530 metric tons (594 tons). In addition to the main hoist are two auxiliary hoists with capacities of 500 and 50 metric tons (560 and 56 tons), respectively.

World-beating gantry

CHINA: The world's first fixed dual-beam gantry crane has been "christened" during a launch ceremony at the Yantai shipyard in China. The Taisun has an official 20,000 metric ton (22,400 US ton) lifting capacity and is named after a sacred mountain in the Shandong Province. At the ceremony, attended by more than 600 industry guests, the gantry set a new heavy lift world record by hoisting a 20,133 metric ton (22,549 ton) launching barge to 100 feet, according to its builder Yantai Raffles Shipyard (YRS).

Brian Chang, YRS chairman, was presented with a witness load testing certificate by the American Bureau of Shipping (ABS).

"It will revolutionize the way large offshore projects such as semisubmersibles and FPSOs are built. By providing a perfectly safe, uniquely controllable and highly cost effective way to join super sections of up to 20,000 metric tons, the hours spent working at great heights will be significantly reduced," said the company.



Tower crane operation is at the forefront of a national debate. Terry Young reports



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

Best practices: tower cranes

n recent months tower crane accidents causing fatalities and property damage have occurred at distressing rates. The crane and rigging industry is examining these accidents to provide better industry standard awareness. The Specialized Carriers & Rigging Association has formed a task force of tower crane industry experts to examine and report on the issue . (See related News article, page 8.)

Owners, users and the public need to realize there are several types of tower cranes and many different manufacturers. Tower cranes must always be erected, raised and dismantled following the manufacturer's recommendations and guide-lines including the ANSI ASME B30.1 – B30.9 standards that delineate safe operations and maintenance practices for construction cranes, rigging and hardware. There are many parties that are responsible for safe crane operations: crane operators, riggers, signalmen, manufacturers, contractors, subcontractors, crane association groups and standard makers.

A tower crane job safety analysis for each crane – detailing each step of the crane storage, rigging, securing during transportation, pre-delivery inspection, transporting, electrical procedures, certification, maintenance/inspection, training, erection, raising, dismantling, delivery process, and communication – performed and supervised by a competent person will reduce or eliminate the human factors related to crane accidents and the failure of personnel to follow safe operating procedures.

One of the most important crane safety procedures is that all workers and the public must be kept clear of suspended loads. This eliminates injury from any type of equipment failure. Following is a list of best practices to consider for your company's tower crane policies and procedures:

- Tower cranes shall meet the design, construction, installation, testing, maintenance, inspection, and operation as prescribed by the manufacturer.
- → A tower crane must be erected, jumped and dismantled under the immediate supervision of a competent person.
- A competent person shall inspect the tower crane and equipment prior to use and periodically during use to verify it is safe. Follow the manufacturer's and ANSI B30.3 guidelines.
- Follow manufacturer guidelines for proper lifting points and methods.

⇒ Store in a manner to prevent water from pooling on surface components and cover or store electrical components inside to reduce damage from moisture.

If possible use nylon straps and or softeners to secure loads.

Clean and inspect all pins and bolts that are removed during assembly and disassembly.
Cleaning should be done

Tower cranes provide jobsite efficiency in limited spaces, especially in urban areas and for high-rise construction. Safe operation is achievable through trained operators and support personnel and the application of best practices

with solvent or degreaser. Any suspected cracked pins or bolts shall be replaced. Avoid cleaning with a wire brush as this may remove protective coatings or reduce the diameter of the pin or bolt.

- Conduct a pre-assembly inspection of all wire rope as per ANSI B30.3 instructions for tower cranes.
- Conduct a pre-assembly inspection of electrical components. Requirements will vary depending on the manufacturer and model.

○ Never erect a tower crane when the wind velocity at the worksite exceeds 20 miles per hour or as specified by the manufacturer. Weather conditions may affect visibility. Only handle loads that are consistent with good safety practices.

- ⇒ A professional engineer must certify that the crane foundation and underlying soil are adequate support for the tower crane.
- Prior to installing a climbing tower crane within an existing building or new structure, a structural engineer must certify that the building is designed to withstand the torque and

A test should be conducted that includes all functional motions, limiting devices checked for proper settings, and brakes for operation.

- Buffers must be installed at both ends of travel of the trolley.
- ⇒ A functional motion test shall continue for 15 minutes during which all controls, drives, and braking means engaged have functioned correctly. The test should include slewing, trolleying, hoisting with frequent stops, starts and reversals.
- ⇒ A load test shall be conducted at 110% capacity for 15 minutes at the maximum radius.
- Results of the load test must be within the manufacturer's specifications and also documented and signed by a responsible person as a record maintained at the site. This documentation should also be a part of the firm's permanent equipment records.
- ⇒ Limit switches must be installed and kept properly adjusted. The limit switches must provide the following functions:
 - Safely limit the travel of the trolley to prevent it from hitting the outer end of the jib.
 - Limit the upward travel of the load block eliminating two blocking.
 - 3. Lower over travel limiting

devices must be provided for all load hoists where hook area is not visible to the operator.

- Limit the load being lifted in a manner whereby no more than 110% of the maximum rated load can be lifted or moved.
- Tower cranes must have a functional braking system on the trolley. An automatic brake or device must be installed which will immediately stop and lock the trolley in the event that the trolley rope breaks.
- ⇒ All brakes must be set in event of power failure.
- Climbing jack systems must be equipped with over-pressure relief valves, direct-reading gauges, and pilot-operated hydraulic check values. These must be able to prevent the jack from retracting should a hydraulic line or fitting rupture or fail.
- Tower cranes shall be used for the proper handling of freely suspended loads. Never use a tower crane to remove pilings, pull loads attached to the ground or pulling equipment or vehicles. A tagline must be used on all loads that swing freely by an experienced person.
- Also consider anti-collision devices that are intended to eliminate human factor failures resulting from the movement of cranes, aircraft or other vehicles.
- Have a functional slewing brake. When the crane is out of operation the jib/boom must be pointed down wind and the slewing brake released so it can weathervane.

floor loading created by the crane to be installed.

- Tower crane operators
 must be qualified, trained and
 experienced in tower crane
 operations. The operator must
 be familiar with the tower crane
 model functions, features and
 safety items. Some state and local
 government agencies require
 certifications or licensing.
- Operate tower cranes per the manufacturer's specifications and requirements.
- Guy wires, wedges, braces or other supports must be inspected at the beginning and midpoint of each work shift to ensure they are functioning as intended.
- ⇒ Have a competent person, ideally a government or private agency, perform an annual inspection of the hoisting equipment. Maintain a permanent record of each inspection.
- → All electrical equipment must be grounded and protected against lightning. Consider anti-current devices to prevent transmission of electrical current from energized power lines where applicable.

North Carolina firms host **CCO** Workshop

n a joint effort, two North Carolina-based companies, Heede Southeast and Crane Operator Certification and Inspection (COCI), co-hosted a NCCCO Overhead Crane Practical Examiner Workshop

Five candidates from three different states attended the workshop, which took place in Pineville, NC. All were currently accredited practical examiners qualified to administer CCO exams for Mobile or Tower and were looking to add Overhead to their CCO Practical Examiner

"As the industry begins to see an increase in the use of overhead cranes, more companies are looking for their crane operators to hold a CCO certification for overhead cranes," said Mike Hundley, safety manager of Heede Southeast.

As co-hosts for the event, Heede Southeast and COCI provided cranes, classroom facilities, and meals for all participants during the two-day workshop. "NCCCO has done a great job of putting together these practical examiner workshops," said Hundley. "They are very informative and presented in such a great

Heede Southeast supports the CCO programs through offering training courses in the tower crane and overhead crane program. It has established a permanent practical CCO test site at its Pineville, NC site with its Linden Comansa hammerhead style, cab-operated tower crane. "Our tower crane is available for anyone who needs to take their CCO tower crane practical," said Hundley, who also indicated he plans to run overhead practical exams with Heede's overhead crane.

COCI instructor. Adam Revnolds. negotiates the CCO overhead crane practical exam test course at the examiner workshop the company co-hosted in North Carolina in March.

Crane Operator Certification and Inspection offers training for a variety of safety and health topics, including the CCO mobile crane program at its Stanley, NC site. The company also provides practical tests for all three CCO crane specialties. "Quality training to employees is the most effective and beneficial way a company can achieve the ultimate goal of an accident free workplace," said Steve Reynolds, president of COCI. "The CCO program has promoted this practice in a very positive way for our industry.

While NCCCO's largest crane operator certification program continues to be for mobile

cranes, both the tower crane and overhead crane programs are gathering speed. "These workshops are important in order to support the programs' growth and ensure that candidates will be able to find examiners when they want to test," said Reynolds.

Buckner hosts Fun Run benefit

A bright Florida sunrise greeted the more than 40 early risers at the Specialized Carriers & Rigging Association (SC&RA) Annual Conference in April who signed up for some tropical exercise in the delightful Bonita Springs (Naples) resort selected for the event. As it has for the past nine years. Buckner HeavyLift Cranes, Graham, NC sponsored the CCO 5K Fun Run/Walk for the benefit of the **National Commission for the Certification of Crane** Operators (NCCCO). Buckner President Doug Williams generously provided all participants (who, collectively, set an event record) with a commemorative T-shirt, as well as ample refreshments and cool towels at the finish line. Anticipation mounts for next year's annual event. the tenth, to be held in La Quinta (Palm Springs), CA.







Department of Energy recognizes CCO Certification

The Department of Energy (DOE) has formally recognized CCO certification by directly referencing the national program in the latest edition of its Hoisting and Rigging Standard (formerly known as the Hoisting and Rigging Manual).

DOE requires that only qualified personnel (or trainees under the direct supervision of qualified personnel) operate, inspect, rig, or perform maintenance on cranes, hoists or forklifts. The newly revised Standard, DOE-STD-1090-2007, states that crane operator certification by the National Commission for the Certification of Crane Operators (NCCCO) may be used to verify compliance with DOE's qualification

requirements.

Cranes covered under the requirement include caboperated overhead cranes, mobile cranes, and remote-operated cranes.

DOE's hoisting standard sets the requirements that contractors on energy-related projects nationwide must commit to using in order to bid for federal projects. It has long been regarded as an authoritative and comprehensive resource for construction work even outside the federal arena.

The DOE standard may be found online at: http://www. hss.energy.gov/nuclearsafety/ techstds/standard/std1090-07/



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Free standing system from Konecranes

The newly introduced K-Trac line of free-standing custom crane systems from Konecranes America has a lifting capacity of up to 3 tons. The system can be customized to meet design specifications for runway and bridge length, post and hook height and the location of electrical input.

"In addition, every K-Trac is modular, allowing for easy modification and reconfiguration in the field," explains the

The system offers a raised bridge end which provides maximum lift in restricted spaces, such as low ceilings and elevated obstructions. The open-ended, free-standing post design does not require cross-bracing or sway-bracing for ceiling mounted units. And the crane can span obstruction-free runways and bridges of up to 45 feet.



New taxi crane from Liebherr



Liebherr unveiled a new 150 metric ton (168 US ton) capacity, six-axle all terrain crane at the SMOPvC exhibition in Spain in late April.

The LTM 1150-6.1 offers a 66

meter (217 feet) telescopic boom, the longest in its class. It has a maximum hook height of 93 meters (305 feet) and maximum radius of 76 meters (249 feet) with extensions and a double swingaway jib.

"At a boom length of 60 meters (197 feet) the crane can lift up to 11 metric tons (12.3 tons) and is, therefore, ideally designed for the assembly of tower cranes," said the company. At full reach the boom can lift 7.7 metric tons (8.6 tons). For assembly jobs, a second winch and a 2.9 meter (9.5 feet) jib are available, as is a boom nose.

Another advantage, Liebherr, is the crane's ability to carry 15 metric tons (16.8 tons) of counterweight with an axle load of 12 metric tons (13.4 tons) and a gross vehicle weight of 72 metric tons (80.6 tons), making it a true taxi crane, commented the company.

Using the 15 metric ton (16.8 ton) maximum transportable counterweight the machine can lift up to 11 metric tons (12.3 tons). "By this Liebherr extends the concept of the 'all-in cranes' up to six axles and introduces the strongest crane of this design principle to the market."

The carrier is 13.5 meters (44 feet) long and the LTM 1150-61 has a turning radius of 11 meters (36 feet), which is only slightly larger than its five axle contemporaries in the 150 to 160 metric ton (168 to 179 tons) capacity class. All six axles are steered, meaning they do not need to be lifted for crab steering.

Carrier width is 2.75 meters (9 feet) with 14.00 and 16.00 tires. Outrigger spreads of 8.3, 6.8, 5.4 and 2.75 meters (27.2, 22.3, 17.7 and 9 feet) are available as standard.

Forklift winch boom from Caldwell

Caldwell's new Winch Boom allows a forklift to be quickly transformed into a "portable crane," says the company. "It combines the reach of a fork lift boom with the precise lifting of a winch."

The Winch Boom fits standard fork lift trucks and is an economical alternative to an overhead or gantry crane, added Caldwell.

It is available in fixed, telescopic and pivoting telescopic models with winch hook capacities of 2,000 or 2,400 pounds. Standard operation is 110 volt electrical, with optional DC or hydraulic winch operation available on any model.



Clamp-on sensing

Tecsis has launched a new clamp-on rope tension force sensor, which it says is ideally suited to retrofitting on cranes, hoists and other lifting equipment.

The F9304 is attached to the rope with a clamp, without damaging it, explains Tecsis. "By using this type of sensor, there is no need to break down the termination of the rope

or even remove the load from the rope. The clamp-on-sensor slightly diverts the direction of the rope. The necessary force is measured and from this value the tension force can be calculated."

The sensor is available in two measurement ranges, 30 kN and 50 kN, for rope diameters from 14 to 16 millimeters (0.55 to 0.63 inches). Other diameters are available on request.

"The F9304, which is made of stainless steel and reaches protection class IP67, is ideally suited for harsh industrial environments." the company said.



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Conditions in the Northeast region appear to be healthier

than newscasts would suggest.

John Wvatt reports

nane, rigging and transport companies in the Northeast region of the US give glowing reviews about the health of their businesses. Rigging companies report that wind farms and oil refineries are keeping the schedule tight, and crane rental yards - as well as dealers - say larger hydraulic cranes are busy with commercial development. Transport companies report plentiful work loads.

For Wood's CRW, the crane business has been very good. The Burlington, VT-based company is coming off a record year in 2007, says President Chris Palmer.

"Our primary manufacturer Link-Belt has broadened its product offering with larger machines and this has provided great opportunities for us these past few years," says Palmer. "The rough terrain business in all is still quite strong. Larger capacity, crawlers, truck cranes and ATs are still in high demand, as are industrial cranes. However, demand for boom trucks has backed off due to the slowdown in housing construction.'

CRW is also a distributor for National and Tadano boom trucks and Grove Shuttlelift industrial cranes. As a full service mobile crane distributor covering seven states, Palmer says one of the company's main advantages is the broad geographic area it covers. If one area softens, there are other areas that are strong, he says. The company primarily offers bare rental cranes and services cranes in New England and New York. CRW also sells used machines throughout the US and Canada. Recently the company has enjoyed success exporting to companies in Russia, Vietnam, South America, the Middle East, and India, Palmer says.

Wind work

Another factor that has helped the company's sales and rentals is the wind energy sector. "Wind farm construction in various areas of the northeast has created a lot of opportunity," Palmer says, adding several wind farms are currently under construction in New Hampshire, Massachusetts and York. Several more are in the permitting

Due to increased budgets for bridge and road work in several states, CRW has been \supseteq

ABOVE: Hake Rigging, which serves power, petro chemical and refinery companies throughout the Northeast, was recently acquired by Barnhart

regional report: northeast

Some of the states are promoting bonding in order to fund some of their jobs now rather than waiting. I think what had happened in Minneapolis was a wake-up call in a lot of states.

Chris Palmer, president, CRW Corp

active supplying machines for its bridgebuilder customers on these projects.

"We see that business to be fairly strong, and we are seeing bridge and highway budgets being increased in some regions. Some of the states are promoting bonding in order to fund some of their jobs now rather than waiting. I think what had happened in Minneapolis was a wake up call in a lot of states," says Palmer.

Even though the company is enjoying strong wave of business through its commercial and industrial work, the residential slump has impacted the company, Palmer says. Boom truck sales have softened due to the housing market, and that end of the business is off from some previous highs, he says.

