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ACT

The magazine for the crane, lifting and transport industry

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lid on it!

Boom
trucks
make a
comeback!

ACT 100

North America's largest
crane-owning companies

Official
domestic
magazine of
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The top 100

When we first endeavoured to create a list of North America's largest crane-owning companies, we knew it would be a difficult task. The first year, when it was known as the ACT 50, we barely had 40 companies on the list. Each year the ACT 50 grew exponentially, and by 2009, we had reached our goal to change the name to the ACT 100. This year we had a record-breaking 124 companies submit information for inclusion on our list.

This year's ACT 100 continues to be a reflection of the tenuous economic situation. Some stalwarts are no longer on the list, either out of business, reorganized as a new business or now operating as a subsidiary of another company. Such is the case for Coast Crane, which was acquired by Essex Crane Rental back in March.

The biggest change to our ACT 100 is the addition of 18 new companies, which increased every category on the list. For a much deeper analysis of the ACT 100 see page 37.

Also in this issue is our second quarter ACT Economic Confidence Report. The good news is confidence in the crane and rigging sector continues to strengthen. The not-so-good news is that we saw a bit of a dip in optimism from this survey as compared to our last one three months ago. We think this could be related to increased energy prices.

Another bit of good news gleaned from our ACT Economic Confidence Report is that more than 56 percent of those who responded say they plan to hire new employees over the next three months. Only 29 percent said they do not plan to hire over the next three months, while 17 percent said they don't know if they will be hiring new employees over the next three months. For a full analysis of our Economic Confidence Report, turn to page 21.

This month we present two site reports. The first one is a rigging/lifting job performed by Wagstaff Crane Services in Salt Lake City. Using two cranes, Wagstaff crews lifted a huge digester lid atop a water treatment plant digester. Our second site report took place in Mexico and was performed by Transportes Telleria. This job involved moving transformers to a remote power plant.

The boom truck market appears to be picking up, and remote control systems for cranes are getting more sophisticated than ever. Don't miss these articles and much more. ■

D.ANN SLAYTON SHIFFLER

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Crane portfolio



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Wagstaff uses its twin Grove GMK 7550 ATs to place a digester lid on top of a digester. See our Site Report on page 49



ISSN 1555-1830



Circulation is audited by BPA Worldwide

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American Cranes & Transport is published 12 times a year by KHL Group Americas LLC, 3726 East Ember Glow Way, Phoenix, AZ 85050. SUBSCRIPTIONS: Annual subscription rate is \$290. Free subscriptions are given on a controlled circulation basis to readers who fully complete a Reader Subscription Form and qualify under our terms of control. The publisher reserves the right to refuse subscription to non-qualified readers.



Produced in cooperation with the NCCCO



Official domestic magazine of the SC&RA

NEWS

Terex pursues Demag Cranes AG; Oswalt expands Cometto fleet; Manitowoc Cranes posts gains; Imperial inks Sany America dealer agreement; ALL Erection expands; New man baskets from Diversified Products and much more

BUSINESS NEWS

Share prices continued to edge upward across the board as the second quarter drew to a close, pushing the ACT HEI to a new record. *Chris Sleight* reports

SAFETY/TRAINING

Terry Young answers questions regarding new qualified signal person rules.

CERTIFICATION NEWS

Commission celebrates NCCCO's 15th anniversary and recognizes charter members; SC&RA attendees bring attention to crane safety and more.

ECONOMIC CONFIDENCE REPORT

In the latest ACT Confidence Report, 65 percent of the respondents expect their level of business to be higher over the next 12 months

INTERVIEW: MICHAEL LIPTAK

ALL Erection's president talks to ACT about what its like to run the largest privately held crane rental company in North America

PRODUCT FOCUS: BOOM TRUCKS

Boom trucks and their applications have changed over the past few years. *Lindsey Anderson* reports on this evolving industry and its chameleon crane

TECHNOLOGYUPDATE: REMOTE CONTROLS

Remote controls and related technology are a major aspect of how a crane does its work. *Lindsey Anderson* reports on the latest

ACT 100

ACT's exclusive report of North America's largest crane-operating companies.

SITE REPORT: RIGGING

Installing a 106-foot-diameter digester lid at a wastewater treatment plant in North Salt Lake City, UT required precision planning. *D. Ann Shiffler* reports



SITE REPORT: TRANSPORT

Transporting seven transformers to a hydro electrical power plant in Mexico required expertise far beyond the norm. *ACT* reports.

PEOPLE & EVENTS

Coast Crane appoints president; ICUEE gears up for October show; Terex Cranes promotes Dobbs; Kobelco promotes Ballweg; events calendar and many more appointments



COMMENT

The SC&RA is committed to industry safety efforts. *Joel Dandrea* discusses

NEWS

The SC&RA's Annual Conference featured world class speakers, entertainment and engaging discussions. *Terry White* reports from the event

RISK MANAGEMENT

What is 'Additional Insured Status' and what does it mean for you? *Bill Smith* breaks it down

MARKETPLACE

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

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TRANSPORT & HEAVY HAUL

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■ Altec, Inc., based in Birmingham, AL, plans to contribute \$500,000 to assist in relief and rebuilding efforts following the devastating tornadoes that struck Alabama and surrounding states in early May. "While Altec maintains operations and facilities throughout the world, we have called Alabama our home for over 81 years," said Lee Styslinger III, chairman and CEO. "We are committed to helping our neighbors in the many communities affected by this unprecedented disaster. Altec recognizes that it is going to require a long-term commitment to help rebuild and restore the areas affected by this devastation." Altec will also partner with various local relief agencies to provide volunteer assistance in areas hardest hit by storm damage.

■ In early April, H&E Equipment Services celebrated the grand opening of a new, full-service facility in Chesapeake, VA. The new facility features 5,000 square feet of office space, a 2,500-square-foot parts warehouse and a 10,000-square-foot shop facility. The shop can handle large scale repair jobs with its two 10-ton overhead cranes.

■ Truck driver pay jumped 2.2 percent in February from January, while registering a 4.6 percent increase compared to February 2010, according to Longbow Research. The 4.6 percent year-over-year increase in average hourly earnings is the largest jump in driver pay since early 2003, as the economy emerged from a downturn.

Terex pursues Demag Cranes AG

Terex Corporation's German subsidiary, Terex Industrial Holding AG, will make a voluntary cash public tender offer for the outstanding share capital of industrial and port crane manufacturer Demag Cranes AG.

Terex said Demag's business is highly complementary to its existing business, and that "the combination has compelling industrial logic." Total revenue (on 2010 numbers) would be about \$5.8 billion.

"Demag is a leader in industrial cranes and port technology, and our companies are highly complementary. By combining our businesses, we would add a new product category of industrial cranes and hoists, and create the leading worldwide player in port equipment," said Ronald DeFeo, Terex chairman and chief executive officer. "Terex intends to build on the strong brand and service franchise of Demag in Germany and

abroad. This transaction is predicated upon growth and not cost reduction," DeFeo continued.

Germany is already a strong market for Terex. Over the last 10 years it has acquired four German businesses, including Demag's former sister company Demag Mobile Cranes, in 2002.

Terex will be financing the total offer consideration of 884 million Euros from its existing cash and an already committed debt financing. The tender offer will carry a minimum acceptance level condition of not less than 51 percent of all Demag shares outstanding, Terex said.

Terex sales drop

Net sales for Terex Cranes in the first quarter of 2011 decreased \$15.4 million, or 3.7 percent, to \$398.3 million compared to the first quarter of 2010. This was in contrast to other segments in the company that increased sales over the past few months. The crane segment did fair better in the Americas, however, where there have been signs of economic recovery driven by energy and commercial construction applications.

Demand remained slow for large crawler cranes worldwide, as the market tends to recover later in the business cycle, Terex said.

Loss from operations during the first quarter of 2011 was \$22.5 million, or 5.6 percent of net sales, compared with a loss from operations of \$3.1 million, or 0.7 percent of net sales, during the first quarter of 2010. Operating results were negatively impacted by material cost increases, competitive pricing, product mix, and a \$5 million charge taken for a customer insolvency, said the company. But they were helped slightly by improved cost absorption, especially in North America.

Terex partners with Coast Crane

Terex Cranes has appointed Seattle-based Coast Crane Company to distribute its entire crane product line for the states of Alaska, Hawaii, Idaho and Montana, the provinces of British Columbia and the Yukon Territory, as well as Guam and the Republic of the Marshall Islands. Coast Crane Company, recently acquired by Essex Rental Corp. has 14 facilities servicing the West Coast.

In conjunction with the appointment announcement, Terex Cranes reported an

order for 20 cranes from Coast Crane & Equipment with a retail value of more than \$15 million, signed this week at their West Coast Location. The order includes a mix of Rough Terrain cranes, ranging from 55 ton to 130 ton capacity, as well as crawler cranes up to 165 ton capacity.

Terex CEO Ron DeFeo and Essex Cranes President Ron Schad celebrate the appointment of Seattle-based Coast Crane as a new dealer





Order backlog for Manitowoc Cranes at the end of March 2011 was up 40 percent

Manitowoc Cranes posts quarterly gains

Manitowoc crane segment sales for the first quarter of 2011 were up 7 percent to \$393 million from \$367 million in Q1 2010.

The increase was primarily attributed to growth in the Americas region and the Crane Care business. First-quarter revenue was affected by delivery disruptions, primarily due to Tier IV engine challenges, now resolved, the company said. Operating earnings for the quarter were up to \$12.5 million from \$4.5 million, giving an operating margin of 3.2 percent for the first quarter of 2011, up from 1.2 percent in the same period in 2010.

Order backlog at the end of

March was up 40 percent to \$800 million from the \$572 million in the previous quarter, ending December 31, 2010.

"First-quarter performance for our Crane segment reflected a continuation of the strong order rates from the fourth quarter. Orders were particularly strong in the Americas, which benefited from a very successful ConExpo show in March. While economic conditions in parts of Europe continue to be challenging, the first quarter performance reaffirms our view that 2010 was the trough year for this segment and provides us with greater confidence in our full-year 2011 outlook," said Glen

Tellock, Manitowoc chairman and chief executive officer.

"We continue to believe that 2011 will be a transition year, with uneven demand levels and increasing commodity costs creating certain challenges. However, we're pleased with our current position and believe we are in an excellent position to drive year-over-year growth in 2011 and beyond," Tellock continued.

Looking ahead, for the full-year 2011, the company forecasts a low double-digit year-over-year percentage growth in crane segment revenue.

There is a debt reduction target of \$200 million for 2011.

Ritchie building new auction facility in WA

Ritchie Bros. Auctioneers has closed on the purchase of a new 200-acre auction site in Napavine, WA. The company said the new facility will replace the company's current 37-acre auction site in Olympia, WA. Construction will start in May and is expected to finish in the summer of 2012.

Approximately 100-plus acres of land at the new Napavine site will be improved to house auction facilities and an equipment display area, the company said. Ritchie Bros. plans to build a 33,000-square-foot-plus auction building with seating capacity for 750 people. The auction facility will feature a second auction theater with a virtual ramp and seating capacity for 300 people. In the virtual ramp theater, photos of equipment can be projected onto a large screen in front of a seated bidding crowd.

The new site will feature a 16,000-square-foot refurbishment facility, complete with an equipment wash area and painting and blasting booths and a 2,800-square-foot check-in building. Other amenities include an on-site catering facility offering food services and a 10-acre customer parking lot.

The new Ritchie Bros. facility in Napavine, WA will include a 'virtual ramp' for auctions such as this one in Houston



Oswalt expands Cometto fleet

South Carolina-based J.E. Oswalt & Sons has increased the capacity and size of its fleet with the addition of 12 lines of Cometto IMS hydraulic trailers. The equipment was supplied by Eddy Kitchen at Kitchen's Crane and Equipment. Oswalt can now handle larger loads by coupling the two 6-axle modules in a 12 axle configuration with a lower dead weight and greater overall capacity, Kitchen said.

"These new trailers serve our business plan and future project requirements well," said owners David and Gary Oswalt. With a focus on the Southeastern USA, J.E. Oswalt & Sons offers engineered rigging and heavy transport services to East Coast ports, power plants, chemical companies, nuclear facilities and heavy industrial manufacturers throughout the region.

In conjunction with the



Pictured shaking hands on the deal are David Oswalt, left, and Eddy Kitchen

Charleston Giant, a 500 US ton derrick barge crane co-owned by J.E. Oswalt, the company will further expand its fleet to include a 6 split-axle Cometto platform trailer. "The split-axle trailer, to be delivered in two months, will offer greater capacity, flexibility and stability when used with the 12 axles in a 1½ module configuration," said Kitchen. ■

■ All Erection is getting a bigger building in Florida, moving to a larger, full-service facility with more service bays and nearly triple the previous acreage for All Crane Rental of Florida in Tampa. The 10-acre property, formerly occupied by another heavy equipment company, offers five state-of-the-art buildings, including a 5,800-square foot office, a 1,600-square foot safety and training building, two shops with a total of eight service bays, paint booths and a large equipment yard.

■ Vestas has received a 102 megawatt order for 34 3-megawatt turbines for a wind-energy project in Tehachapi, CA owned by Brookfield Renewable Power and Coram California Development Management. The contract includes delivery and commissioning, along with a two-year service and maintenance agreement. Delivery is scheduled for the second half of this year with commissioning expected late in the year. Once this California project is finished, Vestas will have 1,255 megawatts of wind turbines throughout the state of California.

■ Fishermen's Energy has received approval from the New Jersey regulators for an electric line easement and turbine locations license required to build its demonstration-scale six turbine wind farm off the coast of Atlantic City. Fishermen's Energy also announced the completion of a year of preconstruction avian and marine mammal monitoring, keeping the project on target for a fall 2012 commissioning.

Imperial signs new dealer agreement with Sany America

Sany America has signed a new dealer agreement with Bridgeview, IL-based Imperial Crane Sales. The new agreement will increase the size of Imperial's territory for Sany crane products in the Midwest and further expands the relationship between the two companies, Sany said.

The signing ceremony for the new agreement took place on March 22 at ConExpo in front of a 330-ton Sany SCC8300 crawler crane. Representing Imperial Crane Sales were president and chief executive officer B.J. Bohne; president equipment division Jeff Bohne and senior project manager Rick Bohne. Representing Sany America were president Jack Tang; vice president Greg Trainer

and vice president Xiangyang Jiang.

The occasion was also marked by Imperial's purchase of the ConExpo Sany SCC8300 crawler, the fourth Sany crawler in Imperial's

crane fleet. The new Sany SCC8300 was delivered to Imperial Crane Sales directly after ConExpo, and was dispatched to work on a wind farm project in the western U.S.



Northwest Crane Service places drive-in movie screen

Northwest Crane Service team members Joseph Parsons, Greg Alexander and Kaleb Hursh utilized a Liebherr LTM 1200-5.1 crane to set a 24,000-pound, drive-in movie screen in Shattuck, OK. The crane set the piece at a 35-foot radius and 147 feet of boom length. Rolling snatch blocks and 30 feet of rigging below the spreader were needed to stand and level the screen.



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Liebherr duty-cycle crawler cranes working in Seattle

Contract U220 is part of the University Link project, a 3.15-mile light rail extension between downtown Seattle and the University of Washington. The project includes the construction of two 18-foot diameter, 11,400-foot long tunnels and The new University of Washington and the Capitol Hill stations.

Sound Transit awarded Traylor Bros./Frontier-Kemper JV the general contract which was valued at \$309 million. Traylor Bros./Frontier-Kemper JV awarded Nicholson Construction a subcontract that includes temporary shoring and the construction

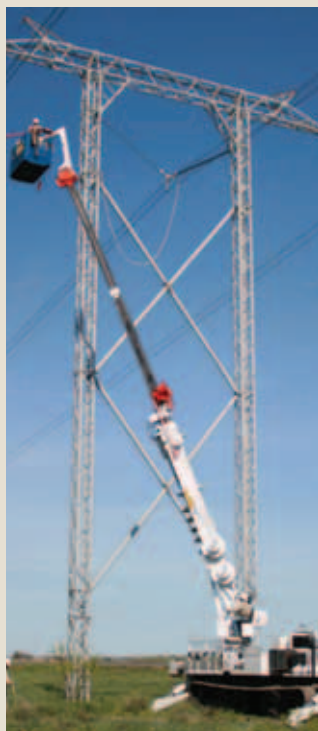
of the permanent reinforced concrete diaphragm walls for the rail station near the University of Washington's Husky Stadium in Seattle.

For the job, Nicholson Construction chose four Liebherr duty cycle crawler cranes, type HS 895 HD, HS 885 HD and two HS 855 HD with hydrofraise attachments.

The second Liebherr HS 855 HD, equipped with two 20 ton capacity winches, was utilized as a duty cycle crane, excavating the wall with a mechanical grab. The new Liebherr HS 895 HD crane was used as a service crane and set the reinforcement cages for the project.



New man basket from Diversified Products



Diversified Products has introduced the ability to install any of its quick-attach man baskets on digger derricks.

The quick-attach man baskets are available in yoke-style, rotating or custom-built varieties. The yoke-style and rotating models have a 1,200-pound capacity and include a 42-inch-by-72-inch floor to provide adequate space for both workers and materials. The large, 21-square-foot floor contains upset holes for skid resistance and slots for draining water. To further enhance safety, the entrance is equipped with a reinforced, inward-swinging gate. The baskets meet or exceed industry standards.

The specialized adapter simply pins to existing holes in the end of the boom.

Manitex posts strong sales

Manitex International has recorded increases in revenue and backlog in its 2011 first quarter results. The boom truck and rough terrain crane manufacturer saw net revenue hit \$31.7 million, representing a 44 percent year-on-year increase, and a sequential increase of \$2.2 million or 7 percent from the fourth quarter of 2010. Excluding the impact of the CVS Ferrari operations, net revenues increased 15 percent from the prior year's comparable period.