Currently, the company is in the process of expanding its Worcester, MA branch, adding service technicians and vehicles. Three years ago CRW opened a facility in Syracuse, NY. That branch has continued to grow in double digits in both sales and rental, as well as on the parts and service side, Palmer says. Forward looking, the company sees continued strong business activity for the next few years. "The key for

us has been making sure that we continue to build our service infrastructure so that we can properly support all of the machines we have sold these past few years," Palmer says. "Taking care of our customers is our top priority. I am still confident the market will stay at a high level based on what I see in the pipeline."

Longevity counts

Frank Brownlee, president with West Middletown, PA-based Brownlee Trucking, says business also has been great. When asked where to attribute this success to, Brownlee modestly says because the company has been around "so long." Founded in 1980, Brownlee's niche has been doing circuit breaker work and transformers.

"We do a little bit of plant locations," Brownlee says. "We have a lot of stuff in New Jersey and Baltimore."

He says the bulk of the work has been commercial and industrial, mostly the latter, and that the residential slump has not hurt the company. How does he see the forecast?

"Well the word is it will soften but right now pretty good," Brownlee says. As a transport company, obviously fuel has concerned the president. "We raised rates within the last year or so to keep up with fuel," Brownlee says.

Empire Crane, a large crane dealer based in Syracuse, NY, reports the norm: business is quite well in the retail of cranes. To strengthen its position, the company has developed a foothold supplying abroad, as globalization in such countries as the Middle East and India takes hold. Started by brothers Luke and Paul Lonergan, vice president and president respectively, the company has become a full-line Terex distributor on the crane side.

The company has recently expanded into the Boston market where it has carved "a place," says Paul Lonergan.

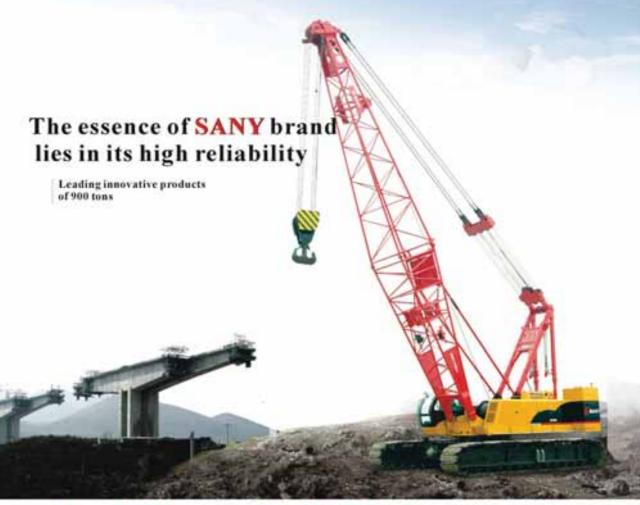
Although it has no rental fleet, Empire is also a dealer for Mantis Cranes throughout New England. "We currently have new 3



CRW recently sold a new Link-Belt RTC 809011 to Isaacson Structural Steel



CRW Corp. President, Chris Palmer, pictured here with a new 80-ton Link-Belt crawler sold to New Hampshire bridge builder Beck & Bellucci









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Hake Rigging transporting a reactor component

45 and 100 ton Mantis cranes coming off the line around July 4 this summer," says Lonergan. "We actually have under contract, which is getting built, the Mantis 150 ton, model 30010, and that is currently on order for the mass transit authority in Massachusetts. That should take delivery in the fall."

Extending their reach

He says the company is enjoying a very active world market for late model and used equipment. "With the value of the US dollar against the Euro we have seen strong demands from all corners of the world," Lonergan says.

Recent jobs in the Northeast that Empire has supplied cranes to include a large ethanol plant that is coming online in summer 2008. An ex-Miller Brewery in Fulton, NY that sat idle for 20 years will be transformed into an ethanol plant and will be a big demand for





Plant work steady

R. Baker & Son All Industrial Services, a specialized contractor for dismantlement, decommissioning, plant relocations and demolition in the US, Canada and Puerto Rico, reports strong business. A company that has been in business since 1935, based in Red Bank, NJ, it has more than 100 employees and prides itself in a strong safety record (four VPP OSHA safety awards). Bonding more than \$10 million, its capabilities include total plant and facility dismantlement, decommissioning and demolition as well as entire plant relocations and re-installation, heavy equipment rigging, machinery moving and millwright services and onsite concrete

"We have had record growth and revenue over the last couple years. We continue to see growth for our company in the industrial and commercial sectors for our dismantlement, rigging, machinery moving and plant relocation services," says Damon Kozul, PE, CHMM, marketing manager with R. Baker & Son All Industrial Services. The company fleet includes more than 50 pieces including trucks, cranes, excavators, and forklifts.

Kozul says the company has seen a slowdown in certain sectors but because of the scope of its services, it has been "able to weather the slowing economy."

For the extended forecast, as far as the company can see, Kozul says R. Baker & Son has positioned

ABOVE: R. Baker & Son performed the dismantling and removal of the secondary site of the Yankee Atomic's **Rowe facility**

RIGHT: R. Baker & Son used a Gall hydraulic crane to rig and lower a jet airplane from the USS Intrepid itself as one of the dismantlement, decommissioning and rigging contractors that focus on safety. budget and schedule. "In the future, we see our position in the market strengthening and clientele list growing," says Kozul.



upstate New York producers. Additionally, Empire has supplied cranes to Phase One of a \$2 billion project at Destiny USA, a mega-mall in Syracuse. Empire Crane sold Auburn Crane, of Auburn, NY, a Link-Belt LS718, 250 ton older crawler crane. Empire, with its infield service capabilities, has been called onsite to tend to the service needs of the fleet.

"I will be delivering a new 35 ton rough terrain, RT335-1 Terex crane to Yonkers Contracting, of Yonkers, NY," says Lonergan. "It's the [company's] first time ever buying a new Terex product. Terex Cranes and Yonkers Cranes have made the decision to use Empire as its dealer in the availability of the machine." As of press time, the machine was due to deliver mid-May for a prime metropolitan New York heavy highway road bridge project.

In regards to how long the good streak will last, Lonergan cites what he has heard from the manufacturers. "From the manufacturers, they are looking at the large

barge and hydraulic cranes being busy for the years to come while the boom trucks and smaller hydraulic cranes have taken a hit from the subprime mortgage and national real estate situation," he says.

Power in power

Hake Rigging, a transportation provider in the Delaware Valley and beyond, works a lot in nuclear and fossil power, oil refining, steel, power distribution and more.

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Paul Lonergan, president, Empire Crane



The company has broadened its scope of services by expanding its engineering capabilities and adding access to new equipment. Recently, the company became under ownership of Barnhart. If anything has changed, it seems the new acquisition has provided more muscle to the company's services. The company recently relocated to Lester, PA from Eddystone, PA.

"We're still servicing the same region, still accessing the same highways," says Allen Wenturine, branch manager for Hake Rigging. "But it's an end of the era for Hake and a new beginning for the business Barnhart has given to us. "The company services power, petrochemical and refinery, Luke Lonergan, vice president. Harry Hoteling. service technician, and Paul Lonergan, president (left to right) of Empire Crane with a T-560-1

as well some work for the steel industry."

"Contrary to what they tell you, business has been quite good," says Wenturine. "We're looking to sustain our business

from last year. Depending on what new windfalls and others that come in, we don't see any real impact, negative or positive."

He says its branch saw a growth of 30% in 2007 versus 2006. Quite substantial, but he says he is not sure if the company will experience the same growth this year. Next year, the company has secured projects in a nearby refinery. Furthermore, it is also looking at new power generation work in ISFSI (independent spent fuel storage insulation).

We're expecting to see a big part of that in our region. We're expecting to see a lot of the large modules being transported over rail and water," says Wenturine.



A force in Florida

Crane Rental Corporation's Alan Ashlock never envisioned himself running a large-scale Crane company. But as fate would have it, that's what he

does and he does so with a passion. **D.Ann Shiffler** reports

rane Rental Corp. is a force to be reckoned with in the state of Florida and throughout the southeastern US. With an impressive fleet of more than 100 of the largest and most modern cranes in the Sunshine State, Crane Rental is a "go to" company for heavy industrial lifting and transport in the southeastern US.

At the helm of CRC is Alan Ashlock, who serves as president and CEO of the company his father Pete Ashlock founded with a loan from his father-in-law.

"My father was a rodeo cowboy before he started the business in the early 60s, late 50s in Florida," says Ashlock. "It was during the oil embargo years. We just about went out of business at one point but we kept on going.'

By the early 1980s the company was doing well, with cranes routinely working at Disney World and NASA Kennedy Space

Expanding into the transport business was a natural progression of the crane business for Crane Rental Corp. The company now owns and Center. Alan Ashlock's older brother Tommy Ashlock was running the company, allowing the elder Ashlock to retire. "By that time, the company had a fleet of about 12 to 13 cranes," he remembers.

While he is innately comfortable in his role leading the company, Ashlock didn't always aspire to run a crane and transport business. At 24 years old and just out of college, Ashlock decided to try his hand in the real estate development business. But then a family tragedy changed the game decidedly. His brother was killed in a plane accident, and the younger Ashlock had to make a

Ashlock remembers sitting down with his dad at the dining room table to discuss the fate of the business and his career. "I remember meeting with my dad and him saying, 'I've seen this movie before,' [referring to a similar conversation with his older son]. 'If you want to look into the crane business and be a part of this, we can spend some time together and you can think about it."

So Ashlock went to work for his father, who

After about a year his father summoned him back to the family dining room table. "Do you want to stay in this or not?" he asked. Yes, I like it."

He took a leading role in the company and within a couple of years was heading it outright. With his father as his mentor, Ashlock learned the business quickly. "My dad and my mom started taking extended vacations and leaving the business for me to run," he says. "Just after I took over running the company my dad passed away. I was 28 vears old.'

At the SC&RA Annual Conference in Florida in April, I had the chance to sit down with Ashlock to talk about his career in the crane business and the strategy he has employed to keep his company competitive and evolve it as an industry leader.

Humble, quick witted and generally low key, he genuinely likes what he does and sees the work being done in the industry as leading edge and even historic.

One interesting thing about Ashlock is his quest for continual improvement - as a person, a father and for the company he runs. He is quick to give credit to his staff and their commitment to making the company the best it can be.

"Martha Kirby, our vice president, was one of my brother's first employees, and she will celebrate 30 years at the company in November of this year," he says with pride. "She is the true backbone of our company.







Alan Ashlock proudly displays his company's SC&RA Job of the Year Award for 2007

She knows where all the dead bodies are. We have several other key employees who have been with us a long time and represent a commitment. My right hand man, Sean Spence, our vice president of sales, has worked for me since he was 13 years old."

Ashlock's sister Barbara Ashlock Boyd also plays a role in the company, serving as vice president of marketing and advertising.

Ashlock genuinely thinks he has been fortunate to be a part of this industry and is in awe of his peers and their accomplishments. Here's what he had to say:

At what point after you took over Crane Rental Corp. did you decide to grow the business?

I was always taught that you will either get bigger or smaller. Things just won't stay the same. I believe in the saying, "Nothing ventured, nothing gained." If there's a new product on the market or a market I think isn't over exposed or hasn't been tapped, that's where I want to go. That's what led us to the larger cranes.

We were the first Florida crane company to own a 110-ton hydraulic truck crane, the first to own a 300-ton hydraulic all terrain crane, the first to own a 500-ton and a 550-ton all terrain crane. Of course, nationwide other companies owned these big cranes, but not the little guys. We started distinguishing ourselves in the heavy lift market. Then we

got into the specialized transportation, the Goldhofers, the J&R Engineering Lift and Lock hydraulic gantries, and the Potain and Peiner tower cranes.

Did you ever imagine yourself running a crane company the size of Crane Rental Corp.?

No, I didn't. In my life, I've probably run a crane for a total of 15 to 20 minutes. I have spent a lot of time with the erection process. I enjoy the lift planning as well. I do a lot of the lay out work. I'm not an engineer but I do have a vision for it.

What is the scope of business of Crane Rental Corp?

We have a fleet of just over 100 cranes and just under 100 people. We have a great team of employees.

As far as our scope, we never want to lose focus on Florida. It is our home and there's no place I'd rather be day in and day out than in Florida. In Florida, the lows are not as low, and we usually have substantial work. There's a lot of diversity in work. I love being in Florida.

Do you envision continued expansion of your crane and transport fleets?

We are growing with the fleet and size of

cranes we have. We recently took delivery of two Manitowoc Model 18000s and the reason we got these cranes was to expand our market. Today we have cranes as far as Boston, North Dakota, Arizona and Texas and throughout the Southeast, and I envision we will expand more, possibly out of the country with the purchase of the new Manitowoc Model 31000. (See related news article on page 9.)

The transport business is an offshoot of the crane business. It looked appealing to me and with the Goldhofers in our fleet, it offered a great market to get into. Our heavy haul business is primarily in just Florida, but we have done heavy haul loads throughout the country.

Just in the last year we've received a 6-line Goldhofer, which brings us to 42 lines total. We just received the two Model 18000s, two Manitowoc Model 999s, a Manitowoc 2250 and numerous 100 to 200 ton crawler cranes, both Manitowocs and Link-Belts. We have about 100 cranes with the majority in the medium to heavy crane class. The majority are above 150 tons capacity.

Has the economic downturn affected your business?

It's beginning to have an effect. The overall economy has been affected by the residential downturn. If they don't build the residential, they don't need the shopping centers, the grocery stores or schools, and if they don't build those, they won't need the infrastructure. So there has been a trickledown effect. That market starts bleeding into the other markets.

Condo sales have slowed, high-rise construction has slowed, and to our credit, over the past eight or nine years, we had migrated away from that market. Hence our business hasn't decreased whatsoever.

What do you consider your major markets?

Our markets are industrial, commercial and residential. We do a lot of power plant work, sugar plant work. We still do work at NASA Kennedy Space Center.

We're anticipating our first wind job. We haven't gotten into this business until now.

We have about 20 cranes that are not working in Florida – that are working on power industry related jobs throughout the country.







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This machine is so far out there in its capacity and innovation. The way it has the patented variable position counterweight system, no one else in the world has a machine like that. It has a 2,535 ton capacity. It will be the first 2,535 ton capacity crane in Florida, if it comes to Florida. I have some prospects in Florida [for the machine] and prospects from around the world. The chances of it coming to Florida are 50/50. The delivery date is December of 2010.

I knew about the introduction of the crane several months in advance of Manitowoc announcing the crane. They had talked to several of us about this crane – the design, needs, what we liked and what we didn't like.

The crane was purchased with what you might call entrepreneurial spirit. Maybe it is the gambler in me. Why not go ahead and get the machine on order and start the process?

Recent accidents in NYC and Florida have opened

a larger scale debate regarding crane operator certification, rigging certification and crane inspection. Do you think the state of Florida will put in place a certification mandate?

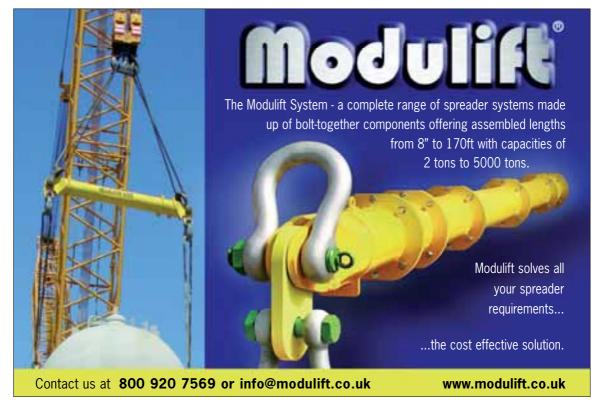
I was part of the task force from FCOC to help propose a bill before the Florida legislature for tower crane operator certification. It did not pass this year. Miami Dade County has passed an ordinance we have to follow when doing work in that county. We would very much like to see statewide certification. You have to try for one little piece and add on to it later.

Regardless, Crane Rental Corp. is a leader in safety and on the forefront of operator certification. Since we at Crane Rental believe in crane certification so heartedly, we were the first to offer practical exams for tower crane operators. We were the first to have a permanent tower crane erected in our yard for CCO practical exams in Florida, as well as lattice boom and hydraulic crane practical examinations. We do them all.

It's a big expense to erect a tower crane in your yard for testing. But it's a public service on our part. Our competitors and our



customers can send their operators to our yard. That's our contribution to an industry that has been so good to us. I'm trying to give back to help people be more safe and to create a positive image for the industry.



How does CRC approach crane and transport safetv?

If you are not a safe company, amongst all travesties, you will not get extended an invitation to bid a job. Everyone has small minor incidents that are all preventable. What really can get you attention is if you have an EMR rating over 1, you will not be invited to bid on a project. That shuts a door in your face. You just can't let this happen. Safety then becomes your number one priority.