There were revenue increases in both operating segments, with lifting equipment increasing 40 percent through a combination of cranes at 45 percent, and material handling products at 35 percent, and equipment distribution increasing 152 percent.

"Crane sales continue to reflect strong demand for larger tonnage product from

the specialty energy and utility markets, in both the U.S. and internationally," a company spokesman said.

As of March 31, consolidated backlog stood at \$48 million, an increase of 20 percent or \$8 million from December 31, 2010. EBITDA for the first quarter of 2011 was \$2.1 million, or 6.5 percent of sales, compared to \$1.8 million or 8.3 percent for the first quarter of 2010. Gross profit of \$6.5 million was an improvement of \$1.2 million compared to \$5.2 million in the first quarter of 2010.

Gross margin of 20.4 percent of sales did represent a drop, however, compared to 23.7 percent for the first quarter of 2010. The reduction was largely due to a less favorable sales mix in the quarter, the company said.

"First quarter sales and profits were in line with our



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Scope of Operation:	Worldwide
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Number of Crawler Cranes:	260
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MOVING FORWARD FASTER

Share prices continued to edge upwards across the board as spring drew to a close, helping the *ACT* HEI to a new record. **Chris Sleight** reports

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

Keep on growing?

April proved to be another strong month for American stock markets, with share prices continuing to edge upwards. This was also true of the heavy equipment sector, as measured by *ACT's* Heavy Equipment Index (HEI), which established a new all-time high as the month drew to a close.

The new high water mark was 222.19 points, set on the last day of April, just edging ahead of the figure of 221.65 set at the start of the month.

But while the mainstream markets ticked steadily upwards, it was a very volatile month for the equipment sector. Normally the daily movements of the *ACT* HEI are of the order of 1 or 2 percent. However, April saw daily swings in both directions of 5 percent or more.

The main reason for this seemed to be the lull before the storm of first quarter results, which started to come out in

late April and early May. There is always nervousness ahead of results, with trading based on different investors' expectations of profits.

The bellwether in the construction equipment sector is Caterpillar, which is the clear global No. 1 in construction equipment, and its results came out on the last day of April – the same day that the *ACT* HEI went to a new high. That tells you all you need to know about how the company's profits compared to expectations, and they were impressive figures. Cat's revenues were up 57 percent compared to the same period last year, and net profits were up 426 percent.

Such is Caterpillar's size and global reach that strong results like these tend to give the whole construction equipment sector a lift, and this would seem to have been the case with its first quarter numbers, judging from the new high in the *ACT* HEI.

But having risen to this new high, the question of where the *ACT* HEI goes next becomes more pressing. This year has already been a little unusual in that there has not been the traditional downward correction in February, following the rally at the end of the previous year. Normally after an extended run of growth from about August to January, markets take a steep dip in February, before bouncing back in the spring and early summer.

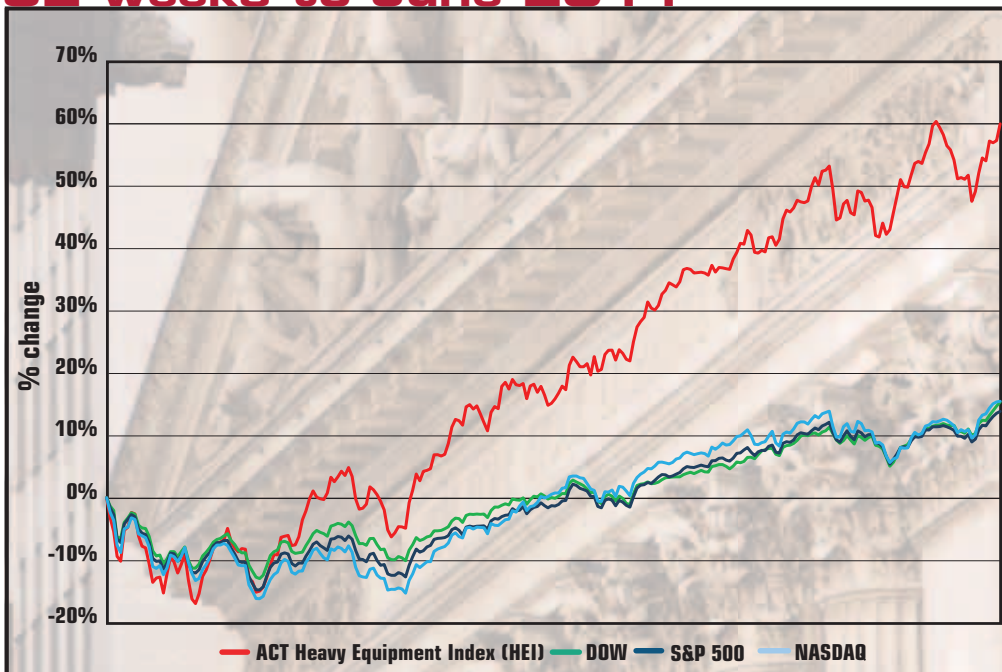
But as our graph demonstrates, this has not really happened this year, and the last 12 months have seen a steady and uninterrupted period of growth. The dip that occurred in March was due to the Japanese earthquake and tsunami, and following that, the markets in the US at least were back to their previous levels in the space of four to five weeks. This compares to the three to four months it normally takes for them to come back from a correction in February.

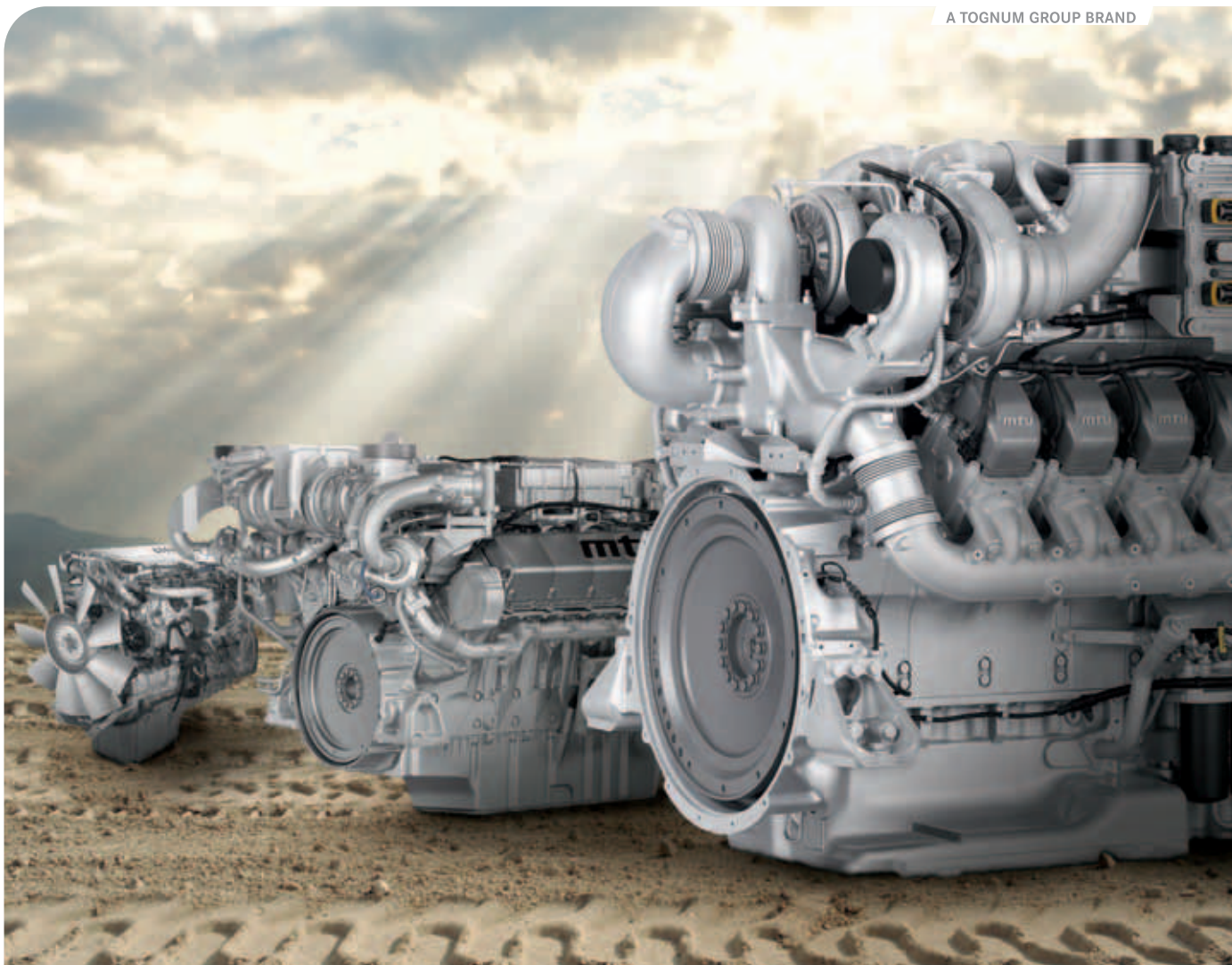
The lack of a correction means shares are showing particularly impressive year-on-year growth. This is best demonstrated by the *ACT* HEI, which is almost 60 percent higher now than it was 12 months ago.

But as history tells us time and again, the stock markets cannot defy gravity. There is undoubtedly a correction along the way. The question is, whether the seasonal pattern will resume, with a fall in May, and a non-descript summer, or whether there will be an event or other economic factors to trigger a fall.

Whatever the case, after such a long period of growth, investors must now be looking to sell-up and take their profits. ■

52 weeks to June 2011





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FAQs regarding
new qualified
signal person
rules. **Terry
Young** reports

When is a signal person required?

A signal person is required when:

- The point of operation is not in full view of the operator.
- The operator's view is obstructed in the direction the equipment is traveling.
- Either the operator or the person handling the load determines that a signal person is needed.
- There are site-safety concerns.

When is a signal person considered qualified?

A signal person is considered qualified if he or she:

- Knows and understands the type of signal used at the worksite.
- Is competent in using these signals.
- Understands the operations and limitations of the equipment, including the crane dynamics.
- Is involved in swinging, raising, lowering and stopping loads and in boom deflection from hoisting loads.
- Knows and understands the relevant signal person qualification requirements.
- Pass an oral or written test and practical test.

How does a signal person become qualified?

Employers use one of the following options to ensure that a signal person is qualified.

Qualified signal person

1. Third party qualified evaluator. The signal person has documentation from a third party qualified evaluator showing that he or she meets the qualification requirements.

2. Employer's qualified evaluator (not a third party). The employer's qualified evaluator assesses the individual, determines the individual meets the qualification requirements, and provides documentation of that determination. This assessment may not be relied on by other employers.

If subsequent actions by the signal person indicate that the individual does not meet the qualification requirements, the employer must not allow the individual to continue working as a signal person until re-training is provided and a reassessment is made confirming that the individual meets the qualification requirements.

What date did the signal person qualification requirement of 29 CFR 1926 subpart CC Cranes and Derricks in Construction, specifically 29 CFR 1926.1419-1926.1422 and 1926.48 go in to effect?

■ November 8, 2010

What are the types of signals used at the worksite?

- standard hand signals
- standard voice signals
- special signals
- audible emergency signals

THE AUTHOR

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



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Commission celebrates
NCCCO's 15th anniversary
and recognizes charter
members

Link-Belt hosts spring NCCCO Commissioners meetings

The National Commission for the Certification of Crane Operators (NCCCO) held its spring meetings in Lexington, KY on April 18-21, 2011. Hosted by Link-Belt Construction Equipment, the event comprised three days of committee meetings followed by the full Commission meeting on the last day.

Highlights of the meetings included a Link-Belt factory tour and an NCCCO 15th anniversary dinner sponsored by Link-Belt, where charter Commissioners (who have continued to serve as full Commissioners since the Commission was established in 1996) were recognized and awarded commemorative plaques. Charter Commissioners honored were:

- Dennis Eckstine, Eckstine & Associates, Inc. (Waynesboro, PA)
- Ron Kohner, Landmark Engineering Services (Roseville, MN)



NCCCO Commissioners and staff gather after touring the Link-Belt factory in Lexington, KY.

- J. Chris Ryan, Boh Bros. Construction Company (New Orleans, LA)
 - Bill Smith, NationsBuilders Insurance Services (Pasadena, MD)
 - Bill Stramer, Link-Belt Construction Equipment (Lexington, KY)
 - Joe Bob Williams, East Texas Crane Academy (LaPorte, TX)
- "NCCCO's regularly scheduled meetings are crucial to the execution

of its mission to promote safer lifting operations," said NCCCO Executive Director Graham Brent. "Our volunteers represent all sectors of industry, and their participation is key to ensuring that NCCCO remains responsive to the needs of all industry stakeholders."

Over the four days, more than 60 subject matter experts volunteered their time to help maintain and refine policies and rules for six different NCCCO certification programs. The participation of these committee members and guests from across industry plays a key part in ensuring that CCO exams remain current and relevant. The committees constantly update the exams to meet current industry practices and evolving OSHA, ASME B30, and other standards. In addition to NCCCO's role as industry liaison with OSHA, many NCCCO committee members also sit on the ASME B30 committees that develop those standards, and that helps keep NCCCO exams current with industry trends.

During the final day's full Commission meeting, two serving Commissioners were elected to new five-year terms, and three new Alternate Commissioners were elected, further deepening the Commission's industry representation, which includes owners, manufacturers, labor, government/regulatory agencies, associations, users, insurance, consultants, and international interests.

International sign association "signs up" for CCO



In response to the publication of the new OSHA 29 CFR 1926 Subpart CC standard requiring most crane operators involved with construction to be certified by November 10, 2014, the International Sign Association (ISA) is offering telescopic boom crane operator training and CCO certification to its more than 2,300 member companies.

"ISA is pleased to be able to offer CCO exams and training to help its members proactively meet new OSHA requirements for crane operators," said ISA Director of Education and Communications Tracey Cook. In addition to holding more than 40 training courses this year, the association has established CCO test sites all over the U.S. and trained its own personnel to serve as CCO Practical Examiners.

Meanwhile, representatives from the National Commission for the Certification of Crane Operators (NCCCO) have been helping educate ISA members on the intricacies of the new OSHA crane operator certification requirements. NCCCO Program Manager Joel Oliva has delivered two webinars on the topic, with another scheduled for August. Moreover, Oliva made two presentations at ISA's annual conference, the International Sign Expo, held in Las Vegas on April 27-30, attended by more than 19,000 sign professionals.

"NCCCO is pleased to assist ISA in its efforts to certify their members' mobile crane operators," said Oliva, "and we are working closely with ISA and its members to ensure that they comply with the new OSHA requirements."

ISA supports, promotes, and improves the worldwide sign industry, which employs or directly impacts over 250,000 American workers and more than \$49 billion in annual shipments.

SC&RA attendees bring attention to crane safety

As the April sun rose over the world-famous San Diego resort Hotel del Coronado, host of the Specialized Carriers & Rigging Association (SC&RA) Annual Conference, more than 50 participants gathered for the annual CCO 5K Fun Run/Walk. This year marked the 12th straight year that Buckner HeavyLift Cranes, Graham, NC, sponsored the benefit event for the National Commission for the Certification of Crane Operators (NCCCO).

A regular part of the SC&RA Annual Conference, this year's Fun Run – titled “Dart at the Del” – brought out a variety of runners, including those who had participated before and new ones. Buckner President Doug Williams generously provided all participants with “Dart at the Del” T-shirts, beverages, and snacks.

“Buckner is pleased to put on this fun annual event to support NCCCO's efforts



to improve crane safety,” Williams said. Participants are already looking forward to next year's event, which will be held at the Hyatt Regency Lost Pines Hotel in Austin, Texas.

Participants in NCCCO's Fun Run at the SC&RA Annual Conference begin the 5K course along the beach at Hotel del Coronado.

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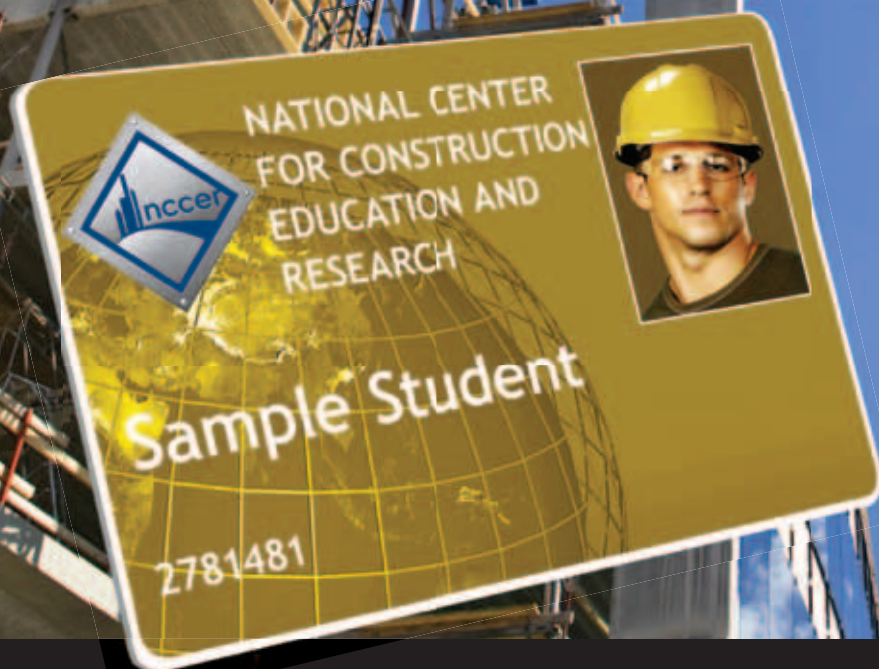
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Sixty-five percent of respondents to **ACT's** Economic Confidence Survey expect their level of business activity to be higher over the next 12 months. **D. Ann Shiffler** reports

Optimistic!