Crane operation, it's all dangerous. Everything is heavy and can bite you. I was taught to treat a crane like it's a pet rattlesnake.

What's the largest crane in your fleet? What is the newest crane in your fleet? What is the oldest crane in your fleet?

The largest crane in fleet would be an 825 ton Model 18000 with a Maxer. We use it mainly for power plant work. It is also the newest crane in the fleet. We are hoping to receive a new 110-ton Grove truck crane soon.

Our oldest crane is a 1972 American 5530. It is still working and working in good

Crane Rental Corp. recently ordered a Manitowoc 31000, a 2,535 ton capacity crane with the patented variable position counterweight system



Alan Ashlock didn't asnire to run a crane and transport company but acclimated quickly to the business, running it outright by the time he was 28 vears old



It's the challenges both with employees and the jobs themselves. I think if you ask anyone, they will say the hardest thing [about running a business] is dealing with employees and dealing with them in a proper manner to grow the company. For you to grow, your employees have to grow with you. That's always a challenge.

We are currently going through a 12-step management program over 24 weeks that 12 of our managers are engaged in. It's a management training program and it is part of our process to continue to grow the company.

What is it about the crane business that impresses you the most?

I am so impressed with the amount of innovation and ingenuity that comes from this group, this industry. It makes me proud to be associated...the Barnharts of the industry, the Burkhalters, the Buckners. All of us are about the same age and we got into the business about the same time. I always admired them and they were an inspiration

But I feel like I'm a Johnny-come-lately. I'm proud to hang out with them. They have innovation and vision. I just have some big

What do you do when you are not working?

I play with my new baby and spend time with my wife. Actually our daughter is not new, she is three years old, but she is wonderful to us. I enjoy my time with her, Sidney Joy, and my wife Joy. Before she came along, I used to hunt on weekends or in my free time. But now, I gave that up, because I spend all week working, and I want to spend my time with my family. I still love the out of doors but for now my family is where it is at for me.



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> Brian and Dave Marcason, Superior Crane Rental, Inc. Norwood, NJ

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hen it comes to assessing when and what segment of the crane market will be most affected by an economic downturn, those in the know tend to point to the lower capacity crane classes as the first to experience a dip. In other words, if a slowdown is on the horizon, among the first markets to soften would be rough terrain cranes.

But thus far in 2008, even with economic indicators pointing south, the conventional wisdom doesn't seem to be the case. According to many in the industry, the demand for rough terrain cranes is holding strong. The machines are relatively inexpensive, reliable and simple to operate. They are workhorses on all sorts of jobsites ranging from highway construction, shopping centers, industrial jobsites, and refinery and power plants. RTs have even become mainstays on wind farms, serving as assist cranes in a variety of capacities to their monstrous big brother crawler cranes.

Big order

Imperial Crane Services of Bridgeview, IL recently took delivery of its first 10 of 45, rough terrain cranes the company ordered from Tadano America, and it is also starting to take delivery of Link-Belt RTs, also ordered last year.

Lined up and ready to work in front of the Imperial Crane headquarters in Chicago are the first of some 80 rough terrain cranes the company has on order from Tadano America and Link-Belt **Construction Equipment**

Demand for rough terrain cranes is holding strong. ACT reports

Standing ground



Link-Belt RTC-80130 Series II Link-Belt introduced its all-new RTC-80130 Series II 130-ton rough terrain crane in March. The biggest RT Link-Belt has ever produced, the new crane combines the successful attributes of the RTC-80100 Series II, 100-ton RT with the company's latching boom technology to create a strong and easy-to-transport RT. The five-section, 162-foot formed boom is made of extra high tensile steel and has one double-acting, single stage hydraulic cylinder with integrated holding valves. This configuration telescopes loads like a conventional full-power boom. Five boom modes vary the extension of the telescoping sections. Maximum boom tip height is 171 feet. One of this crane's major innovations is the 10-foot heavy-lift fly that swings and pins into place and is integral to one of the onboard fly options. Alone, it has more than 20 tons of capacity and lift procedures for two load lines, making it ideal for tilt-up work. The RTC-80130 Series II has an optional 31-

Based on its 100-ton sibling, the 80130 was designed from the beginning for outstanding transportability, according to Link-Belt. It transports in two loads with the main load under 94,000 pounds with the boom, both winches, three-piece fly, and tires attached.

offsetable to 2, 15, 30, and 45 degrees.

55-foot bi-fold lattice flv. and three 18-foot lattice extensions, maximum tip height is 278 feet and is

As a dealer for Tadano America, Imperial's management was very strategic about

the cranes it would need. B. J. Bohne, president, worked closely with Tadano General Manager Ron Dogotch, to put together the package for 10 30-ton, 10 50-ton, 10 60-ton, 10 80-ton and five 15ton rough terrain cranes. "This was the total availability that Tadano had at the time the package was completed," says Bohne.

After buying out Tadano's build inventory, Imperial inked a 35-machine deal with Link-Belt distributor Maccalister. Maccalister Salesman Kent Jager and Link-Belt District Manager Gary Rice helped the Bohne brothers put together the deal. Thirty-two of the Link-Belt cranes ordered are rough terrain cranes, according to Lance Bohne, executive vice president. The other three are crawler cranes.

The need for almost 80 new RTs was due to two massive refinery contracts Imperial landed with British Petroleum and Citgo, both of which are building refineries in Whiting, IN and Lemont, IL, respectively. All total Imperial bought \$20 million in 3 I can't speak for other markets, but in Chicago a 60-ton truck crane would require an oiler, which would mean two men. In the RT class they don't go by tonnage, so you can go up to a 90 ton RT and not be required to have an oiler.

Lance Bohne, Imperial Cranes





Introduced in 2008 from Manitowoc was the Grove RT540E. The crane features dual-axis, electronic joysticks and a sleeker, more modern cab.

The 40-ton capacity crane has a 102 foot, four-section full-power main boom. An offsettable telescopic swingaway jib is available that extends tip height to 154 feet. Other features include a 4.7 ton counterweight pinned to the superstructure, a load moment indicator and anti-two block system.

Power for the crane comes from a 160 hp QSB 6.7L (Tier 3) Cummins engine and a new load sensing hydraulic system uses piston pumps for crane functions. There is standard full length steel decking on the crane with anti-skid treatment. An 8.5 foot wide chassis allows for easy transport to the jobsite, according to the company.

The RT540E is manufactured at Manitowoc's factories in Shady Grove, Pennsylvania for the US market and in Niella Tanaro, Italy for cranes sold into the EMEA region. The RT540E features a capacity of 40 tons with a maximum boom length of 102 feet and a maximum tip height of 154 feet.

cranes from Tadano, and \$20 million from Link-Belt and Liebherr. "The package included 45 cranes from Tadano, 35 cranes from Link-Belt and 10 cranes from Liebherr," Lance Bohne explains.

"We bought all these cranes about two years ago because of the backlogs experienced at that time," he says. "Both of these jobs are starting this summer. The BP job is a four-year job and the Citgo job will be about three years."

Making a gamble

Prior to this new lot of cranes being delivered, Bohne says the company had about 75 RTs in its fleet. The two contracts will require 100 to 125 RTs at one jobsite and about 50 at another.

"We knew we would have to gamble," says Bohne. "Being a Tadano dealer gave us a price advantage and then we went to Link-Belt because we knew they could deliver and these are good machines."

Ordering 80 cranes at once was a stretch for Imperial, Bohne says. "We are a decent sized company, but this was pretty big for us."

As they come in, the RTs are being shipped to the refinery jobs; while Imperial's existing fleet serves the company's regular business in the Chicago area.

Making the big machine order will also allow Imperial to update its fleet, selling off older models. "The refineries wanted new machines on the jobs," Bohne explains. "Of course for us, an old crane is a 2000 model machine. This has given us a great opportunity to get new machines and cycle out a few of our older machines."

The British Petroleum contract involves crane rental and operators, as well as an on-site safety staff. Gearing up for the two jobs has been a strategic process, Bohne says. "We're supplying the operators and we have required certification for all our operators," he says. "We have two full-time safety guys and eventually we will have four on the job as it progresses. Working at refineries is very safety oriented."

As for the rough terrain cranes, Bohne says there are two reasons why this machine works so well for Imperial Crane.

Terex RT 1120

With a lifting capacity of 120 tons, the new Terex RT 1120 promises to be one of the most powerful rough-terrain cranes in the US market, according to the company.

A 5-section, 3-mode boom forms the basis for the boom system. The basic hook height is 155 feet. As an option, a 30 to 56 foot bi-fold jib is available, as well as two additional 26 foot jib-inserts, allowing for a hook height of 271 feet.

The crane is powered by a strong 300 hp Cummins engine, the company says.

For ease of crane operation, the counterweight may be set-up fully hydraulically. In addition, the RT 1120 comes standard with electric over hydraulic dual axis joystick controls and disc brakes on all four wheels.



"One huge reason RTs are good machines for our business is because we are in Chicago," he explains. "I can't speak for other markets, but in Chicago a 60-ton truck crane would require an oiler, which would mean two men. In the RT class they don't go by tonnage, so you can go up to a 90 ton RT and not be required to have an oiler. But everything 60 ton and over in a truck crane or AT would require a second man. But that's more of a local answer."

Moreover, Bohne says RTs are generally low maintenance machines that hold their value.

"We've been selling old machines, seven year old cranes, for what we paid for them new."

Productive machines

RTs are especially productive machines at refineries because of their ability to pick and carry and "move stuff around," Bohne says. "They are great support cranes on big jobs. Every job has a few big crawlers or other big cranes but these RTs are great machines for doing the grunt work. It's not the high profile glory work, but it's work."

Bohne says the 60 to 65 ton class RTs are in most demand. "Our clients seem to be gravitating toward that size," he says. "It fits in good places and has a strong capacity and it's a good sized crane."

Tadano GR800XL GR800XL was shown at ConExpo and is popular in the company's range of RTs. The 80-ton canacity machine features a five section full power, synchronized telescoping boom, 27.7 feet to 144.4 feet, of round hexagonal box construction. The machine features a two stage bi-fold lattice type jib offset at 3.5, 25 or 45 degrees. The jib is stored alongside the base boom section. Jib length is 23.5 feet or 58.1 feet. Assist cylinders for jib mounting and stowing are on the right side of the superstructure and feature self

The anti-two block system is pendant type over winding cut out device with an audio-visual warning system. The crane is powered by a 267 hp Mitsubishi 6M60-TLA3B direct injection diesel engine.

As for the market, Bohn doesn't see a downward trend in the demand for RTs. "I don't see it going down," he says. "Tadano is still back-logged. Values are staying strong. We're not seeing a downturn in the Chicago area. I don't see the residential market affecting the demand for RTs. The RT doesn't serve the residential market anyway."

stowing jib mounting pins.



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Largest single crane

Top companies with the largest single crane

	COMPANY NAME	BASED	LARGEST CRANE	CAPACITY
1	Mammoet Holding B.V.	USA	MSG 100	4,400
2	Lampson International	USA	Lampson LTL-2600	2,600
3	Barnhart	USA	Demag CC4000 RL	1,760
4	NC Services Group	Canada	LTM 11200-9.1	1,200
5	All Erection & Crane Rental Corp.	USA	Manitowoc 21000 Max-er	1,000
6	AVS Services*	USA	Manitowoc 21000	1,000
7	B&G Crane Service*	USA	Liebherr LR 1800	880
8	Dielco Crane Service*	USA	Liebherr LR 1750	826
9	Stevenson Crane Service Inc.	USA	Manitowoc 18000 Max-er	825
10	Buckner Heavy Lift Cranes	USA	Liebherr LR 1750	825

ompiling the **act50** list in 2008 has been a highlight in our publishing year for two reasons. The first reason is assessing the change that has taken place and the second is enjoying the growth of the list. Within five years we were hoping to change the name to the **act100**, and we are elated that we are well on our way to that goal. This year, the **act50** has some 80 companies included on the list. Additionally, we are pleased with the number of new companies on the list this year...20 to be exact. Many of these new companies on the list are the reason for so

Largest crawler fleets

Top fleets by number of crawler cranes

	COMPANY NAME	BASED	CRAWLERS
1	All Erection & Crane Rental Corp.	USA	412
2	Essex Crane Rental Corp.	USA	380
3	Lampson International	USA	366
4	Maxim Crane Works	USA	242
5	Mammoet Holding B.V.	USA	220
6	M.D. Moody & Sons Inc.*	USA	125
7	AmQuip Crane Corp.	USA	117
8	Buckner Heavy Lift Cranes	USA	79
9	Dozier Crane	USA	66
10	Lomma Inc.	USA	65

Largest mobile fleets

Top 1 fleets by number of mobile cranes

	COMPANY NAME	BASED	MOBILES
1	All Erection & Crane Rental Corp.	USA	2,151
2	Maxim Crane Works	USA	2,136
3	Mammoet Holding B.V.	USA	1,135
4	AmQuip Crane Corp.	USA	728
5	H&E Equipment Rental	USA	433
6	Guay Inc.	Canada	380
7	Scott-Macon Equipment	USA	315
8	Giuffre Bros. Cranes Inc.	USA	293
9	Bragg Crane Service	USA	258
10	Bigge Crane and Rigging Co.	USA	238

RANK	COMPANY NAME	BASE	DEPOTS	EMPLOYEES	OPERATION	SENIOR CONTACT & TITLE
1	Mammoet Holding B.V.	USA	68	2,000	Worldwide	Johan Pastoor, Manager Corp. Comm.
2	Maxim Crane Works	USA	33	1,850	National	Robert Daubert, VP Sales & Marketing
3	All Erection & Crane Rental Corp.	USA	30	1,550	Continental	Michael L. Liptak, President
4	Lampson International	USA	8	275	Worldwide	William N. Lampson
5	Essex Crane Rental Corp.	USA	8	125	Worldwide	Ron Schad, President & CEO
6	AmQuip Crane Corp.	USA	12	650	Continental	Frank Bardonaro, President
7	Turner Industries	USA	4	215	Regional	Davis J. Lauve, President
8	Deep South Crane & Rigging	USA	4	250	Continental	Mitch Landry, Vice President
9	Lomma Inc.	USA	6	340	National	James Lomma, President
10	Bigge Crane and Rigging Co.	USA	9	350	Worldwide	Joe Nelms
11	Guay Inc.	Canada	15	450	Continental	Jean-Marc Baronet, President
12	Ray Anthony International	USA	9	215	National	Ray Anthony, President/Owner
13	Barnhart	USA	18	800	Continental	Alan Barnhart, President
14	Bragg Crane Service	USA	12	446	Continental	George Bragg, President & CEO
15	NC Services Group	Canada	7	300	Continental	Ron Sims, Vice President
16	Buckner Heavy Lift Cranes	USA	1	450	Continental	Doug Williams, President
17	Sims Crane and Equipment Co.	USA	9	300	Regional	Steve Stodghill, President
18	W.O. Grubb Inc.	USA	5	300	Regional	Michelle Grubb, Asset Manager
19	Crane Rental Corp.	USA	2	90	Worldwide	Alan Ashlock, President
20	Marco Crane & Rigging	USA	7	215	National	Dan Mardian, President
21	H&E Equipment Rental	USA	63	2,000	National	Hubert Louque, Senior Vice President
22	Sterett Crane & Rigging	USA	6	75	National	William Sterett, III
23	The Walsh Group*	USA	1	6,000	National	Dan Walsh Jr., VP Equipment Manager
24	Turner Bros. LLC	USA	9	500	Continental	Jack A. Shubert, CEO
25	Kelley Equipment Company	USA	1	126	Continental	Robert P. Steiner, President
26	B&G Crane Service*	USA	2	225	National	Havier Grilletta, CEO
27	AVS Services*	USA	1	30	Continental	Hans Van Brekelen, President
28	Dielco Crane Service*	USA	1		Local	Richard Dielman, President
29	Laramie Enterprises Group	USA	1	74	Continental	Patrick Henry, VP and Gen. Manager
30	Irving Equipment	Canada	9	175	Continental	Mike Hussey, General Manager
31	Imperial Crane Services	USA	3	200	National	B.J. Bohne, President
32	Scott-Macon Equipment	USA	6	142	National	Alfred L. Scott
33	S.G. Marino Crane Service Corp.*	USA	2	104	Worldwide	Carl Marino, President
34	Stevenson Crane Service Inc.	USA	2	104	National	Donna Stevenson, President
35	Lewis Equipment	USA	10	400	Worldwide	Kyle Lewis, President
36	Coast Crane	USA	14	284	Regional	Dan Goodale, CEO
37	LJ Crane & Rigging	USA	3	60	National	Paul Fioravanti, Vice President
38	Mr. Crane / Inquipco	USA	3	107	Regional	Lee Steinberg, President
39	Kirby-Smith Machinery	USA	5	250	Regional	Ben Graham, Crane Division Manager
40	Ness & Campbell Crane Inc.	USA	6	190	Regional	Tony Steelman, President
41	TNT Crane & Rigging	USA	3	183	Regional	David T. Bacot III, CFO
42	Energy Transportation Inc.	USA	3	125	Continental	Dan McGlade, President
43	Giuffre Bros. Cranes Inc.	USA	7	75	Worldwide	Dominic Giuffre, Vice President
44	R.H. Marlin Inc.	USA	1	85	Regional	Joe Fox, Vice President
45	Dozier Crane	USA	3	70	Worldwide	Dozier Cook, President/Owner
46	M.D. Moody & Sons Inc.*	USA	4	120	National	Max D. Moody III, CEO
47	United Crane Rental of New Jersey*	USA	1	65	Regional	Timothy Shinn, President
48	Edwards Inc.	USA	5	450	Regional	Derrill Edwards, President
49	Northwest Crane Service	USA	4	63	Continental	Andy Hodges, Manager/Owner
50	Clark Rigging & Rental Corp.	USA	3	95	Regional	David F. Clark, Vice President
* ACT actima						

^{*} ACT estimate

WEBSITE	MOBILES	CRAWLERS	LARGEST CRANE	CAPACITY	ACT INDEX
www.mammoet.com	1,135	220	MSG 100	4,400	467,228
www.maximcrane.com	2,136	242	Manitowoc 18000 w/Max-er	825	222,963
www.allcrane.com	2,151	412	Manitowoc 21000 w/Max-er	1,000	209,483
www.lampsoncrane.com	82	366	Lampson LTL-2600	2,600	108,195
www.essexcrane.com	6	380	Manitowoc 888 Ringer	660	84,650
www.amquip.com	728	117	Manitowoc 2250 w/Max-er	660	77,804
www.turner-industries.com	187	11	Demag TC4000	800	37,591
www.deepsouthcrane.com	173	10	TC-36000 Versacrane		33,397
www.jflommainc.com	225	65	Manitowoc 18000	660	29,764
www.bigge.com	238	50	Kobelco SL6000	600	28,120
www.gruesguay.com	380	20	Demag CC-2800-1	700	25,578
www.rayanthonyintl.com	235	50	Terex Demag AC700	800	24,660
www.barnhartcrane.com	148	12	Demag CC4000 RL	1,760	23,637
www.braggcrane.com	258	17	Liebherr LR1400	450	23,409
www.ncservicesgroup.com	127	37	Liebherr LTM 11200-9.1	1,200	23,117
www.bucknercompanies.com	79	79	Liebherr LR-1750	825	22,104
www.simscrane.com	219	40	Kobelco SL6000	600	21,137
www.wogrubb.com	152	31	Grove GMK 7550	550	18,170
www.cranerental.com	46	40	Manitowoc 18000 w/Max-er	825	18,144
www.marcocrane.com	161	14	Grove GMK 7550	550	16.915
www.he-equipment.com	433	5	Grove GMK 6350	350	16,150
www.sterettcrane.com	97	23	Grove GMK 7550	550	14,865
www.walshgroup.com	93	63	Manitowoc 2250	300	14,765
www.turnerbros.com	52	18	Terex Demag CC 2800-1	750	14,370
www.kelleyequipment.com	63	58	Manitowoc 2250	500	14,210
www.bgcrane.com	87	25	Liebherr LR 1800	880	14,000
www.avs-services.com	1	19	Manitowoc 21000	1,000	13,500
www.dielcocrane.com	64	10	Liebherr LR1750	826	12,813
www.laramiecrane.com	57	34	Terex Demag AC 1200	500	12,400
www.irvingequipment.com	119	21	Liebherr LR 1750	825	12,400
www.irvingequipment.com www.imperialcrane.com	190	20	Grove GMK 550	550	12,000
	315	4	Terex American HC 275	275	11,952
www.smequipment.com	48			330	
www.marinocrane.com	48 87	28	Demag CC1800-1 Manitowoc 18000 w/Max-er	826	11,900
www.stevensoncrane.com		19			10,861
www.lewis-equipment.com	73	34	Link-Belt HC278	300	9,972
www.coastcrane.com	137		Grove RT 9130E	130	9,910
www.ljcrane.com	40	20	Manitowoc 2250	550	9,305
www.mrcrane.com/inquipco.com	95	7	Manitowoc 2250 w/Max-er 2000	550	8,950
www.kirby-smith.com	199	3	Grove RT 9130E	130	8,405
www.nesscranes.com	80	0	Grove GMK 7550 w/MegaWing Lift		8,250
www.tntcrane.com	58	0	Terex Demag AC700	800	8,219
www.energytran.com	61	8	Grove GMK 7550	550	7,980
www.giuffrebros.com	293	0	Terex Demag AC120	120	7,525
www.rhmarlin.com	65	20	Liebherr LTM 1300/1	360	7,500
www.doziercrane.com	103	66	Terex HC-275	275	7,220
www.mdmoody.com	100	125	American 11320	450	7,200
	36	9	Demag AC 500-1SSL	550	5,477
www.edwardsinc.com	74	0	Liebherr LTM 1400	500	5,202
www.northwestcraneservice.com	21	3	Liebherr LR 1600/2	660	5,050
 www.clarkrigging.com	62	2	Terex Demag AC500-2	625	4,892

RANK	COMPANY NAME	BASE	DEPOTS	EMPLOYEES	OPERATION	SENIOR CONTACT & TITLE
51	Capital City Group	USA	2	225	Regional	Brian Gibson, President
52	Southwest Industrial Rigging	USA	4	125	National	Harry Baker, President - Owner
53	Wanzek Construction Inc.	USA	1	800	National	Jon Wanzek, President
54	Connelly Crane Rental Corp.	USA	2	65	National	Michael Connelly, President
55	Burkhalter Rigging	USA	4		Continental	Delynn Burkhalter, President & CEO
56	JPW Riggers	USA	1	150	National	Dave Schwalm, Executive VP
57	J J Curran Crane	USA	1	32	Regional	Larry Curran, President
58	Ideal Crane Rental	USA	4	80	Regional	Robert Kalhagen, President
59	Chellino Crane Inc.	USA	2	65	National	Greg Chellino
60	Ring Power Crane	USA	10	100	Regional	Dave Glass, Vice President
61	Budrovich Contracting	USA	1	40	Regional	Darren Jaycox, President
62	Alamo Crane Service Inc.	USA	2	54	Regional	Marvin Ohlanbusch
63	Axis Crane	USA	3	60	Regional	Tyler Mayfield, President
64	Superior Rigging and Erecting Co.	USA	1	350	National	Patrick Lewis, President
65	Salerno Panama	Panam	ia 2	50	National	Omar Salerno
66	Conn Equipment Rental	USA	2	60	Regional	Richard Conn, President
67	Nixon-Egli Equipment Co.	USA	2	88	Regional	John Skaff
68	AME Inc.	USA	3	200	Regional	Mike Davis, Vice President
69	Rexco Equipment Inc.	USA	5	75	Regional	Dan Smith, Vice President
70	Henry A. Selinsky	USA	1	100	Regional	John Selinsky, President
71	Taylor Crane & Rigging	USA	2	50	Regional	James C. Taylor, Jr.
72	Waggoner Equipment Co.	USA	1	18	Regional	Alana Yount, Operations Manager
73	Southwestern Ind. Contractors & Riggers	USA	1	65	Worldwide	Eddie Garcia, VP, Operations
74	Diamond Steel Construction Company	USA	1	60	Regional	David Collins, President
75	Strong's Crane Service Inc.	USA	1	10	Regional	Doug Strong, President
76	Carl Belt/The Belt Construction Group	USA	2	200	Regional	Carl Belt, Jr., President
77	Able Crane Service	USA	1	7	Regional	Carl Hatfield, President
78	Mansfield Crane Service Corp.	USA	2	7	Regional	Trapper Wyman, President
79	Bridger Crane & Rigging	USA	1	15	Regional	Ross Kovach, Managing Member
80	Advanced Rigging & Machinery Movers	USA	1	30	Regional	Matthew Hinty
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* ACT estimate

- Every attempt was made to assure the information in the act50 is correct and
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much of the change in the act50 from 2007 to 2008. But then there was a lot of change in data in many of the veteran members on

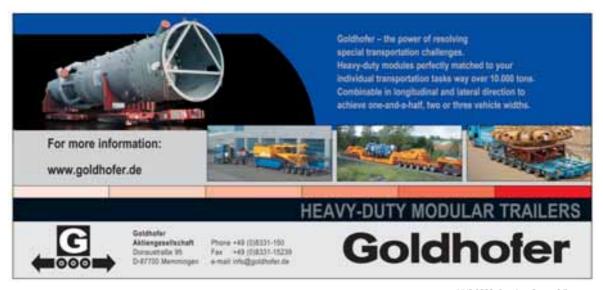
Developing a credible list of America's largest crane owning companies turns out to be a year-long effort, with most companies

involved very cooperative and pleased to make the ranking. On these pages are the results of our third annual act50, as well as the addition of the acttower50, our second effort at listing the largest tower crane suppliers in the US. We hope to build on the tower crane list and will attempt to survey these companies again in our December issue.

For the act50, we mailed survey forms to more than 720 companies throughout the US, Canada and Mexico, asking them for information about their crane fleets and capacities. While our list is much more comprehensive than last year, we still concede that we are missing a few major players in the top 20 area of the list. As well, note the asterisk by company names in which we didn't necessarily get updated information and relied on an estimate formula based on data we obtained last year or through other sources.

All companies in the list were contacted and given the opportunity to supply fleet

WEBSITE	MOBILES	CRAWLERS	LARGEST CRANE	CAPACITY	ACT INDEX
				<u> </u>	
www.ccgroup-inc.com	38	15	Manitowoc 2250 III w/Max-er	500	4,830
www.swirusa.com	51	1	Grove GMK7550	550	4,804
www.wanzek.com	18	18	Terex Demag CC 2800-1	660	4,780
mike@connellycrane.com	58	10	Liebherr LTM 1300/2	360	4,740
www.burkhalter.net	16	10	Liebherr LR 1400/2	660	4,533
www.jpwriggers.com	25	11	Manitowoc 16000	440	4,416
www.jjcurran.com	65	0	KMK 8400	500	4,400
www.idealcranerental.com	57	3	Grove GMK 6350	350	4,033
www.chellinocrane.com	25	15	Grove GMK	450	4,000
www.ringpowercrane.com	72	8	Manitowoc 999	275	3,595
www.budrovich.com	31	1	Grove GMK 7550	550	3,012
www.alamocrane.com	30	0	Liebherr LTM 1300-6.1	360	2,920
www.axiscrane.com	20	2	Demag AC1200 w/Superlift	500	2,848
www.superiorrigging.com	25	6	Link-Belt 248HS	200	2,600
www.salernocranes.com	37	1	GMK 6350	350	2,320
www.connequipment.com	19	0	Grove GMK 6250	250	1,852
www.nixon-egli.com	25	0	Link-Belt RT80100	100	1,782
www.ameonline.com	30	0	Grove GMK 5210	210	1,750
www.rexcoequipment.com	25	2	Link-Belt 218HSL	110	1,499
www.selinsky.com		1	Grove 6250	250	1,357
www.taylorcrane.com	25	1	Liebherr LTM 1220-5.2	265	1,337
www.waggonerequipment.com			Link-Belt RTC 80100	130	1,269
www.southwesternindustrial.com	12	0	Lorain MC1650	165	943
www.diamondsteel.com	21	0	Grove GMK 5150B	150	861
www.strongscrane.com	7	0	Link-Belt ATC-3200	200	638
www.thebeltgroup.com	10			165	612
info@ablecrane.com	5	0	GMK 5210	210	530
www.mansfieldcrane.com	5	0	Terex Demag AC 335	165	376
www.bridgercrane.com	5	0	Link-Belt ATC 3130	130	353
www.advanced-rigging.com	6		Grove 1012	18	81



Largest tower crane fleets

lop	Top 1 fleets by tower crane capacity									
RANK	COMPANY NAME	BASE	DEPOTS	EMPLOYEES	OPERATION	SENIOR CONTACT & TITLE				
1	Morrow Equipment Co.	USA	26	325	Worldwide	Christian Chalupny, President				
2	Coast Crane	USA	14	284	Regional	Dan Goodale, CEO				
3	Lomma Inc.	USA	6	340	National	James Lomma, President				
4	AmQuip	USA	12	660	National	Frank Bardonaro, President				
5	Crane Rental Corporation	USA	2	90	Worldwide	Alan Ashlock, President				
6	Dielco Crane Service *	USA	1	135	Worldwide	Richard Dielman, President				
7	Eagle West Tower Cranes	Canada	1	28	National	Ryan Burton, General Manager				
8	Lewis Equipment Co.	USA	10	400	Worldwide	Kyle Lewis, President				
9	Maxim Crane Works	USA	33	1,850	National	Robert Daubert, VP Sales & Marketing				
10	Linden Comansa America *	USA	10	NA	Worldwide					
11	All Erection	USA	30	1,550	Continental	Michael L. Liptak, President				
12	Bigge Crane and Rigging	USA	9	350	Worldwide	Joe Nelms				
13	Guay, Inc.	Canada	15	450	Continental	Jean-Marc Baronet, President				
14	The Walsh Group *	USA	1	6000	Worldwide	Dan Walsh Jr., VP Equipment Manager				
15	Connelly Crane Rental Corp.	USA	2	65	National	Michael Connelly, President				

^{*} ACT estimate

Editor's Note: submit information for the 2009 act50 by e-mailing d.annshiffler@khl.com or calling 512-869-8838.

information and other data. As the vast majority of crane-owning companies are privately held, it can be difficult to obtain and verify figures, although we do approach independent industry sources to assist when we decide to use an estimate. We had two companies decline to be on the list, stating "privacy" as the reason.

First and foremost, we rely on the integrity of the companies participating, assuming that the information they provide is accurate to the best of their knowledge. Suffice it to say, we will continue to work on making the act50 the most comprehensive



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WEBSITE	LARGEST TOWER CRANE	CAPACITY	FLEET SIZE	ACT INDEX
www.morrow.com	Liebherr 1800C	60	504	181,651
www.coastcrane.com	Potain MD485B	485	112	16,975
www.jflommainc.com	Favco M760	64	46	9,976
www.amquip.com	SK575 / MR605B	36	127	3,941
www.cranerental.com	Peiner SK415	520	9	3,922
www.dielcocrane.com	Potain MD560-M40	40	40	3,800
www.eaglewestcranes.com	San Marco SMT 551	80	52	3,266
www.lewis-equipment.com	Sun Crane STT 753	40	173	3,078
www.maximcrane.com	CPL630	40	104	2,930
www.lindencomansaamerica.com	LC 8592	24	160	2,550
www.allcrane.com	Potain MD650/40	44	110	2,402
www.bigge.com	Comedil CTL 630	35	30	875
www.gruesguay.com	Pecco PC4400	20	36	458
www.walshgroup.com	Potain MR415	24	9	163
mike@connellycrane.com	Peiner 415	414	7	95

list of crane owning companies in North America. We will doggedly pursue the companies missing in our listing with the goal of getting them on the list next year. We continue to strive to see our list at the 100 mark in 2009.

Companies are listed by their **act50** Index,

which is calculated by adding together the maximum lifting capacities in US tons of all crawler cranes and mobile cranes in a company's fleet.

Twice a year, we at American Cranes & Transport magazine go into the business of list making - compiling for the June issue our act50 list of North America's largest crane owning companies and for the December issue our acttransport50 list of North America's largest specialized transportation companies. It's a tough job, but the industry continues to ask for the lists and we're up to the task.