Respondents to our **ACT** Economic Confidence Survey report that they are optimistic about their business prospects, but less optimistic than they were three months ago. Based on input from our respondents, it appears that the crane, rigging and specialized transportation sector still considers itself on the road to recovery.

The question that confirms this asked: Looking ahead, what do you expect your level of business activity to be in 12 months time? A full 65 percent of our respondents said that they expect it to be higher and 29 percent said they expect it to be the same. Six percent said they expected their business activity to be lower.

These numbers indicate there's been a dip in optimism from February to May of this year. Three months ago, 74 percent thought their business activity would be higher in 12 months time. Only 27 percent said they expected business would be the same, and 5 percent expected business would be lower.

What is this blip in optimism due to? We think it may be because of rising oil prices. Perhaps the constant talk of US deficit spending. While the numbers aren't down significantly, they are down. Is this a red flag?

In terms of their current situation, 57 percent of respondents said that their level of business activity this month is higher than it was three months ago. Approximately 31 percent said it is the same and 12 percent said business was lower than it was last quarter.

As well, 62 percent said their business activity is higher than it was a year ago this time. Some 24 percent said business was the same as it was a year ago and 14 percent reported that business is actually lower than it was last year at this time.

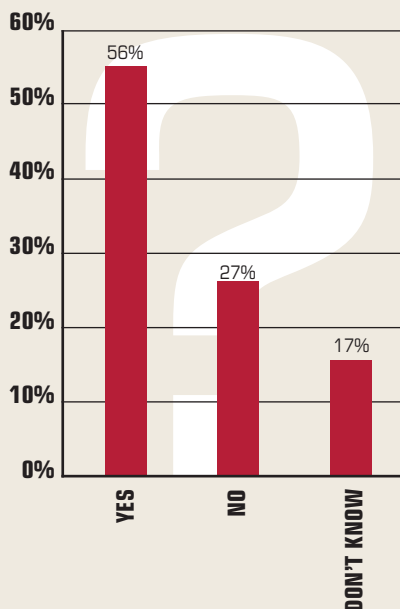
While we cannot yet report that we are experiencing boom times, we can safely

say that the upturn continues to be in full swing. Last year at this time we had our arrow in the upturn category, but barely.

The editors of **ACT** would like to thank all those who took part in the survey. It was completed by more than 200 professionals in the crane, rigging and specialized transportation industries in North America. Of our respondents, 81 percent concentrate their work in the U.S. with 15 percent in Canada, 9 percent in Mexico, 2 percent in Central America and 3 percent in South America. Fifteen percent of our respondents said their primary business is worldwide. ■

Quarterly question

Do you plan on hiring new employees during the next few months?



Our survey indicates there's been a tiny blip in optimism from February 2011 to May 2011. What is this blip in optimism due to? Rising oil prices? The U.S. budget deficit?

ACT
ECONOMIC
CONFIDENCE
REPORT



METHODOLOGY

The **ACT** Quarterly Economic Confidence Survey was e-mailed to 7,000 professionals in North America in the crane, rigging and specialized transportation sector. The survey was emailed on May 9, 2011 with a cut-off of May 15, 2011.

■ If you would like to be included in this survey, please e-mail D. Ann Shiffler at d.annshiffler@khl.com

ALL Erection's *Michael Liptak* runs the largest privately held crane rental company in North America with passion and know-how. *ACT* reports

ALL Erection & Crane Rental Corp. was founded in 1964 by Michael C. Liptak, Jr., and his two brothers, Jake and Lawrence (Larry). The brothers recognized the need for an equipment rental business.

Mike and Jake had been working in the quarries, running cranes. Larry had just returned from serving in the Army. They knew that contractors usually owned their equipment, including all the headaches and expense of maintaining it. So they bought themselves a crane and began renting it.

Mike's wife, Marvine, worked in the office, providing administrative support. The fleet began to grow with cranes and trucks they bought and sold at auctions.

"That's how our family business was born," says Michael Liptak, son of Michael C. Liptak and Marvine. "The Liptak family believed in backing their business with hard work, reliable products, and outstanding customer service. That philosophy has created a company that has stood the test of time."

Today ALL Erection & Crane Rental Corp. is the largest privately held crane



At Con-Expo 2011 in March, Michael Liptak, (right) president of the ALL Family of Companies, stands with Bill Stramer, Link-Belt vice president of marketing, sales and customer support, in front of ALL Erection's new 110-ton TCC-110 telescopic crawler. In its tradition of buying first-off-the-line new crane models, ALL purchased three of the new models

“We are heartened by the recent opportunities and the bettering economy in general.”

Michael Liptak
president
ALL Family of Companies

rental company in North America. ALL ranks Number 2 on our *ACT 100* list of largest crane-owning companies in North America. (See our *ACT 100* list on page 37) Providing the second generation of leadership for the family company, Liptak is an aggressive crane industry veteran who manages the company with passion and know-how.

Growth has been a constant through the years. As the fleet increased, Liptak says the company built its own engine shop, weld shop and paint shop, and added other support to service and maintain their own equipment. In time, the company would acquire other established crane companies to help serve their growing customer base.

"Our family company became The



ALL Family of Companies,” says Liptak. “Central Contractors Service in Chicago joined in 1977. Dawes Rigging & Crane Rental in Wisconsin joined in 1978. Jeffers Crane Service in Ohio and Michigan joined in 1995.”

Today, ALL Erection & Crane Rental Corp. employs more than 1,400 people and services thousands of customers. The company has 32 branches in 13 U.S. states as well as in Ontario and Newfoundland and Labrador, Canada.

“We just opened our 32nd branch, ALL Crane Rental of Louisiana [located between Baton Rouge and New Orleans in Geismar, LA],” Liptak says. “The new full-service yard will fulfill the strong demand for heavy lift equipment in the Gulf region, specifically serving the Baton Rouge and New Orleans areas, including Gulfport, LA, and Biloxi and Jackson, MS.”

Running such a large company with an extended reach requires constant economic and market assessment. Liptak says, “We are heartened by the recent opportunities and the bettering economy in general.”

At this time, what do you see as the biggest issue/problem in the business of cranes and transport?

Rising fuel costs are certainly an issue. Fuel is a big expense in our industry, and it's something we can't budget for due to fluctuations in price.

Obviously, the economy is still an issue. We're not 100 percent turned around yet, but as with all business cycles, it will eventually right itself.

Are crane rental rates recovering? What

are the strongest crane rental markets?

Rental rates are steadily recovering. The wind power market is strong, and coal-fired power plants are coming back. So we are still going in power gen, and infrastructure projects are on the rise. We are well prepared for any type of work with our strong, broad-based fleet.

In our annual ACT100 list of crane-owning companies, the data indicates that ALL Erection owns about 100 fewer cranes than last year at this time. On the other hand, ALL Erection has announced the purchase of a lot of cranes since the first of the year. How do you characterize the crane fleet changes?

We have carefully and strategically played to market trends, growing where we need to meet market demand and cut back where there is not a strong demand.

It's challenging to grow a fleet in a slow market, but we have had some unique opportunities to acquire certain important equipment.

The Grove 9150E RT crane is the largest capacity RT, and right now there is a need. Likewise, the Link-Belt telescopic crawlers are an excellent addition to our fleet to serve the wind power market in particular.

There is also a growing demand for big AT cranes right now, so we have added equipment to serve markets where we have the most opportunity.

How does ALL Erection distinguish itself in the markets it serves?

What sets us apart? First, we make sure that customers get the right equipment for their job and the best-trained operators. Our own shops and technicians service and maintain all of our equipment, so our customers' time can be more productive and profitable.

Most important, we believe in continually reinvesting in our business with the best equipment, training, and technology to help us serve all markets better. We keep up with changes in the industry and align ourselves with our customers' needs. We're in this business for the long run. So we'll weather the ups and downs of the market – and there will always be ups and downs – by being

For ALL, the southeastern US is yielding a lot of work. The company has cranes on two major projects in New Orleans for the Army Corps of Engineers' 350-mile Hurricane and Storm Damage Risk Reduction System—an 8-mile floodwall and four pump stations

Recent kudos

Three of ALL Erection's branches were recently recognized by the Specialized Carriers & Rigging Association (SC&RA).

Dawes Rigging & Crane Rental, Inc., Milwaukee, WI, won a Crane & Rigging Safety Award for their superior safety record; a Crane & Rigging Zero Accidents Award for having no recordable injuries or accidents in 2010; and Dawes crane operator Ronald Kading won SC&RA's 2011 Crane Operator Safety Award for his outstanding record of 10,000 consecutive man-hours without a single recordable injury or illness. Dawes' 48-state authority trucking division, DST, won a Transportation Fleet Safety Improvement Award. In addition, Dawes' General Manager Steve Freckmann was elected Group Chair of the SC&RA Crane & Rigging Group. Dawes is one of the seven founding members of SC&RA.

Central Contractors Service, Inc., Crestwood, IL, the Midwest hub of the ALL Family of Companies, was recognized for their 50 years of loyal membership in SC&RA with a 50-year Longevity Award.

ALL Sunshine Crane Rental, Apopka, FL, won an SC&RA Zero Accidents Transportation Safety Award for having no recordable accidents during 2010.

prepared, by investing in our people, and by tapping the considerable talents of our veterans to mentor our newer people.

We attract the best mechanics, operators, and managers because we give them so many opportunities to grow and increase their knowledge and skills. Then we can all share in and profit from the experience around us.

How do you characterize the tower crane market in North America?

Tower cranes are tied to the housing market, which is still weak. However, we have seen a 13 percent increase in utilization.

Which areas of the country are busiest in terms of crane rental?

For ALL, it's the southeast. Right now we are working on two major projects in New Orleans for the Army Corps of Engineers' 350-mile Hurricane and Storm Damage Risk Reduction System – an 8-mile floodwall and 4 pump stations. In general, though, all of our regions have been trending upward since the end of February.





U.S. rental giant ALL Erection & Crane Rental Corp. celebrated two of its purchases at ConExpo 2011 in March. Representatives from Manitowoc and ALL Erection marked the company's investment in a Manitowoc 16000 crawler crane with wind attachment and a Grove GMK6300L all-terrain crane. Pictured from left are Manitowoc's Joe Maslizek and Eric Etchart, ALL Erection's Michael Liptak, Rick Mikut, Kris Liptak, and Manitowoc's Larry Weyers, Dave Hull and Glen Tellock

What is the biggest issue that could hurt the recovery of the construction sector?

I think it's the ability for companies to get the funding to start projects and to buy necessary large equipment. The banking industry is still making it difficult to get business loans, even if companies have good credit. When banks begin to loosen up loan money, the recovery will proceed.

What is it you like best about the business of cranes and transport? The worst?

ALL Erection is a family business and a family of companies, and that means everything to me. Not only do I get to

work with my own family, but many of our people have grown up in our business and have brought their sons or daughters or spouses into the ALL family. I am proud that we have the kind of company that attracts generations of families and engenders that kind of loyalty.

Many people would probably say that the worst thing about this business would be a downturn like the one the whole world is experiencing. But I think a challenge brings out the best and most creative solutions and encourages us to make each other better.

What is your business philosophy?

I believe in constant improvement, whether it's in our people, our equipment, or finding a better way to do things. Hire the best problem solvers, and they will become the best colleagues. Give them the right training and every opportunity to develop their skills, and they will grow with our company. Think safety first, every day and every job. Give excellent service. Customers won't come back if they don't get good service. And, finally, I believe that what goes around comes around. Treat people well and you'll always reap the rewards. ■

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Both boom trucks and their applications have changed over the past few years. **Lindsey Anderson** reports on the evolving industry and this chameleon crane

At ConExpo, Terex showed its new Crossover 6000 boom truck; a 60-ton boom truck with a 110-foot boom length and overall 170-foot maximum system length



Booming?

The North American boom truck market isn't what it used to be. A typical driving force behind boom truck utilization – residential construction – went wayside when the housing bubble busted and financing dried up. Without work to be had building homes, the boom truck's primary application in North America shifted – moving from housing starts to energy applications.

"In North America right now, oil and gas is the number one market," says Randy Robertson, director of sales for boom-truck manufacturer Manitex, Inc.

Manitex International saw a significant rise in 2010 sales due to expansion and cost controls, reporting net fourth quarter revenues ending Dec. 31, 2010 at \$29.5 million – a 98 percent increase over 2009's fourth quarter revenues of \$14.9 million. For the first quarter of 2011, the company snagged revenues of \$31.7 million which represents a 44 percent year-over-year increase.

This enormous growth, Robertson says, is attributed to Manitex exporting cranes to Europe and other parts of the global market, including Canada. "Throughout the U.S. recession, Manitex jumped up and went outside [the country] to sustain our business," he says. "Canada is a big market for us right now."

The Canadian oil sands in Alberta, as well as shale locations around the U.S. – the Dakotas, Pennsylvania and Eastern Texas – have kept boom truck manufacturers busy. (For more on what these cranes do in the oil sands, see our Q&A box with John Field, product

manager of material handling systems at Iowa Mold Tooling, Co., Inc.)

"Right now we are seeing the biggest market for boom trucks in oil and gas," says Bryan Turner, Tadano America's boom truck district manager. "These [oil and gas] companies are going strong, and there's becoming more and more demand for support vehicles such as 18-ton and under boom trucks."

Tadano's boom truck market is "well up from what we have experienced the last three years," Turner says, and the company expects to surpass its entire 2010 sales number by the end of May. "It's hard to predict what we will be seeing for the next year, but we've started on a positive note."

Brian Peretin, Manitowoc Crane's vice president of sales and marketing for boom trucks in North America, says oil drilling and natural gas exploration is also a driving factor for National Crane (a Manitowoc Cranes subsidiary), as well as other energy applications.

"We are seeing a lot of boom trucks being sold as support cranes in energy exploration applications," Peretin says. "Boom trucks are also being used for power line installation and maintenance, much of which is going on as the weather warms up in the northern part of the [U.S.]"

The same story rings true for utility-focused Altec, who sees Canada as more stable than the U.S. due to its oil and gas fields, but the company also notes that general electric utility transmission activity is up across both Canada and the U.S. The manufacturer is also seeing boom truck use in construction work that is

required to link green energy sources, such as wind power, to the existing power grid.

Bigger booms?

As boom truck capacities continue to increase because of customer demands for bigger units, an overall industry trend of "bigger is better" is establishing itself with manufacturers.

"Some of our smaller Grove truck crane customers are seeing the benefits of the higher capacity boom trucks, so some of the demand is coming from these customers," Peretin says. "Because of the commercial chassis that boom trucks are mounted on, owners are able to have the same capacity crane, but pick their own chassis, have faster road speeds and easier access to parts for the chassis."

At ConExpo in March, Manitowoc unveiled a newly designed line of National Crane boom trucks, including the largest boom truck in its product line – NBT 55. The NBT 55 "is a completely new crane, designed from the ground up to incorporate the latest technologies," Peretin says.

>28

“Right now we are seeing the biggest market for boom trucks in oil and gas”

Bryan Turner, Tadano America's boom truck district manager

Articulating units

ACT touched base with John Field, product manager of material handling systems at Iowa Mold Tooling, Co., Inc (IMT) to talk about the market from IMT's perspective.

Overall, what is the boom truck-mounted crane market like in North America right now?

The North American truck-mounted crane market is trending upward from last year — primarily because higher commodity prices are driving sales to the energy and mining industries. Increased oil prices and an oil-and-gas exploration boom have rejuvenated the energy segment. At the same time, many of the mines that shut down from 2008-2010 are re-opening due to higher metal prices.

The North American truck-mounted crane market is still nowhere near where it was during the 2006-2007 timeframe, and construction sales remain sluggish. But the market is recovering, and the outlook is optimistic.

What areas have more demand than others and why?

Due to increased commodity prices, there is stronger demand for truck-mounted cranes from regions where the mining and energy industries are experiencing recovery and growth. These areas include the U.S. Southwest, where gold and copper mining are improving, as well as Texas, Colorado, North Dakota and Pennsylvania, where oil drilling and exploration have ramped up. The higher commodity prices have led to a similar rise in demand from South America and Canada.

What applications are using more boom trucks than others and why?

Larger articulating cranes — such as our 80 tm articulating crane — are proving especially useful in oil and mining applications. Oil companies are relying on the cranes to lift large pieces of equipment onto and off of trailers. Mining operations are utilizing the cranes to provide shovel maintenance and repair, as well as to lift and transport large mining tires.

How is business for IMT?

As IMT entered 2011, we were encouraged by early signs that the worst effects of the recession were behind us. The timing of recovery varies by region and market segment, but our overall business is doing well at this time. Not only are we supplying these rejuvenated markets with articulating cranes, we also are providing the same segments with service trucks, tire trucks and other IMT products.

Where is demand stemming from for IMT?

IMT is experiencing strong demand from the oil and mining industries and consistent demand from the propane and railroad segments.

What can we expect from IMT at ICUEE?

IMT will be displaying articulating cranes at ICUEE, but we are unable to disclose specifics at this time.

The unit features a 55-ton capacity and is available with two different booms: a 128-foot, five-section boom and a 102-foot, four-section boom.

The NBT 55 has a cross beam front outrigger box, which allows the outrigger footprint to be shifted more toward the front of the crane. This eliminates the need for a front outrigger, which is standard on this design, although a front outrigger is still available if it is needed.

Another new design point is that the NBT 55 comes with a removable counterweight. According to Manitowoc, this is the first time a National Crane has been as such. It allows an operator to move the weight around on the machine to help comply with local roading regulations.