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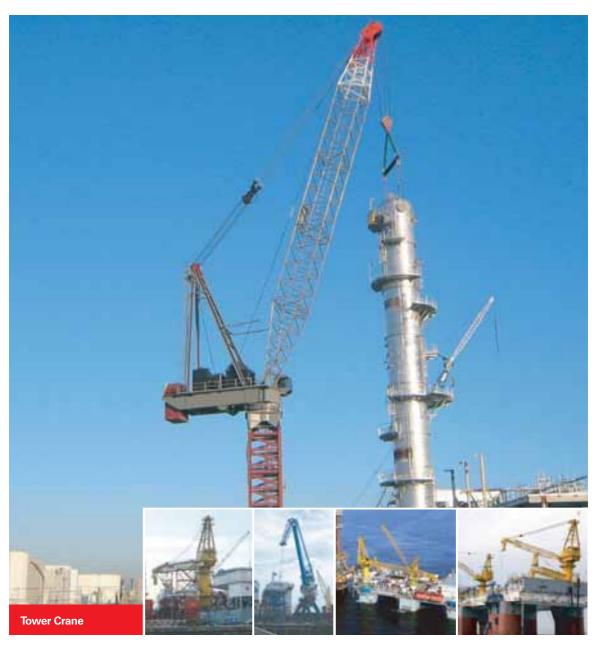
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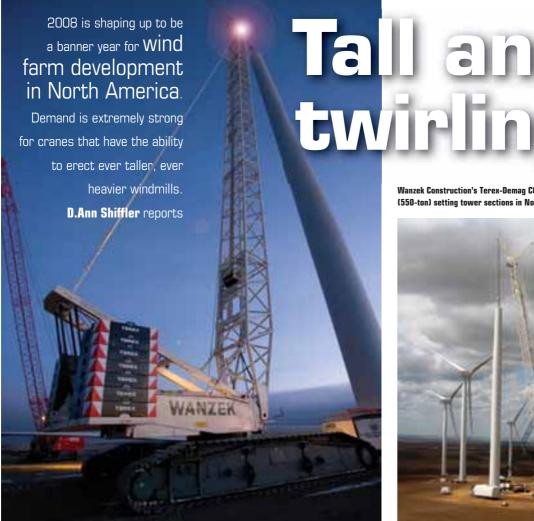
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Email: sales@favcousa.com



Wanzek Construction's Terex-Demag CC2500-1 (550-ton) setting tower sections in North Dakota

Wanzek Construction's Terex-Demag CC2800-1 NT (660-ton) setting tower sections at the Marengo wind project near Dayton, WA

nitially, West Texas residents may have been apprehensive that the tall, white twirling structures would litter the horizon and disrupt the scraggly, rugged terrain they call home. But unlike the unsightly oil wells that pump black gold from beneath the earth, the pristine white windmills reach majestically skyward as they twirl quietly while providing clean, renewable energy to the homes and businesses in the region. Texas now leads the nation in the number of megawatts of power generated by windmills.

But it's not just Texas where wind power development is a booming business and the preferred source of power. Wind farms are now as prevalent as cornfields in Iowa, and they are springing up coast to coast, from upstate New York, to the Plains states, to the Pacific Northwest and more recently throughout Canada.

Dave Schwalm, executive vice president

of Syracuse, NY-based JPW Riggers, says his company's cranes are erecting windmills all over the country. "We have 20 cranes working in Texas, Iowa, Wisconsin, Nebraska, Washington and West Virginia," Schwalm says. "It's been great business for us. The problem is getting the cranes we

Windmill workhorse

The Manitowoc 16000 has been the windmill workhorse for JPW Riggers Schwalm says, and his company has been a big customer of this model machine. "Manitowoc has probably produced about 40 of the Model 16000 so far, and we own Number 6, 24 and 40," he says. "We've been buying them but can't get them quickly enough."

Schwalm says his company was one of the first crane companies to get into wind tower erection, erecting the first windmills in upstate New York in 1998.

JPW Riggers has done a lot of work for Minnesota-based Mortenson Construction, one of the largest constructors of wind farms in the nation. "They have done over 50 farms," says Schwalm.

JPW Riggers also does a lot of work for Lone Star Transportation, one of the busiest transport companies for wind tower components. "We unload all the parts at rail stations and ports onto Lone Star's trucks," Schwalm explains. "They haul them to the wind farm site and then our cranes erect them. We often handle the wind farm construction from the beginning to the

In the 10 years his company has been involved in wind work, Schwalm says windmills have gotten taller and heavier. "For this reason, the Model 16000s are

industry focus: wind power erection

JPW Riggers uses its Link-Belt 348 crawler to service a wind tower in Blue Canvon, OK

real nice because they have the capacity to erect these taller and heavier components," he says. "These cranes go together so nice and quick too, which is very good for the timeframe we work in."

Extending the tax credit

Schwalm envisions the wind market will be strong for several years to come, perhaps even if the US Congress does not extend the Wind Production Tax Credit (WPTC) through 2009. "I think the tax credit does stimulate the industry," he says. "Will these jobs shut down if there isn't a tax credit? I don't think so for the next few years anyway. This used to be a little game but now it's a major league game. So much more has been invested in wind power than ever before. There are so many more key players than in the past. But the tax credit definitely will help.

Wind is a strong market, says Brian Thomas, manager of business development for the wind division of Barnhart Crane & Rigging. "As gas prices increase, the demand for renewable energy continues to grow," he says. "I think there is an infrastructure built up to handle the demand for new wind power. It could be these resources could go from high demand to a surplus if the legislation is extended or not."

He explains that even if there is not a federal incentive, there are incentives at





the state level as many of the wind states are working toward having 15 to 20 percent of their energy resources being renewable power, such as wind.

"There seems to be a lot of support at the state level," he says. "Wind has been a good, steady growth market. If Congress extends the tax credit for wind development, there will be an impact; it will continue to

help the wind industry build momentum. After that, there may be enough momentum

to continue on without a tax credit."

Technology may be the answer, Thomas says. "The technology is getting better and reliability on wind power is getting better," he says. "The entire industry is getting smarter. From a crane guy's perspective, there are a lot of smart people in this industry that have invested a lot of talent and resources in this industry. It's a smart thing to do. It's a viable form of energy. Countries like

Germany and Denmark, a large percentage of their power comes from wind.

Thomas says Barnhart has evolved as a contractor in the wind market. "There are several companies that have invested heavily in cranes that are more tailored for the wind market," he says. "We do have several heavy lift cranes we use in wind and that we use in other markets," he says.

Investment in innovation

Crane manufacturers have also invested heavily into the wind market, designing cranes specifically for wind tower erection. "They are tailoring cranes to this market," Thomas says. "They see it as a viable market and it has been for them. Manitowoc has cranes for the wind market, and so does Liebherr with their narrow track."

Kobelco's SL6000, introduced in 2007 to the US market, is a major player in wind tower erection. Link-Belt and of course Terex Demag also have developed heavy lift cranes for the wind market. The 550ton capacity Terex-Demag CC2500-1 has become a choice machine for wind tower

Geographically, Barnhart has worked on wind farms coast to coast, Thomas says. "We've worked in Texas, where the largest boom has been for wind and the Midwest has

JPW's Manitowoc 16000 at a wind farm in Sweetwater, TX



been a place for quite a bit of work as well as Oregon, California and even some in the Northeast. There is

very little work in the Southeast. Canada is booming and we have been requested by several manufacturers to go to Canada to work because of the wind power boom. So far we haven't, but that's not to say that we won't.'

Canadian boom

Ron Sims, vice president of corporate affairs for Canada-based NC Services Group, affirms that the wind market in Canada is booming. The company has been amid an aggressive effort to pursue the wind market. The company acquired Northern Crane Services in November 2006 and since that time has acquired A-1 Crane Services, Mullen Crane and Transport and TransTech Contractors, a specialized hauling firm. "We've become a one-stop shopping crane and transport company," Sims says. "And the wind market, for us it's a hot item. We are aggressively pursing this market."

In eastern Canada, Sims says there are several wind farms under construction and the western Canada market is beginning to take off. "We bought Mullen Crane because the wind market is one of their niche markets," he says. "We want to be the dominant provider of wind tower erection in western Canada and western North America."

Canada is a great market for wind development because of the 70 to 80 mph winds that blow regularly. On the other 3

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hand, this makes wind tower erection a constant challenge. "We often have to stop and put the crane booms on the ground to wait out the wind or the other environmental conditions," says Sims. "Erosion is also a big factor in Canada. The big footprints of the cranes rip up the ground, creating huge erosion problems. That's why we use the Liebherr LG1550 because it leaves less of a footprint behind it. Our goal is to assure the least amount of disturbance to the natural terrain and grasses on these wind farms."

Expert skills required

Operator training is a huge factor in wind tower erection, with companies that specialize in this work needing to assure that the operators are expertly skilled to operate the expensive cranes and erect the expensive wind towers.

"We have one of the most extensive operator training programs in-house of any crane company in Canada," says Sims. "I'd say we provide more investment in training than any of our competitors. We utilize the Virtual Training Assistant online program. Our training program is a four-year program that rates the operators on four levels. We have an in-house training coordinator and two field trainers. Training is an important component of our business."

Forward bookings

Kevin McCrory, crane service manager for Wanzek Construction, says the wind market is a major component of his company's business. "It's doing very well right now," he says. "We are booked out for 2008 and going not 2009. The only thing we are concerned about is the Wind Production Credit Tax."

McCrory says if Congress does not extend the credit, the market will definitely slow down. "This tax credit is giving the life blood to things right now and makes wind farm development attractive to investors."

For Wanzek, 70 percent of the company's business is related to wind power," says McCrory. "It was a strategic decision to go after this market and we have added cranes as the need has arisen," he says. "Long term, we saw a future in wind and jumped on it right away, and we are now established as a market leader in the field."

McCrory says that his company tries to go after an entire wind farm project, from the site work to the concrete work to the wind tower erection. "It varies a lot but we prefer to do the entire project," he says.

Geographically, Wanzek does work in Texas, Montana, Wyoming, North Dakota, South Dakota, Minnesota and Washington. McCrory agrees that "Canada is taking off," he says. "We have not done any work in Canada but we never say never."

Erecting a wind tower is "good, solid crane

Kettle Hills Wind project

The Kettle Hills wind mill project in Pincher Creek, Alberta required the placement and erection of 35 wind mills of which Northern Crane Services Inc. hoisted 30 nacelles and hubs for the project. NCSI used its Liebherr LG1550 rigged with 276 feet of main boom and a lifting capacity of 240,000 pounds at a 60 foot radius. It was NCSI's job to get each nacelle and hub to the center of the hub at a height of 220 feet.

"We lifted the nacelle and hub together which had a combined weight of 218,735 pounds," explains Ron Sims, executive vice president. "As this project was on First Nations land, there were many environmental considerations and the crane that we choose to use had the least amount of impact on the environment."

Due to weather conditions the project lasted seven months during which time NCSI had a

100% safety record, Sims says. "The Kettle Hills wind mill project is one of the many types of projects where NCSI's equipment, skills and knowledge are utilized to the fullest," he says.

To further the company's commitment to the wind industry, NCSI in 2007 placed a large order for cranes with Liebherr. In 2008 the company has placed an order for additional Liebherr crawler cranes, including the LTM 11200, which was specifically designed for the wind market. The crane is set for a fall 2008 delivery, Sims says.

"We think the LTM 11200 will give us an edge in the Canadian wind market," Sims says. "We think the crane will do well because of its mobility. You can have it ready to roll in six hours."



work," McCrory says. "It's a specialty to a point."

Erection process varied

As far as the process for how the turbines are erected, McCrory says it varies from job to job. "We will always have one large erection crane for setting the top sections but sometimes there can be two or three erection cranes on site. There's also a need for support cranes to assist in the lifting or to stand up the tower sections, or even for off loading. We have from

three to 10 cranes per site. But there are a lot of variables."

Wind work is also hard work and can be dangerous, which is why Wanzek also invests heavily in operator training, McCrory says. "This work requires well trained, skilled operators," he says. "We have been into the NCCCO certification since its inception and we have been actively pursing getting all of our operators certified. As new operators are hired, we try to get them certified as well."



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industry focus: wind power transport

Transporting wind tower components is big business for North America's specialized haulers. Permitting and other obstacles continue to be an issue, although state governments are more open to these types of loads due to the general acceptance of wind energy. **ACT** reports Engineering drawings prepared

by Turner Bros.



auling wind tower components is challenging proposition, even though acceptance of this type of energy is growing. Turner Bros., a full service transportation, heavy haul and crane and rigging company, specializes in hauling wind turbine generator components throughout North America. In assessing the market, Turner Bros. Business Development Manager Ray Morgan outlines these trends

in the wind industry as related to the heavy haul sector:

- Wind turbine generators are growing in size and weight as developers want more megawatts and fewer units. Weights of the turbine (nacelle) have increased from approximately 90,000 pounds to 200,000 pounds as the design and megawatt output of the turbine has increased.
- There are few integrated components in a nacelle that can be sectioned or removed to reduce transportation weights and dimensions.





Above: Turner Bros'. hauling configuration

Wind farm developers are requiring deliveries direct to foundations to eliminate double handling and reduce crane costs and erection time.

Last year, Turner Bros. contracted to deliver wind components to the Nine Canyon Wind Project. The job involved the delivery of 14 nacelles from the Port of Longview, WA to Nine Canyon Wind Project near Kennewick, WA, a distance of 265 miles.

The Siemens 2.3 megawatt nacelles weighed 192,000 pounds, were 36.34 feet long, 11.8 feet wide and 12.8 feet high. The typical transportation solution would have been to haul the components on a 19-axle transporter with a load of a gross weight of 384,000 pounds, 210 feet long, 14 feet wide and 13.5 feet high.

The proposed route involved eight different roadways, ranging from interstates to state roadways. The route involved driving from Washington, into Oregon, and then back into Washington to the final destination.



The DILBERT as nicknamed by Turner Bros., which means Dual Integrated Land-Based Engineered Red Transport



Turner Bros. developed the new transport solution in order to haul nacelles throughout Oregon and Washington state

Wind industry speeds up installations

Breakneck pace. That's how the American Wind Energy Association describes the speed in which the US wind energy industry installed windmills during the first quarter of 2008. From January to April of 2008, more than 1,400 megawatts of power or approximately \$3 billion worth of new generating capacity was put in place in the US, according to the AWEA.

"These new wind power plants — enough to serve the equivalent of 400,000 homes —coupled with investment in 17 new manufacturing facilities over the past year and a quarter show that — with consistent policy support — America's wind industry can deliver the goods in terms of clean energy and new clean technology jobs," says AWEA Executive Director Randall Swisher.

The only thing that could change the pace of the wind industry is if the US Congress doesn't extend the Wind Production Tax Credit beyond 2008. The PTC is the primary federal incentive for wind power, and expires at the end of the year along with incentives for other renewable electricity sources.

"But if Congress does not act quickly, this momentum could be derailed at the worst possible time for the economy, placing 76,000 jobs and over \$11.5 billion in investment at risk," Swisher says. "While 2008 is shaping up to be another great year, we could see a very different story in 2009 as uncertainty looms over investment in wind power projects and manufacturing due to continuing delay in extending the production tax credit (PTG)."

At previous times when the credit has lapsed (1999, 2001 and 2003), installations dropped by as much as 93% in the following year.

The new wind power facilities installed in 2008 span 10 states and bring total US wind power capacity to over 18,000 megawatts, or enough to serve the equivalent of 5 million homes. Texas added over half

this new capacity and now has well over 5,000 megawatts installed.

Over 4,000 megawatts of projects are now also under construction nationwide.

Additionally, AWEA reports an increase in the share of US-made wind turbine components – from less than 30% to approximately 50% in three years. Prior to 2005, AWEA estimates that less than a third of components were manufactured domestically.

AWEA estimates that, by the end of 2008, approximately half of turbine components for turbines installed in the US will be produced domestically. In 2007 and early 2008, at least 17 manufacturing facilities have been brought online or expanded in the US, creating over 4,000 jobs and \$500 million in manufacturing investment.

In June, the WINDPOWER 2008 Conference & Exhibition will open in Houston, in the heart of the energy capital of Texas, now the state with the largest wind power market in the nation. WINDPOWER 2008 is expected to be the biggest wind industry show ever in the US, with over 8,000 attendees and 700 exhibitors, including leading global wind turbine manufacturers and many components and supply chain providers, and a host of crane companies.

A complete list of existing and under construction projects as of March 08 is available to the public at www.awea.org/projects.



America's wind industry can deliver the goods in terms of clean energy and new clean technology jobs.



industry focus: wind power transport

Turner's team submitted all the permitting paperwork to all the state and local entities involved and then received the verdict: rejected.

"The 19-axle transporter was denied," says Morgan. "There was not enough overall axle spacing or bridge to distribute the weight to comply with Washington and Oregon weight standards. We calculated that another 30 feet would be required to meet these standards. The problem for us was a modification of the transport would increase the overall weight and would not result in weight approval.

To get approval Turner's team would need to go back to the drawing board and design a carrier system that would spread the weight and achieve the necessary permitting.

Turner applied innovation to the haul by designing a Dual Integrated Land-Based Engineered Red Transport, affectionately dubbed the "Dilbert." The carrier allowed the haul to achieve the following parameters: 269,500 gross weight, 16 feet wide, 15 feet 9 inches high and 112 feet long.

"The 14 nacelle units were delivered with



The rig making a sharp turn

"We logged 160 hours engineering time, and the project team consisted of seven people including drivers, supervisor and administrative personnel. It involved more than 240 hours of planning prior to execution and completion of this project, which came in on time and on budget."

Morgan says the design of the Dilbert and the successful delivery of the components for this project and others has resulted in a long term partnership with its customer. "To date we have delivered over 300 nacelle units for this customer on other projects throughout the US," he says.

DOE releases new technical report on wind energy

Wind power is capable of becoming a major contributor to America's electricity supply over the next three decades, according to a report released on May 12, 2008 by the US Department of Energy, The groundbreaking report, "20% Wind Energy by 2030: Increasing Wind Energy's Contribution to US Electricity Supply," looks closely at one

scenario for reaching 20% wind energy by 2030 and contrasts it to a scenario of no new US wind power capacity.

"DOE's wind report is a thorough look at America's wind resource, its industrial capabilities, and future energy prices, and confirms the viability and commercial maturity of wind as a major contributor to America's energy needs, now and in the future," says Andy Karsner, DOE assistant secretary of **Energy Efficiency and Renewable Energy for the** US Department of Energy, in a press release. "To dramatically reduce greenhouse gas emissions and enhance our energy security. clean power generation at the gigawatt-scale will be necessary, and will require us to take a comprehensive approach to scaling renewable wind power, streamlining siting and permitting processes, and expanding the domestic wind manufacturing base."

Included in the report are an examination of America's technological and manufacturing capabilities, the future costs of energy sources. US wind energy resources, and the environmental and economic impacts of wind development. Under the 20% wind scenario, installations of new wind power capacity would increase to more than 16,000 megawatts per year by 2018, and continue at that rate through 2030.

"The report shows that wind power can provide 20% of the nation's electricity by 2030, and be a critical part of the solution to global warming," says AWEA Executive Director Randall Swisher. "This level of wind power is the equivalent of taking 140 million cars off the road. The report identifies the central constraints to achieving 20% - transmission,

> siting, manufacturing and technology - and demonstrates how each can be overcome. As an inexhaustible domestic resource, wind strengthens our energy security, improves the quality of the air we breathe, slows climate change, and revitalizes rural communities."

The report finds that achieving a 20% wind

- contribution to US electricity supply would: Reduce carbon dioxide emissions from
- electricity generation by 25 percent in 2030;
- Reduce natural gas use by 11%;
- Reduce water consumption associated with electricity generation by 4 trillion gallons by
- Increase annual revenues to local communities to more than \$1.5 billion by 2030; and
- Support roughly 500,000 jobs in the US, with an average of more than 150,000 workers directly employed by the wind industry.

At 20% of electric power generation, significant growth in the manufacturing supply chain would create jobs and remedy the current shortage in parts for wind turbines.

The report comes at an important time in wind development. In 2007, wind was one of the fastest growing sources of electricity in the nation, second only to natural gas for the third consecutive year. To download the full report, please go to www.20percentwind.org.







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required to achieve these incredible feats. **D.Ann Shiffler** and **Terry White** report

SC&RA Job



Rigging job under \$150,000: Vanguard

Diamond press installation

n July of 2007 Vanguard was awarded the job to offload and install two diamond presses for DeBeers, a world famous diamond producer. Located in Nuffield, Johannesburg, South Africa, the project required 12 days of work from start to finish.

The specifics of the job for Vanguard were to:

- offload two press frames
- ⇒ rig units from the offloading point 246 feet (75 meters) to the press hall via a narrow corridor
- ⇒ rig the units from floor level into the pit about 8 feet (2.8 meters) below floor level to lift the units vertically
- to join the units
- and to place assembled press into final position.

The dimensions of Press Frame A were 7.1 by 3.1 by 2.9 feet and the dimensions of Press Frame B were 6.8 by 3.1 by 2.9 feet. Press Frame A weighed 124 tons and Press Frame B weighed 114 tons.

The biggest challenge was the narrow corridors and small areas available in which to work. The press hall is a narrow corridor, about 213 feet (65 meters) long and the

clearance was very tight. The press frames had to enter the press hall and then be offset to the foundation pit. The foundation pit was also very small with limited headroom.

Vanguard deployed two Eazy Lift 250 ton gantry systems as well as a jack and slide system and a rail system. Crews also utilized overhead cranes to push the press frames down the narrow corridor. For off loading outside the building an EZ 404 gantry system was used and for on the inside an EZ 604 gantry system was used.

The presses had to be moved sideways to get them down into the pit. Once in the pit a hook system and 100-ton trollies were used to maneuver the presses upright. At one point a cribbing system was used to secure the press frame so it didn't run away on the trolley. Once both press frames were into position in the pit, they were married to each other and then fixed frames were bolted to the floor.

Much of the operation was performed via remote control, and safety was an issue throughout the job. A safety plan was utilized in order to assure the safety of the crew and the expensive diamond press.







of the Year

\$150,000 to \$750,000: Barnhart Crane & Rigging

Installing an overhead crane

n June 2007 Barnhart Crane & Rigging was contracted to install a new 104 foot long, 75 ton overhead crane at a nuclear plant in the Midwestern US. The job provided many challenges, to say the least.

Among the unique issues faced were:

- a very confined workspace
- the length of the new overhead crane
- ⇒ placing the overhead crane to a rail height of 49 feet
- the work had to be preformed on the turbine deck while the plant was in full operation
- and the project took place in the middle of a cold winter.

The first challenge for Barnhart was engineering a plan to reach the crane rail height within the 80 by 22 foot work space. Another challenge was determining how to fit the 104 foot long overhead crane into this same work space.

To accommodate the length, Barnhart engineers determined that the crane needed to be separated into two halves and overlapped on the station's operation deck. Each crane half weighed 50,000 pounds with one-half of the unit receiving the additional 30,000 pound crane bridge trolley.

To achieve the required height, Barnhart crews built four MLT structures in a horizontal configuration and placed two four-leg gantry sets with header beams on top to receive the crane halves.

All the components were preassembled in a designated lay down area outside the protected area and then transport through the station's sally port to the turbine deck truck bay. From there, the existing 193-ton overhead crane was used to lift and set all the components including the MLT bents and nodes, gantries, gantries tracks and pumps on the operating deck. The new overhead crane arrived on six trucks. It was also preassembled in the lay down area.

To facilitate lifting the crane halves, a







specialized lifting device was fabricated. The device was designed to attach directly into the existing overhead crane hook, effectively eliminating the tight headroom issues. The device allowed Barnhart to enter the crane half through the top, rotate 90 degrees, and attach to the crane half girder flange.

Barnhart completed the actual transportation to the turbine building, lifts, and installation of the new crane in









Barnhart Crane & Rigging uses ingenuity and engineering to install an overhead crane at a nuclear power plant in the middle of a Nebraska winter

just two and a half days. This included a splice connection at the cranes midpoint of 308 bolts torqued using the "turn the nut" method.

Rigging Job over \$750,000: Barnhart Crane & Rigging

Precipitator move

ore than three years ago, an international forest products company made the decision to replace an aging boiler in order to meet the increasing energy and steam needs of the mill. In the crowded mill, space was at a premium and some "out of the box" thinking was required to keep the mill online during the replacement of the boiler.

The mill made an early call to Barnhart Crane & Rigging to evaluate the feasibility of relocating two elevated electrostatic precipitator (ESP) boxes from one side of the boiler to the other to make room for the new construction. Barnhart's evaluation: it can be done.

The two independent ESP boxes were effectively 60 foot cubes weighing over 600 tons installed on structures about 50 feet in the air. Barnhart had to develop a system that would jack, slide and lower the boxes to the ground for transportation to the new site where the process would be repeated for installation on the new structure. A methodology was developed that allowed the installation of jacks on each column of the box prior to the outage. In addition, the "elevator" style Modular Lift Tower was erected while the mill was running. Barnhart was given only 12 days to completely relocate each precipitator box.

Once each ESP box was off-line, the



Out of the box thinking was required to replace a boiler in a forest products company mill while at the same time keeping the mill online Barnhart team worked around the clock to jack, slide, lower, transport and re-erect the 600-ton ESP box. The job featured many unique tools such as the custom integrated jacking system, a 1,000 ton slide system, the Barnhart Modular Lift Tower and new Goldhofer PSTe electronic steer trailer. Each move was completed ahead of schedule in only 11 days.



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Trucking Job of the Year under 160,000 pounds: Emmert International

Transporting a cyclone

n January 2007, a fabrication company in Houston, TX called upon Clackamas, OR-based Emmert International's Texas location to transport a cyclone on a step-deck platform trailer. Cyclones are simple mechanical devices that convert rotational energy into a centrifugal force to separate materials of different densities—solid particles from a compressible fluid such as air and gas.

This particular cyclone measured a whopping 84 feet high, 23 feet 11 inches wide and 25 feet ten inches high. It weighed 60,000 pounds.

The route would require the load to travel 12 miles through town from the fabrication shop to the Shintech dock in Freeport, TX. There Emmert would load the fabricated cyclone onto an awaiting barge and lash it for transport.

Without proper planning and execution, the transport of this mechanical cyclone perhaps could cause damage comparable to that of one of Mother Nature's cyclones. In preparation for the move, Emmert conducted a preliminary route survey to determine the feasibility of transporting such a tall and wide load through town to the awaiting barge and obtaining all permits needed from the city, county and Texas Department of Transportation (DOT).

After reviewing the finalized route survey submitted by Emmert and confirming the route and measurements, Texas DOT granted approval for the transport. With permits secured, Emmert scheduled two police escorts to assist with traffic control and passenger vehicle safety. This step was vital because the load would require two lanes of travel along the specified route.

Emmert also contacted and scheduled the local power company to meet the



Emmert International transported a cyclone that measured a whopping 84 feet high, 23 feet 11 inches wide and 25 feet ten inches high. It weighed 60.000 pounds

transportation crew at designated areas to lift high voltage wires, to permit safe passage of the load underneath without incident. Additionally, Emmert arranged for bucket trucks to lift all other overhead obstructions, such as traffic signals and other wires along the route.

As the oversized load traveled on public roads of the heavily populated area in February 2007, the police escorts continuously directed traffic so that the load could pass through congested areas safely. Relying on constant radio communications and a carefully constructed traffic plan, Emmert and the escorts made every effort to minimize inconvenience to the motoring public on the roadways.

With railroad approval and officials present, Emmert successfully maneuvered the load without resorting to removal of the rail arms. The extreme width and height of the load also complicated this effort. Emmert saved the customer time and money by not involving the railroad to remove the rail arms.

Accompanied by local power company officials, bucket trucks, two motorcycle police escorts, and two Emmert





escorts, the load moved safely through all obstacles. Upon arrival at the Shintech docks, the cyclone was positioned by Emmert so that it could be offloaded from the trailer and loaded onto the prearranged configuration on the barge.

Once the cyclone was placed on the properly located jack stands, Emmert securely lashed it to the bed of the barge as planned. Emmert transported this load in a safe and timely manner requiring 45 manhours. The customer expressed complete satisfaction with the lump sum, firm fixed price job, which was completed on schedule and within budget.



o SGRA

Trucking Job of the Year over 160,000 pounds: Emmert International



anufacturing highpurity semiconductor grade silicon used for tiny computer chips requires surprisingly big equipment. When presented with the challenge of moving three pieces of this equipment hundreds of miles under considerable physical and scheduling constraints, Emmert International, Clackamas, OR, accepted the job – in about a nanosecond.

The first piece ready for shipment was the diclorosilane (DCS) column, the smallest of the three vessels. At the fabrication site in Vancouver, WA, Emmert's crews loaded the vessel onto an 8-dolly transporter system, moved the load to a nearby staging area and fitted it with safety lighting to await travel at night, when traffic in the metro area would be lightest.

Weighing in at 404,000 pounds gross, the 201 foot long by 16 foot 8 inch high by 20 foot wide load had to travel on the heavily used Glen Jackson Bridge over the Columbia River from Washington into Oregon. Traveling east on Interstate 84 paralleling the Columbia River, the transporter required two lanes while facing grades up to 6 percent.

After traveling about 275 miles in Oregon,



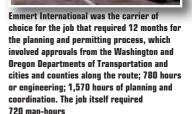
the crews maneuvered onto the McNary Highway to cross back into Washington and pressed on another 200 miles to the project site near Moses Lake. A low bridge on the main highway necessitated a detour onto a series of country roads. Emmert used five 55-foot barge ramps and five 40-foot barge ramps to jump two county bridges with a weight limit of 40 tons. To avoid interference with farm traffic, the permit required the bridges to be fully illuminated and jumped at night.

Moreover, the transporter had to reach its final destination before school curfews the following day. Upon navigating the bridges, Emmert executed a 9% grade and an immediate left to right 90 degree turn. After unloading the DCS column, the equipment was loaded onto standard flat-bed trailers, and Emmert personnel returned with the empty transporter equipment to the same fabrication facility in Vancouver.

The transporter for the loaded and secured triclorosilane (TCS) column weighed in at 383,000 pounds gross and measured 197 feet 2 inches long by 18 feet wide and 18 feet high. Too tall for tunnels and overhead bridges, the TCS column was transported to a nearby barge slip, where Emmert crews installed special barge ramps for loading and offloading and carefully secured and ballasted it for proper weight distribution during its voyage up the Columbia River to

At Pasco, the TCS column was loaded onto the approved highway transporter and maneuvered to an onsite staging area. Like the DCS column, the TCS column required two traffic lanes, took the same detour onto the county roads, used the barge ramps to jump two bridges and encountered up to 9% grades and 90 degree turns.

The third piece, the Hydrogenator, was manufactured overseas and arrived on a



heavy-lift ship at the Port of Longview, WA. just as winter began to set in. Measuring 207 feet by 10 inches long, 10 feet 1 inch high and 20 feet 10 inches wide, the 500,904-gross-pound transport system also needed to be delivered by barge to the same staging area as the TCS column.

When the shipment was offloaded at Pasco, snow and ice on the roadways postponed further movement several days until weather conditions improved enough to permit safe travel. The hydrogenator then followed the same approved final route as the TCS and DCS columns, facing the same challenges and safety concerns.

The job required 12 months for the planning and permitting process, which involved approvals from the Washington and Oregon Departments of Transportation and cities and counties along the route; 780 hours or engineering; 1,570 hours of planning and coordination. The job itself required 720 man-hours.

Emmert completed the job in November 2007 on schedule and within budget without accidents, injuries, loss of time, or damage to property, structures, cargo or equipment.



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Moving Job of the Year: Fagioli Group

From Italy to Arizona



agioli Group, an Italian company with a global network and a USA operative department based in Houston TX, relied on innovative techniques and virtually every piece of equipment at its disposal to perform one of the most challenging projects in the company's history. From September 2006 to August 2007, Fagioli planned and performed the transport of two replacement steam generators, each weighing over 1.65 million pounds, from Milan, Italy to Palo Verde, AZ. The generators measured 64.6 feet by 22.3 feet by 25.6 feet.

During the first stage, ending in November 2006, the generators (weighing 550 tons) were placed on a self-propelled modular transporter (SPMT), coupled to a Schnabel support structure specially designed by Fagioli. Because of road restrictions, the convoy was unable to go by land directly to the Port of Venice.

Instead, Fagioli routed the 300-foot convoy about 62 miles to the Port of Cremona. That leg of the trip required travel over three nights on closed highways.

In Cremona, the Schnabel structure was disassembled and the generators were positioned onto SPMT trailers with a different configuration, using Fagioli's hydraulic gantry cranes. The generators then were loaded onto a specially designed hopper barge with an elevator system. The barge then left to Mantua on the Po River, where the generators were taken to the workshop for final assemblage.

Because of drought conditions in early 2007, Fagioli discovered on April 20 that the water level on the Mincio River (the Po tributary required for transport) had

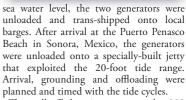
Fagioli planned and performed the transport of two replacement steam generators, each weighing over 1.65 million pounds, from Milan, Italy to Palo Verde, AZ. The generators measured 64.6 feet by 22.3 feet by 25.6 feet

become unnavigable. Fagioli immediately developed plans and engineering studies to build an artificial dam using rock cages and other special materials on the Mincio River bed to drastically reduce the water flow. In late April, Fagioli followed the plans, as approved by local authorities, to raise the Mincio River from a depth of about 2 feet to over 7 feet. The "dam operation" was completed in 48 hours.

By May 2, the two generators had arrived safely in Venice. They were loaded onto a heavy lift vessel, leaving Italy on May 4.