National's redesigned NBT30H was a part of Manitowoc's Integrated Product Improvement program, Peretin says, which is an initiative where "certain products are chosen to be redesigned to modernize components, reduce the weight or incorporate improved control technologies. We aren't really changing the design or structure of the crane itself, it's more the ancillary systems that are being improved."

The 30-ton capacity NBT30H features several improvements including the hydraulic system that has been completely standardized with the National Crane 900H, including the pump, main control

>30

Iowa Mold Tool's new
47/326 articulating crane





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valve, hoist and hydraulic reservoir, as well as the redesign of the Easy Reach control and lever system for compatibility with the CANbus LMI system.

Also new to the market this summer/fall will be the Manitex 5128S. "We're coming to the market with a new boom for our 50-ton truck crane platform," Robertson with Manitex says. "There was a need for a taxi crane with a boom length of 128- to 130-feet to compete with other cranes."

The 5128S will have a full line of boom offerings – 96 feet, 110 feet, 128 feet and 155 feet – and all four options are available either as a standard counterweight package or heavy counter weight packages, which calculates out to Manitex offering eight models from the 50-ton platform.

"The advantage of this machine over a traditional truck crane is mobility," Robertson says. "It has unrestricted travel."

Manitex, whose backlog is double what it was this time last year, Robertson says, has always seen its strengths at the big end of the boom truck market. "For Manitex, there's a distinct separation of a boom truck with a truck-mounted crane," he says.

But as boom trucks do get bigger, that line blurs.

Competition

"Boom truck cranes have always been 'getting bigger,'" says Matt Trefz with Altec. "It's a natural progression when a boom truck crane makes better business sense than other solutions; it's driven by the desire to increase efficiency."

This developing market shift of truck cranes being mounted on commercially available chassis rather than purpose-built single bodied units is a response to customer demand, and truck crane manufacturers

“ Boom truck cranes have always been ‘getting bigger,’ it’s a natural progression when a boom truck crane makes better business sense than other solutions; it’s driven by the desire to increase efficiency. ”

Matt Trefz, Altec

have been seen lately putting 60-ton rough terrain cranes on freightliner trucks and dubbing them 'boom trucks.'

"That's fine with us because they're having a hard time embracing what was once a boom truck which is now competing with their truck cranes," Robertson says. "Grove, Liebherr, Tadano – they've all started adapting their crane products to truck applications."

At ConExpo, Terex showed its new Crossover 6000 boom truck; a 60-ton boom truck with a 110-foot boom length and overall 170-foot maximum system length. According to Terex, the unit is roadable in all 50 states. Terex also showed its BT 28106 boom truck, which offers up to 28-tons of capacity and comes equipped with a 106-foot boom. The unit has behind-the-cab mounting with dual operator control, 370-degree non-continuous rotation without the use of a front outrigger and comes equipped with an electronic load moment indicator with work area definition.

"Capacities are increasing because

technologies on the commercial chassis are evolving," Peretin says. "Our customers have the ability to select the chassis they want; they are able to select a preferred brand or they can make changes to the wheel base to suit the road regulations for their area. This allows us to increase the capacity of the crane while maintaining the same comfort and functionality."

National plans to introduce an "entirely new boom truck platform" at the International Construction and Utility Equipment Exposition (ICUEE), also known as The Demo Expo, this October in Kentucky, and more details will be released by the company closer to the event.

Other new units slated to roll out late this fall at ICUEE include new products from Manitex – who were tight-lipped on any details other than that – and Altec will display variations of its 23-ton model, as well as a track-mounted unit, Trefz says.

Tadano, which are still determining what to take to ICUEE, could quite possibly have a new 30-ton machine on stand.

"[We're] looking very seriously at introducing a 30-ton machine," Turner with Tadano says. "We displayed it at ConExpo and the interest it generated

was even more than we had hoped." ■



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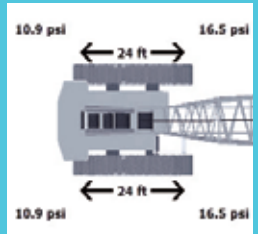
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Remote controls and related technology are a major aspect of how a crane does its work. *Lindsey Anderson* reports on new products and industry trends

Crane clickers



Crane controls vary from simple discreet nonproportional functions to fully proportional functions which incorporate engine control and everything in between.

"Most of the first level of controls in cranes are simple on/off outputs with no logic for input sensors, such as pressure transducers or ATB switches," says Steven Helker, sales manager with Kar-Tech,

Inc. "A button is pushed and that function happens..."

Kar-Tech, Inc. recently announced the development of its Micro transmitters. "The radio remote controls are our newest answer to the call for small, smart and durable transmitters," the company says. "Our keychain sized transmitter can control a multitude of outputs and with a rechargeable battery it can go from dead to full charge in just a few hours time."

According to Helker, the next level of crane controls has to do with proportional outputs, either some or all, and the ability of the receiver to incorporate inputs and logic. "Proportional ability allows for more precise and controlled moments when operating the crane," Helker says. "This is normally accomplished with a full range trigger or joystick as opposed to the limited travel range of a pushbutton."

"Customers generally are looking for straight-forward, tough controls that allow for flexibility, while limiting extra bells and whistles that make for less cumbersome operation," Helker says.



Overheads

Cattron's new LRC-M1 wireless control system for electric overhead travelling cranes uses external TransKey RFID configuration which allows facilities to minimize spares and transfer keys to other controllers, which increases safety and flexibility, the company says. The LRC-M1 can control up to four motions with two ergonomic, multi-axis joystick controllers. The trolley and hoist selector, two auxiliary push buttons and toggles are mounted on an impact resistant Lexan (polycarbonate) housing.

HBC-radiomatic has also unveiled an updated version of its handheld micron 5 radio control. It can now be used in potentially explosive areas and is available in models for explosive zones 1, 2, 21 and 22. "The customer now has greater possibilities from which to choose when it comes to radio controls for such hazardous application environments."

The user identification option is another feature of the redesigned micron 5. It is based on a personalised login card – HBC Smart Card – with a credit card-like design.

The company has also introduced new safety features across its range to protect operators from danger, including orthogonal drive, which allows only the operator to move the crane in the direction they initially engage with the joystick. Other new features include the radiomatic shock-off, the roll-detect, a vibration alarm and an automatic shut-down on implausible control commands.

HBC-radiomatic's spectrum D offers features including a vibration alarm for low battery indication and the option of messages and warnings. Depending on requirements, the transmitter can be equipped with user identification, front panel lighting and orthogonal drive

Magnetek's Impulse G+ and VG+ Series 3 adjustable frequency crane controls have been rerated to an increased ambient rating



HBC-radiomatic's Vector Pro with enable switch offers additional protection for service technicians

Keeping products in good working condition is also important. Wisconsin-based Magnetek has rerated its Impulse G+ and VG+ Series 3 adjustable frequency crane controls.

It now has an increased ambient temperature rating of 140 °F for use in high temperature applications.

"Due to customer desire to use our proven IMPULSE Series 3 drives in severe environments, such as steel mills and power plants," says Aaron Kureck, Magnetek product and development manager.

Computer link

As technology evolves, there is growing interactivity between control equipment and computers.

"The trends in radio technology follow the trends in crane technology," says Jeff Allan, HBC-radiomatic's chief executive officer. "For example, interfaces such as CAN-Bus or DeviceNet are becoming more and more common. In addition,

the demand for feedback is increasing. While HBC-radiomatic has provided LCD feedback for some time, in the last 12 months, we have introduced a number of new systems with color TFT displays. HBC radio controls can now provide a tremendous amount of feedback options, customized to the exact needs of the customer."

Color screens have been gaining popularity over the course of the last year. HBC's micron 7 transmitter provides system and feedback information in color, including, for example, weight load. This increases operator comfort and safety, Allan says. The company's spectrum D now has a 3.5-inch color TFT screen. The



display is non-reflective, allowing clarity in sunny conditions, says Allan. In addition, the TFT has QVGA technology and boasts a color depth of 18 bits, including a 32 MB internal memory, enabling the display of various graphics, image files and language versions.

"With this ability, an intuitive, cross-linguistic menu guide can easily be configured. Furthermore, the saving of various data is also possible, backing up all the critical information needed for the operator," the company says.

The changing landscape means that flexible products are increasingly in demand. Take, for instance, Control Chief's new LJ, a lightweight transmitter

HBC-radiomatic's updated micron 5 includes a user identification option based on a personalised login card, HBC Smart Card. It serves as a key to activate the radio control system



Magnetek's Flex Pro Tethered controller allows one-handed operation

that communicates with the company's Advantage series receiver and which is also compatible with the existing MDR-8400 and Command Chief PLC-based systems.

Features include a lithium rechargeable battery with enhanced life, power and battery LED indicators, up to 5-speed stepped or stepless and up to four dedicated motions with additional through selection capabilities. Overall it weighs less than 3.5 pounds and operating range is about 1,000 feet, the company says.

"As we go into the future, we expect that some of the high end features that are found on large cranes will find their way to these smaller cranes as costs and technology makes them available, keeping in mind that simplicity, quality and safety are the items most asked about," Helker says.

More new products and consoles

Hirschmann Automation and Control GmbH has introduced

its new Scalable Mobile Control System, which can be used for controlling and monitoring machine functions as well as for load moment indication.

The product family includes new controls from the iFLEX series and new iSCOUT operating consoles. Due to an integrated security architecture, the Scalable Mobile Control System also provides performance level c (SIL 1) or d (SIL 2) in accordance with EN ISO 13849-1. This security architecture consists of a security controller, a security protocol developed by Hirschmann as well as a Security Task, which monitors the main processor and the main control circuit of the application program. All Scalable Mobile Control System controls have a compact design and provide over 200 inputs and outputs that can be combined flexibly. The integrated communication interfaces include an Ethernet port (10/100 BASE-TX), a CANopen/CANopen Safety port and a USB interface. Other optional interfaces such as composite video or Zigbee ports are available. Software modules such as function blocks for load moment indication can also be integrated.



As the controls have a standard software platform, the same application can be used on all CPUs.

The operating consoles of the Scalable Mobile Control System support Ethernet and CANopen, are available as Monitor-Console with the graphical CPU integrated in the control system; as a stand-alone version with integrated graphical CPU and standard PLC communication link; and as console with integrated PLC control as compact solution for small applications.

The consoles have a 4.3-inch or 7-inch color display and can be mounted in horizontal or vertical orientation.

Omnex's Trusted Wireless R260 controller is what the company calls a "robust, license-free, wireless I/O module and valve driver designed for smooth operation and precision control of industrial machinery in global applications." The R260 offers CAN - Bus Network Integration, IEC 61131-3 compliant PLC programmability and OMNEX industrially hardened Trusted Wireless FHSS radio technology for two-way wireless communication. The R260 also features 20 I/O, dual CAN ports and an impact resistant enclosure to ensure dependable operation and precise control.



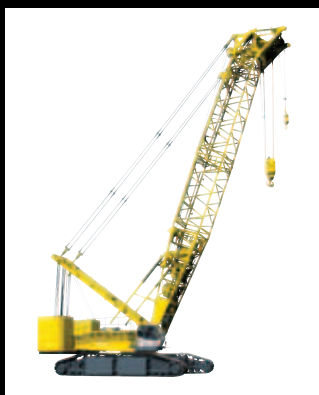
Kar-Tech's wireless crane retrofit package is a "simple way to add a radio remote to your manually controlled hydraulic crane without modifying any existing hydraulic valves," the company says. The package is supplied with electric linear actuators to move the valves in both directions, and all hardware to connect the actuators to the valve handles. Two actuator controllers and a radio receiver are connected via a pre-made wiring harness and are responsible for translating commands from the wireless transmitter to operate the valves. The Packer series transmitter is a wireless control – four or six proportional paddles control the winch and boom, and additional toggle switches drive the auxiliary functions and boom speed selection. Side-mounted, sealed pushbuttons are used for increasing and decreasing the engine RPM, as well as for the horn. The unit also has enable buttons on the transmitter, which are required to be pressed in order to operate the crane. When and where wireless control isn't permitted, an optional cable links the transmitter to the truck for instantaneous wired-only control.

"This control is built tough – all electronics are silicone dip-coated or encapsulated, every switch, joystick, and enclosure is sealed, and transmitter is molded out of a high-impact rated plastic ready to take a beating on the job site," the company says.



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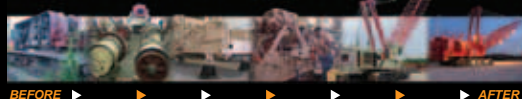
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American Cranes & Transport presents its sixth ranking of North America's 100 largest crane-owning companies.

ACT reports

BY THE NUMBERS

EMPLOYEES

ACT100	TOP 10
19,544 2010	6,280
32,678 2011	6,526

MOBILE CRANES

ACT100	TOP 10
11,867 2010	5,799
12,045 2011	6,315

CRAWLER CRANES

ACT100	TOP 10
2,722 2010	1,728
2,351 2011	1,329

The big news for our **ACT100** is that we have added 18 new companies, which gives the list more credibility and substantial depth. Our 2010 **ACT100** garnered 124 entries, another record in our endeavor to compile a comprehensive list of North America's largest crane-owning companies.

Compiling the **ACT100** is a highlight of our publishing year. Assembling this list each year allows us to assess change in the industry, and to create a benchmark to measure such things as types of cranes in demand, geographic growth and market share.

The good news for 2011 is that virtually

The majors!

every indicator shows an upward trend.

Among the conclusions to draw from our list this year:

We have 18 new companies on our **ACT100** list. These 18 new companies add 724 more mobile cranes to our list, 136 more crawler cranes and 76,262 tons of capacity. Of the 18 new companies, two do business worldwide, while three say their business is national and 13 say they are regional. The 18 new companies add a substantial workforce to the **ACT100**, employing 10,824 people.

The total number of employees in the **ACT100** is 32,678. The total number in 2010 was 19,554. In 2009, the **ACT100** employed 26,887. The increase of employees on our list is due to the new companies added to the list, several of which employ thousands of people.

The total number of mobile cranes owned by the **ACT100** is 12,045. Last year it was 11,867, down from 12,747 in 2009.

The total number of crawler cranes owned by the **ACT100** is 2,351. The **ACT100** owned 2,722 in 2010, down from 2,938 crawlers owned by the **ACT100** in 2009. It's hard to say why the number of crawler cranes has decreased so much over the past few years.

One question we asked when we started running the numbers was how have the top 10 companies – the big players in the industry – changed their fleets over the past year? No new companies were added to the top 10, although their fleet sizes and



ACT Index have changed considerably.

This year, the top 10 companies on our list employ 6,526. In 2010, the top 10 companies on our list employed 6,280. In 2009, the top 10 employed 6,835.

From these numbers we can draw the conclusion that the top 10 companies have started hiring again, an indicator for our entire **ACT100**.

This year, the **ACT100** top 10 companies own 6,315 mobile cranes. In 2010, the top 10 companies owned 5,799 mobile cranes, down from 6,223 in 2009.

The top 10 firms own a total of 1,329 crawlers. Last year the top 10 owned

>42

Newcomers to the **ACT100**

RANK COMPANY NAME

30	Bay Limited, (a Berry Company)
31	The Cianbro Companies
39	Barcelona Equipment
40	Crane Rental & Rigging Inc.
41	Allegiance Crane & Equipment
43	Sarens North America
49	Mains Crane & Rigging Ltd.
58	Vic's Crane & Heavy Haul Inc.
62	Ideal Crane Rental
73	I.B. Dickinson & Sons
75	Viant Crane (formerly RJS Industrial Services)
77	Hite Crane & Rigging Inc.
82	Specialty Crane & Rigging
84	North Shore Crane
88	Allison Crane & Rigging*
94	American Crane Inc.*
95	Limehouse & Sons Cranes Inc.
99	Bryan Kinser Enterprises