The vessel arrived in Guaymas, Mexico nearly a month later. Because of low draft

TRUESCALE



The roll-off location was nearly 200 miles away from the final destination at the nuclear plant in Palo Verde, AZ. No ordinary truck or train could handle these massive generators during this summer crossing through small towns, deserts with sand roads and such environmentally sensitive areas as "The Reserva Natural Del Pinacate" in Mexico or the Organ Pipe Cactus National Park in Arizona. Instead Fagioli, transported the generators by SPMT the entire way, a distance never previously attempted by such equipment. That final leg of the journey took from June 10 through July 11, 2007.

To execute the job, Fagioli employed 25 people for about three months for a total of 16,500 man-hours. This was the final transport of a major contract for the transport of six of the 750-ton replacement steam generators from Milan to Arizona over a period of nine years, including five years of engineering and preplanning studies.



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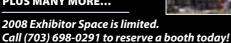


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Transportation issues facing the 111th Congress are daunting, which is why the SC&RA is embracing a new campaign to educate lawmakers about industry concerns

The road to Congress

he next Congress faces a steep learning curve on highway issues. Yet the transportation problems facing the 111th Congress will be more severe and intractable than they have been since the establishment of the Highway Trust Fund

Multiple roadblocks stand in the way of timely authorization of a multi-year surface transportation bill, and time is running short to prevent huge funding cuts in 2010. Candidates running for Congress need to learn the issues now so they can promote sound highway policy and substantial revenue increases for transportation on the campaign stump and in office.

That is why SC&RA recently agreed to become a sponsor of "The Road to Congress – How Highway Issues Can Help Your Campaign" candidate binder. Coordinated by the American Highway Users Alliance, this project is designed to educate candidates, particularly non-incumbents, on important highway issues.

The binder will provide candidates quick access to easy-to-read information needed to develop an understanding of highway issues they will face in office next year. It explains to candidates how they can demonstrate their concern for their constituents' safety. quality of life and the sensible use of tax dollars through investment in highways and bridges.

Additionally, the binder will use sound reasoning and factual data to dispel unsupported myths regarding transportation planning and projects. While Congress works to reauthorize the federal highway program, these myths may resurface to cloud legislative debate and sway public opinion.

Candidates will especially appreciate the state-by-state data, which will help them discuss critical needs with their voters. How many traffic fatalities occur annually in their state? What is the total cost and cost per capita of the motor vehicle accidents? How many congested miles of major highways must their constituents endure? Do they encounter documented bottlenecks day after day?

Available in both hard copy and electronic format, the guide will be distributed on the campaign trail by grassroots advocates. In addition to the American Highway Users Alliance, SC&RA joins other sponsors,

the including American Trucking Associations, American Concrete Pavement Association, National Asphalt Pavement Association, and the National Stone, Sand & Gravel Association.

This campaign obviously is vital to SC&RA's Transportation Group members because of their dependence on our nation's highways. But it also matters to the Crane & Rigging Group because of their role in the construction and maintenance of bridges and other infrastructure components. Indeed, specialized carriers frequently haul those components, making this campaign even more attractive to our members.

SC&RA has long supported initiatives of alliances that help promote necessary expenditures infrastructure congressional authorizations. Additionally, we have expanded our influence in positive ways at minimal cost through other alliances to reform the nation's tort system, improve workplace safety through substance abuse prevention, work in a smart way toward greater fuel efficiency and reduced emissions, and strengthen our international presence.

We will continue to be open to the possibility of new alliances. Because of the specialized nature of our industry, however, SC&RA sometimes must take the lead in efforts to meet members' needs. Such is the case with our ongoing commitment to change our nation's system of fragmented, disjointed and restrictive permit regulations for oversize/overweight hauling.

For over 20 years, SC&RA's Specialized Transportation Symposium has brought together representatives of industry with state, regional and transportation officials to work toward oversize/overweight permit authority. That work continues this month at the Symposium in Cincinnati, OH.

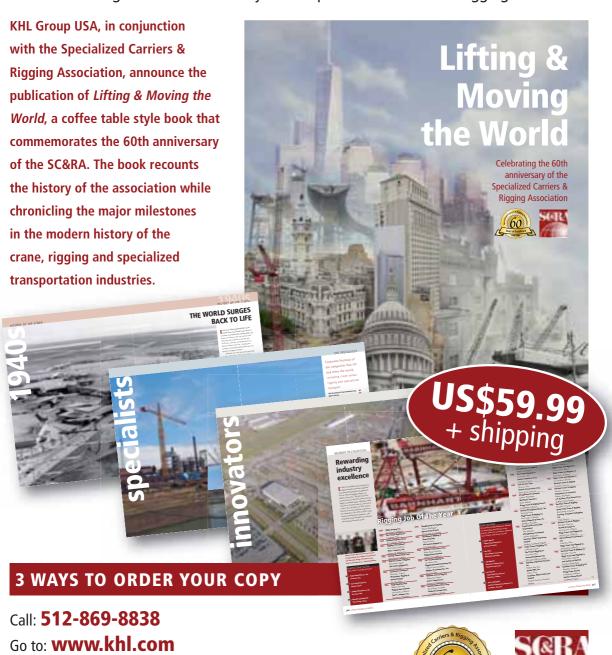
Going forward, SC&RA will build on that effort through key meetings with transportation and permitting officials and new research projects to help meet the challenges facing our industry.

och Dundrea

Joel Dandrea, executive vice president

Lifting & Moving the World

Commemorating the 60th anniversary of the Specialized Carriers & Rigging Association



E-mail Katy Storvik, KHL Bookshop Manager:

katy.storvik@khl.com



TERRY WHITE is president of T&S White Company, a writing, editing and graphic design firm in Burke, VA. He has written for organizations that include: Brick Institute of America;

Finishing Contractors Association; Ironworker-Management Progressive Action Cooperative Trust; National Erectors Association; and US Chamber of Commerce. His relationship with SC&RA dates back to 1991



The SC&RA celebrated 60 years of excellence at its 2008 annual conference.

Terry White reports

Simply the best

ore than 650 members and guests attended the SC&RA's Annual Conference at the Hyatt Regency Coconut Point Resort & Spa, Bonita Springs, FL in April. The event celebrated the association's 60th anniversary, and many of the special events reached record numbers and drew excellent reviews from those in attendance.

Reflective of SC&RA's growing emphasis on its status as international organization, the conference attracted 75 individuals from 11 nations outside the US, including Austria, Canada, England, Germany, Italy, Japan, Mexico, Nigeria, Puerto Rico (US. Territory), Republic of South Africa and Spain.

The conference featured five educational sessions; 63 Products Fair exhibits; more than two dozen board, committee, task force

(Continued on page 73) 🗢



John Ward (left) turns over the SC&RA Presidency to Randy Goddard; Ward then became SC&RA Chairman

Longevity awards

In recognition and appreciation of loyal membership, the SC&RA recognized 25 Longevity Awards for continuous membership ranging from 25 to 60 years. Among those honored were five companies that founded the organization that ultimately became SC&RA. Longevity Award recipients include:



60 Years

- 🗢 Dawes Rigging & Crane Rental, Milwaukee, WI
- Dobson Industrial, Inc., Bay City, MI
- Hastings Truck Company, Inc., Kalamazoo, MI
- Southwestern Industrial Contractors & Riggers, Inc., El Paso, TX
- Wilhelm Trucking & Rigging Co., Portland, OR

40) Years

- Bragg Crane Service, Long Beach, CA
- Shaughnessy & Ahern Co., Boston, MA.
- 🗅 Tidewater Crane & Rigging Co., Virginia Beach, VA
- 🗅 Turner Industries Group, LLC, Baton Rouge, LA

35) Years

Duncan Machinery Movers, Inc., Lexington, KY

30) Years

- CICB. Orlando. FL
- Cote Corporation, Auburn, ME
- Irving Equipment Ltd., Saint John, New Brunswick, Canada
- Skeen Transport, Inc., New Kingstown, PA
- Mammoet USA, Houston, TX
- Nippon Express Co., Ltd., Tokyo, Japan
- Wendt, LLP, Wabash, IN

60 year Longevity **Awards** were presented to Bill Fiske. Southwestern Industrial Contractors & Riggers, Inc.: Richard Van Dam. Hastings Truck Company, Inc., Chris VIk, Dobson Industrial, Inc.; Steve Freckmann, Dawes Rigging & Crane Rental, Inc.: and Bob Wilhelm. Wilhelm Trucking & Rigging Co

Golden Achievement award

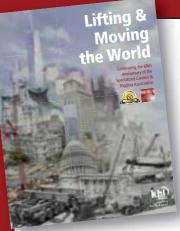
Donald Russell, chairman of Sheedy Drayage Co., San Francisco, CA, was the recipient of the Golden Achievement Award. This coveted award pays tribute to an individual who has made an outstanding contribution to the specialized carriers and rigging industry. Because of the significance of the award, the association does not issue it every year. It was last presented in 2006.

"Our Golden Achievement Award winner is viewed by his peers as personable, effective



and easy going - even though his expectations within his own company and the Association have always been very high," said SC&RA Chairman John Ward. "Don Russell is a quality manager, skilled marketer, precise planner and a tight controller when it comes time to execute.'

Russell has over 30 years of experience in the crane and rigging and specialized transportation industry. At Sheedy, he was responsible for the day-to-day management of the corporation with particular emphasis on the marketing, operations planning and execution of the heavy lift rigging and heavy transportation projects, both domestically and overseas.



A highlight was the official unveiling of the coffee-table book to commemorate SC&RA's 60th Anniversary. Lifting and Moving the World. published by KHL USA, parent company of American Cranes & Transport Magazine

Safety awards

SC&RA also announced the winners of its Safety Awards. The presentation

of these awards affirms the industry's commitment to safety.

Twelve SC&RA members won a Crane & Rigging Safety Award because of their superior safety records:

- **⇒ AME, Inc.**, Fort Mill, SC
- ➡ Bigge Crane and Rigging Co., San Leandro, CA
- ⇒ Budrovich Crane, St. Louis, MO
- Dawes Rigging & Crane Rental. Milwaukee, WI
- W.O. Grubb Crane Rental, Inc., Richmond, VA
- Hampton Cranes, Inc., Bettendorf, IA
- ⇒ Install, Inc., Sanford, NC
- ⇒ M&R Constructors, Inc., Richmond, VA
- ⇒ Mountain Crane Service, Riverton, UT
- Stevenson Crane Service. Inc.. Woodridge, IL
- **⇒ Waggoner Equipment Co.**, Wood River,
- George Young Installations PR, Humacao, Puerto Rico

Eight SC&RA member companies received the Crane & Rigging Zero Accidents Award because they did not have a single recordable accident or injury in the past year:

- **⇒ Budrovich Crane**, St. Louis, MO.
- Hampton Cranes, Inc. Bettendorf, IA
- ⇒ Install, Inc., Sanford, NC
- ⇒ M&R Constructors, Inc., Richmond, VA
- Mountain Crane Service, Riverton, UT
- Stevenson Crane Service. Inc.. Woodridge, IL

- **⇒ Waggoner Equipment Co.**, Wood River,
- George Young Installations PR Humacao, Puerto Rico

Two SC&RA member companies earned a Crane & Rigging Safety Improvement Award by showing an improved incidence rate compared to the previous year's contest entry:

- **⇒** Bigge Crane and Rigging Co., San Leandro, Calif.
- Southern Industrial Constructors, Inc./ Southern Crane, Raleigh, N.C.

Also recognized at the annual conference were the winners of the Fleet Safety, Fleet Safety Improvement and Zero Accident awards. The contests are part of SC&RA's ongoing effort to encourage its motor carrier members to transport, lift and erect oversize/overweight items safely.

Four SC&RA member companies received a Fleet Safety Award for having the lowest accident frequency rate in different mileage categories:

- Over 50 Million Miles: Landstar System Inc., Jacksonville, FL
- ⇒ 5 Million to 20 Million Miles: Miller Transfer & Rigging Co., Rootstown, OH
- ⇒ 1.5 Million to 5 Million Miles: Dawes Rigging & Crane Rental, Milwaukee, WI
- 100,000 to 1.5 Million Miles: KMX International, Reading, PA

Five SC&RA member companies received a Zero Accident Award for having no recordable injuries during all of 2007:

- Dawes Rigging & Crane Rental, Milwaukee, WI
- Ceorge Young Installations PR. Humacao, Puerto Rico
- Install, Inc., Sanford, N.C.
- ⇒ KMX International, Reading, PA
- Robinson Cartage Company, Grand Rapids, MI

Ten companies earned a Fleet Safety **Improvement Award** by showing a reduction in their accident frequency rate for miles traveled, compared to their previous year accident frequency rate:

- Dawes Rigging & Crane Rental. Milwaukee, WI
- **⇒ George Young Company**, Philadelphia,
- Landstar Gemini, Jacksonville, FL
- **\rightarrow** Landstar Inway, Inc., Jacksonville, FL
- **\rightarray** Landstar Ligon, Inc., Jacksonville, FL
- LoneStar Transportation, Inc., Fort Worth, TX
- Miller Transfer & Rigging Co.. Rootstown, OH
- **⇒** Robinson Cartage Company, Grand Rapids, MI
- W.O. Grubb Crane Rental, Inc., Richmond, VA
- Whitewood Transport, Billings, MT

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Million Miler awards

Thirty-one professional drivers in the specialized carrier industry received a Million Miler Award for Safety Excellence. These drivers each accumulated a minimum of one million consecutive miles of safe driving within the industry. This year's winners represent five different companies:

- Midwest Specialized Transportation, Rochester, MN.: David Sawatzky, Andrew T. Perez and Larry L. Coleman
- Miller Transfer, Rootstown, OH: Roy Crouser, James Smith, Gary A. Symons, Harold Alexander, Richard C. Symons, Rick Morrison, Michael A. Nichols, Ronnie Humes, Paul Bellas, Dennis L. Jaworski, Roger Berg, David Allen, James H. Darling, Jeffrey A.Whitely, Robert Ledger, Mark Dockus, Clyde Beach, Dan Hardiman, and Jeffrey Hesson
- Riechmann Transport, Inc., Granite City, IL.: Jack Beaver and Jim Sahlie
- Cartage Company, Grand Rapids, Mich.: Wendell VanEtt, Gordon Church, James Wolcott, and Douglas
- O Whitewood Transport, Billings, MT: Kevin Flagler, Elmer Gill, and Bill Sprout

and membership meetings; and Rigging and Hauling Job of the Year presentations. (See related article page 56). Among the social and recreational events were golf, tennis and volleyball competitions; the CCO 3 mile/1.5 mile fun run/walk; a Gala benefiting the SC&R Foundation; and the International Members, First-timers and President's Receptions.

Still another highlight was the official unveiling of the coffee-table book to commemorate SC&RA's 60th Anniversary, Lifting and Moving the World. SC&RA sent every member company a copy of the book as a token of appreciation.

Hundreds attended the Products Fair that featured 63 booths



Don Dupuis, Anderson Trucking Service, St. Cloud, MN, was named Truck Driver of the Year. He has driven over 2 million accidentfree miles as a professional driver and has a reputation for maintaining a top-notch work ethic and true professional attitude and appearance.

He has become known as the "go-to guy" when Anderson Trucking handles wind tower components to off-road wind farms. His colleagues characterize him as "the kind of driver every company dreams about. He takes great pride in his job, and he is great with equipment, the load and everybody he interacts with."



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about the author

REVIN CUNNINGHAM is president of NBIS Construction & Transport Underwriters, Inc. He developed the "Shockloss Claim Investigation Process" with the SC&RA Insurance & Risk Management Committee



Quality management can benefit from benchmarking strategies. Kevin Cunningham reports

ike cranes themselves, the crane and rigging industry is constantly changing, constantly evolving, and constantly looking for new and improved ways to stay competitive. More than ever crane companies are holding their employees to higher standards when it comes to practices like operator certification and safety management. But as business shifts and the need to be proactive in a demanding market becomes glaringly apparent, some companies are looking to an old process for new results: benchmarking.

Prior to the 1970s, modern benchmarking didn't exist. Simply defined as "a continuous process of measurement of products, services and work processes against those recognized as leaders," benchmarking only existed in its infantile state — commonly known as reverse engineering. Reverse engineering, used mainly in the manufacturing industry, was the process of tearing things apart, examining them, improving them, and putting them back together. The dawn of modern benchmarking, referred to as competitive benchmarking, began with Rank Xerox in 1976.

In the 1970s Xerox was the largest manufacturer of copiers in the world but was being upstaged by Japanese

Staying competitive

manufacturers that were producing better machines, selling them for less and making more of a profit. Intent on reclaiming its throne in the industry, the company was prompted into expressly comparing itself with its direct and best competitors to determine what it could do to increase productivity while decreasing costs.

The results from their benchmarking were astounding. They found:

- ➤ Xerox's ratio of indirect to direct staff was twice that of direct competition
- ⇒ It had nine times the number of production suppliers
- Assembly line rejects were in the order of 10 times worse; product time to market was twice as long
- ⇒ Defects per 100 machines were seven times worse

Over the next five years Xerox would have to increase productivity a lofty 18% to stay competitive. And they did. Through a strategy known as "leadership through quality," which became the foundation of the company's revival, Xerox benchmarked over 230 areas in which they needed performance improvement, and went on to win the Malcolm Baldridge Quality Award in 1989. Xerox even benchmarked L.L. Bean, a Maine outdoor sporting goods retailer, because of their excellent warehouse procedures – procedures that are now the standard at most companies.

Crane companies, quite literally, are moving the world, but in doing so they are also taking risk. Risk management is not a byproduct of a successful crane company, rather, it is a requirement. Techniques like benchmarking are unparalleled tools in quality management. Benchmarking is highly utilized in organizations looking to continuously improve practices and processes. It allows for the identification of trends and areas of opportunity to drive down the cost of risk.

How does it all fit in?

As the building industrial movement continues to grow, the crane industry is in great demand. Infrastructure, power plant and other development projects are flourishing in cities that are gentrifying, and taxi jobs continue to provide steady revenue streams for busy rental shops. Competition is steady and fierce, and benchmarking is the perfect way to see exactly where your company stands.

Applying knowledge

Xerox eventually turned the data they acquired from their benchmarking effort into dollar signs by taking what they learned and applying it to their daily operations. So too can your company. By

Benchmarking process

- 1 Determine which function(s) to benchmark
- 2 Identify key performance variables to measure
- (3) Identify best-in-class companies
- Measure performance of best-in-class companies
- Measure your own performance
- **(6)** Specify programs and actions to meet and surpass
- 1 Implement and monitor results



benchmarking, advantages of both a long term and short term nature can be seen immediately.

- Benchmarking brings out the newness and innovative ways of managing operations.
- ⇒ It is an effective team-building tool.
- It has increased general awareness of costs and performance of products and services in relation to those of competitor organizations.
- It brings together all the divisions and helps to develop a common front for facing competition.
- ➡ It highlights the importance of employee involvement and, as such, encourages recognition of individual/ team efforts.

In the past, the general perception of benchmarking has been that it is only effective in the manufacturing industry. But in 2002, statistics proved otherwise. Price Waterhouse Coopers, a major international accounting and consulting firm, performed a study they labeled "Trendsetters Barometer." Waterhouse interviewed 405 CEOs from product and services companies that were identified in the media as the fastest growing businesses in the US in the last five years.

The resulting evidence showed benchmarking was a risk management tool poised for a renaissance. The fastest growing companies were using a benchmarking database to measure business performance against their peers and were much more productive than those who did not. "Benchmarking is the first step for identifying performance gaps between a business and its peers. Next, the gaps need to be analyzed to determine their underlying causes, and to develop strategies

and plans that address them," said Brad Allen, leader of PricewaterhouseCoopers' middle market benchmarking initiative. "The ability to view key metrics for companies on the next rung of the growth ladder is also critical for strategic forecasting, and could identify internal operations to target for competitive advantage."

Achieving the 'next level'

In addition to revenue related benchmarks, issues like critical lift plans, operator certification statistics, accident causation, side-loading, and overloading are all crane-specific items that can be benchmarked. A crane company can take itself to the next level by watching and studying industry leaders with track records that shine in areas like safety and employee retention.

To know where you're going, you need to figure out where you are. And the easiest way to do that is to benchmark. To raise the bar and perform at a level higher than the status quo your company needs to find out who the best is, figure out how they got there and find a way to beat them. Dan Kugler, assistant treasurer for risk management at Snap-on Inc. says it nicely: "Benchmarking puts shape to the landscape."

Malcolm Baldrige National Quality Award

The Malcolm Baldrige National Quality Award (MBNQA) was established by the US Congress in 1987. The award was established to recognize US companies, and later government agencies, for outstanding business practices. These practices are judged on seven categories, including leadership, information and analysis, strategic quality planning, human resource development and management, management of process quality, quality and operational results, and customer focus and satisfaction.



Manitowoc names regional business manager

Michael Iamieson has joined Manitowoc's crane division as a regional business manager in North America. He will represent Manitowoc crawler cranes as well as Grove mobile hydraulic cranes and call on distributors throughout Oklahoma, Kansas, Missouri, Nebraska, Iowa, Illinois, Indiana

and Michigan.

Jamieson brings over eight years experience in both retail and wholesale sales of construction equipment to his new post. He will report directly to Bob Hixon, Manitowoc's



North American sales director

for crawler cranes and mobile hydraulic cranes. Hixon says Jamieson's experience will be a welcomed addition to the regional business manager team in North America.

events diary

Associated Wire Rone **Fabricators** September 14-17 Chicago, IL

SC&RA Crane & Rigging Workshop September 19-20 Toronto, ON

SC&RA leaders elected at Annual Conference

The Specialized Carriers & Rigging Association (SC&RA) elected Randall Goddard, Atlas Industrial Contractors, as president during its annual conference in Bonita Springs, Florida, in April.

Joining Goddard as SC&RA officers for the 2008 to 2009

- Chairman: John Ward, All States Freight Systems, Ohio
- Vice president: Paul LeFebyre, LeFebyre & Sons, Inc., Minnensota
- Treasurer: Bill Keen, Keen Transport, Pennsylvania

Assistant treasurer:

William Stramer, Link-Belt Construction Equipment Co.,

Also joining the Board are four newly elected Group

Allied Industries Group:

David Wood, Wheco Corporation, Washington

- Crane & Rigging Group: Joe Bob Joyce, Joyce Crane, Texas
- Transportation Group: David Lowry, Bennett International Transport, Georgia
- **⇒ Ladies Group:** Kathy Hardwick, Royal Tractor Co.,

Inc., Kansas

With the exception of the Board members and the Treasurer, all newly-elected officers will serve one-year terms that will expire at the Association's 2009 Annual Conference.

In addition, SC&RA elected the following six new Board members to serve three-year

- Michael Battaini, Sheedy Drayage Co., California
- Tom Bennington, Duncan Machinery Movers, Kentucky Scott Bragg, Bragg Crane

international diary

APEX

September 17 – 19 Maastricht, The Netherlands

October 15 - 18 Bologna, Italy

Service, California

- David Lowry, Bennett International Transport, Georgia
- ⇒ John McTyre, McTyre Trucking, Florida
- ⇒ Iim Reusch, Rushco Services, Massachusetts





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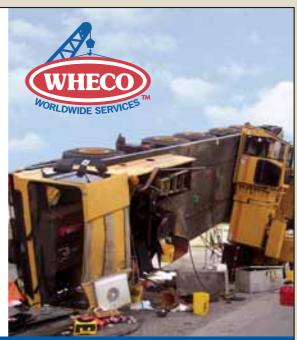
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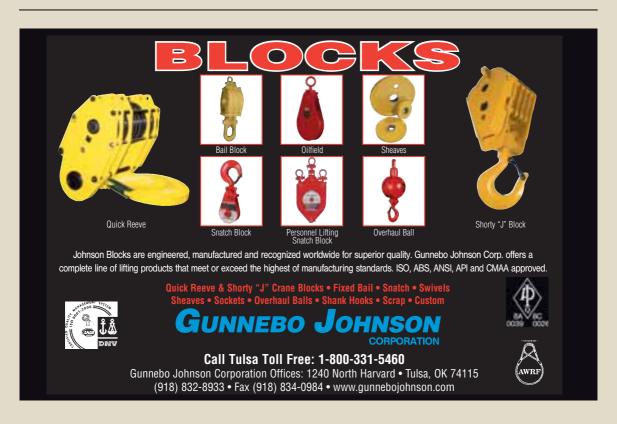
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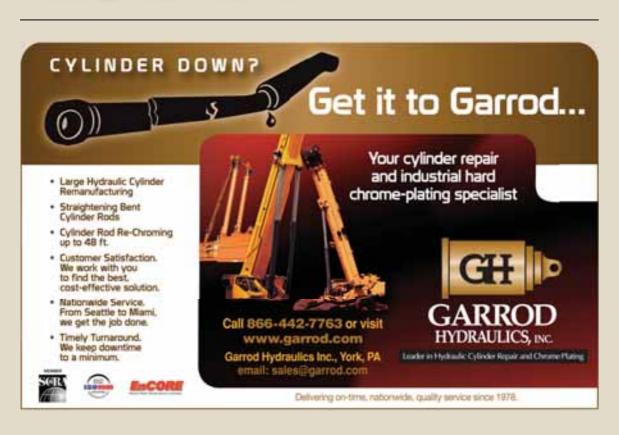
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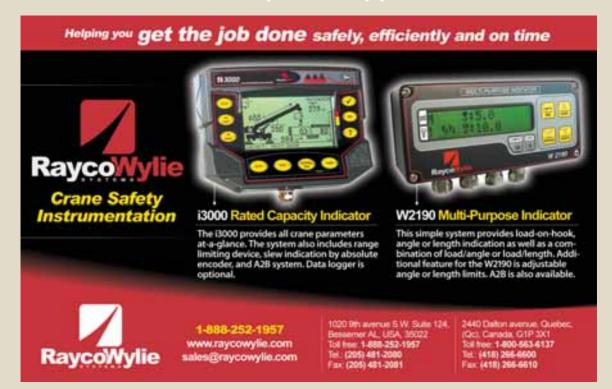
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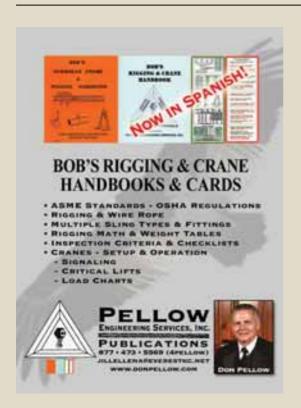


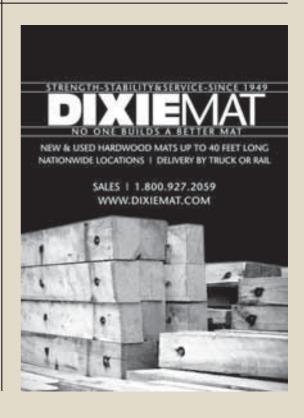
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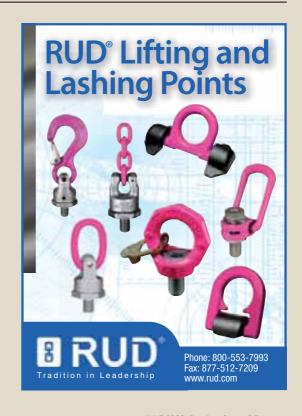
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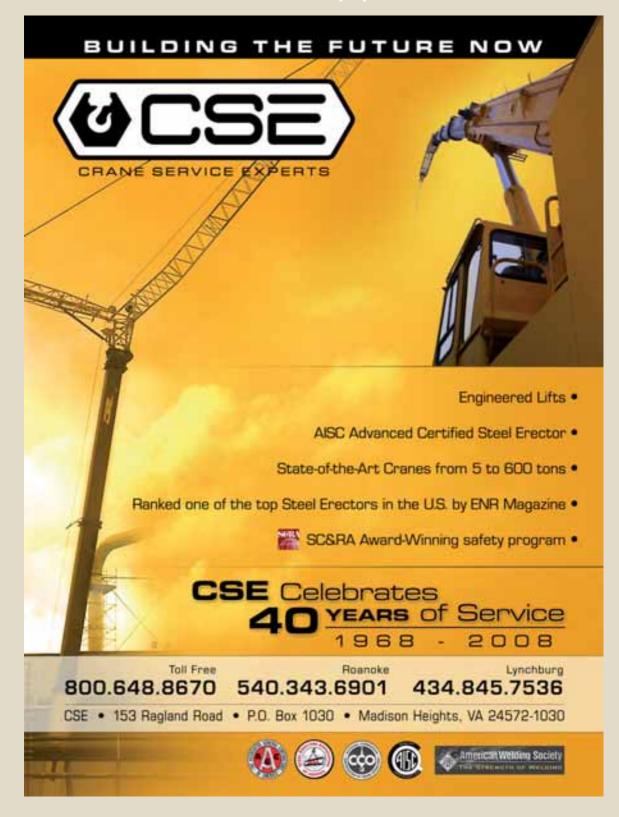


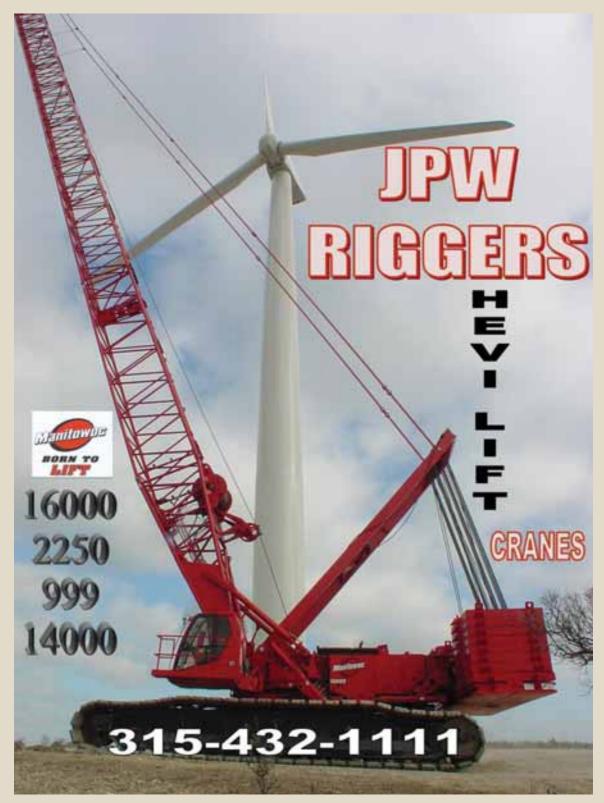






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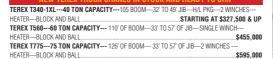






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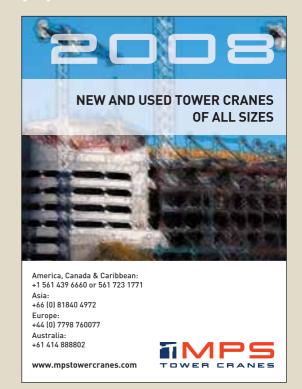






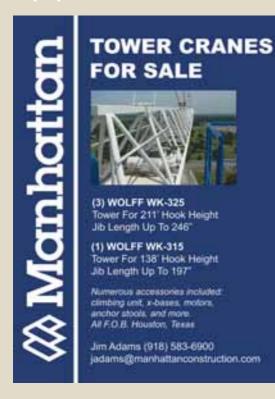
















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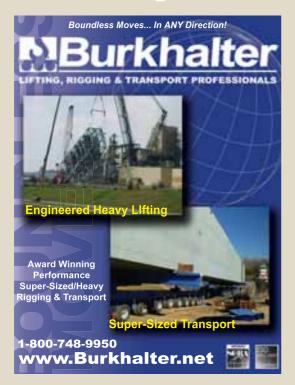
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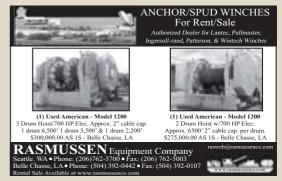
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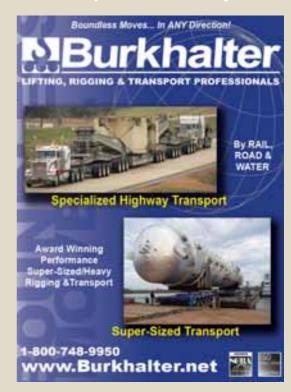


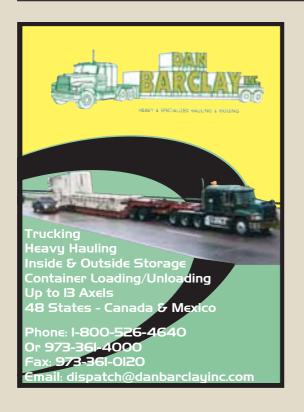
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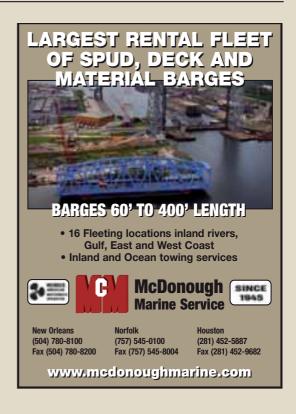












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