RANK 2010	RANK 2009	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
1	1	Maxim Crane Works	USA	32	1,800	Worldwide	Art Innamorato, CEO
2	2	ALL Erection & Crane Rental Corp. (Central, Dawes, Jeffers)	USA	33	1,400	Continental	Michael L. Liptak, President
3	4	Lampson International	USA	8	275	Worldwide	William Lampson, President
4	5	Essex Crane Rental Corp. (including Coast Crane)	USA	22	276	Worldwide	Ron Schad, President/CEO
5	6	J.F. Lomma Inc.*	USA	6	175	National	James Lomma, President
6	9	Bigge Crane and Rigging Co.	USA	10	350	National	Joseph W. Nelms, Vice President
7	3	AmQuip Crane Rental	USA	14	600	National	Charles Snyder, President/CEO
8	8	Deep South Crane & Rigging	USA	4	400	National	Mitch Landry, President
9	10	Barnhart Crane & Rigging	USA	21	800	National	Alan Barnhart, President
10	11	Guay Inc.	Canada	18	450	National	Jean-Marc Baronet, President
11	14	NC Services Group	Canada	10	313	National	Ted Redmond, President/CEO
12	16	Sims Crane and Equipment Co.	USA	10	215	Regional	Dean Sims II, Vice President
13	15	Buckner Heavy Lift Cranes	USA	1	350	National	Doug Williams, President
14	13	Bragg Crane Service	USA	13	650	National	Michael Roy, Executive Vice President
15	30	TNT Crane & Rigging	USA	8		Regional	Mike Appling, President/CEO
16	21	Turner Bros. LLC	USA	6	500	National	David Cowley, Executive Vice President
17	17	Marco Crane & Rigging	USA	6	173	Regional	Dan Mardian, Jr., President
18	19	The Walsh Group	USA	1	5,000	National	Michael Gibbons, Equipment Manager
19	18	W.O. Grubb Crane Rental Inc.	USA	6	275	National	William O. Grubb, President
20	26	Sterett Crane & Rigging	USA	6	95	Regional	William Sterett III, President
21	20	Imperial Crane Services	USA	4	250	Worldwide	B.J. Bohne, President/CEO
22	23	H&E Equipment Services	USA	68	1,600	National	Bill Fox, Vice President
23	27	Irving Equipment	Canada	9	280	National	Mike Hussey, General Manager
24	24	Laramie Enterprises Group	USA	2	76	National	Patrick Henry, Vice President
25	25	Scott-Macon Equipment	USA	7	164	Worldwide	Robert B. Dimmitt
26	22	Crane Rental Corp.	USA	2	96	Worldwide	Alan Ashlock, President
27	31	Stevenson Crane Service Inc.	USA	2	120	National	Donna Stevenson, President
28	29	Dielco Crane Service	USA	1	95	Regional	Richard Dieleman, President
29	28	Beyel Brothers Inc.	USA	5	194	Regional	Joseph D. Beyel, President
30	new	Bay Limited (a Berry Company)	USA	6	3,500	National	Berry Peterson, Internal Equipment Manager John McCain, External Equipment Manager
31	new	The Cianbro Companies	USA	6	4,000	National	George Bell, Vice President
32	37	Kelley Equipment Company	USA	2	33	Regional	Michael J. Kelley, Chairman/President
33	34	Ness & Campbell Crane Inc.	USA	6	160	Regional	Tony Steelman, President
34	41	Dozier Crane & Machinery Inc.	USA	3	53	Worldwide	Dozier Cook, President
35	35	Mr. Crane/Inquipco	USA	3	119	Regional	Lee Steinberg, President
36	40	Crane Service Inc.	USA	4	115	Regional	Scott Wilson, President
37	36	Mountain Crane Service	USA	3	52	National	Paul Belcher/Lon Stam, Owners
38	39	Kirby-Smith Machinery	USA	9	286	National	Ben Graham, Vice President
39	new	Barcelona Equipment	USA	1		Regional	Bob Steiner
40	new	Crane Rental & Rigging Inc.	USA	9		Regional	Ted Hickson, Executive, Director
41	new	Allegiance Crane & Equipment	USA	2	109	Worldwide	Jim Robertson, President
42	42	R.H. Marlin Inc.	USA	1	70	Regional	Joe Fox, Vice President
43	new	Sarens North America	USA	34	2,700	Worldwide	Patrick J. Settle, Regional Director
44	47	Edwards Inc.	USA	5	425	Regional	Derrill Edwards, President
45	44	Southwest Industrial Rigging	USA	3	160	National	Mike Madge, Crane Division Manager
46	43	Energy Transportation Inc.*	USA	4	131	National	Dan McGlade, President
47	48	Giuffre Bros. Cranes Inc.	USA	6	70	Worldwide	Todd Proctor, Branch Manager
48	51	Northwest Crane Service	USA	5	80	National	Andy Hodges, President
49	new	Mains Crane & Rigging Ltd.	Canada	2	46	National	Alan Swagerman, President

* ACT Estimate

WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
www.maximcrane.com	1,870	252	Manitowoc 18000 w/Max-er	825	363,880
www.allcrane.com	2,180	403	Manitowoc 21000	1,000	206,000
www.lampsoncrane.com	370	82	Lampson LTL-2600	2,600	109,690
www.essexrental.com	244	365	Manitowoc 888 Ringer	661	96,221
www.jflommainc.com	239	68	Manitowoc 18000	826	40,333
www.bigge.com	295	60	Liebherr LR1600	660	37,875
www.amquip.com	360	47	Manitowoc GMK 7550	550	34,546
www.deepsouthcrane.com	173	13	TC-36000 VersaCrane	2,500	34,392
www.barnhartcrane.com	193	19	Terex Demag CC4000 RL	1,800	29,648
www.gruesguay.com	391	20	Terex Demag CC-2800-1	700	27,812
www.ncservicesgroup.com	147	37	Liebherr LTM 11200-9.1	1,340	27,090
www.sims Crane.com	250	40	Kobelco SL6000	600	27,000
www.bucknercompanies.com	24	55	Liebherr LR-1750	826.5	25,802
www.braggcrane.com	240	28	Manitowoc Grove GMK 7550	550	25,745
www.tntcrane.com	160	2	Terex Demag AC700	800	19,881
www.turnerbros.com	59	21	Liebherr 11200-9.1	1,340	19,710
www.marcocrane.com	176	15	Manitowoc Grove GMK 7550	550	19,156
www.walshgroup.com	112	79	Manitowoc 2250	300	18,752.5
www.wogrubb.com	166	36	Manitowoc Grove GMK 7550	550	18,255
www.sterettcrane.com	134	22	Liebherr LTM-1500	650	17,993
www.imperialcrane.com	215	19	Manitowoc Grove GMK 7550	550	16,500
www.he-equipment.com	344	3	Manitowoc Grove RT 9130	130	14,977
www.irvingequipment.com	120	25	Liebherr LR 1750	826.5	13,721
www.laramiecrane.com	60	37	Terex Demag AC 1200	500	13,710
www.smeequipment.com	272	48	Terex RT 130	130	12,646
www.cranerental.com	36	36	Manitowoc 18000 w/Max-er	825	12,644
www.stevensoncrane.com	98	24	Manitowoc 18000 w/Max-er	826	11,501
www.dielcocrane.com	71	12	Liebherr LR-1750	826	10,797
www.beyel.com	99	28	Terex Demag AC 1300	500	10,748
www.bayltd.com	139	10	Terex American 11320	450	10,544
www.cianbro.com	76	46	Manitowoc 16000	440	10,516
www.kelleyequipment.com	28	30	Manitowoc 2250 w/Max-er	550	10,289
www.ness-campbellcrane.com	76	1	Manitowoc Grove GMK 7550 w/MegaWing Lift	550	9,560
www.doziercrane.com	31	51	Manitowoc 2250	300	9,241
www.mrcrane.com/inquipco.com	88	9	Manitowoc Grove GMK 7550 w/MegaWing Lift	550	9,020
www.craneserviceinc.com	73	7	Manitowoc Grove GMK 7550 w/MegaWing Lift	550	8,485
www.mountaincrane.com	44	12	Liebherr LR 1600/2	660	8,425
www.kirby-smith.com	160	7	Manitowoc 2250	300	7,723
www.barcelonaequipment.com	35	30	Manitowoc 999	275	7,660
www.cranerent.com	63	7	Liebherr LTM 1500-8.1	600	7,074
www.allegiancecrane.com	65	15	Liebherr LTM 1500	600	6,635
www.rhmarlin.com	62	16	Liebherr LTM 1300/1	360	6,625
www.sarens.com	36	5	SGC-120**	3,527	6,465
www.edwardsinc.com	68	1	Terex Demag AC 500-2	600	6,087
www.swirusa.com	52	4	Manitowoc Grove GMK 7550	550	6,010.5
www.energytran.com	37	6	Liebherr LTM 1500	550	6,000
www.giuffre.com	221	0	Liebherr LTM 1090/2	110	5,967
www.northwestcraneservice.com	20	3	Liebherr LR 1600/2	660	5,905
www.mainscrane.com	60	7	Manitowoc 2250 w/Max-er	500	5,801

** Crane not included in ACT Index >44

RANK 2011	RANK 2010	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
50	46	Wagstaff Crane Service	USA	4	60	Regional	Jim and Ron Wagstaff, Owners
51	45	Wanzek Construction Inc.	USA	2	550	National	James G. Henry, President
52	60	Alamo Crane Service Inc.	USA	4	80	Regional	Marvin Ohlenbusch
53	52	Burkhalter Rigging	USA	5		Worldwide	Delynn Burkhalter, President/CEO
54	53	Auriga Crane	Mexico	6	138	National	Enrique Hernandez, Manager
55	58	Clark Rigging & Rental Corp.	USA	3	55	Worldwide	David F. Clark, Vice President
56	50	Ring Power Crane	USA	7	75	National	Dave Glass, Vice President
57	49	JPW Riggers	USA	1	80	National	Dave Schwalm, Executive Vice President
58	new	Vic's Crane & Heavy Haul Inc.	USA	2	80	Regional	Tim Harty, Operations Vice President
59	55	United Crane Rentals Inc.	USA	2	38	Regional	Timothy Shinn, President
60	57	Eagle West Cranes	Canada	7	175	National	Bob Fairbank, COO
61	56	Connelly Crane Rental Corp.	USA	3	56	National	Michael Connelly, President
62	new	Ideal Crane Rental	USA	7	57	Regional	Robert Kalhagen, President
63	59	Stafford	USA	10	132	Worldwide	Kevin Belflower, President/CEO
64	61	Salerno Cranes	Panama	2	60	National	Omar Salerno
65	62	Budrovich Contracting	USA	1	55	Regional	Eric Struckhoff, Executive Vice President
66	63	Deep South Crane Rentals*	USA	2	48	Regional	James White Jr., Vice President
67	64	Scott Powerline and Utility Equipment	USA	2	39	National	Thomas H. Scott, Jr., President/CEO
68	65	Gatwood Crane Service*	USA	2	50	Regional	Ed Gatwood, President
69	68	Nixon-Egli Equipment Co.	USA	2	86	Regional	John D. Skaff, Vice President
70	69	J J Curran Crane	USA	1	42	Regional	Larry Curran, President
71	76	Allstate Crane Rental	USA	1	27	National	James W. Linton, Owner
72	70	Alliance Riggers & Constructors	USA	1	50	Regional	Phillip H. Cordova
73	new	I.B. Dickinson & Sons	USA	3	35	Regional	Donald Dickinson, President
74	71	Anglemyer Crane	USA	1	40	Regional	John Anglemyer
75	new	Viant Crane (formerly RJS Industrial Services)	USA	1	2	Regional	David Lemke, Vice President
76	73	Industrial Builders Inc.*	USA	1	300	Regional	Roger Haberman, Vice President
77	new	Hite Crane & Rigging Inc.	USA	1	35	Regional	Gary Hite, President
78	75	AME Inc.*	USA	3	220	Regional	Mike Davis, Vice President
79	74	Dutcher-Phipps Crane & Rigging*	USA	1	30	Regional	Kenny Dutcher, President
80	72	United Crane & Rigging Co.	USA	2	30	Regional	Robert Hileman, President
81	77	PSI Crane & Rigging Inc.	USA	1	10	Regional	Houston Burk
82	new	Specialty Crane & Rigging	USA	4	45	Regional	Seth Hammond, President
83	80	A Quick Pick Crane Service*	USA	1	30	Regional	George M. Schrade, President
84	new	North Shore Crane	USA	2	30	Regional	Tom Brown, President
85	81	Selinsky Force*	USA	1	200	Regional	John Selinsky, President
86	82	Benchley Contracting & Rental Corp.*	USA	2	25	Regional	Brian Benchley, President
87	83	Waggoner Equipment Co.*	USA	1	24	Regional	Alana Yount, Operations Manager
88	new	Allison Crane & Rigging*	USA	3	130	Regional	Larry Allison, Jr.
89	84	CraneWorks Inc.*	USA	3	28	Worldwide	Keith Ayers, CEO
90	85	Taylor Crane & Rigging*	USA	2	56	Regional	James C. Taylor, Jr.
91	89	Southern Crane	USA	4	27	National	Earl Johnson III, President
92	86	D. C. Crane Service	USA	1	12	Regional	Dan Connor, President
93	87	Southwestern Industrial Contractors & Riggers	USA	1	60	Regional	Bill Fiske, President
94	new	American Crane Inc.*	USA	1		Regional	Larry Payton, President
95	new	Limehouse & Sons Cranes Inc.	USA	1	55	Regional	James. L. Limehouse, Senior Vice President
96	92	Able Crane Service*	USA	1	9	Regional	Carl Hatfield, President
97	90	Diamond Steel Construction Company	USA	1	50	Regional	David Collins, President
98	93	Mansfield Crane Service Corp.	USA	1	22	Regional	Trapper Wyman, President
99	new	Bryan Kinser Enterprises	USA		10	Regional	Bryan Kinser, President
100	91	Runnion Equipment Company*	USA	2	26	Regional	Patrick Runnion, President

EDITOR'S NOTE:

Every attempt was made to assure the information in the **ACT100** is correct and accurate. The editors of **ACT** and employees of KHL Group Americas do not assume responsibility for errors, omissions or erroneous information.

* **ACT** Estimate

WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
www.wagstaffcrane.com	55	0	Manitowoc Grove GMK 7550	550	5,613
www.wanzek.com	21	15	Terex Demag CC 2800-1	600	5,575
www.alamocrane.com	40	1	Liebherr LTM 1400-7.1	500	5,038
www.burkhalter.net	12	12	Liebherr LR 1400/2	440	5,030
www.auriga.mx	33	1	Manitowoc 18000	660	5,000
www.clarkrigging.com	57	4	Terex Demag AC500-2	600	4,923
www.ringpowercrane.com	74	6	Manitowoc Grove GMK 5275	275	4,809
www.jpwriggers.com	15	10	Terex AC 500-2	600	4,685
www.visco.com	40	4	Terex Demag CC2500-1	550	4,520
www.unitedcranenj.com	30	6	Terex Demag AC 500-1SSL	600	4,451
www.eaglewestcranes.com	89	1	Liebherr LTM 1300	300	4,362
www.connellycrane.com	50	8	Liebherr LTM 1300-1	360	4,169
www.idealcranerental.com	60	3	Manitowoc Grove GMK 6350	350	4,061
www.staffordequipment.com	64	10	Terex Demag CC 2800	660	3,948
www.salernocranes.com	39	1	Liebherr LTM 1800	1,000	3,792
www.budrovich.com	38	2	Manitowoc Grove GMK 7550	550	3,532
www.deepsouthcranes.com	40	3	Terex Demag AC 350	400	3,500
www.scottpowerline.com	38	47	Tadano Mantis 20010	100	3,185
www.gatwoodcrane.com	55	1	Liebherr LTM 1300	300	3,100
www.nixon-egli.com	38	1	Link-Belt RTC-80130	130	2,935
www.jjcurran.com	42	0	Manitowoc Grove GMK 6300	300	2,900
www.allstate.com	28	2	Manitowoc Grove GMK 7550	550	2,805
www.allianceriggers.com	30	6	Liebherr LR1300	330	2,750
www.ibdickinson.com	15	2	Terex Demag AC 1300	500	2,330
www.anglemycrane.com	29	2	Manitowoc Grove GMK 6350	350	2,200
www.viantcrane.com	11	6	Manitowoc 2250	300	1,935
www.industrialbuilders.com	8	16	Manitowoc Grove GMK 6250L	250	1,800
www.hitecrane.com	24	0	Terex Demag HC1010	440	1,783
www.ameonline.com	26	0	Manitowoc Grove GMK 5275	275	1,765
www.dpocrane.com	11	0	Terex Demag AC 350	400	1,700
www.unitedcraneandrigging.com	20	1	Terex Demag AC 250-1	300	1,665
www.psicrane.com	13	3	Tadano ATF 220G-5	250	1,634
www.specialtycrane.net	22	0	Liebherr LTM 1300	360	1,571
www.quickpickcrane.com	23	1	Manitowoc Grove GMK 5275	275	1,400
www.northshorecranenyc.com	28	0	Liebherr LTM 1200	240	1,400
www.selinskyforce.com	26	1	Manitowoc Grove GMK 6250	250	1,385
www.benchleycrane.com	12	0	Manitowoc Grove GMK 6350	350	1,380
www.waggonerequipment.com	20		Manitowoc Grove RT 9130	130	1,270
www.allisoncrane.com	20	0	Liebherr 1225-1	250	1,250
www.crane-works.com	37	0	Manitex 5096 S	50	1,200
www.taylorcrane.com	28	1	Liebherr AT	265	1,189.5
www.southern-crane.com	19	0	Liebherr LTM 1150-5.1	190	1,080
www.dccraneservice.com	12	4	Link-Belt LS 218 HIS	110	1,055
www.southwesternindustrial.com	12	0	Manitowoc Grove GMK 5130-1	165	1,006
www.rentcrane.com	8	1		300	1,000
www.limehousesons.com	11	0	Manitowoc Grove GMK 5210	210	927
www.ablecrane.com	7	0	Manitowoc Grove GMK 5275	275	915
www.diamondsteel.com	21	0	Manitowoc Grove GMK 5150B	150	861
www.mansfieldcrane.com	8	0	Manitowoc Grove GMK 5275	275	811
www.kinsercrane.com	11	0	Liebherr LTM 1250/1	300	790
www.runnionequipment.com	49	0	Manitex 5096 S	50	763

*ACT estimates

>46

1,728 crawlers, down just a bit from 2009 when this group owned 1,797 crawlers. It appears that crawler fleets are being purged from the top 10 crane owning companies as well as the entire **ACT100** list.

As far as movement on the list, the biggest jumper was TNT Crane & Rigging, which went from Number 30 in 2010 to Number 15 this year. TNT increased its fleet through the acquisition of new companies. For the most part, movement on the list was just two or three spaces. Other gainers were Turner Brothers, which went up five from Number 21 to Number 16. Sterett went from Number 26 to 20 and Irving went from 27 to 23. Kelley went from 37 to 32 and Dozier went from 41 to 34. Another gainer was Alamo Crane which went from 60 to 52.

Most of those who went down in capacity just jumped a couple of three spaces. Amquip went from Number 3 in 2010 to Number 7 this year.

History of the **ACT100**

We started out calling our list the

Top 10 largest cranes

RANK	COMPANY NAME	LARGEST CRANE	CAPACITY
1	Sarens North America	SGC-120	3,527
2	Lampson International	Lampson LTL-2600	2,600
3	Deep South Crane & Rigging	TC-36000 VersaCrane	2,500
4	Barnhart Crane & Rigging	Terex Demag CC4000 RL	1,800
5	NC Services Group	Liebherr LTM 11200-9.1	1,340
5	Turner Bros. LLC	Liebherr 11200-9.1	1,340
6	ALL Erection & Crane Rental Corp.	Manitowoc 21000	1,000
6	Salerno Cranes	Liebherr LTM 1800	1,000
7	Buckner Heavy Lift Cranes	Liebherr LR 1750	826.5
7	Irving Equipment	Liebherr LR 1750	826.5
8	J.F. Lomma Inc.	Manitowoc 18000	826
8	Stevenson Crane Service Inc.	Manitowoc 18000 w/Max-er	826
8	Dielco Crane Service	Liebherr LR-1750	826
9	Maxim Crane Works	Manitowoc 18000 w/Max-er	825
9	Crane Rental Corp.	Manitowoc 18000 w/Max-er	825
10	TNT Crane & Rigging	Terex Demag AC700	800

ACT50 in 2005, although that first year we didn't have 50 companies on the list. Once we reached 50, we set our sights on 100, realizing that there are likely five times that many crane-owning companies in North America. We reached 100 on our

list in 2009. This year 124 firms submitted survey forms. For all those companies, large and small, who participated, thank you!

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Largest crawler fleets

RANK	COMPANY NAME	BASED	BRANCHES	CRAWLER FLEET
1	ALL Erection & Crane Rental Corp.	USA	33	403
2	Essex Crane Rental Corp. (including Coast Crane)	USA	22	365
3	Maxim Crane Works	USA	32	252
4	Lampson International	USA	8	82
5	The Walsh Group	USA	1	79
6	J.F. Lomma Inc.	USA	6	68
7	Bigge Crane and Rigging Co.	USA	10	60
8	Buckner Heavy Lift Cranes	USA	1	55
9	Dozier Crane & Machinery Inc.	USA	3	51
10	Scott-Macon Equipment	USA	7	48

Largest mobile fleets

RANK	COMPANY NAME	BASED	BRANCHES	MOBILE FLEET
1	ALL Erection & Crane Rental Corp.	USA	33	2,180
2	Maxim Crane Works	USA	32	1,870
3	Guay Inc.	Canada	18	391
4	Lampson International	USA	8	370
5	AmQuip Crane Rental	USA	14	360
6	H&E Equipment Services	USA	68	344
7	Bigge Crane and Rigging Co.	USA	10	295
8	Scott-Macon Equipment	USA	7	272
9	Sims Crane and Equipment Co.	USA	10	250
10	Essex Crane Rental Corp. (including Coast Crane)	USA	22	244

largest crane owning companies turns out to be a year-long effort, with most companies involved very cooperative and pleased to make the ranking.

Our method

For the **ACT100**, we surveyed more than 825 companies throughout the U.S., Canada and Mexico, asking them for information about their crane fleets and capacities. While **ACT100** is much more comprehensive than last year, we concede we're missing some major players in all areas 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 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. If a company does not

provide updated information for more than two years running, we take them off our list.

As well, 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 **ACT100** the most comprehensive list of crane owning companies in North America. We will tenaciously pursue the companies we've missed in our listing with the goal of getting them on the list next year.

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Companies are listed by their **ACT100** Index, which is calculated by adding together the maximum lifting capacities in U.S. tons of all crawler cranes and mobile cranes in a company's fleet.

Three times a year, we at *American Cranes & Transport* magazine go into the business of list making. For the June issue we present our **ACT100** list of North America's largest crane-owning companies. For the November issue we publish our **Specialized50** list of companies that do business in the realm of specialized lifting. In the December issue we present our **ACTTransport 50** of North America's largest specialized transportation companies. ■

If you would like to participate in any or all of our surveys, please e-mail D. Ann Shiffler at d.annshiffler@khl.com

ACT100 2012

Submit information for the 2012 **ACT100** by emailing d.annshiffler@khl.com.

Top 20 Employers

RANK	COMPANY NAME	HQ	BRANCHES	NUMBER OF EMPLOYEES	SCOPE OF OPERATION
1	The Walsh Group	USA	1	5,000	National
2	The Cianbro Companies	USA	6	4,000	National
3	Bay Limited, (a Berry Company)	USA	6	3,500	National
4	Sarens North America	USA	34	2,700	Worldwide
5	Maxim Crane Works	USA	32	1,800	Worldwide
6	H&E Equipment Services	USA	68	1,600	National
7	ALL Erection & Crane Rental Corp. (Central, Dawes, Jeffers)	USA	33	1,400	Continental
8	Barnhart Crane & Rigging	USA	21	800	National
9	Bragg Crane Service	USA	13	650	National
10	AmQuip Crane Rental	USA	14	600	National
11	Wanzek Construction Inc.	USA	2	550	National
12	Turner Bros. LLC	USA	6	500	National
13	Guay Inc.	Canada	18	450	National
14	Edwards Inc.	USA	5	425	Regional
15	Deep South Crane & Rigging	USA	4	400	National
16	Bigge Crane and Rigging Co.	USA	10	350	National
17	Buckner Heavy Lift Cranes	USA	1	350	National
18	NC Services Group	Canada	10	313	National
19	Industrial Builders Inc.	USA	1	300	Regional
20	Kirby-Smith Machinery	USA	9	286	National

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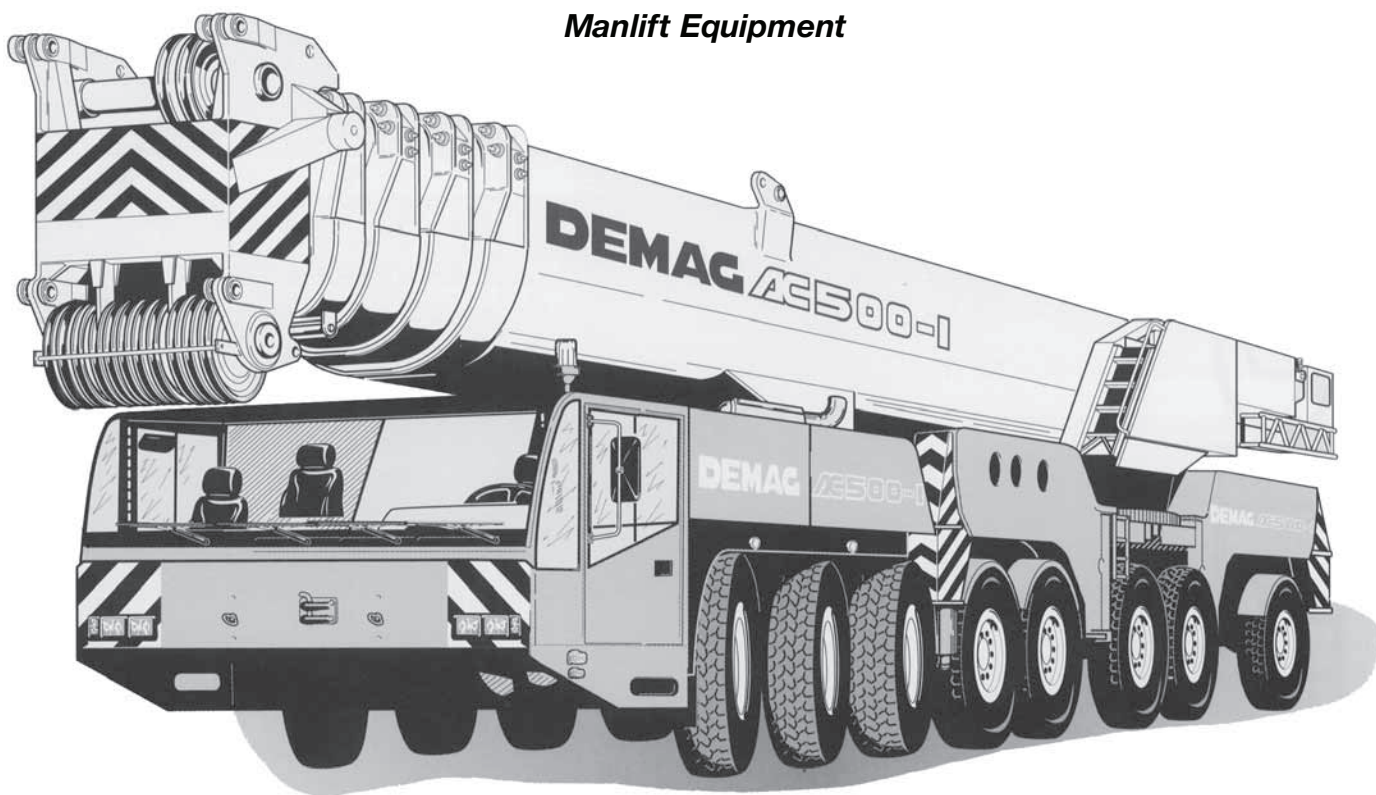
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Above: From the time the digester lid was lifted to the time it was secured on top of the digester required about an hour and a half. The lid was inched between the two crane booms with a clearance of about 19 feet

Installing a 106-foot diameter digester lid at a waste water treatment plant in North Salt Lake, Utah required precision planning for Wagstaff Crane & Rigging. **D. Ann Shiffler** reports

Putting a lid on it!

The expansion of the North Salt Lake Wastewater Treatment plant involves the installation of three new digesters. To save time and money, Gerber Construction, general contractor, is building the huge digesters in place at the plant. The lids, made of steel, are also fabricated in place, another cost-saving measure.

Wagstaff Crane Service was contracted to lift the first completed digester lid and place it on its corresponding digester. Two additional lids will need to be placed later in 2011 when the remaining digesters are completed.

Ronnie Wagstaff, lift planner for the project, says that there were many factors that needed to be considered when executing the lift.

"One of the biggest issues was space," he says. "We had to determine where we could put the cranes and how much space we'd need between the two cranes to lift

the lid from where it was built to the digester it needed to go on top of."

Wagstaff says his company started assessing the job and creating a lift plan back in November 2010. The first digester lid was lifted into place in March.

Another consideration was accurately determining the weight of the digester lid. "Originally we were told it would weigh 140,000 pounds, but actually it ended up being 170,000 pounds," says Wagstaff. "We planned for the two cranes to pick about 95,000 pounds each with the rigging. The spreader bar used weighed 10,000 pounds."

At 106-feet in diameter, the digester lid would need to be picked up, lifted and then the cranes would have to inch it up over the digester itself, and then lower it onto the top of it.

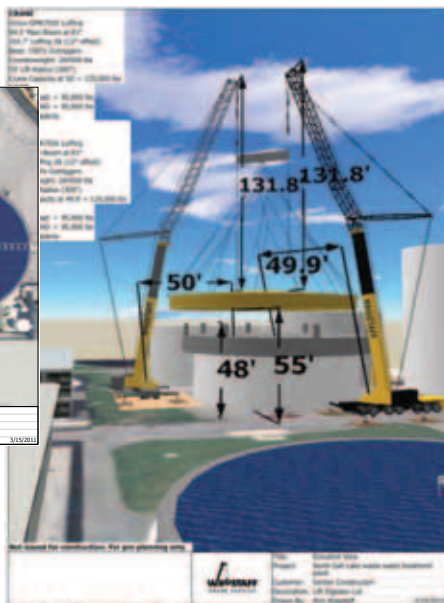
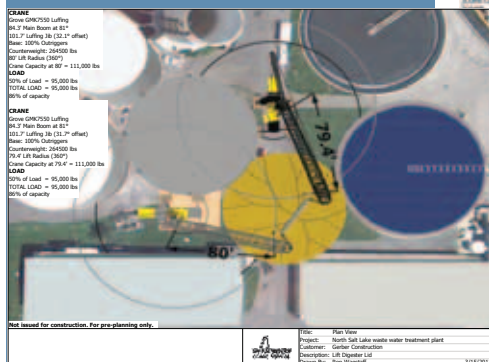
For the job Wagstaff chose to use its two Grove GMK 7550s. They were configured with 100 feet of luffing jib, and each was configured with the same 264,000 pounds of counterweight and 84 feet of main boom.

Software boot camp

Months before the lift would take place Wagstaff began planning the lift using 3D Lift Plan software. He attended a "software boot camp" hosted by 3D Lift Plan to learn to use the software and understand all its capabilities.

"I went down to the boot camp to learn to do this a lot better," he says. "The software allows you to animate the lift so we were able to create a movie to show how the lid would pass through the two cranes as it was being lifted and moved."

Originally the lift was scheduled for February, but cold weather caused construction delays. During the delay, Wagstaff says they studied the lift plan



Using 3D Lift Plan software, Wagstaff Crane Services planned every aspect of the lift, ranging from the use of luffing jibs to wind speed

and determined it would be better to add luffing jibs to both cranes.

"We decided to re-engineer our lifting plan," he says. "That tight area, the space between both booms, had to be precisely right in order for the lid to pass between the two booms."

The critical point of the pick was passing the huge circular object between the two booms of the cranes. He says they measured and re-measured to make sure they had the 125 feet required.

"We needed the 106 feet (width of the lid) and then the extra 19 feet gave us some breathing room," he says.

Wind element

When the February schedule was pushed into March, Wagstaff says they had to add the wind element into the lift plan.

"March is good weather for wind," he says. "That's good for flying kites but not necessarily for making lifts like this."

As the Wagstaff team had feared, the week the lift was set to take place was windy, with gusts between 20 and 30 miles per hour.

"We were really concerned with lifting something that big between two cranes," says Wagstaff. "We got it all rigged up over the weekend and we were ready to go on Monday to make the lift."

But the high winds prevailed so the crews decided to make some test lifts to test the rigging. On Tuesday it was determined that Wednesday would be the best weather conditions for making the lift.

Before dawn on that Wednesday morning, crews arrived at the site ready to go. The cranes were hooked up and signals were given to start the job.

"We picked it up and held it in place for 20 minutes until we got a little more light in the day," Wagstaff says. "We started moving the lid to the digester, and just as we got it in place, the winds started picking up."

The job was slow going as each crane had to work in tandem, one inch at a time. The lift required about an hour and a half to complete.

Wagstaff says safety was a huge element of the project.

"The crane operators were in constant communication," Wagstaff explains. "We had a unique way of rigging that made sure spotters could be seen at all times. Instead of radios, we used a telephone communications system so everyone could talk and listen at the same time. The four spotters were in communications to

make sure the spreader bar stayed level. Our communications plan worked very well. It was like a conference call where everyone could hear what was going on. We had a designated spotter so he could talk everyone through the lift."

The spreader bar was manufactured by Hoj Engineering. Wagstaff says they use it often for tilt-up work. A Dielco swivel was rigged to the bottom of the spreader bar so the load could be rotated as needed.

A family business, Wagstaff Crane was started by H.R. Wagstaff and his wife Evelyn in 1963. Today the company is run by their sons, Ron Wagstaff and Jim Wagstaff.

The third generation now working at the company includes brothers Ronnie and Talmage Wagstaff. Ronnie says he grew up in the crane yard. After going to college he decided he'd rather work around cranes than sit behind a desk.

Talmage Wagstaff also went to college and graduated as a civil engineer. "He

came back to work for the company and helped with the engineering of this lift. He figured out all the sling angles and made sure all the rigging had the capacity needed from the hooks on up.

While all the planning and preparation that went into this lift was important and necessary, the lift would not have been completed if it weren't for two experienced operators. Mike Schvaneveldt and Earle Fail have been working with Wagstaff Crane for 30-plus years. Ronnie Wagstaff says, "We consider them and all of our operators a part of our close Wagstaff Crane family. Their skills were the most important factor in this project to make a safe and successful lift."

For the most part, Wagstaff Crane is a taxi crane rental company, Wagstaff says. "All we have are ATs and hydraulic cranes," he says. "But we may need a crawler at some point."

Wagstaff Crane Service submitted the final lifting plan to general contractor Gerber Construction. Wagstaff's crews developed a communications plan using cell phones. Everyone involved in the lift could hear what was going on at every stage of the lift



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Transporting seven transformers to a hydro electrical power plant in Mexico required expertise far beyond the norm. **ACT** reports

Mexico challenge



On the final 4.5 miles into the plant, the terrain became problematic and required reinforcement of the Schnabel systems and bulldozers to widen and compact the roadway

The first 432 miles of the journey to transport seven transformers involved mostly freeway travel. On a couple of occasions the convoy needed to travel through a town square with narrow streets

Transportes Telleria, founded in Mexico in 1969, recently completed a complex heavy haul project for the La Yesca Hydro Electrical Power Generation plant. The plant is located in a remote area, and the entrance to the plant involves traversing a very challenging terrain. The job is an example of the complexity of hauling overweight and oversized components in Mexico.

Transportes Telleria was contracted to haul seven transformers to the plant, which is located near a dam in a steep and rocky undeveloped area. The transformers would be hauled from Guanajuato City to the plant in Nayarit, a trip of about 346.5 miles (557 kilometers). The Transportes Telleria team started the job in September 2010 and completed it in December 2010.

The seven identical transformers measured 21.42 feet (6.53 meters) long, 11.54 feet (3.52 meters) wide, 17 feet (5.12 meters) high and weighed 210,000 pounds (95 metric tons).

Transportes Telleria developed a transportation plan that called for the delivery of the cargo to be performed in pairs. This required a double configuration of approximately 203 feet (62.72 meters) in length, two Schnabel systems (which required reinforcement for the last few miles of the trip) and several prime movers and escorts.

The terrain in the first stage spanned about 342 miles (550 kilometers). This portion of the journey was mostly freeway, except in some towns where it was necessary to cross through downtown areas. But for the most part, the streets

were straight and there were minimal slopes along the route.

The second stage was a different story. The last 4.5 miles (7 kilometers) into the plant involved several bends through a remarkable sloped, dirt roadway. Along the last portion of the route, the terrain included slopes with 12 degrees inclination, and in some areas the inclination increased to up to 17 degrees. This hilly terrain made for risky transportation conditions. A host of additional machinery was required to support the heavy weight of the transformers due to the slope and the resistance for the ascents in some sections.

Among the equipment needed were two prime movers, two 160-ton capacity Schnabel systems, three modular axles at about 16 feet (4.8 meters) in width at the front, four modular axles at about 16 feet (4.8 meters) in width at the rear, two bulldozers for the last 4.5 miles and two

>54

escort units for each transformer.

For the first stage of the journey, the transformer convoys travelled the 342 miles in about 4 days. For the second stage, it would take four hours to travel the 4.5 miles.

Prior to the start of the project, Transportes Telleria prepared a Route Feasibility Study and applied for and received federal and local permits. Issues like ground compression leading into the plant were studied. The transport team realized that the road into the plant would need to be widened and that extra power would be needed to push and pull the transports over the sharp bends and slopes.

Additionally, logistics coordination was quite detailed and complicated. Transportes Telleria assured coordination of all regional and national authorities, escorts and power plant officials.

The entire job spanned 51 days, an average of 10 days per transformer.

Safety was a prime concern of the transportation team. A detailed analysis of the route with photographs was prepared, as well as structural analysis and strength simulations. The Schnabel systems



The terrain of the last 4.5 miles was quite hilly and required the negotiation of several steep slopes and curves

required reinforcements, and all personnel were trained on each phase of the job. All tools were certified to guarantee the cargo safety. All personnel were required to wear safety vests and be familiar with related safety equipment. Escorts followed the transport systems to prevent unexpected situations. Coordination was provided to traffic authorities to assure the roadways were safe for all users. Road improvements were made using excavating equipment.



All personnel were equipped with radios for communicating at all times.

Added together, the total miles travelled were 2,425.5 miles. The job was performed on-time, on budget and with no accidents.

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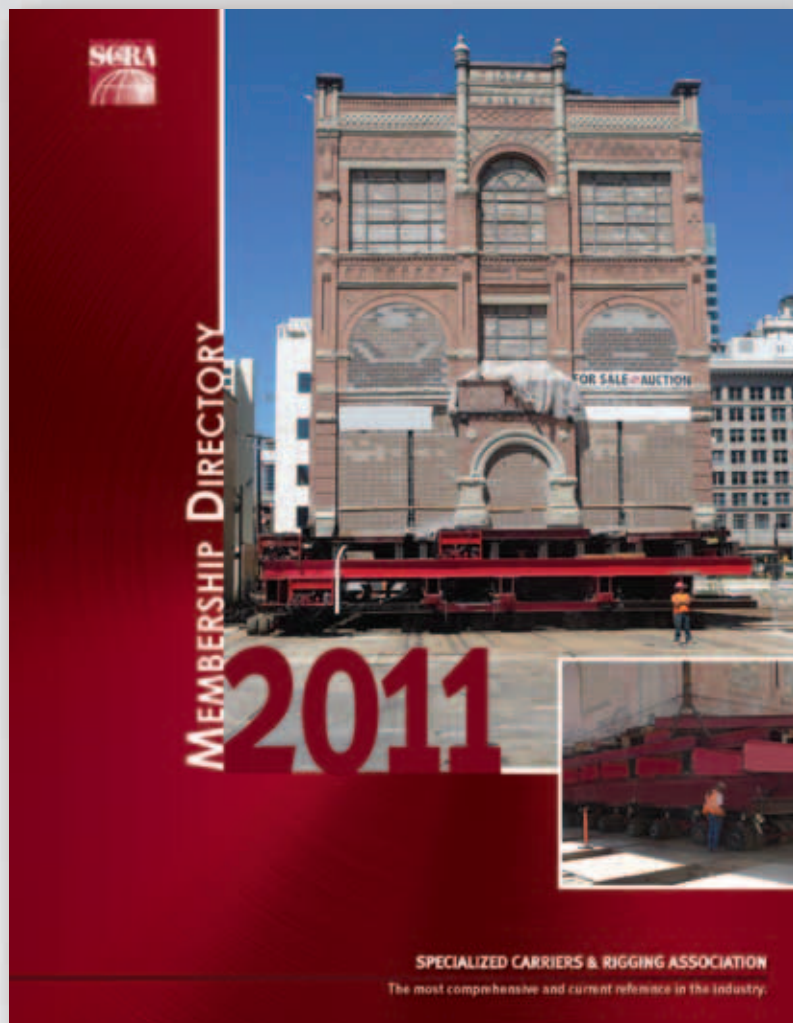
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SC&RA is committed to efforts to ensure sophisticated electronic equipment is developed in a way that enhances safety while contributing to profitability

Who's who at the Specialized Carriers & Rigging Association



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Link-Belt Construction Equipment, Lexington, KY



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David Lowry

Bennett International Group
McDonough, GA



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Vice president: Robert Moore

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Treasurer: George Young

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Watchful eye

Safety remains foremost in SC&RA's mission statement.

While the association supports the mission of the Federal Motor Carrier Safety Administration (FMCSA), we often oppose provisions in the agency's regulatory proposals that are counter to members' best interests. That certainly has been the case with FMCSA's Hours-of-Service (HOS) proposal for commercial truck drivers.

Like the American Trucking Associations (ATA), SC&RA believes in the inevitability of electronic onboard recorders (EOBRs), also known as Electronic Logging Devices (ELDs) for documenting compliance with HOS rules. On March 31, the ATA Executive Committee approved an official policy concerning any law or regulation requiring the use of ELDs. During the SC&RA Annual Conference in San Diego, our Board of Directors voted to adopt that policy, which includes the following provisions:

- There should be sound evidence linking ELD use to enhanced fleet safety performance.
- ELDs requirements should be based on the minimal, functional, and performance specifications necessary to record and report hours-of-service compliance and assure reliability and utility of operation.
- Except for HOS compliance data, statutory protections should be afforded to motor carriers pertaining to the control, ownership and admissibility/discoverability of data generated and derived from ELDs, and to assure the privacy rights of drivers.
- Drivers shall be responsible for operating ELDs in full compliance with all applicable regulations.
- Any ELD regulation must address the operational diversity of the trucking industry, continue existing exceptions to the record of duty status, and consider additional exemptions that balance compliance and the evolving industry diversity.
- Motor carriers using compliant ELDs should be relieved of the burden of retaining supporting documents for verification of driving time.
- Any ELD mandate, if instituted, should be made simultaneously applicable to all vehicles of the affected population of motor carriers, it should avoid any implementation inequities identified and take measures to eliminate them.
- Tax incentives should be pursued as

a means to facilitate adoption of ELD systems.

A number of SC&RA member fleets that use these devices report compliance and safety gains. They have discovered they improve efficiency. This combination of benefits makes supporting ELDs good business.

As we move ahead on ELDs in trucks, we also are watchful of developments involving electronic devices used to log data in cranes. During the Board meeting where the ELD policy was approved, the Crane & Rigging Group provided an update on data loggers and event recorders.

After a survey of all member crane manufacturers last year revealed the absence of uniformity concerning data loggers, their use or the data collected, our association wrote to the Association of Equipment Manufacturers (AEM) to request the development of a manufacturers' standard for data loggers. The Power Crane & Shovel Association (PCSA), a bureau of AEM, provided SC&RA a copy of its data logger and event recorder recommendations. Additionally, FEM (the European standards body) gave SC&RA a draft copy of its position on Data Recording with Event Recorders on Mobile Cranes.

Despite similarities between the FEM and PCSA documents, there are unmistakable differences, and neither aligns completely with industry needs. SC&RA is in the process of reviewing both documents and preparing comments to be submitted to both organizations.

As the international organization that serves more than 1,300 companies that lift, haul and position huge objects in 46 nations, SC&RA is committed to efforts that ensure increasingly sophisticated electronic equipment is developed in a way that enhances safety and efficiency while contributing to profitability.

We consider ourselves fortunate to have an active membership that works closely with our staff on such endeavors. Together, we are making a difference. ■

EXECUTIVE VICE PRESIDENT



Joel Dandrea

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World class speakers, entertaining speakers, engaging discussions and fun networking events comprised a busy SC&RA Annual Conference. **Terry White** reports

Full agenda


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Through an array of networking and educational opportunities, SC&RA met its goal of "Lifting Your Business. Carrying You Forward" for more than 570 participants who participated at the SC&RA's Annual Conference, April 12-16, at the Hotel Del Coronado, San Diego, CA. Attendees came from eight nations—Canada, Germany, Great Britain, Guatemala, Italy, Luxembourg, Mexico and the United States.

From the beginning until the end, board and committee members engaged in vigorous, thoughtful discussions as they made progress on full agendas. For example, for the first time in over 10 years, the Crane & Rigging Group's Labor Committee meeting included updates on safety training and other activities from representatives of four unions – the Carpenters, Iron Workers, Operating Engineers and The Association of Union Constructors. And the Transportation Group submitted a motion that was accepted by the SC&RA Board of Directors to establish a general policy position regarding the use of electronic logging devices for documenting compliance with federal hours-of-service rules for drivers.

Most meetings were packed with committee members and guests. A number of these sessions were standing room only.

World-class speakers at the educational sessions responded with enthusiastic performances to record crowds. Also setting a record was the Products Fair with 70 booths that stayed busy for the full three

hours of the event. Exceptional entries in the Rigging and Hauling Job of the Year competitions ensured that the participating companies and the industry overall will continue to receive favorable publicity for months to come.

Participation also was lively at golf, tennis and fun run/walk recreational events; receptions and galas. Contributing greatly to the quality of all events was the generous support of dozens of sponsoring SC&RA member companies.

During closing night ceremonies, the association elected David Lowry, Bennett International Group, McDonough, GA, as President. Joining Lowry as officers for the 2011-2012 term are:

- Chairman: William Stramer, Link-Belt Construction Equipment Co., Lexington, KY
 - Vice President: Michael Battaini, Sheedy Drayage, San Francisco, CA
 - Treasurer: Bill Keen, Keen Transport, New Kingstown, PA
 - Assistant Treasurer: Ron Montgomery, Intermountain Rigging & Heavy Haul, Salt Lake City, UT
- Also joining the board are four newly elected Group Chairs:
- Allied Industries Group: Justin Cravens, Ridewell Suspensions, Springfield, MO
 - Crane & Rigging Group: Steve Freckmann, Dawes Rigging & Crane Rental, Milwaukee, WI
 - Transportation Group: John McTyre, McTyre Trucking, Orlando, FL
 - Ladies Group: Margie Springer, Southern Industrial Constructors, Raleigh, NC



With the exception of the Board members and the Treasurer, all newly-elected officers will serve one-year terms that will expire at SC&RA's 2012 Annual Conference.

Additionally, SC&RA elected the following six new Board members to serve three-year terms:

- Frank Bardonaro, Terex Cranes, Wilmington, NC
- Michael Battaini, Sheedy Drayage, San Francisco, CA
- Geary Buchanan, Buchanan Hauling & Rigging, Fort Wayne, IN
- John McTyre, McTyre Trucking, Orlando, FL
- Toni Sabia, Transport Systems & Products, Inc., Stamford, CT
- Mike Vlaming, Vlaming & Associates, Vallejo, CA

Another highlight was the naming of Gordon Thomsen as the 11th recipient of SC&RA's Gold Achievement Award. This coveted award, which is not presented every year, goes to an individual who has made an outstanding contribution to the specialized carrier and rigging industry over a consistent and significant period of time.

In 1973, Thomsen started Western Ag Sales, a small home-based trailer company in Mitchell, S.D. that evolved into Trail King Industries, an industry leader with more than 500 employees, three manufacturing facilities, and 300 dealer locations across the U.S. and Canada. Today, Trail King offers trailers ranging in load capacities from 6,000 pounds to 1 million pounds, serving a wide variety

1 Gordon Thomsen, who built Trail King, Inc. into a leading trailer manufacturer from headquarters in Mitchell, South Dakota, thanks SC&RA and its members for presenting him with the coveted Golden Achievement Award.

2 During the Crane & Rigging Group's Labor Committee Meeting, Frank Bardonaro (right) presents an SC&RA clock to Frank Migliaccio, who has announced his retirement from the Iron Workers. Migliaccio was the first union representative to accept a seat on SC&RA's Labor Committee, taking an active role in SC&RA.

3 After a long day of committee meetings and educational sessions, attendees unwind at the Good Vibrations Beach Party. All proceeds benefit the SC&R Foundation.

4 David Lowry accepts the gavel from previous SC&RA President William Stramer, who moves on to become SC&RA Chairman.

5 The family of David Lowry is on hand to see his induction as SC&RA President. From left are Lynette Alt, sister; Mike Taylor, stepfather; Marcia Taylor, father; Brenda Lowry, wife; David Lowry; Paige Lowry, sister-in-law; and Danny Lowry, brother.

6 The Past Chairman's Council Dinner brings together many leaders who have moved SC&RA forward over the years.

7 Bill Clement, a former National Hockey League All-Star, two-time Stanley Cup Champion and hockey analyst for ESPN-TV, explains why everyone can be a powerful leader, especially in the Red Zones – the times of adversity.

of applications for markets as diverse as specialized hauling, construction, agriculture, transportation, waste and recycling.

"Our winner, while growing his business over the years, served SC&RA and the SC&R Foundation through active participation," said SC&RA Chairman Bill Stramer. "He has contributed time, sponsorships, energy, passion, humor and, perhaps most importantly, he has influenced and inspired many of us in this room in many positive ways."

8 Robert Weiss, Cranes, Inc. (left), happily accepts a 32-gigabyte iPad WiFi, from SC&RA Executive Vice President Joel Dandrea. The iPad was the grand prize during hourly drawings at the Products Fair.

9 The Water Coolers, a popular New York-based comedy team, delights the audience at the closing night dinner with humorous songs and sketch comedy customized for the specialized carrier & rigging industry.

10 Hauling Job of the Year Winners proudly displaying their trophies are (from left) Terry Emmert, Emmert International, Moving Job with specialized equipment; Ragan Watson, Barnhart, Hauling Job over 160,000 pounds (net); and Raphael de los Santos, Tradelossa, Hauling Job under 160,000 pounds (net).

11 Claiming their trophies in the Rigging Job of the Year are (from left) Edoardo Ascione, Fagioli, over \$750,000; Alan Barnhart, Barnhart, \$150,000-\$750,000; and Tim Heldman, Barnhart, under \$150,000.

12 Educational session speaker Robyn Benincasa relates how her experiences as a world-class member of adventure racing teams have taught her teamwork principles that also apply to the business world.

13 Keni Thomas: Keni Thomas, winner of the Bronze Star for Valor after the 1993 skirmish in Mogadishu, Somalia, emphasizes why leadership, teamwork and training are vital steps to success in battle and in life.



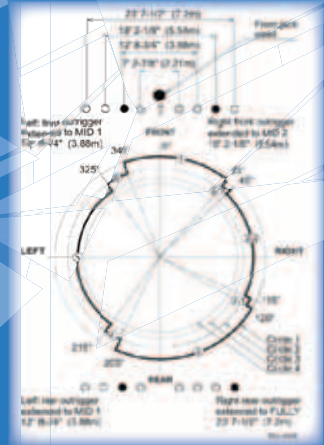
A crowd of interested attendees looks on as the Crane & Rigging Group Governing Committee considers a full agenda. Many committee and Group meetings drew large crowds throughout the Annual Conference.

The 2012 Annual Conference will be held April 17-21 at the Hyatt Regency Lost Pines, Austin, TX.



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Understanding indemnity provisions

Additional Insured Status:

What does it mean to me? **Bill Smith** reports

In almost all contracts you will always see some form of indemnification called for in the wording. Most companies you do business with will want you to indemnify them for the opportunity to perform work for them. How ironic is that? They need to hire you to complete a task and for that, you have to insure them for whatever goes wrong. In many cases, even if it's not your fault or you didn't cause the accident, this is still the case.

Crane, rigging and transportation industry professionals have been educated on indemnity provisions for many years now. One dictionary defines Indemnity as

1. Security against damage, loss, or injury.
2. A legal exemption from liability for

damages. 3. Compensation for damage, loss, or injury suffered. We all agree that when it's our fault, we should share in the cost and repair of the loss, whatever that may be. However, when it's not our fault, what should we do? Indemnity is usually associated with liability. When it all plays out and the investigation and process are complete, liability can usually be determined, the degree to the extent each party was at fault, and therefore who should be indemnifying whom. This process takes time and money and usually works well, however we still have to add another element into the equation that is more troublesome to the subcontractor (crane, rigging, and heavy haul companies),

Additional Insured – here is how Additional Insured is defined in U.S. insurance policies: An Additional Insured is a person, or organization, that enjoys the benefits of being insured under an insurance policy, in addition to the individual who originally purchased the policy.

To a business owner, the task of understanding the anatomy of an insurance policy can be a mind-boggling undertaking. Additional Insured coverage is important on many fronts. First, many companies may have to pay losses on their insurance policies by giving broad Additional Insured coverage to contractors for whom they were working; the coverage under their policy could have extended to losses for which their company was not at fault, but because the loss “arose out of their work” on the jobsite, they were on the hook for it.

Complicated issues

Conversely, many in the industry have seen the benefits of having Additional Insured status, especially when their equipment has been bare rented. The equipment damage is picked up by the lessee, and if there is an injury on the jobsite, the lessee picks up the defense of a suit if the company is named. These

two scenarios however, paint a simplified picture of all the complicated issues surrounding Additional Insured status. Before the Additional Insured boom began in the mid-1980s, owners, general contractors and subcontractors split the risks associated with jobsite work through indemnity language. Usually, this indemnity language required a subcontractor to indemnify the general contractor for its own negligence and possibly the passive negligence of the general arising out of the sub's work. The focus of litigation in this area was whether the general contractor, who was seeking indemnity, had engaged in active negligence or was solely negligent.

This all changed in 1985, when Insurance Standards Office (ISO) introduced the CG 2010 11 85 Additional Insured endorsement. Many large construction companies began requiring that they be named as an Additional Insured in their indemnity contracts under this endorsement. It gave these companies a veil of protection they hadn't seen before, in the form of Additional Insured status, essentially making them untouchable in terms of liability. The language of this endorsement states “who is an insured is amended to include as an insured the person or organization shown in the schedule, but only with respect to liability arising out of your work for that insured by or for you.” The phrase “arising out of your work” was subject to interpretation and as a result, the courts

Additional insured issues

Additional Insured issues can be complicated. When you are asked to provide Additional Insured status to a contractor for whom you are working, it is best to examine what you are actually providing and to consider the implications on your business. Pay attention to what they want and try to negotiate to a fair and equitable position. Make sure the Indemnity and the Additional Insured clauses line up with the same liability on your part. Don't allow one to be any broader than the other. Try to negotiate indemnity and Additional Insured status to either your sole negligence or at a minimum what was “caused by” you and your employees. Try not to agree to “arising out of your work” in either the Indemnity or the Additional Insured agreement. Your broker and/or insurance carrier should be able to provide you some assistance, if not, think about changing to insurance providers that understand your business. Almost anything can be negotiated. You just have to understand what is being asked, and what a fair resolution could be.



THE AUTHOR

Bill Smith is executive vice president of NBIS Claims and Risk

Management, responsible for sales and marketing, claims and risk management, loss prevention, safety awareness and accident investigation.

interpreted this language to provide broad protection for the Additional Insured. In many instances, the subcontractor who provides this endorsement will be providing coverage for a loss even if the subcontractor had no involvement in the incident. And courts have found that the subcontractor's mere presence on the jobsite is sufficient to have the liability arise out of the subcontractor's work.

Further, even when the fault rests entirely with the Additional Insured, the named insured's policy will have to pay. This meant that many subcontractors, including crane companies, riggers, millwrights and heavy haul companies, had to payout on their policies for losses that were not their fault. This "incurred loss" all goes against their company loss history and their future insurance premiums may also be affected even when they did nothing wrong (and in today's litigating society the expense cost of defense is ever increasing). In some form of relief over the past handful of years, there have been evolving limitations on Additional Insured coverage, and general contractors are having more difficulty saddling all of

their burdens onto subcontractors.

Who is an insured?

Most insurers now refuse to give 11 85 coverage, as they have learned that the risks associated with this type of coverage are too great. Today, endorsements such as CG 20 10 10 01 and CG 20 10 07 04 are used more often. These offer exclusions for completed operations and attempt to limit coverage for the Additional Insured's sole negligence. In the Additional Insured endorsement of CG 20 10 10 01, 'Who Is An Insured' is amended to include "as an insured the person or organization shown in the schedule, but only with respect to liability arising out of your ongoing operations performed for that insured." Excluded in 20 10 10 01, are any claims that arise after "your work" has been completed at the site and/or the project is put into its intended use. In the Additional Insured endorsement of CG20 10 07 04, the language was amended so that 'Who Is An Insured' includes an Additional Insured as "the person(s) or organization(s) shown in the Schedule, but only with respect to liability for "bodily injury", "property damage" or

"personal and advertising injury" caused, in whole or in part, by: 1. Your acts or omissions; or 2. The acts or omissions of those acting on your behalf; in the performance of your ongoing operations for the additional insured(s) at the location(s) listed."

So where does this leave us? Well, while progress has been made in the last 20 years and bidding a job today may not mean giving away as much of the farm, the fact still remains that subs are required to provide insurance to the bigger, more powerful generals. They realize that being named an Additional Insured provides them with direct access to a subcontractors insurance policy, and can help thwart subrogation efforts, and even allows for risk transfer separate from an indemnity agreement.

The Additional Insured status is in many cases more harmful to the sub than the Indemnity status. For example, even if a state has an anti-indemnity statute, it does not apply to an agreement to provide insurance. While having Additional Insured status may make risk transfer more plausible, it certainly doesn't mean that the transfer of the risk will be easy. ■

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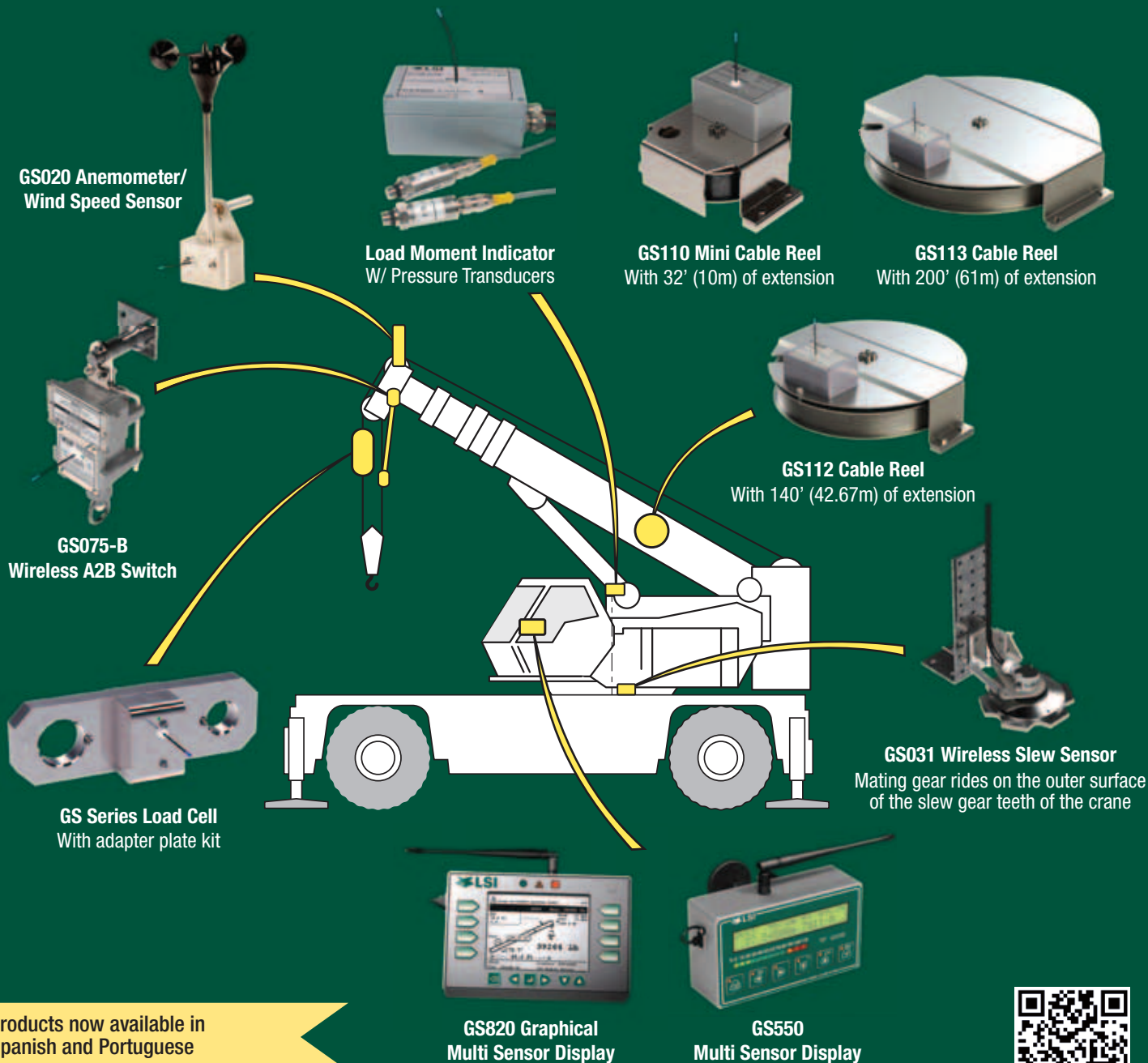
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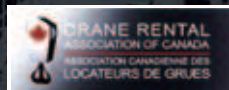


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Howard appointed president of Coast Crane

Essex Rental Corp. has named Terry Howard president of its wholly owned subsidiary, Coast Crane Co.

Howard will be responsible for all personnel and operating activities at Coast Crane, and will succeed Dan Goodale, whose planned retirement as chief executive officer of Coast Crane is effective April 30.

Howard has more than 20 years of experience in the construction equipment industry, including rental and sales. Since 2009, he has held



the position of vice president of operations for Coast Crane.

Previously, he was branch manager of Coast Crane's Alaska location for 14 years. Before joining Coast Crane, Howard was an equipment fleet analyst for Alaska Pipeline Service Company and held the position of rental manager for Construction Machinery Inc.

Terex Cranes promotes Dobbs

Matthew Dobbs has been promoted to director of sales, western region, for Terex Cranes. Dobbs previously was senior business manager of tower cranes for the company. He will report to Frank Bardono, vice president and managing director of Terex Cranes North America.

In his new role, Dobbs will be responsible for sales and distributor-related activity in the western region of the U.S. He will manage the market strategy for regional business managers and major accounts. He will also maintain his current responsibilities of tower cranes sales.



Ballweg promoted at Kobelco

Greg Ballweg has been promoted to general manager of Kobelco Cranes North

America, Inc. He will be primarily responsible for the day to day operations concerning North America.

"Greg has played a key role in our growth and I look forward to utilizing his experience in this new role", said Jack Fendrick, president of Kobelco Cranes North America, Inc.

Ballweg joined the company in 2004 as the eastern regional sales manager.



Gearing up for ICUEE

The International Construction and Utility Equipment Exposition (ICUEE) and Demo Expo will open advanced registration on June 8 for its Oct. 4-6 trade show in Louisville, KY. So far, exhibit space has topped 1 million net square feet with more than 570 companies already signed up to display their products and equipment.

ICUEE is held at the Kentucky Exposition Center in Louisville, KY. Those interested can register and look over education sessions at www.aem.org.

ICUEE 2011 will feature a new Sustainable Energy exhibit pavilion and new Fleet Management exhibit pavilion from the Association of Equipment Management Professionals (AEMP), as well as the returning Safety Zone pavilion sponsored by Incident Prevention.

Mains Crane names Swagerman president

Carolyn Mains, chairwoman of Mains Crane & Rigging Ltd., has announced the appointment of Alan Swagerman, P.E., as president of the Mains group of companies. The group includes Mains Crane & Rigging Ltd., Main Crane, Mains Transportation Services Inc., Nisku Engineering Ltd. and Independent Crane & Equipment Ltd.

Swagerman has been

involved in the crane rental industry for more than 25 years in both eastern and western Canada. He has served on the boards of both the Crane Rental Association of Canada and the Crane Rental Association of Ontario.

"Alan's commitment to safety and professionalism in the crane rental industry make him the ideal addition to the Mains Crane family," Mains said.



2011 SC&RA Webinar

June 15

Tower Cranes: How OSHA 1926.1400 Affects Operations
www.scranet.org

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Philadelphia, PA
www.scranet.org

ICUEE

Oct. 4-6

Kentucky Exposition Center
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www.icuee.com

■ The Associated General Contractors of America recognized **Turner Construction Co.** as one of the safest construction companies in the U.S. with a 2011 Construction Safety and Excellence Award (CSEA). This is the second time Turner has received a first place finish.

■ The SC&RA will host a June 15 webinar at 12 p.m. EST on the subject of "Tower Cranes: How OSHA 1926.1400 Affects Operations." The webinar will be presented by **Peter Juhren**, corporate service manager of Morrow Equipment Company, LLC.

■ **Howard Kaplan** has been hired as safety coordinator of Marco Crane & Rigging and operations manager of Technology Testing, Inc. in Phoenix. Kaplan has more than 22 years of experience in the crane industry. He is a certified crane operator, signalperson, and rigger. He is also an OSHA Outreach Trainer for the University of San Diego for cranes and rigging.

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June 15 12 pm EST	Tower Cranes: How OSHA 1926.1400 Affects Operations On November 8th, 2010, OSHA's new crane regulations went into effect. The vast changes and requirements applicable to Tower Cranes is complex, with the responsibilities expanded to all operator's, suppliers, and management. This presentation highlights the key areas in the regulations and explains how to comply with them. In addition new items forthcoming in the next edition of the ASME B30.3 will be covered. Bronze sponsors- NBIS and National Interstate	Presenter: Peter Juhren, National Service Manager Morrow Equipment Co., L.L.C.	\$29 for Members \$49 Non- Members
July 27 12 pm EST	Loss trends for the Crane, Rigging and Specialized Transportation Industry Join us in July as SC&RA's exclusively endorsed property and casualty partner will present loss trends that your company should be aware of for establishing safety and risk management programs. Based upon frequency, this webinar will cover the 5 most common crane losses and the 5 most common transportation losses. Additional information will be provided on the most costly losses, strictly from a financial perspective. The last part of the webinar will deal with the most frequent causes of severe disability and death. This information will be based upon the loss trends developed from 2009 and 2010, national industry data. Gold sponsor- NBIS	Presenters: NBIS Experts	Free for Members and Non- Members

Additional 2011 dates and speakers to be announced.

To view all upcoming webinars and SC&RA meetings visit www.scranet.org

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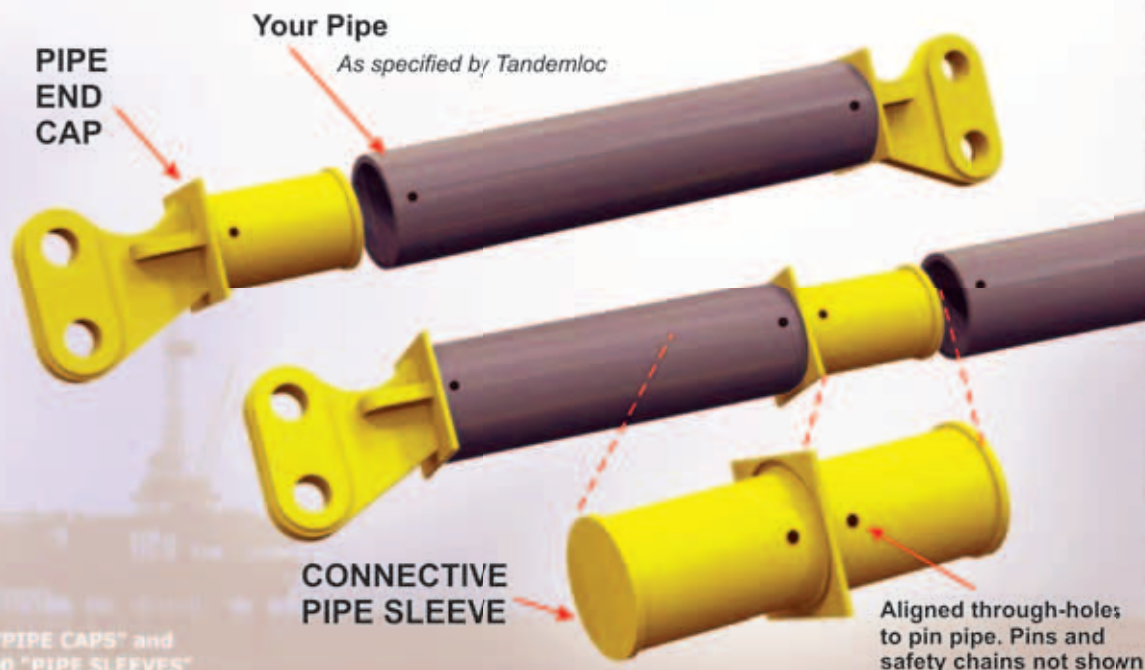
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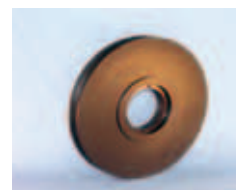


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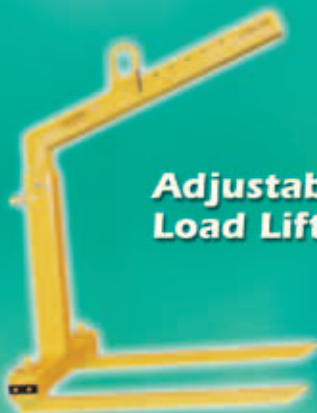
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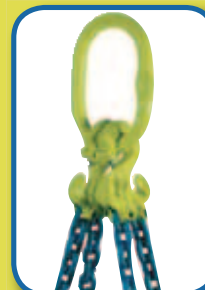
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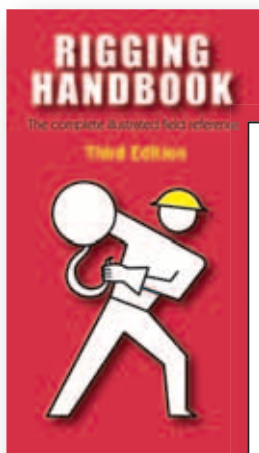
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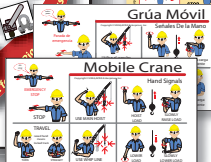
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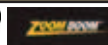


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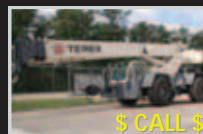
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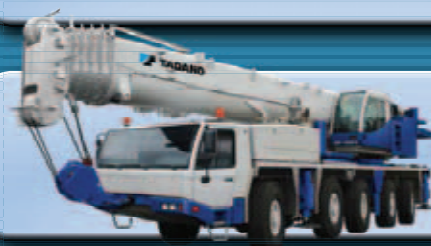


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